



Deutsch-Finnische Handelskammer
Saksalais-Suomalainen Kauppakamari
Tysk-Finska Handelskammaren



How to Conquer Germany!

Practical guidance for startups

18:00-21:00, 5 November 2015

Urban Mill, Betonimiehenkuja 3 E, Espoo

Germany is the engine of Europe's economy and Finland's most important trading partner. It features the EU's largest market, a vibrant startup and investor scene as well as many potential industrial partners. Still there is far more potential for German-Finnish collaboration and the economic mega trends in Germany – foremost Industry 4.0 and Energy Transition – offer huge opportunities for Finnish companies.

The question is how to conquer Germany. The German-Finnish Chamber of Commerce and the Espoo Innovation Garden invite you to explore this question. The event provides latest information, contacts and support. Willkommen!

Draft programme

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| 18:00 | Welcome
Dagmar Ossenbrink, Managing Director, German Finnish Chamber of Commerce
Tuula Antola, Director of Economic and Business Development, City of Espoo |
| 18:05 | Germany's role for the Finnish startup scene
Ari Huczowski, COO and Chief Evangelist, Espoo Innovation Garden |
| 18:15 | The Finnish startup scene from a German perspective
Oliver Rittgen, CEO, Bayer Nordic (TBC) |
| 18:25 | Opportunities in Germany for Finnish startups and the STARTbahn concept of the German-Finnish Chamber of Commerce
Glenn Gassen, Head of Market Entry & Business Development, German Finnish Chamber of Commerce |
| 18:35 | Greetings from German partner hubs Berlin, Cologne, Hamburg, Hanover, Munich (video) |
| 18:45 | Team Finland's startup support
Sampsa Nissinen, Director, startup companies, Tekes
NN, Finpro (TBC) |
| 19:10 | The German VC industry
Vesa Jormakka, 20 years experience in the German VC industry |
| 19:30 | Panel discussion on experiences in Germany with
- Jonas Geust, CEO, Rightware
- Henri Andell, CEO, Safera |
| 20:00 | Networking with German beer and bratwurst |

Please register! The number of participants is limited:

http://www.dfhk.fi/fi/tapahtumat/2015/how_to_conquer_germany