



AHK
**Annual Report
2023**

For the economy. Worldwide on site.



Forewords

AHK ANNUAL REPORT 2023

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“The geopolitical tensions harbour the danger of considerably slowing down globalisation. This is all the more true as issues such as climate protection, migration and human rights also highlight political differences right up to conflicts of interest. German companies – whether large, medium-sized or small – are more globally connected than in almost any other country. International political developments, therefore, have a direct impact on both business as well as the overall economy. For this reason, it is more important than ever that the AHKs contribute to build bridges and thus support the international business of our companies.”

Peter Adrian

President of the German Chamber of Commerce and Industry (DIHK)



Germany is the world's third-largest exporter of goods, behind China and the United States. Our export industry is of crucial importance for Germany's economy and for our prosperity. Using a broad range of funding instruments, the German Federal Government helps companies to open up foreign markets and to gain and diversify market shares abroad – diversification being particularly important in these times. Here, the bilateral chambers of industry and commerce have an important role to play. They are familiar with the local conditions, have the expertise in the respective countries and the necessary contacts – and are thus a central pillar of Germany's foreign trade and investment promotion.“

Dr. Robert Habeck

Federal Minister for Economic Affairs and Climate Action (BMWK)



The current turmoil in the world and the partially very different challenges on-site also have a direct impact on the day-to-day work of the AHKs. I greatly admire the determination with which the German subsidiaries on-site and our teams tackle the daily challenges. In the end, we will only succeed in solving the tasks at hand step by step, both locally and internationally. With the opening of the Delegation of German Industry and Commerce in Côte d'Ivoire in 2023, the AHK network is now providing advice and support to German companies in 93 countries. The AHK World Conference in Berlin, which finally took place again after a five-year break due to Covid-19, provided a valuable forum for dialogue and support for German companies in these uncertain times.”

Dr. Martin Wansleben

CEO of the German Chamber of Commerce and Industry (DIHK)



AHK World Conference 2023



After a five-year break, the AHK World Conference in May 2023 once again offered the AHK network a platform to foster and deepen the dialogue with each other and with its partners from German business, politics and science.

With internal formats for the future-oriented development of the AHK network and company-oriented cooperation between the Chambers of Commerce and Industry in Germany, IHKs, and AHKs, the conference was characterised above all by constructive discussions, innovative contributions and a strong sense of community among the participants. Highlights also included the festive evening with the award ceremony for German schools abroad and the World Economy Day under the motto “Supply chains, sustainability, energy crisis: Where does the German business model stand?”.

With a clear vision for a sustainable and competitive German economy, Vice Chancellor Dr. Robert Habeck underlined the importance of innovation and ecological transformation as well as the role of the German



Chambers of Commerce Abroad for the German economy. Siemens CEO Dr. Roland Busch emphasised the need for strong global partnerships in his convincing plea for cooperation and innovation.



Invited experts also discussed the German business model in times of de-coupling, de-risking and de-globalisation, new challenges and opportunities in supply chains and the positioning of Europe in trade and industrial policy. On the last day of the conference, the numerous present AHK honorary board members engaged in a direct exchange with State Secretary Dr. Jörg Kukies and BASF CEO Dr. Martin Brudermüller on current challenges in international business.

In this context, the AHK World Conference once again emphasized the crucial role of AHKs as bridge builders for German companies in increasingly complex global economic relations.

Highlights 2023



◀ **Compact with Africa – Expanding partnerships**

The largest German-African business conference on German soil took place on November 20th, 2023: Around 1,000 guests attended the 4th “G20 Investment Summit 2023 – German Business and the CwA Countries” in Berlin, which was organised by the Sub-Saharan Africa Initiative of German Business (SAFRI). In addition to Chancellor Olaf Scholz and Vice Chancellor Dr. Robert Habeck, it included ten African heads of state and government as well as around 30 ministers from the African continent. They were accompanied by over 300 business and political delegates, who met with representatives of the German economy in the afternoon. Colleagues from the AHK offices in Africa were also present and discussed important business-related topics concerning Africa’s political strategy with the guests of the summit.

GERMAN-UKRAINIAN ECONOMIC FORUM ON OCTOBER 24TH, 2023

Strengthening the reconstruction of Ukraine ▶

The Ukrainian economy is growing again, despite Russia’s ongoing war of aggression against Ukraine. Together with the German-Ukrainian Chamber of Commerce and Industry (AHK Ukraine) and the German Eastern Business Association (Ost-Ausschuss der Deutschen Wirtschaft, OA), the German Chamber of Commerce and Industry (DIHK) hosted the 6th German-Ukrainian Economic Forum on October 24th, 2023. Well over 500 guests from politics and business discussed the further expansion of bilateral economic relations between Germany and Ukraine as well as the reconstruction. The heads of government of both countries were present, and the Ukrainian president gave a welcome speech via video conference. All sectors of German companies were represented. The main focus was on infrastructure, energy, agriculture and security.





RECONSTRUCTION CONFERENCE TURKEY
ON JULY 13TH, 2023, IN THE HOUSE OF GERMAN ECONOMY

◀ German-Turkish commitment for reconstruction

On February 6th, 2023, several earthquakes shook south-eastern Turkey and parts of Syria. In order to ensure successful reconstruction, which will continue for years to come, an intensive commitment from the domestic private sector as well as abroad is crucial, in addition to international aid funds. The reconstruction conference on July 13th, 2023, at the House of German Economy was therefore held under the motto: “German-Turkish Conference: The role of the European private sector in (re)activating the economy in the regions affected by the earthquake”.

The event was organized by the Union of Chambers and Commodity Exchanges of Turkey (TOBB), the German-Turkish Chamber of Industry and Commerce (AHK Turkey), the Turkish-German Chamber of Commerce and Industry (TD-IHK) and DIHK. In addition to the “energy-efficient development of infrastructure”, the event focused, in particular, on the topic of “education”. AHK President Pinar Ersoy presented the idea of an “education bridge” at the conference, which is to be implemented by AHK Turkey together with DIHK starting 2024. The aim of the project is to open up new educational opportunities and, thus, future prospects for young people from the regions affected by the earthquake.





“Especially in challenging times, the German Chambers of Commerce Abroad are an anchor, particularly for SMEs. Their experience, expertise and services are also and especially in demand when things get difficult. All of this only works with the great commitment and passion of the CEOs and staff. Many thanks to all of you!”

Dr. Kristina Heußner, Head of the Foreign Trade Promotion Division,
Federal Ministry for Economic Affairs and Climate Action

AHKS ON SITE IN GERMANY AT INTERNATIONAL TRADE FAIRS

Global economic relations revived by restarting of trade fairs ►

The international trade fair business experienced a new start in 2023 after the pandemic. At HANNOVER MESSE 2023 in April, the AHKs, together with DIHK and IHK Hannover, offered a varied programme on the Trade and Invest Stage and advised companies on opportunities in international business. At a joint booth with Germany Trade and Invest under the motto “AHKs & GTAI – worldwide under one roof”, they provided a central point of contact for visitors of the trade fair who wanted to learn about global market opportunities, innovative technologies and international business cooperation. Overall, AHKs were able to further strengthen bilateral economic relations between Germany and their host country through their presence at other trade fairs such as the International Toy Fair in Nuremberg, the International Green Week in Berlin and Anuga in Cologne.



Opening of AHK Côte d'Ivoire



AHK

Delegation der Deutschen
Wirtschaft in Côte d'Ivoire
Délégation de l'Économie
Allemande en Côte d'Ivoire

LUNDI 26 JUIN 2023 A 17H00 AU NOOM HOTEL
MONDAY 26th JUNE 2023 AT 5PM, AT NOOM HOTEL

www.ahk.de



STRENGTHENING GERMAN-IVORIAN ECONOMIC RELATIONS

Opening of the Delegation of German Industry and Commerce in Côte d'Ivoire

On June 26th, 2023, the Delegation of German Industry and Commerce in Côte d'Ivoire for the francophone West Africa was opened. Together with a delegation of German companies and institutional representatives as well as members of the German Parliament, DIHK CEO Dr. Martin Wansleben and State Secretary Anja Hajduk celebrated the festive occasion. An exchange with German company representatives, for example from the fields of road construction, medical test production and water and energy infrastructure in Côte d'Ivoire, rounded off the opening ceremony.



The three-day delegation trip also included visits to local production facilities and training centres, which serve as role models for German-Ivorian economic relations. Other important meetings on the agenda of the inaugural trip were the direct exchanges with German companies already active in Côte d'Ivoire, during which the framework conditions for trade and investment as well as specific business prospects were discussed.

The decision to open an office in Côte d'Ivoire reflects Germany's ongoing commitment to strengthen bilateral trade relations on-site while expanding the presence of German companies in global markets. Through its location in Abidjan, the Delegation provides a gateway for the German economy into the French-speaking part of West Africa.

AHK World Business Outlook survey

CHALLENGING TIMES IN FOREIGN BUSINESS

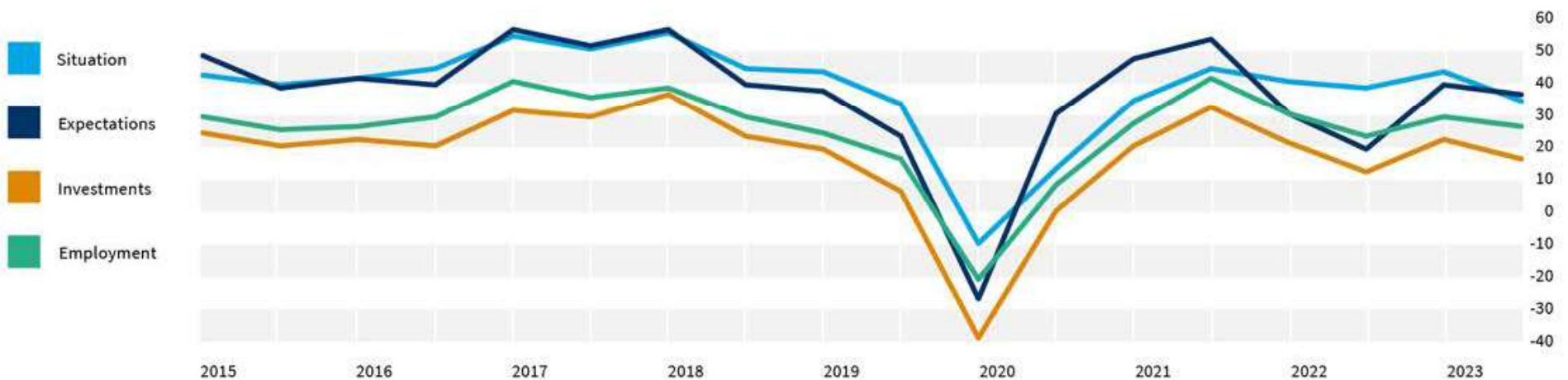
AHK World Business Outlook

How are German companies doing abroad? And how are they coping in international business? Twice a year, the AHK World Business Outlook analyses the business prospects of AHK member companies as well as their biggest risk factors and local economic developments. In spring and autumn 2023, a total of almost 9,000 companies worldwide took part in the surveys.

Even though German companies are resilient in global trade and have better business expectations on average at their international locations than at their German locations, the challenges in 2023 were considerable. In autumn 2023, companies at some locations were once again more gloomy about their future business prospects than in spring. In particular, low global demand, uncertain economic policy conditions and a shortage of skilled labour, which was lamented in many places, dampened the mood of the companies.

GERMAN COMPANIES ABROAD

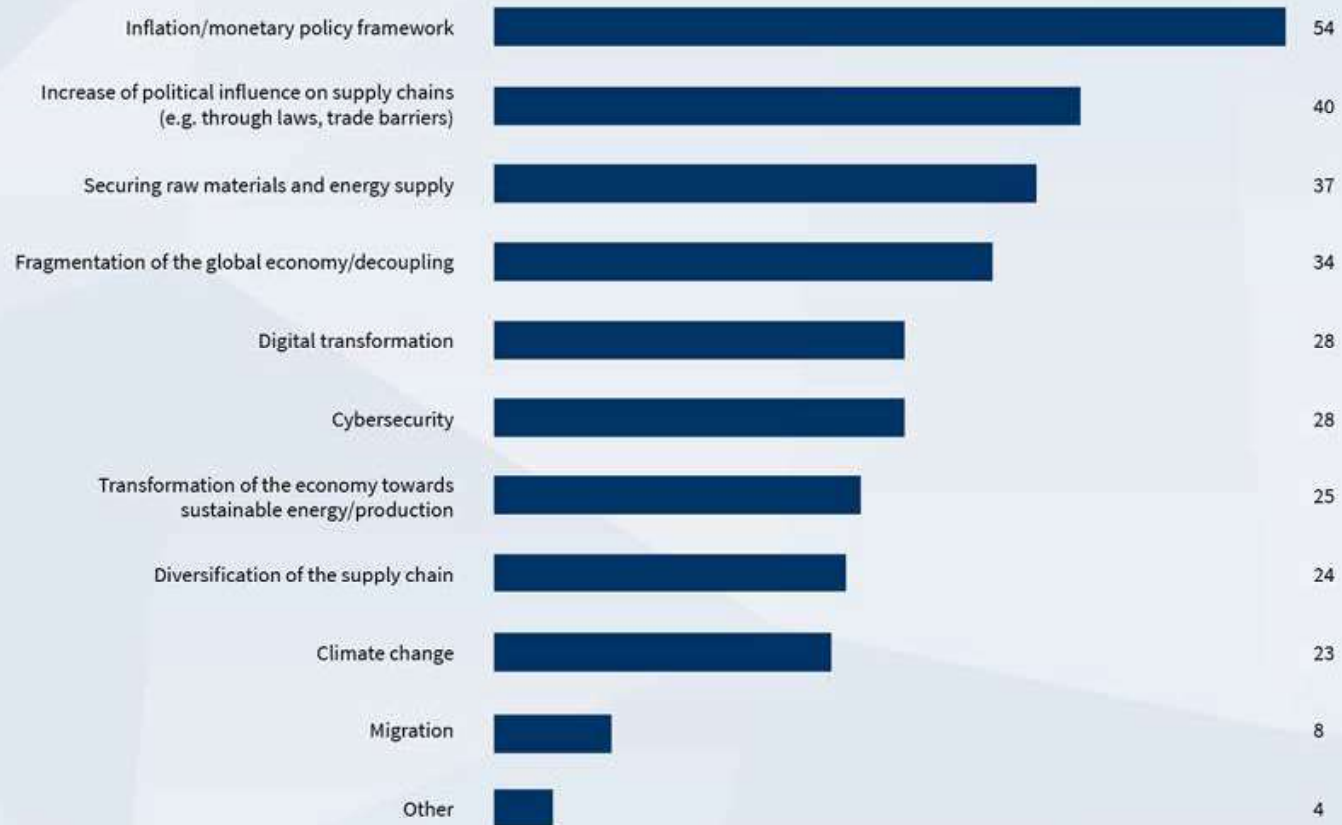
BALANCE OF “BETTER MINUS WORSE” REPORTS IN POINTS



Source: AHK World Business Outlook Autumn 2023

The analysis of the AHK World Business Outlook also shows that geopolitical risks, higher interest rates and increasing trade barriers are making international business more difficult for German companies. While signs of fragmentation of the global economy into individual blocs can be seen, companies are nevertheless continuing to work on diversifying their supply chains and sales and procurement markets.

WHAT ARE THE BIGGEST GEOPOLITICAL CHALLENGES FROM THE POINT OF VIEW OF YOUR COMPANY IN THE NEXT FIVE YEARS? (MULTIPLE ANSWERS POSSIBLE)



Source: AHK World Business Outlook spring 2023, responses from 5,100 companies

FOCUS TOPIC 2023

German Act on Corporate Due Diligence Obligations in Supply Chains

AWARENESS AND CAPACITY BUILDING FOR SUPPLIERS

The “German Act on Corporate Due Diligence Obligations in Supply Chains” was the buzz phrase for much of the German economy in 2023. Since its passing, the AHK network facilitated its communication and implementation abroad, offering advisory services and practical support for concerned companies and their partners.

After the Act entered into force, the AHK network has supported those businesses in the approach with the law – even if such activities eventually cannot provide legal certainty.

Local suppliers called on the AHKs in 2023 to enhance their understanding of due diligence requirements in Germany and attended local and online awareness events as well as in-depth training. The AHKs India, Ghana, Southern Africa and Mexico are just some good examples of AHKs which were able to develop, with GIZ financing, in-house training solutions for this target group.

Other AHKs which offer broad services tailored to the Act include Colombia, Malaysia, Vietnam and Hong Kong.



“As an SME, we are not currently directly affected by the Supply Chain Act. However, as a supplier to large companies, we cannot escape the issue and must critically scrutinise our supply chains. Through the AHK Malaysia, however, we have become aware of a digital tool that automates risk analysis and makes risk management much easier.”

Herbert Hönl,
CEO, Refko Feuerfest

“ The Supply Chain Due Diligence Manager Certification Course conducted by the Indo-German Chamber of Commerce was an excellent program that put emphasis on current industry trends and international perspectives, coupled with the expertise of the faculty that ensured a dynamic learning experience. The succinct and focused curriculum, combined with real-world case studies, provided invaluable insights into the intricacies of supply chain due diligence processes.”

Prakash S.

DGM – Commercial, Carborundum Universal Limited,
Industrial Ceramics



“ The training came at just the right time. I have raised awareness within our company about the significance of corporate due diligence and am pleased that this topic is also being implemented at the regional level, for example in West Africa. With the detailed knowledge from the training, we have seen an opportunity to position ourselves as pioneers in raising awareness and compliance with the regulations, and of course, we hope to inspire other companies as well.”

Serigne Mbaye

CEO West Africa & Country Head,
DHL Global Forwarding



AHK anniversaries 2023

5 years of
SRI LANKA 2018

15 years of
PHILIPPINES 2008

Congratulations
to

20 years of
CROATIA 2000

25 years of
UAE 1998

30 years of

BULGARIA, HUNGARY &
CZECH REPUBLIC 1993

40 years of

HONGKONG &
NEW ZEALAND 1983

45 years of

FINLAND &
USA ATLANTA 1978

In 2023, the AHK network celebrated its 129th birthday – and for many German Chambers of Commerce Abroad, 2023 also marked an important milestone. Congratulations in particular to the following locations, which celebrated a round AHK anniversary and thus strengthened the decades of work in bilateral economic relations between Germany and the host country.

60 years of

USA CHICAGO 1963

55 years of

PERU & CANADA 1968

129 years

SINCE
1894

OVER

46,000

MEMBERSHIPS

MORE THAN

258,000

BUSINESS ENQUIRIES

OVER

7,200

EVENTS

150

LOCATIONS

150

MILLION EURO TURNOVER*

*Income from services

93 COUNTRIES

2,300

AHK EMPLOYEES

Current information on the AHK network



Your AHK experts

Find the right contact person for the target market and region you are looking for to set up and expand your foreign business.



**Worldwide
in action for you**



Get to know the organisation better!

At 150 locations in 93 countries, the AHKs are at your service with many years of expertise.



News from the AHK network

Stay up to date with news and relevant information from across the AHK network via the AHK LinkedIn channel.

OVERVIEW OF THE LOCATIONS

**For the economy. Worldwide on site.
At 150 locations.**

AMERICAS

Argentina
Bolivia
Brazil
Canada
Chile
Colombia
Costa Rica
Cuba
Dominican Republic
Ecuador
El Salvador
Guatemala
Honduras
Mexico
Nicaragua
Panama
Paraguay
Peru
Uruguay
USA
Venezuela

Austria
Azerbaijan
Belarus
Belgium
Bosnia and Herze-
govina
Bulgaria
Croatia
Czech Republic

Denmark
Estonia
Finland
France
Greece
Great Britain
Hungary
Ireland
Israel

Italy
Latvia
Lithuania
Netherlands
North Macedonia
Norway
Poland
Portugal
Romania

Russia
Serbia
Slovakia
Slovenia
Spain
Sweden
Switzerland
Turkey
Ukraine

EUROPE

AFRICA | MENA

Algeria
Angola
Côte d'Ivoire
Egypt
Ghana
Iraq
Kenya
Morocco
Mozambique
Nigeria
Oman
Qatar
Saudi Arabia
South Africa
Tanzania
Tunisia
UAE
Zambia

ASIA | PACIFIC

Australia
China
Hongkong SAR
India
Indonesia
Japan
Kazakhstan
Korea
Malaysia

Myanmar
New Zealand
Philippines
Singapore
Sri Lanka
Taiwan
Thailand
Uzbekistan
Vietnam

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