



WISTA
we get ideas done

Annual Report
2019

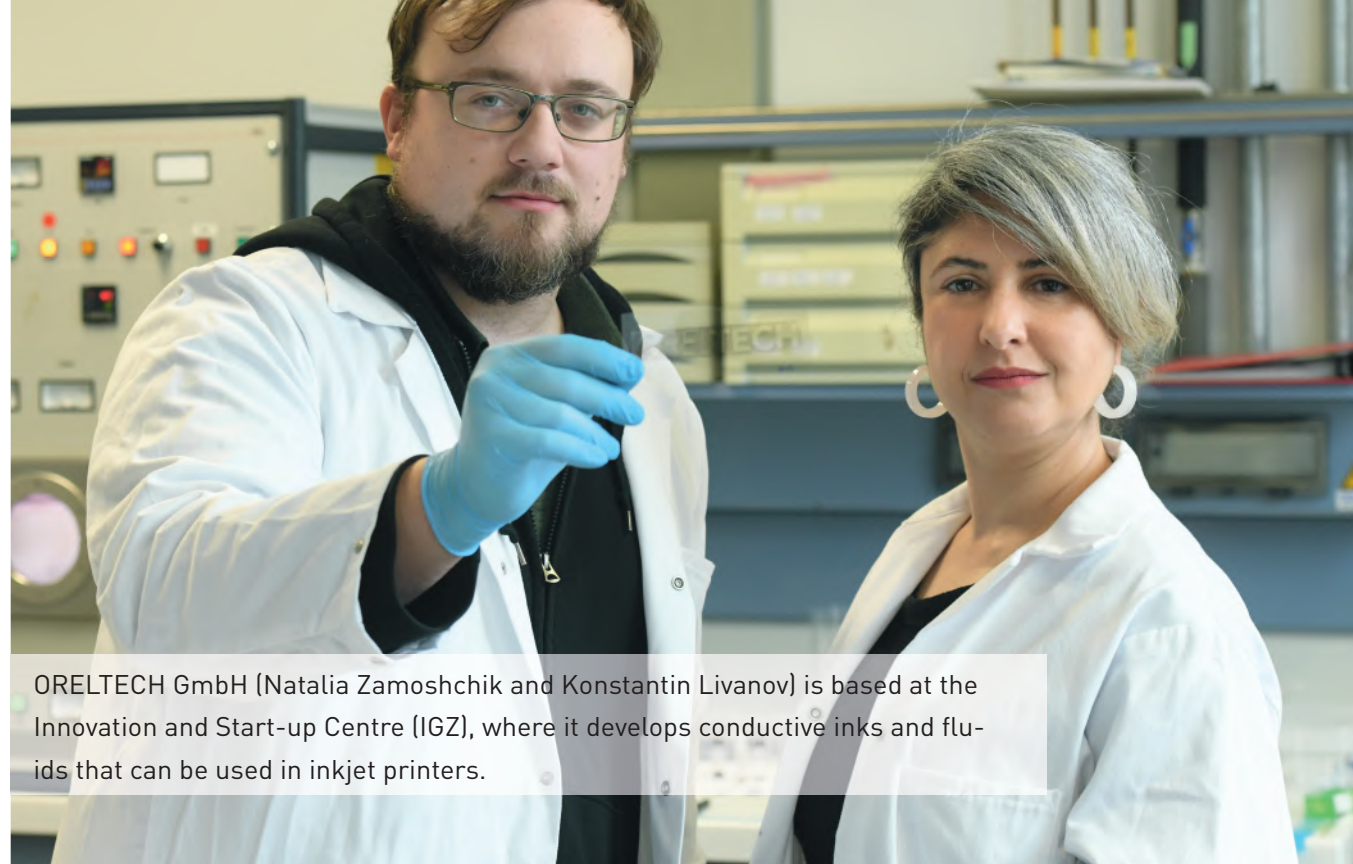
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Playing to our strengths

In late February 2020, we received the results of our annual survey: with growth rates of 8.7 percent in revenues and budgets and a 7.4 percent increase in staff, Berlin Adlershof once again experienced above-average growth in 2019.

Then, in mid-March, COVID-19 hit. The global economy came to a standstill. Did this mean that the numbers were not worth the paper they were printed on? By no means. The enormous growth of previous years alone gives us a good reason for an optimistic outlook. A few weeks after the outbreak it also became clear that a diverse science and technology park like Adlershof thrives in moments of crisis, and that its companies and institutes can act flexibly and unleash the power of innovation very quickly. More than 30 companies and research facilities are now actively



ORELTECH GmbH (Natalia Zamoshchik and Konstantin Livanov) is based at the Innovation and Start-up Centre (IGZ), where it develops conductive inks and fluids that can be used in inkjet printers.

involved in fighting the coronavirus. Their activities span providing medical equipment, playing a part in developing a vaccine, and conducting tests.

So far, the coronavirus pandemic has left Germany – and, with that, Adlershof – relatively unscathed. It is not yet possible to ascertain its economic impact. However, Germany's leading technology park has proven that it can make substantial contributions to overcoming the current crisis. We will continue to be faced by global

challenges (e.g., climate change and pollution). The willingness of our companies and facilities to contribute to overcoming them through research and development, products and services, is high. Now more than ever, it will depend on playing to our strengths and looking to the future with confidence and hope.

More than good numbers

In 2019, the high-technology site Berlin Adlershof continued its path of above-average growth. At the end of last year, the site was home to 1,207 (2018: 1,144) companies and scientific institutes. At 2.52 billion euros, revenues and budget funds grew by 8.7% compared to the previous year. A total of 20,828 people worked in the entire Adlershof development area at the end of 2019 (2018: about 19,400). Additionally, the site was home to 6,458 students and 788 apprentices (2018: 215).

In the core area, the Science and Technology Park, revenues of the now 564 (2018: 527) companies rose by 5.8% (2018: 7.4%) and crossed the billion-euro mark for the very first time (1,027,066 euros). The number of employees saw a 7.3% increase (2018: 5.8%) to 7,945. There were 232 apprentices (2018: 215).

The share of subsidies and third-party funding of the budgets of the Adlershof-based faculties and facilities of Humboldt-Universität zu Berlin (HU) was 30.6 million euros (2018: 32 million euros), while their basic funding was

56 million euros (2018: 50 million euros). The budgets of the 10 non-university research institutes amounted to 135.8 million euros, much like the previous year (135.6 million euros); at 80 million euros, third-party funding saw a slight decrease compared to the previous year (2018: 81.7). The number of employees in the scientific institutes grew by 3.8% to 2,831 compared to 2018.

Media City companies benefited from the continuously good economic climate in 2019. Their numbers rose by 19 to 189; revenues increased by 17.4% to 299.3 billion euros. The number of permanent employees climbed by 8.1%, bringing it to 1,759. The number of freelancers rose by 10.3% to 1,201. Lastly, there were 56 apprentices (2018: 63).

Revenues and budgets of the 454 companies and facilities of the remaining development area gained by 10.4% to just over one billion euros

(1,006,135 million euros). The number of employees saw an increase of 8.4% (2018: 10%) to 7,092. There were 447 (2018: 520) apprentices, including from multiple providers of inter-company training.



		Companies in Science and Technology Park	Non-university research institutions	Humboldt-Universität zu Berlin	Media City	Companies in development area	Total
Companies, Institutions	2019	548	8	6	189	454	1,205
	2018	527	10	6	170	431	1,144
	Difference	21	- 2	0	19	23	61
Employees	2019	7,945	1,851	980	2,960	9,764	23,500
	2018	7,402	1,751	976	2,715	6,544	19,388
	Difference	7.3%	5.7%	0.4%	9.0%	49.2%	21.2%
Revenue (in million euros)	2019	1,027	135.8	56	299.3	1,006.1	2,524.20
	2018	970.7	135.6	50	254.9	911.2	2,322.4
	Difference	5.8%	0.15%	12%	17.4%	10.4%	8.7%
Corefunding or Third-party funding (in million euros)	2019	22.25	80	30.6	1.6	19.1	154
	2018	7.3	81.7	32	1.1	5.3	127.4
	Difference	204.8%	-2.1%	-4.38%	45.45%	260.38%	20.88%
Performance (in thous. euros)	2019	1,049	215.8	86.6	300.8	1,025.3	2,677.5
	2018	978	217.3	82.0	256	916.5	2,49.8
	Difference	7.26%	-0.69%	5.61%	17.5%	11.87%	9.3%

Adlershof in numbers

(by 12.05.2020)

Development area:	1.038 acres *)
Employees:	23,500
Companies:	1,207
Revenues:	2,678.2 million euros

*) including the Science and Technology Park, Media City, the adjacent commercial area, the landscaped park ("Airfield Johannisthal"), and the residential areas "Wohnen am Campus" ("Living on Campus") and "Wohnen am Landschaftspark" ("Living at the Landscaped Park")

Humboldt-Universität zu Berlin

 **6**
Number of institutes

 **980**
Employees

 **6,458**
Students

 **56 million euros**
Corefunding

 **30.6 million euros**
Third-party funding

Commercial companies and services

 **454**
Companies


 **9,764**
Employees

 **1,006.1 million euros**
Revenues

Media City

 **189**
Companies

 **2,960**
Employees

 **299.3 million euros**
Revenues

Non-university research institutes

 **8**
Non-university research institutes

 **1,851**
Employees

 **135.8 million euros**
Corefunding

 **80 million euros**
Third-party funding

Science and Technology Park

 **548**
Companies

 **7,945**
Employees

 **1,027 million euros**
Revenues

Business development prospects for 2020

The outlook of companies on their business development prospects in 2020 was characterised by steadfast optimism. The companies of the Science and Technology Park viewed it in much the same positive way as the previous year: 55% (2018: 55.6%) were expecting an increase in sales, only 6% (2018: 5%) feared a drop in sales; 41.7% (2018: 40%) of the surveyed business owners expected a rising and approx. 55% (2018: 57%) a constant number of employees.



Adlershof as a brand continues to score very highly in the annual tenant satisfaction survey. Satisfaction with the on-site conditions among

the companies and science institutes also continues to be very high. There is some criticism of the volatility of the public transport.

Contributing to solving global challenges

From now on, Berlin Adlershof as a high-technology site cannot limit itself to stimulating the regional economy but must also address broader issues. Adlershof can and will contribute to tackling the grand challenges of the future (e.g., health, climate change, pollution), be it through research and development, or products and services.

We asked the site's companies and institutes about their commitment in this context. A large majority (about 80%) of the companies agreed with the statement that 'Adlershof, Germany's leading high-technology site, too, must take on its social responsibility and contribute.' Asked about concrete contributions, the Science and Technology Park's companies and institutions mentioned development (23%), products (18.6%), and services (almost 60%). The



Franziska Emmerling (second from left) and her working group research mechanochemical processes at the Federal Institute for Materials Research and Testing (BAM)

way that Adlershof reacted to the coronavirus pandemic was an impressive example of this commitment: 30 companies and institutions joined the fight against the COVID-19 virus. Their activities ranged from physical donations to developing vaccines. Some companies had

already reconfigured their research, development, and production in anticipation of the pandemic in early 2020.

New companies and acquisitions

One of last year's most notable new companies was the new facility of GBA Gesellschaft für Bioanalytik mbH, one of Europe's leading laboratory and consulting service companies. Blue Biolabs GmbH, a start-up, specialises on drinking water analysis, genetic analysis of water and other environmental samples, and on iron clogging of water. Zyto Berlin GmbH focuses on cleaning medical products. It aims at closing the gap between disposable and reusable products.

LFM Mikroanalytik GmbH deals with analysing particles, fibres, testing materials, and other organic and inorganic substances using scanning electron microscopes. Scanning electron microscopes are also in the repertoire of mmri Medical Materials Research Institute, which uses them for analysing dental implants. Palaimon GmbH combines satellite data, artificial intelligence, and analysis software to monitor rural regions for geophysical changes.

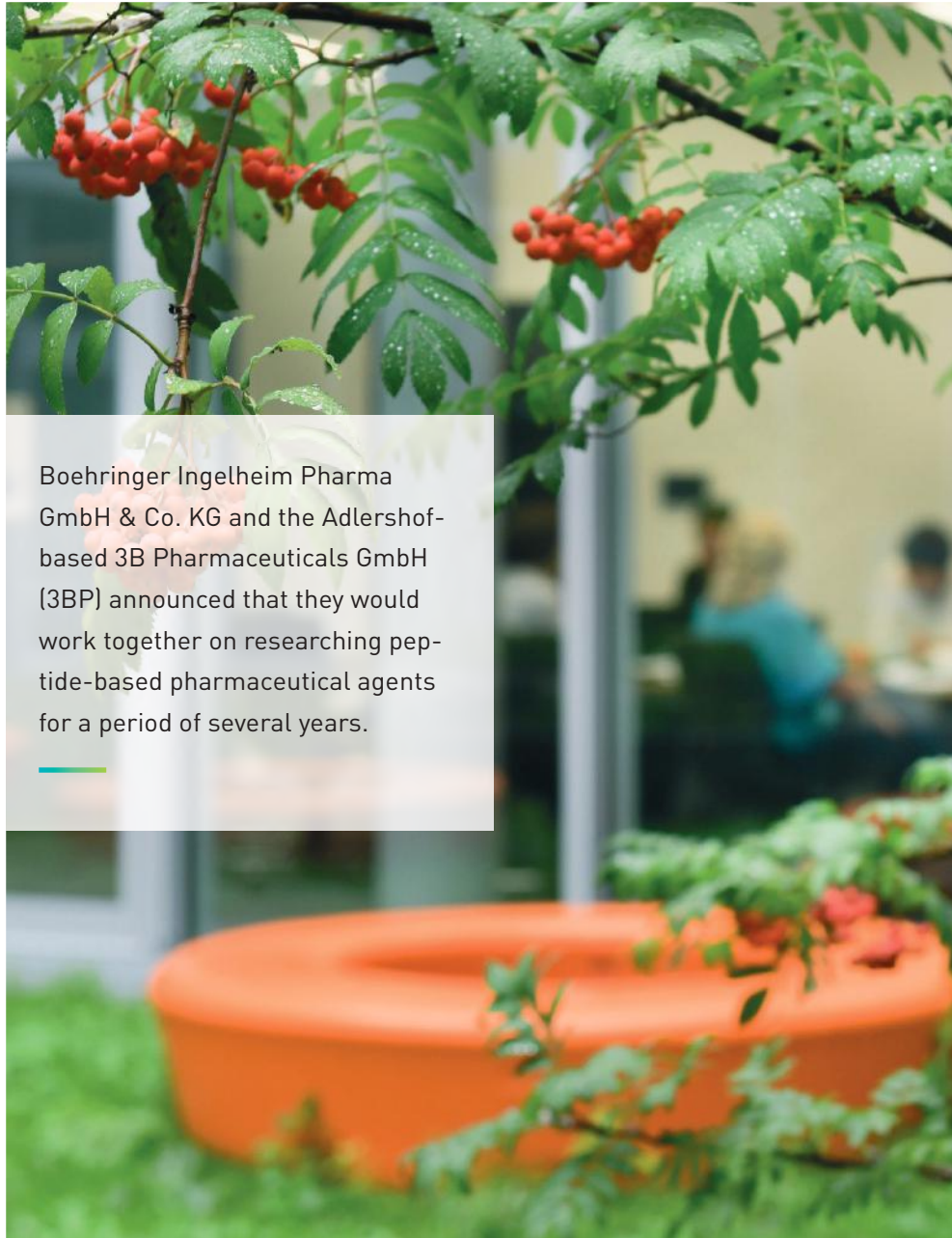


Headquartered at the Centre for Biotechnology and Environmental Technology, Smarterials Technology GmbH develops security-enhanced surgical gloves

The Charlottenburg Innovation Centre CHIC attracted a dynamic start-up called IC4X GmbH. Its staff can look back on over 20 years of experience in developing and producing state-of-the-art, integrated mixed-signal circuitry. Moving from the Innovation and Start-Up Centre IGZ to the Centre for Biotechnology and Environmental Technology, Smarterials Technology GmbH, a medical technology start-up, underwent a remarkable development in 2019. The company develops surgical gloves with a double barrier and perforation indicators that warn doctors of potential infection risks.

Cassantec GmbH is also based at the Charlottenburg Innovation Centre CHIC and was recently bought by ABB Asea Brown Boveri Ltd. Based on process and condition data, Cassantec-developed software is able to calculate the probability of plant malfunctions for a period of weeks, months, and, in some cases, even years.

The CHIC-based Betterguards Technology GmbH completed a successful funding round and secured a 'mid-range single-digit million figure'.



Boehringer Ingelheim Pharma GmbH & Co. KG and the Adlershof-based 3B Pharmaceuticals GmbH (3BP) announced that they would work together on researching peptide-based pharmaceutical agents for a period of several years.

Adlershof once again was a hive of construction activity in 2019:

On 9 January 2019, LHB LichtHaus Berlin GmbH bought a 7,259 square metre property on Gross-Berliner Damm. It plans to build an office building, a glass camera shop, a film studio, and a warehouse for equipment. This means that, for the first time in thirty years, a film studio will return to Johannisthal – which was once an epicentre of German film production.

On 11 January 2019, Segelflienerdamm Objekt GmbH started giving a new direction to the former premises of Medizinische Geräte GmbH on the corner of Walter-Huth-Strasse and Segelflienerdamm. It will soon be home to a building complex with a vibrant mix of uses, including vocational training, co-working, offices, a hostel, manufacturing, shopping, and gastronomy.

On 22 February 2019, the keys were handed over to **Landeslabor Berlin-Brandenburg (LLBB)**, Berlin and

Brandenburg's state laboratory, to its new building in Berlin Adlershof. In addition to the company's management, the four-storey building will be home to modern laboratories with different security levels, offices, a library, a technical and social area, and a cafeteria. The LLBB will merge three of its six locations in Adlershof. About 380 employees moved into the new building in March.

The project '**Am Oktogon**', a **campus for commerce and technology**, is growing. It celebrated the topping-out ceremony for the sixth out of seventeen new buildings on 11 April 2019. 'OfficeLab H2' combines modern offices with highly specialised manufacturing and service spaces on 3,800 square metres.

On 26 June 2019, the city-run public housing corporation HOWOGE celebrated the topping-out ceremony of their '**Johannisgärten**' project. In addition to everybody directly involved in the project, guests included Berlin's Senator for Urban Development and Housing, Katrin Lompp-



The new world of work in Adlershof –
'Brain Box Berlin'

schler, and Oliver Igel, the mayor of the Treptow-Köpenick district. Additionally, HOWOGE is building 20 houses with 314 flats, a day-care centre, and a parking garage on a 2.6-hectare property on Strasse am Flugplatz.

On 9 August 2019, **emp Biotech GmbH** (headquartered in Berlin-Buch) inaugurated a new shop floor and a large analytics laboratory, where it will work on purifying and modifying biopolymers like nucleic acids, and proteins. In September 2019, Mitutoyo Deutschland GmbH

inaugurated their new facility on Ernst-Lau-Strasse, covering 700 square metres. Mitutoyo is a world leader in precision measuring and production measuring technology.

On 6 September 2019, **AURICON Technische Dienste GmbH** opened a new office and manufacturing building. Originally from Schöneeweide, the company focuses on engineering and software services for building automation and control systems, monitoring systems for use in the industry and in hospitals, and system integration.

'**BrainBox Berlin**' celebrated its topping-out ceremony on 13 September 2019. On a 24,000 m² property on Eisenhutweg, the project will offer multifunctional spaces for offices and management, research and development, as well as small-scale manufacturing for about 1,800 people.

'**Allianz Campus Berlin**' celebrated its official opening on 20 September 2019. 2,500 people now work at an area covering 27,000 m². The topping-out ceremony for 'Tower B5' took place on 24 September 2019. Covering seven stories and a lettable

floor area of 3,600 m², it is the seventh of a total of 17 new buildings on the 'Am Oktogon' campus. PEIX Healthcare Communication plans to move its headquarters from Kreuzberg to Adlershof in 2021. The company celebrated the ground-breaking ceremony for it on 27 September 2019

on the construction site on the corner Willi-Schwabe-Strasse 5 and Ernst-Augustin-Strasse.

Jonas & Redmann Group GmbH, Berlin's largest custom machine building company, started construction on its new headquarters in October 2019. It will be home to 500 employees and be built on a 23,000 m² property on Segelfliegerdamm. The distinctive building complex will consist of three main buildings: a 6,800 m² office and management building, a 5,000 m² manufacturing space, and a 2,700 m² warehouse for logistics and storage.

Right next to the Adlershof S-Bahn station, construction on the new building for '**OfficeLab-Campus**

Adlershof was kicked off with a ground-breaking ceremony on 22 October 2019. It is a joint project of immobilien-experten-ag and Peakside Capital. Once completed, OfficeLab-Campus Adlershof will boast a lettable space of 26,000 m² and 220 underground parking spaces.

Work was continued on building the canals, lines, and roads on the premises of **Gleislinse**, a former marshalling yard in Schöneeweide. The important traffic junction of Benno-König-Strasse/Gross Berliner Damm/Gerhard-Sedlmayr-Strasse was completed and opened for traffic. The development work on the entire area is planned to be completed by summer 2020.



Co-working space

Twenty-seven desks at WISTA's co-working space were occupied in late December 2019, three by companies from the last round of the Adlershof Founder's Lab. Following WISTA's unsuccessful application for more funding at the Senate Department for Economics, Energy and Public Enterprises, that project expired on 31 December 2019. WISTA therefore planned additional marketing activities advertising the unoccupied desks in 2020.



Accelerator programme

The 'A²-Accelerator Smart City' event kicked off on 4 September 2019. Four start-up teams, including about GmbH from Gilching (near Munich), ENER-IQ GmbH from Hamburg, netpipe GmbH from Berlin, and S O NAH GmbH from Aachen, got together with so-called industry partners (the energy provider BTB and Wirtschaftsbetriebe Duisburg, Duisburg's largest municipal company), launching four pilot projects. The programme was concluded with the so-called Demo Day event in late January 2020.



WISTA was once again involved in the 'Advanced Materials Competition 2019' (AdMa-Com), an accelerator programme that supports young materials researchers. Twelve out of 55 teams reached the third round. Between

23 September and 6 October, the teams visited Berlin for mentoring and coaching, which were organised by the 'Innovation Network for Advanced Materials' (INAM).

Health Network Adlershof

The Health Network Adlershof kicked off its corporate health needs assessment in February 2019. It did so by conducting a staff barometer. A total of 1,067 people took part in the survey. WISTA and Techniker Krankenkasse, a national health insurance provider, presented the results on 10 September 2019. Most of the results were scarcely different from the German population average - except for two significant exceptions: 57.4% of respondents reported experiencing stress due to the daily commute between their home and their workplace, and about 30% of those surveyed reported unusual sleeping patterns. The survey results received significant attention by the media.



Business Office Zukunftsorte

Now dubbed 'Siemensstadt 2.0', the 'Zukunftsorte' initiative welcomed Siemensstadt as its 11th member on 8 April 2019. 'Zukunftsorte' ('places of the future') are what we call places in Berlin that are on the forefront of generating future innovation. The business office continued working on developing a distinct profile for the locations in Schöneweide as well as Berlin SÜDWEST and Marzahn. The latter project was renamed 'Zukunftsort CleanTech Marzahn' to underscore that the location is not limited to the existing 'Clean Tech Business Park' in Marzahn.



The new website (www.zukunftsorte.berlin) aims at increasing visibility of the associated companies and institutions. Starting on 10 October 2019, the site was used to publish news and announce events. A new job portal brand, 'Zukunftsjobs', is aimed at fresh talent. The website also contains a video showcasing the 'Zukunftsorte'.

The business office commissioned a study in 2019 aimed to assess the potential use of the new 5G standard for mobile internet and telecommunication at the 'Zukunftsorte' locations. Preliminary results once again showed that installing local 5G networks is a pressing issue. Once the study was completed in spring 2020, it was made available to the

Senate Department for Economics, Energy and Public Enterprises.

On 18 December 2019, VDI/VDE-IT GmbH presented a study commissioned by the business office exploring the establishment of a skills-based online talent platform. The business office has three main goals:

1. To get an overview of the supply of and demand for talent
2. To focus on skills rather than qualifications
3. To help assess training needs early on by making public-sector data available for use by different stakeholders

Innovative infrastructure projects

WISTA continued working on two such projects in 2019:

The collaborative project '**Combifuel**' is about generating hydrogen from regenerative electricity (power-to-gas), mixing it with synthetic methane, and using that to fuel vehicles. The project is led by the Adlershof-based Graforce GmbH and supported by WISTA Management GmbH. Starting in 2020, testing vehicles from the fleet of WISTA and WISTA.Service GmbH will be retrofitted to be able to use the fuel mixture. Testing will include measuring emissions.

The study '**Mobility Johannisthal/Adlershof 2030**' was concluded in 2019. It was commissioned by WISTA and the State of Berlin (represented by WISTA.Plan GmbH) and carried out by the German Aerospace Center (DLR). The study consists of simulations of the status quo of the local traffic situation and four possible development scenarios for Adlershof. It served as the basis for WISTA to draw up a project outline for an innovative mobility concept, which will also



incorporate suggestions from public institutions and private companies in the area.

Since it was running at full capacity, the **Charlottenburg Innovation Centre (CHIC)** did not register any new move-ins. However, two companies moved out freeing up an additional 700 m². Nine existing companies used this chance to rent additional space. Three new start-ups moved in (Palaimon GmbH, CFD Upstream GmbH, and Venture Leap GmbH). At the end of 2019, WISTA held preliminary talks with a total of seven companies, four of which will move into CHIC in the first quarter of 2020. Ahead of applying for additional funding for **FU-**

BIC from the GRW funding scheme, short for Joint Federal/Länder Task for the Improvement of Regional Economic Structures, WISTA commissioned a study about the former US military hospital building. The study concluded that it was possible to add two stories to it. To stay within the limits of the 50-million-euro budget, WISTA decided to finance the 5th storey by itself (expected costs: 3.5 million euros). By doing so, the space will not have to conform to GRW regulation and can be let out to established companies and founders looking for a location close to Free University under normal market conditions. These plans were presented to the Senate Department for Urban Development and



Sonja Strothmann, CEO of Palaimon GmbH and a CHIC tenant, does research and development in the field of AI

Housing as well as the Senate Department for Economics, Energy and Public Enterprises and were well-received.

An innovative electricity-only energy supply concept has been developed for FUBIC as part of the 'FUBIC – All Electricity für Nichtwohnquartiere (FAE)' project, funded by the Federal Ministry for Economic Affairs and Energy. **'Regionalmanagement Südost'**, the

regional management agency for Berlin's southeast region, drew up location profiles based on the data it had collected during its 3rd funding period. The profiles followed the model put forward in the urban development plan by the Senate Department for Urban Development and Housing.

The regional management agency also presented a study on establishing a network for attract-

ing companies on behalf of the business support agency of the Treptow-Köpenick district administration. The network will be implemented as a non-public virtual data space with an interface to the district's business support agency's website.

The search for a property to house the **Innovation and Technology Centre Industry 4.0 (ITZ 4.0)** was unsuccessful, because all avail-

able state-owned building land had been reserved for the central campus of the University of Applied Sciences (HTW Berlin). Since the Treptow-Köpenick district administration had not yet made a decision regarding the property in late 2019, WISTA now considers shelving the project and establishing a centre for 'Solving Global Challenges' in Adlershof instead. The department responsible for funding at the Senate Department for Economics, Energy and Public Enterprises has offered in principle support. Due to capacity constraints, however, WISTA wants to avoid opening three new centres at the same time. For this reason, planning on the new project will commence once the 'ITZ 4.0' project has been discontinued.

Facts and Figures

WISTA Management GmbH

The state-run WISTA Management GmbH (WISTA) is an experienced developer, service provider, and business promoter. As an initiator and economic catalyst, WISTA contributes to strengthening the basis of Berlin's regional economy by bringing together scientists and entrepreneurs. Its tasks include the establishment, operation and letting out of modern technology centres as well as the sale of properties. WISTA also supports the founding of new businesses, supports companies, connects science and business, and fosters national and international cooperation.

Shareholder:	State of Berlin
Share capital:	11,776 million euros
Employees (end of 2019):	61
Revenues 2019:	26.0 million euros
Investment 2019:	1.7 million euros
Committees:	Shareholders' meeting, Supervisory Board, Advisory Council

WISTA operates the Science and Technology Park Berlin Adlershof and the Charlottenburg Innovation Centre (CHIC) in Berlin's City West. It is active in managing the Berlin Southeast region and in setting up a technology and start-up centre in Berlin-Dahlem (FUBIC). On behalf

of Berlin's Senate Department for Economics, Energy and Public Enterprises, it is operating the business office for Berlin's "Zukunftsorte" (places of future innovation).

Supervisory Board of WISTA Management GmbH

(As at 31/12/2019)

Barbro Dreher

Chairwoman, State Secretary, Senate Department of Economics, Energy, and Public Enterprises, Berlin

Karoline Beck

Deputy Chairwoman, CEO, in.wendt Management GmbH

Brigitte Dworak

CEO, B&O Service und Messtechnik AG

Stephanie Bschorr

Managing Director, HTG Wirtschaftsprüfung GmbH and HTG Rechtsanwaltsgesellschaft mbH

Hans-Jürgen Reil

Department Head, Department of Finance, Berlin

Dr. Sandra Obermeyer

Head of Department in the Senate Department for Urban Development and Housing, Berlin

Advisory Council for Adlershof

(As at 31/12/2019)

Prof. Dr. Peter Frensch

Chairman, Vice-President for Research, Humboldt University of Berlin

Prof. Dr. Ulrich Panne

President of the BAM Federal Institute for Materials Research and Testing

Oliver Igel

Mayor of the District Treptow-Köpenick of Berlin

Mike Krüger

Managing Director, Studio Berlin-Adlershof GmbH

Dr. Christine Wedler

Managing Director, ASCA GmbH, CEO of Technologiekreis Adlershof e. V. (TKA)

WISTA.Plan GmbH, urban development agency and trustee of the State of Berlin

WISTA.Plan GmbH is an urban development agency and trustee of the State of Berlin. Its tasks include the development, lead planning, and management of urban land-use plans, infrastructure project management, and the administration of trust assets in the Adlershof development area. It sells properties to companies and investors in line with the site's goals and is responsible for the marketing of the entire Adlershof development area.

Shareholder:	WISTA Management GmbH
Share capital:	25,000 euros
Employees (end of 2019):	26
Revenues 2019:	2.35 million euros
Committees:	Shareholders' meeting

WISTA.Service GmbH

WISTA.Service GmbH is responsible for business, technical, and infrastructure management of buildings and properties on the premises of the Science and Technology Park Adlershof. It also provides its services to other Adlershof-based companies and institutions.

Shareholder:	WISTA Management GmbH (95%) WISTA.Service GmbH (5%)
Share capital:	150,000 euros
Employees (end of 2019):	95
Revenues 2019:	17 million euros
Committees:	Shareholders' meeting, Supervisory Board

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