Our initiative to help your business think German: Consultancy on-site. Expertise worldwide.

As one of the market leaders in Germany, DZ BANK stands for stability and reliability. We are represented in major financial and commercial centres, and together with our 1,000 cooperative banks (Volksbanken Raiffeisenbanken), we offer comprehensive financial services and combine regional proximity with global financial market expertise.

For further information please contact: German Desk London, Carina Leonhardt, +44 (0) 20 7776 6148, Carina.Leonhardt@dzbank.de

Find out more about us at www.dzbank.com
It is time to get down to business again

The Royal Wedding was a welcome distraction for a few weeks but now it is time to get down to business again. With the Brexit deadline slowly but steadily approaching, time is running out and one does not have the feeling that this urgency is felt by everybody.

The discussions about the future customs arrangement show that there is more than one devil in the detail. Whatever the future arrangements will be, the idea of frictionless trade may well turn out to be an illusion – and this may not be the only one. Let us remind ourselves that, independent of any transition period, which still has to be finally agreed and ratified, Britain will be leaving the EU on 29 March 2019. Therefore “business as usual” will no longer apply in a significant number of instances from that day onwards, as Britain will cease to be part of many agreements the EU has concluded on behalf of all member states.

For example, EU free-trade deals with countries around the world will no longer automatically include Britain after 29 March 2019 and therefore individual solutions will have to be found and agreed by all sides.

There are many more examples, and the recent discussions about Galileo and the sharing of intelligence technology after Brexit show how difficult it will be to design a future relationship which minimises the economic and political loss for all. With the summer recess fast approaching and Brexit no longer at the top of the agenda in many EU countries, the British government urgently needs to overcome its infighting, because otherwise an unnecessarily disruptive Brexit cannot be ruled out. When I speak to colleagues from across Europe, I often hear that patience with the UK is running out and this is not a good sign. Together we are stronger and whatever the formal arrangements for future cooperation will look like, we need to work together constructively to master the economic and political challenges of which, as we all know, there are many more to come. We at the Chamber can only hope that the British government will use the coming months to unite in order to produce a proper blueprint for the future relationship it wants to have with the EU so that constructive negotiations on the all-important details can begin.

Dr Ulrich Hoppe
Director General, German-British Chamber of Industry & Commerce
The banking model of the last 40 years is not fit for the future

Christoph Weaver is General Manager of the London Branch of BayernLB and has just been elected to the Board of the German-British Chamber of Industry & Commerce as a new Councillor. Both a British and a German citizen, Christoph Weaver studied European Business Administration in London and in the southern German city of Reutlingen. He has held prestigious managerial positions and supervised the creation and expansion of customer portfolios in Germany, Austria, Switzerland, southern Europe, France and the Nordics. In our interview, Christoph tells us about his favourite cities in Germany and why banking needs to reinvent itself.

1. What are the most important lessons you’ve learnt in business?

Honesty, integrity and trust together with a people focus are key whatever business you are in. With around 30 years of working in international banking, I have experienced many different approaches, but each time, it has only confirmed my view that these values are paramount, whether you are client-facing or working in a function within an organisation.

2. How did you decide to pursue the career that you are working in today?

I have yet to meet a child who says, “when I grow up I want to be a banker”. Well, I was no different, I wanted to be a baker! At that time in the UK, the choice of bread was extremely limited and having experienced German bread, this seemed like a perfect opportunity. Nevertheless, it was not to be. When graduating, having studied and gained work experience both in Germany and the UK, I was determined to use these language and cultural skills. Banking provided the right opportunities.

3. Has there been a pivotal moment in your career?

There is no one moment, but a series which has formed my experiences and made me who I am. The biggest external factor, however, was Lehman's in 2008 and the subsequent bail-out of the bank I was working for. At the time I predicted seven years of particularly challenging times ahead. Seven years later I left to work in my current role.

4. In your opinion, what is the biggest difference between the British and the German markets?

This differs very much from one sector to another and there has been a notable change in recent years. For me, however, formality and flexibility of approach are the biggest differences between the respective markets.

5. Has there been a key to your success?

Growing up in Glasgow, yet exposed to the German culture and language from birth, has broadened my horizons and enabled me to integrate into very different environments. Language, culture and a “can do” attitude have served me well in my career.

6. What challenges do you anticipate for your company/industry?

Banking needs to reinvent itself if the industry wants to stay relevant in the future. I have every confidence that it will do so, but the banking model of the last 40 years will be changing radically in the next ten years.

7. What are your favourite cities and attractions in Germany and why?

Berlin – ever changing since I first visited in 1984 and worked there in the '90s, and it’s still full of surprises.
Munich – a beautiful city with lots of outdoor spaces and a perfect location – a city with a sense of ‘heile Welt’.

8. What do you appreciate about the British and what could the British learn from the Germans?

Not taking oneself too seriously is a positive British trait, together with a less formal approach and a sense of pragmatism. Despite this, the British have a belief in themselves and who they are. The thoroughness with which the Germans approach tasks, both in business and privately, is an area where the British could learn from the Germans.

9. What advantages does membership of the Chamber bring you?

Brexit brings disruption and we need to work proactively at rebuilding bilateral relationships across the European continent. The Chamber acts as a forum within which this can be developed and cultivated.

10. If you had a piece of advice to someone just starting out, what would it be?

Ensure a strong foundation, keep a broad focus, push open doors and be willing to learn through every experience.

11. What is your favourite German word?

‘Klarheit’, the meaning of which, for me, goes a lot deeper than its equivalent in English.
A world of style at the Mandeville

Enter a couture treat and a world of style with the new Deluxe Riviera Collection of rooms at The Mandeville Hotel in Marylebone, London.

In a collaboration with the illustrious Maison Christian Lacroix, The Mandeville has revived the entire fifth floor, creating scenes from the French Riviera, each room telling a different story: From Lacroix’s hometown of Arles in the light and airy Classic Lacroix room, to Monaco’s Botanical Gardens in the colourful and lush Jardin Exotique Room, to the luxurious Jewel Box, showcasing Grace Kelly’s jewels stolen in the classic film ‘To Catch a Thief’.

Set in Marylebone Village, The Mandeville Hotel is described as ‘quirky, yet elegant, progressive whilst old school’ and is highly regarded for its overhaul by Stephen Ryan.

Centrally located for all your business and travel requirements in London and embracing the surroundings of the West End and iconic attractions, your stay at the Mandeville will provide you with an ideal base to appreciate a true London experience. Moments from Bond Street station and with access to the best of London, it is the ultimate hotel for your business and corporate travels.

Tempted to try the Deluxe Riviera Collection? GBC members should quote GCCLacroix to get 20% off the best available rate.

Email: reservations@mandeville.co.uk

www.mandeville.co.uk

Filling the skills gap in a post-Brexit UK

Our new member COMATCH aims to fill the shortage of talent in the UK’s consulting sector utilising its bank of more than 4,000 independent consultants and industry experts.

COMATCH is the online marketplace for top-quality independent management consultants and industry experts. Since March 2015, COMATCH has been matching up consultants with clients who require external project support. Companies of all sizes use COMATCH, including multi-national corporations, start-ups and consulting companies.

COMATCH will intensify its activities in the UK in 2018 after successfully establishing a strong presence in the DACH market, France, Benelux, the Nordics and the Middle East. Entering the UK is part of COMATCH’s journey to become Europe’s leading online marketplace. With about £7 billion annual revenue, the British consulting market is the second largest in Europe. And it is also the market where hiring independent consultants is most common. According to Source Global Research, an additional £2 billion annual revenue can be attributed to the independent workforce.

Brexit is also affecting industry – there will be a lot more work for consultants but, at the same time, the local consulting sector could be facing a massive talent shortage, as a report published by Source Global Research in November 2017 implies. There are two reasons for this talent shortage: on the one hand, the country might become less attractive for non-British consultants to work in due to increasing bureaucracy once the UK leaves the EU in March 2019. On the other hand – as Bearing Point Partner Robert Bosch points out in the report – global players withdrawing from the UK will headhunt local talent and take it with them when opening new offices in Paris, Frankfurt or Dublin.

COMATCH can counter this trend with its continuously growing database of top-tier consultants. Within the last three years the company has gathered more than 4,000 handpicked management and strategy consultants and industry experts, covering every expertise, all market sectors, representing 60 nationalities and speaking 90 languages.

www.comatch.com
The German Oktoberfest is coming to London again!

Everybody knows the Oktoberfest, the world’s largest ‘Volksfest’ held annually in Munich, Germany. BAVAREL Ltd, a new member of the German-British Chamber of Industry & Commerce, is bringing a bit of ‘Heimat’ to London with their authentic German Oktoberfest.

After its great success in the first year, when it attracted over 30,000 visitors, ERDINGER Weissbräu brewery will again bring the Oktoberfest event to London this year and create a traditional Bavarian beer hall for 5,000 people at the Greenwich Peninsula from 27 September to 21 October.

It is an enormous undertaking – the main marquee will have over 220 bench tables, set in a huge open-plan beer hall made of wooden floors and walls. Guests will enjoy live entertainment with famous Oktoberfest bands from Munich as well as modern pop acts and DJs performing throughout the evening. Most importantly, over 250,000 pints of premium Erdinger Weissbier (wheat beer) and Fischers Hell (a smooth lager) will be shipped directly from ERDINGER’s private brewery in Bavaria.

ERDINGER owner Werner Brombach said: “With the ERDINGER Oktoberfest we will bring a traditional German event to London for the second time. We want to celebrate Bavarian enjoyment of life with our London friends and enjoy a fresh ERDINGER Weissbier together. The British are real beer experts and know how to appreciate a good beer.”

The event will open on Thursday, 27 September, and run until Sunday in the first week, and then from Wednesday to Sunday for the next three weeks, ending on Sunday, 21 October.

www.erdinger-oktoberfest.co.uk

Bringing German products to the UK

When Andrea Otto, Managing Director of SELEKT Ltd, moved to London she noticed to her surprise that few of her favourite German products were available in the UK.

With a background in product management and international marketing, Andrea gathered more insights and started her business because she realised that she could support German companies with her local knowledge and market expertise. SELEKT Limited was established to discover award-winning German heritage products and distribute them to a selective client base in the UK. Andrea works closely with both producers and buyers to build marketing plans and long-term relationships beneficial to all parties. Her approach means SELEKT is not a high-volume importer, but rather a facilitator for those looking for new inspiration and quality products.

Last year, she created a UK launch plan for KESSLER SEKT, Germany’s oldest sparkling wine house with a 190-year heritage. Its award-winning Sekt has a lot of fans, one of whom was Konrad Adenauer, who decided that KESSLER should become the sparkling wine for official state visits in Germany. Among the guests who enjoyed KESSLER were not only Her Majesty Queen Elizabeth II, but also President Charles de Gaulle of France and Presidents John F. Kennedy and Bill Clinton. Porsche was one of the first UK partners to serve KESSLER Sekt at their Panamera Sport Turismo launch event.

This year is all about market testing and new partners and Andrea is keen to exchange new ideas and potential campaigns. The German-British Chamber of Industry & Commerce welcomed SELEKT Limited as a new member in March 2018.

www.selekt-collection.com

Bridging Brexit uncertainty

Whitecap Consulting, a UK-based growth strategy specialist, has been encouraged to find that, despite Brexit uncertainty, it continues to receive enquiries from businesses outside the UK, including Germany, looking to enter the UK or expand their UK presence.

Simultaneously, more UK businesses are looking for support to develop their export and EMEA growth strategies, especially in Germany. Whitecap helps these clients – many in Financial Services, FinTech, Tech – to optimise the way they approach the UK or German markets and to gain traction with their commercial objectives.

www.whitecapconsulting.co.uk
Affordable accommodation in London is important to promote educational and practical exchanges.

The city attracts tens of thousands of international students from all around the world every year, who come to London to learn English, study at a university or undertake an internship with a UK company.

Accommodation is usually the biggest part of the cost when travelling to London, sometimes making or breaking personal plans regarding study or internships in London. According to a recent survey conducted among university students in Germany, the cost of accommodation and the fear of not finding any within budget were cited as primary reasons why some students decide not to travel to London for internships or visits.

With English being the global language and UK schools and universities achieving some of the highest rankings on the graduate employability index, many young people hope to travel to London at some point in their lives as part of their career development.

Supporting aspirations by making London visits more affordable has been the primary goal of Host Family Stay. The organisation works with language schools and universities both in the UK and abroad to provide reliable accommodation placements for their students. Host Family Stay’s accommodation packages, also involving other assistance, help students and schools to save on average 10% - 20% on their costs.

Accommodation is located all over London and comes with standard-sized rooms that are fit for comfortable living. Rooms are either with host families or in a shared accommodation setting and are located in areas with excellent transport links and amenities to provide great social experiences. Being a proud member of the German-British Chamber of Industry & Commerce, Host Family Stay remain committed to working with other fellow organisations to help promote cultural and educational exchanges between Germany and the UK.

www.hostfamilystay.com

Overcoming a common challenge faced by German companies entering the UK market

The world is becoming a smaller place and every year, more and more German businesses are trading internationally and looking to expand into new territories.

This can lead to great rewards, such as opening your business up to new markets and new products, but German companies may also face new challenges when doing business overseas. Some of these are related to treasury and banking. In particular, some German companies have difficulty obtaining a UK-based, named segregated bank account.

There can be many reasons for this: it could be because they lack a UK-based director, the account is too expensive to open or run, the company doesn’t have a UK-registered address, or the UK bank finds it too much of a risk.

Understanding this common challenge, the team at Meridian Currency offer a unique treasury solution to help companies overcome this hurdle.

Meridian are partnered with one of Europe’s leading Financial Conduct Authority-authorised FinTech firms whose bespoke online portal offers a full range of treasury functionalities, including named segregated bank accounts and invoice-raising capabilities, along with competitive currency rates and a cutting-edge payment platform.

This provides a smoother entry for German companies accessing the UK market, as well as servicing well-established businesses.

www.meridiancurrency.com
BMW OPENS NEW CENTRE OF EXCELLENCE FOR AUTONOMOUS DRIVING

The BMW Group celebrated the official opening of its autonomous driving campus in Unterschleißheim near Munich in April.

The BMW Group’s campus for autonomous driving is a state-of-the-art centre of excellence that covers every base when it comes to offering greater capacity for innovation and increased development efficiency – and ultimately securing the company’s future sustainability.

The campus, which offers 23,000 square metres of office space, which can accommodate up to 1,800 employees, was completed in record time. The site’s optimum infrastructure, its proximity to the Research and Innovation Centre, and the nearby link to the motorway network helped to swing the decision in its favour.

The BMW Group is intending to drive forward the development of highly automated vehicles at the new campus in Unterschleißheim, and is looking to recruit IT specialists and software developers in the areas of artificial intelligence, machine learning and data analysis.

Software development

The open campus structure offers excellent conditions and exceptional support for scrum teams and therefore lends itself perfectly to the agile software development process. Scrum teams have an interdisciplinary structure, meaning that a variety of skills are brought together. They handle complex sub-processes, working independently with an end-to-end approach. The high degree of flexibility allows the teams to react quickly and effectively to new requirements.

This is a time of disruptive change in the automotive industry, with the arrival of new players making the competitive environment ever more challenging. The pace of innovation is accelerating rapidly and young professionals cite future viability, a modern working environment and flexible, agile workflows as key to an employer’s attractiveness. A cutting-edge development facility such as the new campus for autonomous driving therefore represents a crucial asset for the company’s long-term sustainability and innovative capability.

www.bmwgroup.com

thyssenkrupp celebrates 125th anniversary of the escalator

Urban mobility would look very different today and be far more complicated, had it not been for a man who, while attempting to create New York City’s first double-decker subway, created something even more important.

The first escalator, then known as an incline elevator, was installed at the Old Iron Pier at Coney Island in New York City on 16 January 1893. The moving stairway elevated passengers on a conveyor belt at a 25-degree angle and travelled only seven feet.

Obviously, the technology that Jesse Reno first developed 125 years ago has been perfected by thyssenkrupp over the years, and nowadays, there are more than 136,000 escalators installed in Europe and 35,600 of them in Germany.

Thyssenkrupp Elevator is the only escalator-producing company in Germany. They do not only move people and goods, but they also secure jobs. Today, around 155,000 people are in the elevator and escalator industry worldwide and in Germany alone there are around 18,000.

The escalator’s 125th birthday is a great occasion for thyssenkrupp to celebrate, look back at history and into the future with its potential technical developments that continue to make urban mobility smarter.

www.thyssenkrupp-elevator.com

Regelmäßige Updates zum Thema Brexit finden Sie auch auf unserer Webseite [www.germanbritishchamber.co.uk](http://www.germanbritishchamber.co.uk) und [www.dihk.de](http://www.dihk.de)
## Zollförmlichkeiten

**Voraussetzungen:** Wir haben die personellen, administrativen und technischen Voraussetzungen für das Erstellen und Verwalten von Zollanmeldungen im eigenen Unternehmen geschaffen (z.B. EORI-Nummer beantragt, ATLAS-Nutzerkonto für die Abgabe elektronischer Zollanmeldungen eingerichtet, elster-Zertifikat beantragt).

**Praxis:** Wir haben uns mit der praktischen Erstellung von Zollanmeldungen befasst (Angabe der Warentarifnummer gemäß EU-Zolltarif, Angabe der betreffenden Kodierungen für Zollverfahren gemäß Merkblatt für Zollanmeldungen).

**Sonstige Dokumente:** Wir haben uns informiert, welche sonstigen Dokumente für die Zollabwicklung erforderlich sind (z. B. IHK-Ursprungszeugnis, Rechnung, Zollwertanmeldung (einfuhrseitig)).

**Zollabfertigung:** Wir sind mit dem Ablauf der praktischen Zollabfertigung (Gestellung, Zollkontrolle etc.) bei den zuständigen Zollämtern vertraut.

**Wertschöpfungsketten:** Wir haben Möglichkeiten bedacht, bisher bestehende Wertschöpfungsketten mit UK weiterzuführen und ggfs. durch besondere Zollverfahren abzudecken (z. B. Aktive u. Passive Veredelung).

**Vorübergehende Verwendung in UK:** Wir wissen, dass nach dem Brexit für vorübergehende Warensendungen nach UK entweder ein förmliches Zollverfahren oder alternativ das Carnet ATA-Verfahren zu nutzen ist.

Wir sind uns der Möglichkeit bewusst, einen externen Zolldienstleister mit der Bearbeitung der o.g. Zollformalitäten zu beauftragen.

## Verbote und Beschränkungen

**Vorschriften:** Wir haben uns mit den geltenden Kontrollvorschriften der EU und Deutschlands zu Verboten und Beschränkungen im grenzüberschreitenden Warenverkehr mit Drittstaaten vertraut gemacht (z. B. Prüfung der Güter, Prüfung der Warenempfänger, Prüfung des Verwendungszwecks).

**Genehmigungen:** Uns sind die für die Anzeige bzw. Genehmigung von Ausfuhren und/oder Einführen zuständigen Stellen ebenso bekannt wie der Prozess der Antragstellung (z. B. BAFA, Umweltbundesamt, Landesämter für Lebensmittelsicherheit) und die Anforderungen an unternehmenseigene Compliance-Strukturen (Benennung eines Ausfuhrverantwortlichen, Erstellung einer Arbeits- und Organisationsanweisung zur Exportkontrolle). Wir sind darauf vorbereitet, dass mit dem Austritt aus der EU britische Unternehmen nicht mehr als Importeure gelten, so dass bei Warenendungen aus UK die Anzeigepflicht auf deutsche Unternehmen übergeht.

## Zölle und Ursprungsregeln

**Zollsätze:** Wir sind uns bewusst, dass für unsere Produkte WTO-Zölle bei der Einfuhr bzw. Ausfuhr anfallen können, sollten die EU und UK kein bilaterales Freihandelsabkommen abschließen.

**Ursprungsregeln:** Für den Fall eines künftigen Freihandelsabkommens zwischen der EU und UK beabsichtigen wir, Zollpräferenzen in Anspruch zu nehmen. Diesbezüglich bereiten wir uns auf die Kalkulationen des präferenziellen EU-Ursprungs entlang von noch zu definierenden Ursprungsregeln sowie die Ausfertigung von Ursprungs nachweisen vor.

**Lieferantenerklärunig:** Wir berücksichtigen, dass EU-interne Lieferantenerklärunig (LE) und Langzeit-Lieferantenerklärunig (LLE) für Waren mit Präferenzursprungseigenschaf nach dem Brexit weder an noch durch britische Unternehmen ausgestellt werden dürfen.


## Luftverkehr

**Luftfracht:** Wir haben uns über die möglichen Störungen in den Flugplänen informiert. Wir wissen auch, dass einige Fluggesellschaften bereits in ihren AGBs eine Brexit-Klausel aufgenommen haben, wonach Flugtickets nach UK ihre Gültigkeit verlieren können.
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<thead>
<tr>
<th><strong>5 Straßengüterverkehr</strong></th>
<th>✓</th>
<th>Meine Notiz</th>
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</table>
| Es ist uns bewusst, dass wir uns auf erhöhten bürokratischen Aufwand bei Lieferungen per Straßengüterverkehr einstellen sollten. Dies wird auch verbunden sein mit deutlich längeren Wartezeiten an der Grenze zu UK sowie bei Hafenterminals etc.  
Unser Unternehmen hat die Notwendigkeit geprüft, auf einen britischen Spediteur zu wechseln. |

<table>
<thead>
<tr>
<th><strong>6 Finanzdienstleistungen</strong></th>
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<tr>
<td>Wir haben unsere Betroffenheit geprüft, um durch Anpassung unserer Geschäftsbeziehungen den Kalamitäten weitestgehend aus dem Weg zu gehen.</td>
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<tr>
<th><strong>7 Investitionen</strong></th>
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<tr>
<th><strong>8 Versicherungsverträge</strong></th>
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</table>
| Wir haben unsere bestehenden Verträge bezüglich der Auswirkungen des Brexit auf unseren Anspruch zur Erbringung der Versicherungsdienstleistungen überprüft.  
Ein Anbieterwechsel zu einem Versicherer mit Sitz innerhalb der EU ist in Betracht gezogen worden. |

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<th><strong>9 Wirtschaftsprüfer aus UK</strong></th>
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<tr>
<td>Wir wissen, dass es notwendig ist, alternative Wirtschaftsprüfer in Betracht zu ziehen, um eventuelle negative Folgen zu minimieren.</td>
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<th><strong>10 Bürgerrechte</strong></th>
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| Wir sind darüber informiert, dass die Beendigung der Personenfreizügigkeit zwischen dem Vereinigten Königreich und der EU voraussichtlich zur Folge haben wird, dass für Personen, die nach dem Brexit ins Vereinigte Königreich gehen, Aufenthalts- und Arbeitsgenehmigungen notwendig werden.  
Dadurch, dass wir unsere Mitarbeiter regelmäßig in das Vereinigte Königreich entsenden, sind wir uns bewusst, dass wir in neuen Verträgen Auffangklauseln für die Übernahme daraus entstehender Mehrkosten vorsehen sollten.  
Wir haben in Betracht gezogen, dass nach dem Brexit ein Visum zur Entsendung von Arbeitnehmern nötig werden kann. |

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<tr>
<th><strong>11 Überprüfung neuer und laufender Verträge</strong></th>
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<tr>
<td>Neue und laufende Verträge sollten mit Blick auf die mit dem Brexit verbundenen Risiken sorgfältig überprüft werden.</td>
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<tr>
<th><strong>12 Schutzrecht</strong></th>
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<tr>
<td>Wir wissen, dass spätestens nach dem Brexit gewerbliche Schutzrechte im Vereinigten Königreich national oder über IR-Marken angemeldet werden müssen, um Schutzrechte auch für den Geltungsbereich des Vereinigten Königreichs zu erlangen.</td>
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<th><strong>13 CE-Kennzeichnung</strong></th>
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<tr>
<td>14 Produktnormen und Standards</td>
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<tr>
<td>-------------------------------</td>
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<tr>
<td>Wer die zusätzlichen Kosten für Prüf- und Zertifizierungsanforderungen zu tragen hat, ist in den meisten Fällen in bestehenden Verträgen geregelt. In neuen Verträgen stellt unser Unternehmen sicher, dass die Parteien die bereits bekannten und zu erwartenden Kosten so genau wie möglich aufteilen.</td>
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<tr>
<th>15 Einfuhrumsatzsteuer</th>
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<tr>
<td>Wir achten verstärkt auf die Dokumentationspflichten und auf die korrekte steuerliche Abbildung der Warenbewegungen in Umsatzsteuermeldungen.</td>
</tr>
<tr>
<td>Uns ist bekannt, dass beim Dienstleistungsverkehr die Unternehmereigenschaft nicht mehr mittels der UStIdNr. geführt werden kann.</td>
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<tr>
<th>16 Ertragsteuern</th>
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<tr>
<td>Wir sind darüber informiert, dass es nach dem Brexit vorerst keine grenzüberschreitenden steuerfreien Gewinnausschüttungen geben wird, weshalb es zu zusätzlichen Steuerbelastungen kommen kann.</td>
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<tr>
<td>Wir erkennen, dass es keine grenzüberschreitenden steuernahen Verschmelzungen mehr geben wird.</td>
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<tr>
<td>Wir sind darüber informiert, dass Dividenden an UK-Muttergesellschaften, die zu mindestens 10 Prozent an einer deutschen Tochtergesellschaft beteiligt sind, künftig nicht mehr von der Quellensteuer befreit sind. Es ist folglich Kapitalertragsteuer in Deutschland einzubehalten.</td>
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<tr>
<td>Wir wissen, dass bei der Veräußerung bestimmter Wirtschaftsgüter (z. B. Immobilien) der Gewinn nicht mehr ohne Realisation für Ersatzinvestitionen übertragen werden kann.</td>
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<tr>
<th>17 Limited-Gesellschaften</th>
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<tbody>
<tr>
<td>Unser Unternehmen hat geprüft, ob Geschäftsbeziehungen zu einer oder mehreren Limited mit Verwaltungssitz in Deutschland bestehen und ist gegebenenfalls mit diesen in Kontakt.</td>
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<tr>
<th>18 REACH (Chemieindustrie)</th>
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<tbody>
<tr>
<td>Wir haben die von uns bezogenen Stoffe identifiziert, die von Unternehmen im Vereinigten Königreich registriert wurden.</td>
</tr>
<tr>
<td>Wir sind uns bewusst, dass wir die Registrierung dieser Stoffe regelmäßig auf ihre Gültigkeit hin überprüfen müssen.</td>
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OBITUARY

Horst J Jaeger

In a world where barriers to business are going up, we would like to pay tribute to somebody who helped to break them down. Horst J Jaeger, holder of the Cross of the Order of Merit of Germany for his services to developing and strengthening Anglo-German relations, sadly passed away on 3 April 2018.

Not only was he a charming, charismatic, unassuming gentleman and devoted family man, but he was also a co-founder of the German-British Chamber of Industry & Commerce and will be missed by so many.

Horst Jaeger was born in Berlin on 6 July 1934 and attended Salem School, the sister school to Gardenstoun School, both set up by Kurt Hahn. Among his friends was the son of Count von Stauffenberg with whom he enjoyed a life-long friendship. He retained close links to his school until his death. He had an immense sense of fun, felt life was for living and did so wholeheartedly. When he was 16 and a huge jazz fan, he absconded from school and cycled 50 miles to Zurich with his friends to hear Louis Armstrong (Satchmo) play and to meet him in person.

He started his career at Mannesmann Export GmbH in 1960 after having studied Law and Economics. His work took him all over Eastern Europe and North Africa. In 1965, newly married, he accepted a management role in Vienna for an Austrian pipeline company but was soon poached again by Mannesmann to run their UK operations, Mannesmann Supplies and Services Limited, a position he held until 1989.

He forged strong relationships in both business and on a personal level and was our Councillor and then Vice-Chairman from 1972 to 1989. He also became one of the first German Fellows of the Institute of Directors in 1968 and continued to represent the IoD when he returned to Düsseldorf in 1989 as Chairman of the European Centre, where he helped countless UK businesses set up in Germany.

He leaves behind his wife of 53 years, Annelore, and his three children and five grandchildren.

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Company Secretary
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For regional committees, email: members@ahk-london.co.uk
SPRING RECEPTION

This year’s Spring Reception took place on 27 March 2018 on Tower Bridge’s high-level walkway, giving members the chance to network 42m above the river. The event was kindly supported by Lufthansa German Airlines who introduced their new logo, identity and livery. Our members enjoyed drinks, canapés and stunning panoramic views over London.
EDINBURGH RECEPTION

The Spring Reception in Edinburgh took place at Riddle’s Court on 24 April 2018. Over 60 members and their guests attended the event and had the opportunity to connect with industry experts and local contacts in the region. The keynote speaker was The Rt Hon Angus Robertson, Former Leader of the SNP in the House of Commons, who gave an inspirational speech entitled “The Road to Brexit and Scotland’s Future in Europe.”
**BIRMINGHAM BUSINESS LUNCHEON**

Members and their guests met us at the Opus Restaurant in Birmingham on 27 April 2018 for an insightful and informative lunch discussion to learn about “Smart Cities”. Guest of honour and keynote speaker Dr Steffen Hoffmann, President of Robert Bosch UK Holdings Ltd, talked about the role of digitalisation and how current trends are transforming the company.

**“ACCESS TO TALENT” CONFERENCE**

Access to talent is a key issue companies name when asked about Brexit. The panel discussion on 2 May 2018 with human resources experts from different industries focused on how to develop strategies for attracting the right global talent in a potentially more restrictive post-Brexit regulatory environment. Over 60 members and their guests attended the event, which was kindly hosted by Commerzbank AG.

**2018 Reunification Day Golf Tournament**

The German-British Chamber of Industry & Commerce and the German banking community in the UK cordially invite you to the 2018 Reunification Day Golf Tournament. The event will include 27 holes of golf on the 6,700-yard New Course, morning bacon rolls and coffee, a two-course lunch, an afternoon presentation buffet and prizes. Team and individual competition prizes will be presented at the venue. **Price: £120 (incl. VAT)**

**Wednesday, 3 October 2018, from 9am at Essendon Country Club, Herts.**

**EVENTS CALENDAR**

<table>
<thead>
<tr>
<th>WEDNESDAY, 27 JUNE 2018</th>
<th>WEDNESDAY, 3 OCTOBER 2018</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>BUSINESS DINNER</strong></td>
<td><strong>ANNUAL GOLF TOURNAMENT WITH THE GERMAN BANKING COMMUNITY</strong></td>
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<tr>
<td>“Is the North West impacted less by Brexit than the rest of the UK?”</td>
<td></td>
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<tr>
<td><strong>Venue</strong></td>
<td><strong>Venue</strong></td>
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<tr>
<td>King Street Town House, 10 Booth Street, Manchester M2 4AW</td>
<td>Essendon Country Club, Bedwell Park, Essendon AL9 6GJ</td>
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<tr>
<td><strong>Time</strong></td>
<td><strong>Time</strong></td>
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<tr>
<td>6.30pm to 10.00pm</td>
<td>from 9am</td>
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<tr>
<td><strong>Cost</strong></td>
<td><strong>Cost</strong></td>
</tr>
<tr>
<td>Complimentary</td>
<td>£120 per person (incl. VAT)</td>
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<table>
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<tr>
<th>WEDNESDAY, 11 JULY 2018</th>
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<tr>
<td><strong>SUMMER IN THE CITY MEMBERS’ RECEPTION</strong></td>
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<tr>
<td><strong>Venue</strong></td>
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<tr>
<td>DZ Bank AG, London Branch, 150 Cheapside, London EC2V 6ET</td>
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<tr>
<td><strong>Time</strong></td>
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<tr>
<td>6.30pm to 9.30pm</td>
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<td><strong>Cost</strong></td>
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Please see our webpage for updates and to register for events: [www.germanbritishchamber.co.uk](http://www.germanbritishchamber.co.uk)
GET YOUR TICKETS NOW AT ERDINGER-OKTOBERFEST.CO.UK
In den letzten Jahren hat die umsatzsteuerliche Gestaltung von Verträgen mit grenzüberschreitendem Bezug zugenommen. Hiergegen ist grundsätzlich nichts einzuwenden, solange die jeweiligen nationalen rechtlichen und europäischen Vorgaben eingehalten werden.


Wir empfehlen Werklieferanten, für das Problem sensibel zu sein, vertragliche Gestaltungen in diesem Zusammenhang im Vorhinein umfassend prüfen zu lassen und sie restriktiv zu handhaben. Denn wurde das Projekt einmal begonnen (Abschlagsrechnungen wurden gestellt und beglichen, oft netto) oder sogar schon abgeschlossen (die Endabnahme ist erfolgt, Sicherheitsinhalte wurden bereits ausgelöst), ist eine Rückabwicklung mit britischer Umsatzsteuer ein langwieriges und für beide Seiten schmerzliches Unterfangen, das nicht selten das Geschäftsverhältnis zwischen Generalunternehmer und Werklieferant erheblich belastet.

Dr. Gunnar Pohl
Head of Tax Services
INITIATIVE provides a regular listing of companies in Germany who are seeking business-to-business partners and representatives in the UK.

**Business Partners from Germany / Geschäftspartner aus Deutschland**

**HEAT RECOVERY – A GLOBAL PLAYER**

The key strategic initiative for us and our new partner (trader, agent) should be seeking new co-operations for our heat exchangers, finned tubes and boiler cleaning systems with boiler makers and EPC in UK alongside our present clients.

- Heat exchangers: strengthening of combined sales activities with boiler cleaning systems;
- Finned tubes: adaption of finned tube production for the requirements of the chemical and petrochemical industries (large diameters);
- Boiler cleaning systems: strengthening of combined sales activities with heat exchangers.

In a growing field of competitive dynamics all our major competitors fabricate products in areas with lower labour costs (e.g. Eastern Europe), as our USPs we offer a strong brand name and reputation to ensure our competitiveness.

For further information, please contact:
Mr Ralf Schäfer, Rosink-Werkstätten GmbH, Otto-Hahn-Str. 23, 48529 Nordhorn, Germany
T: +49 5921 882060
E: r.schaefer@rosink-werkstaetten.de
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**SUPERIOR FABRICS. FOR OVER 350 YEARS.**

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Since its foundation in 1644 the company has always been a family business. We are one of the last mills in Europe with a fully integrated manufacturing process – spinning, weaving, dyeing and finishing. This allows us to be very fast and flexible on production schedules. We offer a wide product range of carded or worsted yarn.

A huge variety is held as NOS articles – we have about 80% of our yearly production on stock and, as a result, most of the received orders can be shipped the same day.

Further strengths of the company are our high customer orientation and service level – fabrics can be produced according to the customer’s individual specification.

Our products are used for clothing, uniforms, corporate wear or special products such as interior or technical fabrics.

For further information, please contact:
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**DISPLAY & PACKAGING**

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With branch offices and production sites all over Germany, Europe and Asia, Kling is leader in the area of promotional presentations for sophisticated brand-name products, attention-grabbing POS displays, packaging and boxes as well as high-grade display cases. We also offer one-stop shop solutions – from consulting to design and initial samples to production, quality control and shipping.

Our attention is focused on creating tailor-made product presentations which have a positive impact on sales and stimulate demand among customers.

For further information, please contact:
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Our product portfolio includes:
- Voltage regulators and mesh current controllers for low-voltage grid
- Automation for hydroelectric power plants (10kW – 10MW)
- Transformers to customer specification (up to 30kVA)

Additionally, we also have substantial experience with frequency converters for power feedback in hydroelectric power plants.

Our products are of the highest quality and incorporate our 55 years of experience. Due to the flat hierarchies within the company and a large degree of flexibility, we are able to offer you top-level individual solutions. Our customers benefit from direct contact with the right representative within our company.

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German-British Chamber of Industry & Commerce
Deutsche-Britische Industrie- und Handelskammer

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