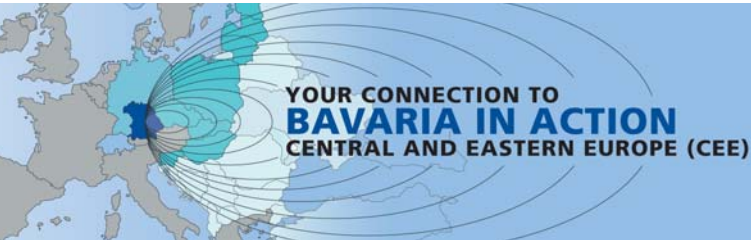


Bavaria in Action— For Your Success



Partners in Bavaria's Virtual East-West Business Competence Network are

- the Bavarian State Ministry of Economic Affairs, Infrastructure, Transport and Technology
- the Bavarian State Ministry of Sciences, Research and the Arts
- Bavarian State Ministry of Agriculture and Forestry
- Bavarian Chambers of Commerce and Industry
- Bavarian Chambers of Trades and Crafts
- District administrations, local municipal governments and universities in Bavaria

Experience East-West business competence first-hand in Bavaria!
Get the details at www.bavaria-cee.com!



"In January 2005 we decided to invest 30 million euros in expanding the Bobingen site because Bavaria offers very good logistic links with the growth markets of Central and Eastern Europe, and is simultaneously a first-class location for the important markets in Western and Southeastern Europe. The availability of a well-qualified labor force and the dense network of component supplier industries, research and development facilities are major factors for the speedy implementation of investment projects. Thanks to a reliable and stable political environment we can develop a long-term strategy."

Johns Manville Sales GmbH

Invest in Bavaria— Your Business Partner



Invest in Bavaria, the development and location marketing unit of the Bavarian State Ministry of Economic Affairs, Infrastructure, Transport and Technology, will help to launch your new business or expansion in Bavaria.

- Invest in Bavaria* will develop site proposals tailored to your needs. It
- provides free in-depth information on given locations
 - assists in responding to questions about public-sector financial aid and approval procedures
 - organizes and follows through on visits to potential sites
 - supports searches for office and industrial facilities

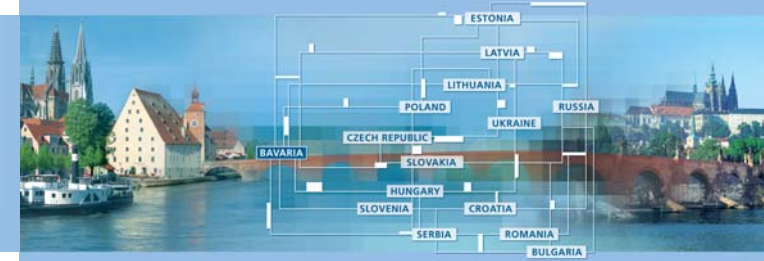
Take advantage of our services from your very first contact right through to the final decision!



Contact	Bavarian Ministry of Economic Affairs, Infrastructure, Transport and Technology
	Dr. Markus Wittmann
Adresse	Prinzregentenstrasse 28 80538 Munich, Germany
Phone	(+49 89) 21 62-26 42
Fax	(+49 89) 21 62-28 03
E-Mail	info@invest-in-bavaria.de info@bavaria-cee.com
Internet	www.invest-in-bavaria.com www.bavaria-cee.com

Invest in Bavaria—a joint project between the Bavarian Ministry of Economic Affairs, Infrastructure, Transport and Technology and Bayern International

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Bavarian Ministry of Economic Affairs, Infrastructure, Transport and Technology

Bavaria—Your Platform for Central and Eastern Europe

Bavaria's Virtual East-West Business Competence Network Builds Relationships for your Projects

The rapidly expanding markets in Central and Eastern Europe open an enormous market potential. Located in the very heart of the new European Union and with Central and Eastern European countries in the immediate vicinity, Bavaria makes an ideal base for developing operations in Eastern Europe.

Major road, rail and shipping routes pass through Bavaria to the East and West. More than 500 flights head weekly from Munich and Nuremberg Airports for destinations in Central and Eastern Europe. With daily service, nearly all its capitals are only a two-hour flight away.

Companies benefit from Bavaria's long-standing, economic and political relations with its neighbors in Central and Eastern Europe. Traditionally close contacts have created a labor pool with a wide range of experience in Eastern Europe and the appropriate language skills. It has also made it easier for Central and Eastern European firms to enter Western European markets by way of Bavaria.

Bavaria's strategic advantages remain unchallenged:

- political and economic stability
- a state-of-the-art energy, transportation and telecommunications infrastructure
- a unique dual educational system recognized globally for its excellence
- internationally renowned universities and research institutions
- highly qualified and motivated employees
- high level of personal security and an enviable quality of life
- direct access to Europe's markets with more than 455 million consumers.

Over 1,200 international high-tech companies now benefit from the strategic advantages that Bavaria has to offer!

In 2005 Bavaria's attraction for doing business was enhanced again when its East-West know-how was bundled into the Virtual East-West Business Competence Network.

Be it **Bavarian companies or subsidiaries of international firms**, all benefit from Bavaria's strong East-West business competence available from *Invest in Bavaria* which

- is the principal contact for all questions relating to Central and Eastern European markets
- operates offices in Moscow, Sofia, Bucharest, Budapest and Kiev as local contact agencies
- maintains excellent contacts with political leaders, scientists and industry in Central and Eastern Europe
- offers wide-ranging preparatory and support programs for opening markets in Central and Eastern Europe
- provides assistance for those seeking business partners in Central and Eastern Europe

***Invest in Bavaria*—your professional partner for establishing and developing business contacts in Central and Eastern Europe!**



"HORN BACH Baumarkt AG, one of the largest home-improvement market operators in Europe, continues to expand. Its logistics area is also developing at a steady rate. In light of the future focus on Central and Eastern Europe, Eastern Bavaria makes an ideal base for quickly supplying HORN BACH branch offices in the neighboring countries to the East. That is why we chose Vilshofen-Pleinting near Passau as the site for our new logistics center."

HORN BACH Baumarkt AG

More than 240,000 citizens of Central and Eastern Europe in Bavaria make the state home to a strong Central and Eastern European community. Not only people, but also more and more companies from this region are coming to Bavaria for investment opportunities. With its sophisticated market place, pro-business policies and international communities in place, Bavaria attracts expansion-minded companies.

At *Invest in Bavaria*, **companies from Central and Eastern Europe** will receive

- support in all matters involving new business in Bavaria
- assistance in locating partners in Bavaria
- prime contacts with Bavarian leaders in politics, industry and science
- access to Bavaria's technology networks

***Invest in Bavaria*—your central contact for establishing and expanding your European operations in Bavaria!**



"From its base in Ingolstadt Kaspersky Lab, one of the world's leading providers of anti-virus solutions, is responsible for sales and marketing in the D-A-CH (Germany-Austria-Switzerland) region. The growth of this business in the early stages was substantially facilitated by the long tradition of good relations between Bavaria and Russia. What makes Bavaria particularly attractive from our perspective is its strong emphasis on information technology. Moreover, companies can also benefit from their proximity to lucrative markets in Central and Western Europe. The branch office was opened in September 2004 and now employs a staff of 13."

Kaspersky Lab GmbH