



NÜRNBERG FÜRTH FOR EXCELLENCE

BUSINESS SUPPORT CENTER

NFFX FUNDING PROGRAM
FOR SMALL AND MEDIUM SIZED COMPANIES

Version: 1.4, April 2018

NFFX Business Support Center | Fürther Str. 27 | 90429 Nürnberg | T +49 (0) 911 28707260 | F +49 (0) 911 28707269 | welcome@n-f-excellence.de
A cooperation between the cities of Nürnberg and Fürth. Co-funded by the Bavarian Ministry of Economic Affairs and Media, Energy and Technology.
Supported by the Business Promotion Agency of the State of Bavaria (Invest in Bavaria) and the Nuremberg Chamber of Commerce and Industry.



Department for
Economic Affairs



Nuremberg Chamber
of Commerce and Industry



Bavarian Ministry of
Economic Affairs and Media,
Energy and Technology



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1 NFFX General Funding Terms

Annex 1 to the Agreement Concerning the Admission of Company into the NFFX Funding Program

GENERAL FUNDING TERMS AND CONDITIONS OF NFFX Business Support Center

NFFX was established as an inter-community partnership between the cities of Nürnberg and Fürth. With funds provided by the Bavarian Ministry of Economic Affairs and Media, Energy and Technology and by the cities of Nürnberg and Fürth, NFFX subsidizes small and medium-sized foreign businesses and investors by providing them with customized premises and services to enable them to gain an organizational foothold in the region and, hence, generate jobs.

NFFX is supported by the Business Promotion Agency of the State of Bavaria - Invest in Bavaria - and by the Nuremberg Chamber of Commerce and Industry.

§ 1 Funding requirements

- (1) Natural or legal persons who currently have no headquarters, offices or branches located in Germany are eligible to apply for funding (Company). The target groups for the funding are small and medium-sized companies headquartered abroad.
- (2) According to Commission Regulation (EC) No 1998/2006 of 15 December 2006 on the application of Articles 87 and 88 of the Treaty to *de minimis* aid published in the Official Journal of the European Union L 379/5 dd. 28.12.2006 www.eur-lex.europa.eu the NFFX Sponsorship Program is deemed to be *de minimis* aid.

Therefore, Company's managing director/ CEO will be required to confirm that

- a) he/she is familiar with the aforementioned Commission Regulation, and
- b) Company has not obtained any *de minimis* aid over the past three fiscal years, as specified in the aforementioned Commission Regulation.

If Company has obtained *de minimis* aid over the past three fiscal years, the option to receive funding through the NFFX Sponsorship Program will be assessed on a case-by-case basis.

- (3) Conditions for Company to receive funding include
 - a. that it provides proof of its distinct intention to gain an organizational foothold in the region and, hence, generate jobs. Company and/or Company's members must be well established and have positive reputations in the market in their respective home countries,

- b. that Company usually belongs to one of the following business sectors
 - i. Automotive
 - ii. Automation and Industrial Engineering
 - iii. Energy and Environment
 - iv. Information and Communication
 - v. Medicine and Health
 - vi. New Materials

- c. NFFX has to be provided with a detailed business plan also indicating an adequate documentation concerning
 - i. Company and its reputation
 - 1. Own short analysis of it's market position and of it's reputation
 - 2. legal and organizational structure,
 - 3. shareholders,
 - 4. number of employees and turnover within the past three years (EUR),
 - 5. intention to settle in Germany,
 - ii. the new company that should be founded in the Nürnberg/Fürth area
 - 1. market analysis,
 - 2. marketing strategy,
 - 3. estimated organizational structure,
 - 4. financial planning
 - 5. estimated numbers of new jobs within the next three years.

(4) There is no legal entitlement to receive funding.

§ 2 Scope of funding

(1) The funding period will be to a maximum of six months in one piece.

- a. Service of NFFX itself is free of cost.

- b. Offices, Office and Secretary Service:
 - i. During the first three months of the funding period Company will be provided with a virtual office including specified office and secretary service – all for free (please refer to iii).
 - ii. During the remaining three months of the funding period Company will be provided with a real office including specified office and secretary service – all for free (please refer to iii).
 - iii. Offices (i. and ii.) will be let by Regus Nuremberg www.regus.de. Regus is business partner of NFFX. Company, therefore, concludes a contract with Regus, directly that regulates all necessary details, like the scope of the cost free lease of the office, in which way services can be used/ the security payment has to be deposited and more.

- c. The Welcome Package: NFFX helps Company to start its business in the Nuremberg/ Fürth area efficiently and smoothly. Therefore, upon request Company can be provided by NFFX with contacts to
- i. Lawyers, Tax Advisors, Notaries, Integration Service and additional service providers,
 - ii. Invest in Bavaria www.invest-in-bavaria.de, The Chamber of Commerce and Industry Nuremberg www.ihk-nuernberg.de and to the cluster managers of our preferred industry sectors in Bavaria.
- Most of the mentioned services are not free of cost. Company decides on its own and concludes contracts with the respective service providers, directly.

- (2) The provision of funds will be subject to availability and authorization by the Funding Board. Funding may be limited to designated purposes.

§ 3

Application and acceptance procedure

(1) Application

Application must be submitted to NFFX Business Support Center, Fürther Str. 27, 90429 Nuremberg, Germany welcomen@n-f-excellence.de formless and has to be accompanied by the Business Plan.

(2) Acceptance procedure

Application and Business Plan will be assessed by the Funding Board. Details will be discussed with the applicants and complemented by a vote of the Nuremberg Chamber of Commerce and Industry.

Where the Funding Board has authorized admission of an applicant into the program, NFFX will enter into an agreement with the successful applicant.

2 Testimonials

Mr. Dr. Luczak, CEO of VANANDIS Power GmbH, Nuremberg:

The funding program NFFX - Business Support Center of the cities Nuremberg and Fuerth was the determining factor for the investment decision of our parent company, the Dalian Bolong Holding Group Co., Ltd. Dalian/China and the UniEnergy Technologies LLC, Washington/USA. From the start we felt very welcome and in good hands with NFFX and Invest in Bavaria. I was very impressed with the great flexibility and the fast decisions of the officials in charge. The Vanadis Power GmbH (now in Nuremberg) had an explicit benefit from the NFFX funding program and I would highly recommend it to other investors.

Remark: The Vanadis Power GmbH is a high-innovative company and manufactures Vanadium-Redox-Flow-Batteries for the European market. www.vanadispower.com

Mr. Dr. Halim, CEO of Nanograde AG, Stäfa/Switzerland:

The NFFX funding program of the Cities Nuremberg and Fürth convinced us from the beginning. We were able to concentrate right away on the realization of our business ideas and therefore we saved lots of time, money, worries and nerves. I liked best the quick decisions, the flexible use of the support assets and the professional support. This was by all means excellent.

Remark: The Nanograde AG, a Stäfa/Switzerland based company is an innovative material development firm. Nanograde is specialized in developing high-technical materials with the focus on the Electronic Industry. www.nanograde.ch

3 Business location Nuremberg

The factors for success lie in Nuremberg's genetic code – for centuries inventive genius and entrepreneurial spirit have met in this city. Today, Nuremberg is a stronghold of technology, industry and innovative services. The region is one of the most dynamic high-tech centers in Europe.

As one of the largest economic regions in Germany, Nuremberg offers substantial potential and a wealth of opportunities. The area maintains a lively start-up sector as well as a wealth of global players and hidden champions in all of the high-tech and industrial sectors, dynamic service providers, sustainable production sites and small enterprises. Marked by positive trends, Nuremberg provides a heterogeneous and stable economic structure to a balanced mix of more than 25,000 companies.

	Nuremberg	Metropolitan Region ¹⁾
Population	530,000	3.5 m
Gainfully employed persons	372,500	1.8 m
Companies	25,000	162,000
Gross domestic product (GDP) <small>(2014)</small>	€ 26 bn	€ 118 bn
Export quota	50 %	47 %

1) The Nuremberg Metropolitan Region comprises 23 administrative districts and 11 towns around Nuremberg.

Key facts of Nuremberg and the Metropolitan Region

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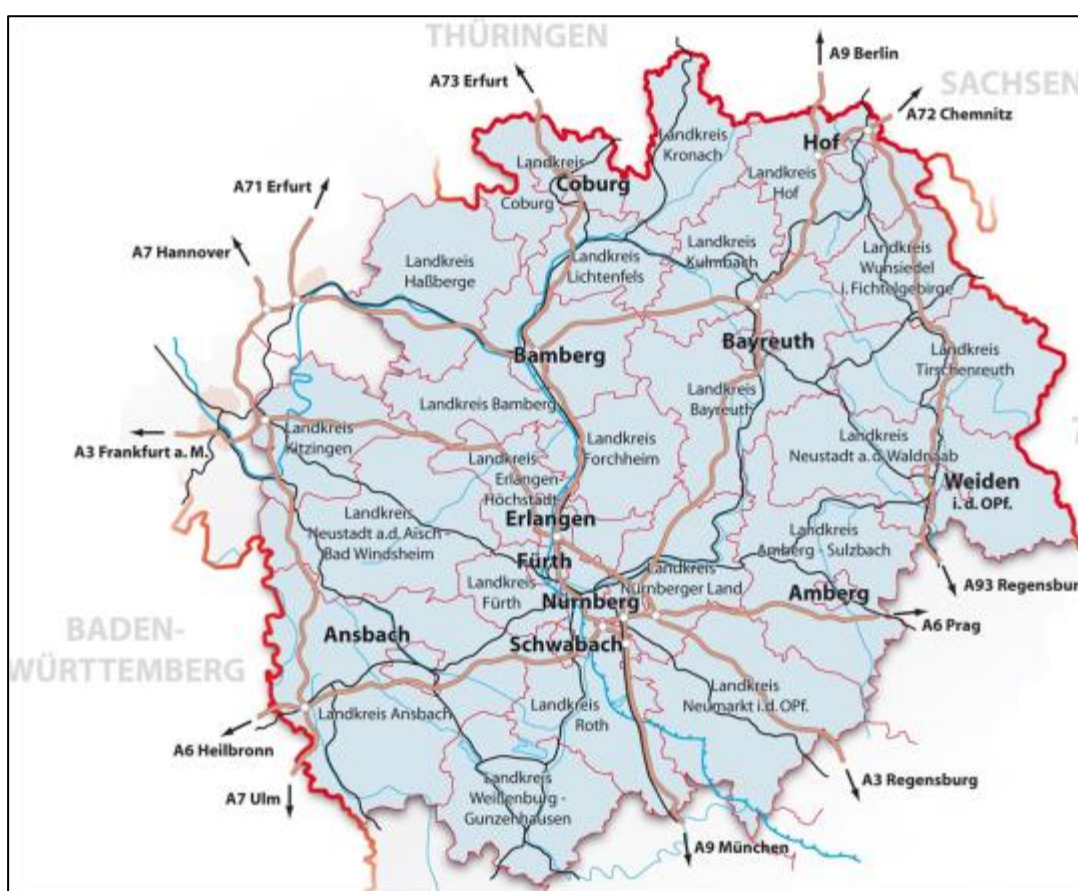
From continual global change and digitized economies to the increasing scarcity of resources, Nuremberg offers groundbreaking solutions to the challenges of the future. In addition, here is the growing pool of talent urgently needed by the economic sector. The principle of open innovation supports networking and the transfer of know-how among leaders and trendsetters in the scientific, research and business sectors. The City of Nuremberg and its surroundings are home to 30 universities with more than 150,000 students – ideal conditions for getting future markets moving.

A balanced mix of tradition and innovation, urban culture and intact nature make Nuremberg an ideal place to live and work. Here, a half-million inhabitants enjoy a high quality of life with all the benefits of a modern, cosmopolitan city. From its vast array of recreational activities and its exciting cultural life, Nuremberg offers something for everyone throughout the year. And not only for tourists, who visit the city in ever-increasing numbers. Compared to other large cities, Nuremberg offers superior environmental quality. Whether it is the original Nuremberg Bratwurst, five-star Franconian cuisine or organic vegetables grown in urban gardens – the balance you find in Nuremberg appeals to every taste.

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4 Business location Fürth

Fürth is an attractive place in which to do business and live. It provides companies with the best possible environment, excellent infrastructure and diverse development possibilities. Internationally successful companies speak volumes about the advantages of the “cloverleaf city”. Our economic policy is mainly aimed at fostering and supporting start-up’s and young entrepreneurs, steering them towards interesting, custom-designed commercial and residential areas. We also point out the close links between science and technology which already makes us, as a new university venue in the metropolitan region.



Fürth and the Metropolitan region

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We also draw attention to the forward-looking theme of regenerative energies and for years we have been amongst the top 5 major German cities when it comes to photovoltaic power generation. And Fürth works hard for progress. The unique agglomeration of excellent business facilities has made Fürth the first Bavarian city to be acclaimed as the “city of science”

New materials are the prerequisite for innovative production processes and products, right across the board. In this area too, there are a lot of well-known companies established in Fürth. This field of expertise has been the focus of further development: at the “Technikum Fürth – Neue Materialien”, various departments of the Friedrich-Alexander University of Erlangen-Nuremberg and well-known high-tech companies are working towards progress together as a research and development consortium, with sponsorship from both the local and national governments. The Fraunhofer Institute is researching new methods of non-destructive materials testing using various testing technologies.

	Fürth	Metropolitan Region ¹⁾
Population	124,000	3.5 m
Gainfully employed persons	44,000	1.8 m
Companies	5,800	162,000
Gross domestic product (GDP)	€ 3,6 bn	€ 114 bn
Export quota	50 %	47 %

1) The Nuremberg Metropolitan Region comprises 23 administrative districts and 11 towns around Nuremberg.




Key facts of Fürth and the Metropolitan Region

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5 Growing economic sectors

As an economic region, Nuremberg has succeeded in meeting the demands of global markets with key future-oriented technologies. The strengths of the European Metropolitan Region of Nuremberg lie in the IT, transportation, automation, medical, healthcare, energy and environmental industries.

Technology-driven services and the cultural and creative sectors are becoming more and more relevant. Competences in key cross-sectional technologies including digitalization, embedded systems and power electronics provide new impetus for innovation across industries.

Economic sector	Cluster initiative/ network	Located in
<i>Information and Communication</i>	NIK – Nuremberg Initiative for the Communication Industry  http://www.nik-nbg.de/	Nuremberg
<i>Transport & Logistics</i>	Center for Transportation and Logistics Neuer Adler e.V.  http://www.c-na.de/start/index.html	Nuremberg
<i>Medical & Health</i>	Medical Valley EMN e.V.  http://www.medical-valley-emn.de/	Erlangen

<p><i>Energy & Environment</i></p>	<p>ENERGIE region  Wir gestalten Energie. Gemeinsam. ENERGIEregion Nürnberg e.V.</p> <p>http://www.energieregion.de/</p>	<p>Nuremberg</p>
<p><i>Automation & Mechatronik</i></p>	<p>Automation Valley Nordbayern  http://www.automation-valley.de/</p>	<p>Nuremberg</p>
<p><i>New Materials</i></p>	<p>Neue Materialien Fürth  http://www.nmfgmbh.de/de/kompetenzzentrum/fuerth/</p>	<p>Fürth</p>
<p><i>Automotive</i></p>	<p>ofraCar Automobilnetzwerk e.V.  http://www.ofracar.de/ofracar-automobilnetzwerk-ev.htm</p>	<p>Bayreuth</p>

6 Regus Business Center

Regus is business partner of NFFX – Business Support Center for offices and secretarial services.

There are four Regus locations in Nuremberg where the company can choose from (depending on availability).



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5 minutes from the city:

Fürther Straße 27



The location in the city is just a 5-minute walk from the city centre. The Fürther Straße connects Nuremberg with the partner city Fürth and is one of the main streets in Nuremberg. The connection to the autobahn and the Frankenschnellweg is just about 500m away. Distance to the main train station: 5 minutes and to the airport 25 minutes.

In a Business Park with about 7.000 people:

Südwestpark 67



In the south-west of Nuremberg, in the middle of a business-park you can find both, producing and treating companies. Excellent accessibility by car and lots of parking areas. You will not find as many green areas as in the Süd-West-Park throughout the whole city. Just 500 meters distance from the Autobahn "Südwesttangente" to your new office.

A 12 minutes ride by underground from the main station and 100 m away from the Airport-Tower:

Flughafenstr. 118



On the Albrecht Dürer Airport, almost to the tower, you will find the offices on the upper floors at Flughafenstraße 118. Visitor parking places are on the left side of the building, customers are allowed to park on the right side of it. The underground is less than 300m away.

Located close to the heart of Nuremberg's City centre..

Zeltner Straße 3



...with hundreds of shops and restaurants in front of the door – the perfect location for your company.

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7 Further information/ links

Institutions

Institution	Link
Nuremberg Chamber for Commerce and Industry	www.ihk-nuernberg.de
Invest in Bavaria - Business promotion agency of the State of Bavaria	http://www.invest-in-bavaria.com/en.html
Bavarian Ministry of Economic Affairs and Media, Energy and Technology	http://www.stmwi.bayern.de/en/
City of Nuremberg, Department for Economic Affairs	www.economy.nuernberg.de
City of Fürth, Department for Economic Affairs	www.fuerth.de/Home/wirtschaft.aspx
The Metropolitan Region of Nuremberg	http://www.metropolregionnuernberg.de
NFFX Business Support Center	http://www.n-f-excellence.de
Regus	http://www.regus.de
Franconian International School (FIS)	www.the-fis.de/
Friedrich-Alexander University Erlangen-Nürnberg	www.fau.eu/
University of Applied Science Georg Simon Ohm	http://www.th-nuernberg.eu/

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International Fairs in Nuremberg

Fair/ Description	Cycle	Link
Spielwarenmesse Most important event in the toy industry	every year	http://www.spielwarenmesse.de/fair/?L=1
It-sa is the only IT security exhibition in the German-speaking region and one of the most important worldwide events	every year	https://www.it-sa.de/en
MT-Connect & MedTech Summit	every year	https://www.mt-connect.de/en
iSEneC Intergration of sustainable Energy Conference	every two years	https://www.isenec.org/en
embedded world Leading international fair & conference for embedded systems	every year	https://www.embedded-world.de/en
SPS IPC Drives Europe's leading exhibition for electric automation	every year	https://www.mesago.de/en/SPS/For_visitors/Welcome/index.htm
PCIM (Power Conversion and Intelligent Motion) International leading exhibition for Power Electronics, Intelligent Motion, Renewable Energy and Energy Management	every year	https://www.mesago.de/en/PCIM/For_visitors/Welcome/index.htm
FachPack European trade fair for packaging, technology, processing and logistics		https://www.fachpack.de/en
akademika southern Germany's largest industry- and multidisciplinary recruitment fair	every year	http://www.akademika.de/

Cultural and Sports Events

Event	Cycle	Link
The Blue Night Nuremberg's long night of Art and Culture	every year	http://www.blauenacht.nuernberg.de/Englisch
Klassik Open Air Nuremberg Classic music and picnic for free	every year	https://klassikopenair.nuernberg.de/2016/index_en.php
Bardentreffen Germany's largest world music festival free of charge	every year	https://bardentreffen.nuernberg.de/en/
Michaelis Kirchweih The St. Michael's Festival is a traditional and well-known volksfest in Franconia	every year	http://www.michaelis-kirchweih.de/englishhistory
Schlossgartenfest One of the largest and most beautiful garden parties in Europe	every year	https://www.fau.eu/university/about-fau/events/schlossgartenfest/
DATEV Challenge Roth the world's biggest long-distance triathlon event with about 3,400 individual participants, 650 relay teams and 260,000 spectators	every year	http://www.challenge-roth.com/home.html
Nürnberger Christkindlesmarkt World-famous Christmas market in the Old Town of Nuremberg	every year	http://www.christkindlesmarkt.de/en/
Rock im Park Open air festival	every year	http://www.rock-im-park.com/