Compared to what we are experiencing this year with Covid-19, 2019 was a happy year. And yet, there were some challenges we had to face last year, too: Brexit, growing trade conflicts, reduced international investment and sluggish growth worldwide. In general, our companies are facing the headwind of international business. In view of the enormous challenges, companies are in urgent need of advice and the network of German Chambers of Commerce Abroad (AHK) is in great demand. For this reason, the 2,400 AHK employees at over 140 locations in 92 countries are working tirelessly to provide companies with the latest updates on local conditions and supply chain restrictions and to guide them through government regulations. No doubt, the Covid-19 pandemic will have a lasting effect on economic life worldwide. This will also have an impact on the work of the AHKs. They are therefore called upon to put their services to the test once again and to finetune them to best serve the companies’ interests. Here, the AHKs benefit especially from the expertise and experience of AHK board and committee members. We have seen a steady rise in the number of company representatives on AHK boards and committees in recent years, which both encourages AHKs and spurs on them. They are now challenged more than ever to promote the German economy worldwide together as one – even from home office.

Export-oriented companies are currently navigating the choppy waters of the world economy. There are new market opportunities to conquer, established markets to defend against protectionism and distortion of competition and, not least because of Covid-19, established supply chains have to be reorganised in a trice. In addition, we are facing fundamental technological changes, for example in the automotive and energy sectors. In this environment, the German Chambers of Commerce Abroad, delegate offices and representative offices united in the AHK network are now needed more than ever – to investigate, advise and to guide. And I support them wholeheartedly in their mission. Up to 56.8 million euros are available in AHK finance alone this year – a new record reflecting the great appreciation for what the AHKs have already achieved as well as their drive to work even harder and to measure their success. Furthermore, the IHK-AHK network intends to stimulate and support the immigration of skilled workers. I truly appreciate the Association of German Chambers of Commerce and Industry for their excellent and long-lasting partnership, which we cultivate in all these fields. Together we will continue to support Germany’s small and medium-sized enterprises in the future to brave all storms and gain tailwind.

Dr. Eric Schweitzer
President of the Association of German Chambers of Commerce and Industry (DIHK e. V.)

Peter Altmaier
Federal Minister for Economic Affairs and Energy
Our highlights 2019
AHK NETWORK

125 years of working the globe for the economy

Our AHKs currently support the business activities of German companies at over 140 locations in 92 countries. They are the first point of reference for companies wishing to establish or expand their foreign business. Furthermore, they act as a service provider and a platform for exchange as well as a mouthpiece for German business on site. Both SMEs and large corporations across all industries avail of our services and are involved in our networks. Our website www.125years.ahk.de and as well as our AHK film showcase the variety and diversity of our support. Both were produced for the 125th anniversary of the AHK network and were screened publicly for the first time on 4 April 2019, World Economic Day.

125 YEARS OF AHK DEBELUX

The cradle of a strong network

On 16 May 2019, the German-Belgian-Luxembourg Chamber of Commerce (AHK debe-lux) put on a gala event in Brussels to celebrate its 125th anniversary. The formation of the Chamber of Commerce in 1984, laid the foundation for creating a global network of German Chambers of Commerce Abroad, delegations and representative offices around the world. After 125 years, the network now counts more than 140 locations in 92 countries. AHK President Baron Didier Matray and DIHK President Dr. Eric Schweitzer opened the festivities with words of welcome. As representative of the German government, Federal Minister for Economic Affairs and Energy Peter Altmaier held a speech, as did Belgian Deputy Prime Minister and Minister of Employment, Economy, Consumer Affairs Kris Peeters and Luxembourg’s Minister for Finances Pierre Gramegna.
German Chancellor Dr. Angela Merkel opened the 63rd Annual General Meeting of AHK India in New Delhi on 2 November 2019. Foreign Minister Heiko Maas, Agriculture Minister Julia Klöckner, Federal Education Minister Anja Karliczek, Federal Government Commissioner for Culture and the Media Monika Grütters and eight state secretaries accompanied the Chancellor during her three-day state visit. In addition to economic and trade relations, talks revolved around innovation and digitisation, climate protection, sustainable development and matters of foreign and security policy. In her detailed speech, Merkel praised the contributions by German companies in India – not least due to the support of AHK India: “The Indo-German Chamber of Commerce has not only been active for a long time; it is also the biggest German Chamber of Commerce Abroad. That in itself shows that India and Germany are good and reliable economic partners for each other”.

For the fifth time already, the German Chambers of Commerce Abroad representing nearly 70 countries shared a joint booth at the Hannover Messe 2019. From 1 to 5 April, our AHK experts were available for individual discussions with exhibitors and trade visitors as part of the special “Global Business & Markets” platform. They accompanied more than ten delegations and organised a total of 16 events during the first three days of the fair.
25 YEARS DELEGATION OF GERMAN BUSINESS IN VIETNAM

High-level visit to Hanoi and Ho Chi Minh City

From 24 to 26 March 2019, Federal Minister for Economic Affairs and Energy Peter Altmaier visited AHK locations in Hanoi and in the economic metropolis Ho Chi Minh City, accompanied by a high-ranking economic delegation and members of the Bundestag. He held a series of bilateral talks with representatives of the Vietnamese government, including Prime Minister Nguyen Xuan Phuc. Minister Altmaier joined German and Vietnamese companies in a business roundtable and attended the 25th anniversary of the Delegation of German Business in Vietnam (AHK). In his welcome address, he offered his congratulations to the AHK, acknowledging its excellent work and the outstanding representation of German business in Vietnam. DIHK Chief Executive Officer Dr. Martin Wansleben thanked the Delegate of German Business in Vietnam Marko Walde and his staff for their tremendous efforts. Both German and Vietnamese companies cherish the AHK as a reliable and esteemed partner at their side.
16TH LATIN AMERICAN CONFERENCE

Platform for bilateral exchange

On 19 February 2019, the 16th Latin American Conference of German Business was held at the Haus der Deutschen Wirtschaft in Berlin with some 550 participants in attendance. Guests of honour included the Foreign Minister of the Dominican Republic Miguel Vargas and the Federal Minister for Economic Affairs Peter Altmaier. The biennial conference focused on vocational training, digitisation, agriculture and raw materials policy. Latin American and German companies collaborate closely in these areas.

MOU SIGNING CEREMONY

First state visit from Singapore

Germany and Singapore are strengthening their economic relations: Singapore’s President Halimah Yacob and DIHK President Dr. Eric Schweitzer as well as some 90 guests witnessed the signing of eight memorandums of understanding (MoUs) – including a memorandum for an even stronger collaboration between the DIHK and Singapore’s partner organisation Singapore Business Federation (SBF). Both foreign ministers also signed a protocol on the double taxation agreement, which was introduced in 2004. The two economies have been strongly linked for a long time: Singapore is Germany’s most important trading partner in the ASEAN region. With a bilateral trade volume of almost 15 billion euros, Germany is Singapore’s second most important trading partner in the EU after the Netherlands. The EU-Singapore Free Trade Agreement, which came into force on 21 November 2019, abolishes any pre-existing customs duties on EU goods.
GREATER CHINA XCELERATION DAYS

Sino-German Summit in Shenzhen

Embracing the aim of accelerating Sino-German economic relations, the Greater China Xceleration Days were held for the first time from 3 to 5 December 2019 with more than 800 guests in attendance. Dr. Clemens von Götze, German Ambassador to China, and other top-level representatives from politics and business, as well as Dr. Volker Treier, Chief Executive of Foreign Trade and Member of the Executive Board of the Association of German Chambers of Commerce and Industry (DIHK), opened the Greater China Xceleration Days. The three-day event kicked off with the finale of the “AHK Innovation Night” in a summery atmosphere in the southern Chinese metropolis of Shenzhen. Companies, including BASF and the Merck Group, presented the current challenges facing their businesses using reverse pitching. Subsequently, the winners of the previous start-up competitions in Hong Kong, Beijing, Shanghai and Shenzhen presented their technologies. These were evaluated by a jury and the audience. German and Chinese companies and institutions presented more than 40 specific projects exploring options for partnerships throughout the event. Participants were able to choose between five parallel project sessions, visiting exhibitors’ booths and a variety of other events – including panel discussions, interviews, sports sessions and a matchmaking exchange. Enjoying Chinese street food during the wine and beer festival, visitors were able to establish new contacts and expand their networks in Germany and China.
We offer a platform
MEMBERSHIP

Partners for business success

The right contacts are often the key to business success. We see ourselves as an intermediary and provide a valuable platform for networking and exchanging information on site for both small and large companies. In 2019, more than 50,000 members benefitted from our expertise and our global network of competent contacts from business, politics, institutions and associations – in Germany and in 92 host countries. Especially in times of digitisation, exchanging ideas in person is becoming increasingly important. That is why our member events serve as an exclusive forum that connects people and gives them the space to discuss current developments and challenges and discover opportunities for cooperation. As an intermediary and strategic partner, we also support companies in finding a common voice towards politics and advocate the interests of the economy among political players.

BOARDS AND COMMITTEES

Sharing experience and expertise

Our volunteer board members are an indispensable pillar in our AHK network. They share their valuable knowledge with the AHK, thus contributing greatly to our ability to excel at what we do. Thanks to their experience and advice, we can recognise trends and market changes at an early stage and react accordingly – we benefit from this, as do the local companies, of course. Over the last few years, we have been able to recruit more and more people worldwide for voluntary work on the boards and committees of the AHKs: the number of volunteers who supported us with their expertise has grown from 1,800 volunteers in 2017 and 2,200 in 2018, to about 2,500 people in 2019. We are delighted by this increase that also showcases the businesses’ high esteem for our work.
A platform for old and new contacts

Our extensive and versatile range of AHK events give companies the wonderful opportunity to explore current trends and issues in their countries of interest and to exchange ideas. Thanks to our large international network, participants are sure to find the right contact for their specific needs and potential partners for their projects. In 2019, a total of 2,400,000 participants gathered at over 5,900 events in Germany and in the host countries to establish and cultivate relationships and partnerships or to gain insights from experts. From seminars to membership and networking events and first-rate receptions: we provide an excellent platform to drive the development of any business forward, for our clients, members or other interested parties.
FOCUS ON
Expert and information events

We are delighted that more and more companies are attending our expert and information events to gain insights and exchange ideas on current topics and developments. The increasing numbers confirm the growing demand and the great interest in event formats such as Trade & Connect in Munich.

EVENTS

<table>
<thead>
<tr>
<th>Year</th>
<th>Events</th>
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<tbody>
<tr>
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<tr>
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TRADE & CONNECT
Munich welcomes guests from around the globe

On 21 November 2019, Trade & Connect was held at IHK Munich and Upper Bavaria, exceeding all expectations: more than 200 participants joined our seasoned and unique event format featuring a mix of presentations, workshops, individual consultations and plenty of networking opportunities. 70 AHK experts shared information on more than 80 countries around the globe and conducted more than 400 individual consultations. The agenda included a variety of stimulating topics such as Brexit, the slowing global economy, global trade conflicts and new free trade agreements. The title Trade & Connect, chosen in 2019, reflects the increasing complexity of international business for Bavarian companies. Today, even medium-sized companies are pursuing global purchasing strategies: they are offering their services worldwide and setting up sustainable supply chains. Online trading and the international exchange of hardware and software are steadily gaining in importance. With Trade & Connect, internationally minded start-ups have moved into the focus as a new target group.

“We are proud to host Trade & Connect with our global AHK partners every year. Our primary goal is to support our predominantly small and medium-sized companies through the ever-growing challenges in global trade with a sustainable and hands-on approach!”

Dr. Manfred Gößl
Chief Executive Officer of the Chamber of Commerce and Industry for Munich and Upper Bavaria
We are service providers
SERVICES REVENUE

Tailored services for companies

Our AHK network advises German companies worldwide who wish to establish or expand their business activities abroad. We do not only look after our members, but also provide one-stop tailored services for interested companies under our service brand DEinternational – including market analyses, the procurement of business partners and legal and tax information. Our multilingual staff on site understands the opportunities and risks in the countries in question. They can advise companies competently and individually as they are immersed in the local conditions. They form a bridge between markets and cultures and, together with the companies, they lead business ideas to success. In 2019, our services generated sales of EUR 132 million worldwide.

VISITORS AND EXHIBITORS

Experienced partner in trade fair acquisition

We are an important sales partner for the German trade fair industry in attracting exhibitors and visitors. Thanks to our tightly-knit business network and our in-depth work in 92 host countries, we ensure that our numbers are constantly on the rise – also benefiting the German retail trade and the hospitality and catering industry. With our help, over 230,000 foreign visitors and more than 10,000 foreign companies were won over as exhibitors at German trade fairs in 2019.

EUR 132 MILLION

230,000

FOREIGN VISITORS

2019
CONSULTING SERVICES

Carefully prepared to go abroad

Tapping into international markets offers great potential for companies, but also involves risks. It is therefore essential to be well prepared before deciding to take the plunge abroad. What opportunities does the target country hold for my product? What challenges and risks do I need to consider? What is the best way to enter the market?

CONSULTING DAYS IN GERMANY

As a company, you will receive answers to these questions and more during our consulting days. Here, you have the opportunity to exchange ideas directly with our AHK colleagues, who can then guide you through the next steps if you are so inclined. In 2019, our country experts joined a total of 1,300 consulting days throughout Germany, providing companies with first-hand information specific to the countries of their interest.

ENQUIRIES TO AHKS

Many companies address their questions directly to the employees of our global AHK network. Every day, they answer a myriad of enquiries concerning market entry and the expansion of market activities. In 2019, they responded to a total of 360,000 enquiries, with more than 70 percent coming from small and medium-sized companies.

FREE INITIAL CONSULTATION

As part of our free initial consultation, one of our AHK experts will provide a project assessment for companies interested in general information about their target market at first. This initial service offers a valuable basis for deciding whether it is worthwhile investing in the target country of their interest, particularly for small and medium-sized companies. In 2019, our AHKs supported 152,000 companies in their foreign projects with a free initial consultation.

EXPLORING MARKETS

Our free initial consultation at our AHKs or at the IHK consultation days in Germany include reliable information on the general conditions, opportunities and challenges in the target country of interest.

UNDERSTANDING MARKETS

Our AHK experts support entrepreneurs with industry-specific market studies and the organisation of exploratory trips. They offer insights into the current competitive situation and reliable information on legal and tax conditions.
We are with you and your company from day one.

FINDING BUSINESS PARTNERS
Our local AHK colleagues have access to a large network in a variety of industries and conduct target searches to find suitable contacts for potential partners. They will gladly make the initial contact in the respective national language for you if that is your wish.

RECRUITING EMPLOYEES
We have excellent knowledge of the structure of the local labour markets and also support companies in recruiting qualified and bilingual employees – to build a strong and competent team at your new location.

USING INFRASTRUCTURE
We invite companies to use the local infrastructure of our AHKs – from a virtual office to your own workplace. With additional office services such as financial or payroll accounting, we support the entry into a new market in your target country.

OVERCOMING BUREAUCRACY
Our AHK employees know the ins and outs of the legal and tax situation in their countries. They refer local experts and advise you in negotiating contracts, obtaining permits or choosing the right set-up for your business.

BECOMING A MEMBER
We offer companies a platform that bears many advantages: members can establish valuable contacts, exchange information, attend events and form a common mouthpiece towards politics.
AHK DELEGATION TRIPS

Exploring new markets

Our delegation trips abroad are a great option for companies to learn about business opportunities at our AHK locations and to familiarise themselves with the political, cultural and economic characteristics of the respective target market. In addition to local expertise, participants can establish initial contacts with potential partners and representatives from politics and business. Our AHK employees design and organise a versatile programme comprised of events for informational or networking purposes, political meetings or company visits. As a traveller, you can count on our employees and our comprehensive services both before and during your trip. Our employees will pave the way for your successful business story abroad.

Additionally, we also offer business trips to Germany, where companies from all over the world can forge valuable contacts and learn about business opportunities in Germany. Some of our delegation trips are even supported by public programmes, such as the market development programme for SMEs sponsored by BMWi. They present an excellent opportunity to gain insights into the potential of your own industry in the target country in person.
Altmaier visits Croatia, Montenegro and Serbia

Federal Minister for Economic Affairs Peter Altmaier travelled to Croatia, Montenegro and Serbia from 20 to 22 October 2019. He was accompanied by members of the German Bundestag, press representatives, a business delegation and DIHK Chief Executive of Foreign Trade Dr. Volker Treier. The trip focussed on topics of securing skilled labour and digitisation. The willingness to strengthen cooperation in these two areas was confirmed in a series of meetings including government representatives of all three host countries. On the first day of the trip, talks with the Croatian President Grabar-Kitarović and the Croatian Prime Minister Plenković also involved discussing the priorities of the Croatian EU Presidency in the first half of 2020.

During his subsequent stops in Montenegro and Serbia, Federal Minister of Economic Affairs Altmaier seized the opportunity to sign an administrative partnership agreement among other things. Further talks were held on intensifying the purchasing initiative, which has been successfully in place since 2015. The three-day trip was prepared and implemented in close collaboration with our Chambers of Commerce Abroad on site. AHK Croatia and the Croatian Chamber Umbrella Association HGK jointly organised a German-Croatian Business Forum on the topic “The Effects of Digitisation on the Croatian Economy”.

FOCUS ON Delegation trips

While our AHKs organised 610 delegation trips involving 8,500 participants in 2017 and 670 trips with 9,000 participants in 2018, it was a whopping 750 trips with 11,000 participants in 2019.

DELEGATION TRIPS

<table>
<thead>
<tr>
<th>Year</th>
<th>Trips</th>
<th>Participants</th>
</tr>
</thead>
<tbody>
<tr>
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<td>610</td>
<td>8,500</td>
</tr>
<tr>
<td>2018</td>
<td>670</td>
<td>9,000</td>
</tr>
<tr>
<td>2019</td>
<td>750</td>
<td>11,000</td>
</tr>
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</table>
Expanding economic relations

The 3rd German-African Business Summit (GABS) took place in Accra, Ghana, from 11 to 13 February 2019. More than 650 participants from 25 countries joined Germany’s most important business event on the African continent. The Sub-Saharan Africa Initiative of German Business (SAFRI) organises this summit biennially in pursuit of strengthening and expanding German-African economic relations. Participants from the German side were Federal Minister of Economic Cooperation and Development Gerd Müller and BMWi State Secretary Thomas Bareiß. Ghana’s President H. E. Nana Akufo-Addo surprised the audience with his appearance at the reception in the residence of the German Ambassador Christoph Retzlaff. The next GABS will be held in early 2021.

An equal partnership

Eight heads of state and government and several ministers from the twelve African Compact countries accepted Chancellor Merkel’s invitation to the Haus der Deutschen Wirtschaft in Berlin. They met with ministers Peter Altmaier and Gerd Müller as well as around 300 company representatives on 19 November 2019, at Germany’s largest conference for investors in Africa as part of the G20 initiative “Compact with Africa” (CwA). The initiative aims to improve the conditions for private investment in these countries. The G20 Investment Summit was organised by the Afrika-Verein der Deutschen Wirtschaft under the umbrella of the Sub-Saharan Africa Initiative of German Business (SAFRI). The summit focussed on economic reform projects in the CwA countries and lighthouse projects of German companies – our AHK network contributed its local expertise to the selection process. The great interest voiced by German business and the multitude of top-level representatives from the twelve Compact countries demonstrated that it is mutual business interest and value-oriented cooperation that lead the way to a sustainable partnership.
In recent years, Africa has not only gained in political importance: the continent is also increasingly drawing the attention of German companies. The African market is opening up and seeking trading partners and investors worldwide. With 18 locations in 12 countries at present and offices planned in Côte d’Ivoire and Ethiopia, our AHK network is a strong local partner. Our AHK Sub-Saharan Africa office in the DIHK in Berlin has also been an important point of reference since 2019.
A digital profile for all locations

Our locations around the world also promote the AHK brand online with our 97 websites in a uniform design. It took three years altogether to transform the websites of the Chambers of Commerce Abroad into the modern and visually powerful online presence you see today. All under the banner of “mobile first”: in future, our clients and members should be able to access the contents of our AHK websites easily and fuss-free from their computer or their smartphone. Our uniform online presence tells its own story of success: we are truly unique in our field with 97 autonomous yet structurally identical websites featuring more than 80,000 images, videos and documents that have been produced by over 570 editors around the world. Whether you are an entrepreneur in Singapore, a company founder in Slovenia or a trade fair visitor from São Paulo – you will find a digital range of products and services that is structurally comparable across the board. And the figures speak for themselves: in 2019, we recorded a total of 10 million visits to our websites.
Promoting Germany as investment location

Recruiting investors and marketing Germany as a business location form an important component of our work. Here, we collaborate closely with Germany Trade and Invest (GTAI) and the economic development agencies of the German federal states. As bilateral member organisations, we are not only closely linked with German companies, but also with the companies of the host country of interest. Based on the day-to-day communication with our members and clients on site, we are familiar with their strategies and structures and can attract potential investors. In 2019, we were able to secure 32 investment projects and hand them over to the respective German federal states. We also support companies in their first steps into Germany and play the important role of a multiplier. In 2019, AHK Slovenia and GTAI jointly organised a very successful automotive delegation trip to the East German federal states in a pilot project, for example.

“Our team was very satisfied with the 4-day programme and participation in the 2019 delegation trip to Germany – primarily to the region of Saxony. We were guided professionally and welcomed warmly by all important representatives and accompanying persons of AHK Slovenia, GTAI and other partners.”

Simona Petrič
Director, Elvez, d.o.o.
We advocate for the economy
AHK WORLD BUSINESS OUTLOOK

Focussing on the development of the global economy

Business is going well worldwide for the companies of our AHK network. They are, however, facing challenges in many places, including the introduction of customs duties, a lack of skilled workers or overwhelming local bureaucracy. For our AHK World Business Outlook, the companies regularly provide us with an assessment of their own business prospects and local economic developments. In addition, we ask the companies to share their investment and employment plans and their biggest risk factors. This survey is our unique selling point. Our organisation is one of a kind in our ability to present the global perspectives and challenges for internationally operating German companies. With more than 8,000 company responses, our AHK World Business Outlook was once again able to provide important insights into the situation and expectations of German companies in 2019. Due to numerous trade conflicts and low global investment activity, business became increasingly difficult: customs duties, discrimination against foreign competitors, economic sanctions and a looming Brexit put a damper on trade in goods, caused high costs for companies and posed an enormous bureaucratic burden. The survey illustrates that the business of internationally operating German companies did not remain unaffected by these developments. There was a considerable drop in business expectations. Furthermore, investments and employment by German companies were restricted on site.
LOCAL CONTACTS

We connect people

Thanks to our global network, we are the main point of reference for bilateral economic relations both within Germany and worldwide. Companies wishing to establish or expand their business abroad benefit from our many excellent contacts in a wide range of fields. Be it business, politics and administration, chambers and associations or educational institutions and trade fairs: we connect our members and clients with the appropriate contacts in the host countries or in Germany and thus play an active role in supporting their business projects. Our network, which now comprises 103,000 contacts, is constantly growing. Companies and representatives from politics alike appreciate us as a capable contact and source of knowledge. As a result, we learn about developments and projects early on and can advise and position German companies.

103,000

CONTACTS

AHK NETWORK IN BRUSSELS

Expertise for Europe

Our AHK network also plays a unique role in a European context. The expertise of our staff in Brussels has therefore proven to be a sought-after asset for executives from European institutions. Our AHKs contribute actively to the European political dialogue through discussions and events, no matter whether they are based in the EU or third countries. The foreign trade exchanges with AHK colleagues from China on China’s economic policy and with RGIT Washington on US trade policy, both organised by DIHK Brussels in 2019, were very well received, for example. MEPs displayed a great need for discussion at an event with the Delegation of German Business in Vietnam (AHK) at the European Parliament (EP) on the EU-Vietnam Trade Agreement before the EP successfully adopted it. The positive practices of AHK Italy on the digitisation of the economy, on the other hand, impressed attendees of the biennial Economic Forum of EUROCHAMBRES, the umbrella organisation of the European Chambers of Commerce and Industry.
We value the AHKs as a great source of knowledge for the economy. Digital offers are gaining more and more importance, not just because of Covid-19. We are therefore supporting the AHK network with more than 50 million euros focusing on modernisation and actively helping to overcome the consequences of Covid-19.

Ministerialrat Dr. Christian Storost
Head of division for Trade Promotion, Federal Ministry for Economic Affairs and Energy

POLITICAL DELEGATIONS
We unite politics and business

For decades, our global AHK network has been an important link between representatives from politics and business. A large number of delegations from Germany therefore regularly consults us at our more than 140 locations in 92 countries to learn more about business opportunities in their target markets. Working closely with the other German representatives on site, we offer briefings and background information on economic topics for their discussions with political figures of the host country and establish links with important contacts. At the same time, we use this opportunity to make the concerns of the business community heard and to promote political support.

In 2019, we welcomed some **620 delegations** with a total of **9,000 participants** at our AHK locations worldwide.
Outlook
The AHK network in times of the pandemic
The Covid-19 pandemic has thwarted annual plans for 2020 almost everywhere. But what does the crisis mean for the AHK network?
This pandemic has hit the AHK network just as suddenly as it hit clients and members. Many of the original plans, such as events and delegation trips had to be cancelled or postponed. This also has financial implications for the locations. Travel restrictions around the world are currently making it difficult to guide companies into new markets. AHK services are in demand nevertheless: companies are in great need of up-to-date information and advice right now. Crises call for chambers and the AHKs receive many enquiries every day.

Our AHK network employs around 2,400 people worldwide, who must observe the regulations in their host countries as well of course. Can they still answer the companies’ enquiries as usual?
The first half of the year was marked by curfews and setting up office at home in many places – nevertheless, the AHK employees were always easily contacted. They were fortunate in that they were able to keep up the quality and speed of so many services. Furthermore, the topic of digitisation now plays an even greater role than before. It is therefore great timing that we developed a digital strategy for the AHK network already last year and implementation starts this year. This also assists in promptly developing new offers that companies can benefit from, despite contact bans and exit and travel restrictions, and which provide them with crucial information.

How exactly are the AHKs supporting companies in this crisis?
The AHKs have already developed some targeted offers and are continuing to work on new ideas and concepts to provide companies with advice and information, for example using the AHKs' websites, webinars and videos. Many of the known formats will be moved into "virtual space". Conferences, general meetings, working groups, consultations and also delegation trips, for example, will take place online in 2020 – from home office to home office.
OUR ONLINE SERVICES

Current information on Covid-19

“Kompass” video series
30+ videos featuring a brief overview of the economic situation in the AHK countries.

“Navigator” webinar series
30+ webinars with 3,000+ participants featuring information on the economic situation, government restrictions and support measures for the economy and the movement of people and goods.

Surveys
The AHKs carry out flash surveys at short intervals focusing on key points around Covid-19, in order to paint an accurate and up-to-date picture of the local situation.

Tabular overview of all AHK countries on ahk.de
A table summarising the economic effects and restrictions worldwide, in the future also including information on the loosening of restrictions, available for download for free.

A special page dedicated to Covid-19 on the AHK websites
Often linked to translated legal texts and forms.

Virtual events on offer
A myriad of conferences, general meetings, working groups, etc. are held online.

Webinars for AHK members
The German Chambers of Commerce Abroad (AHKs) offer companies and politics – both in Germany and in the host countries – access to a unique, professional and global network. Our work serves one goal: a dynamic, successful and open German foreign trade to meet the interests of our clients and members.

www.ahk.de/en