



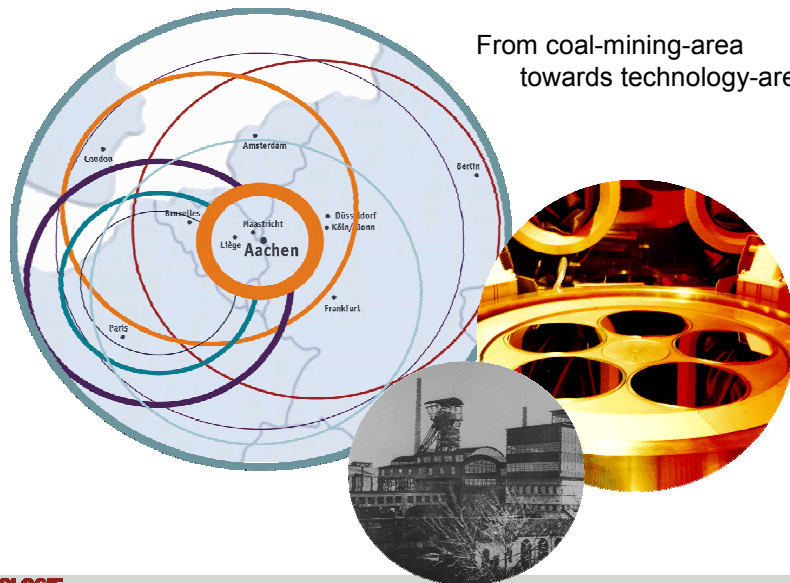
FIN-URB-ACT Work Meeting III

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The Region Aachen

From coal-mining-area
towards technology-area



TECHNOLOGIE
REGION AACHEN
www.technologie-region-aachen.de



The Region Aachen



Population:
1,3 million

Area:
3.526 km²

Density of population:
360 habitants/km²

Districts:

Aachen-Stadt } „Städte
District Aachen } „region“
District Düren
District Euskirchen
District Heinsberg

Favourable Environments for more activity of local banks



of this statement:

To give a business world's view to this issue!

A primary feature of market economy is, that
„offerings have to answer demands!“

Otherwise: offerings will be out of use!



Therefore city-policy has to conform with this economic basic
concept and has to perform in two different criterias ...

Criteria for an efficient city-(economic-)policy

First criterion:

Which aspects are relevant for a healthy economy?



This includes the question:

Which interests are important for a favourable environment?



Second criterion:

How functions an enterprise?



Which aspects are relevant for a healthy economy?

1. New start ups as a fresh bloody supply for economic health



To initiate and support activities for innovative and sustainable start-up companies ...

...through economic development agencies, consulting, collaboration with R&D institutions and/or cooperation with companies, and so on

2. Portfolio maintenance in favour of sustainability



To support and strengthen existing SMEs without blocking urgent necessary changes of structures (e. g. clustermanagement, innovation circles etc.)

Which aspects are relevant for a healthy economy?



To support settlings of new companies from other regions without misrouting taxes and subsidies



To develop a friendly environment also in the field of so called „soft requirements“ (infrastructure, family-friendly environment, urban-planning context, high-level education field, attractive tourism etc.)



How functions an enterprise?

If there are enough enterprises (new start-ups, growing existing companies and settling companies) the local banks will do something!

Because:

- Companies will invest!
- Investments need money!
- Banks supply this money!

Ergo:

Banks and companies will collaborate!

Cities will have designed a favourable environment, so that local banks are more active!

Local banks – structure in the Aachen Region

- **savings bank** for the region Aachen
- about **100 branches**
- Shareholder of technology-parks and start-up centres in the region Aachen



Embedding in regional development:

services for start-ups (moderate subsidies of NRW.Bank or KfW Bank; financial engagement in public projects for start-ups and growing enterprises)

advanced training on offer for enterpriser

co-financing of school- and youth-projects, sport or other cultural events (4 mio € in 2008)

Local banks – structure in the Aachen Region

- **six regional savings banks** as shareholders
- assets under management: **70 Mio. €**
- has actually a share in **40 partner companies**



Parts of the S-UBG-Group:

- S-UBG-AG
Private Equity and mezzanine capital for mid-sized companies
- S-VC Risikokapital GmbH
Venture Capital for innovative technology companies
- Seed-Fonds
seed capital for young technology companies

Local banks – structure in the Aachen Region

- **State Development Bank** of NorthRhineWestphalia
- target group: professional persons, SMEs and companies with max 500 Mio. € annual turnover



Business segments:

- financing of education
- promotion of start-ups and SMEs
- infrastructur and public sector financing

Promotion of start-ups and SMEs:

- decrease of financing cost by low interest loans
- risk splitting by bonds or loans with indemnity clause
- strengthen equity capital by mezzanine capital

Local banks – structure in the Aachen Region

- **State Development Bank** (Federation: 80% and federal states 20%)
- subsidy volume in 2008: **71 billion €**



• **Business segments:**

- start-ups and mid-sized businesses
- real estate and education
- environment and climate protection
- export and project financing
- projects in developing countries and newly industrializing countries

Thank you for your attention!

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