



WISTA
we get ideas done

Annual Report
2017

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A clear direction for the future

For several years now, the high-technology site Berlin Adlershof has been reporting above-average growth. Between 2003 and 2017, revenues and budget funds increased from 978 million euros to over 2 billion euros, while staff numbers grew from 10,500 to about 18,000. In 2017 alone, Adlershof-based companies grew by an average of 7 %.

Naturally, we benefited from a good overall economic situation. However, there are other success factors at work in Adlershof: policy-makers, researchers and entrepreneurs have been working together to ensure the site's long-term growth. One of the most impressive results we saw in 2017: 140 companies and institutes in the Technology Park Adlershof, the site's core area, rank as technology leaders. Over 40 of them are even market leaders in their respective fields – this number goes up to 85 if the entire site is taken into account. We can be very proud of these figures. They are a testament to the high level of quality in research, development and production that this site has achieved thanks to great minds working here.

WISTA-MANAGEMENT GMBH (WISTA) has gained a wealth of expertise over the last 27 years. As a service provider, project initiator and real estate developer, WISTA is investing this experience into several sites on behalf of the State of Berlin. WISTA operates the Charlottenburg Innovation-Centre (CHIC) in Berlin's City West and is currently creating the FUBIC Technology and Start-up Centre in Berlin-Dahlem. WISTA also plays a vital part in managing Berlin's Southeast region. Tegel Projekt GmbH, a WISTA subsidiary, is planning and developing the research and industry park "Berlin TXL – The Urban Tech Republic".

WISTA is making essential contributions to developing five so-called "Zukunftsorte"

in Berlin. This is what we call those places, where future innovation is created. The "Zukunftsorte" contribute to fostering innovation and strengthening the competitiveness of Berlin's regional economy. In 2017, the government commissioned us to set up a business office to make Berlin's "Zukunftsorte" even more successful. Our mission is to establish Berlin as an attractive location for innovation, research and development.

Adlershof did more than produce impressive figures in 2017. The satisfaction of our tenants remained on a very high level. While there was some criticism of, for example, the severe lack of parking space and public transportation issues and traffic issues, these are the negative side-effects of outstanding growth. WISTA will continue to work hard so that Adlershof can continue to write its success story. Our mission has always been and continues to be: "Adlershof. Science at Work".



The economic development of Adlershof in 2017

Berlin Adlershof encompasses Germany's largest science and technology park as well as Berlin's most important location for media production. Both are surrounded by an ensemble of commercial companies, shops, hotels and restaurants. The entire site, which includes two residential areas and a landscape park, covers an area of 4.2 sq km. It is being developed on the basis of a comprehensive urban development plan.

At the end of 2017, the high-technology site Berlin Adlershof consisted of 1,088 companies and scientific institutes (2016: 1,041) with almost 18,000 employees (2016: about 17,000). Moreover, Adlershof was home to 6,700 students and around 780 (2016: 870) apprentices. At 2.07 billion euros, revenues and budget funds were 6.6 % higher than the previous year. When including the 109.2 million

euros in subsidies, this number goes up to 2.18 billion euros.

In the Science and Technology Park, which is the site's core area, revenues of the 507 companies rose by 7.5 % (2016: 9.7 %) to 904.1 million euros. The number of employees rose by 6.3 % (2016: 5.4 %) to 6,870. Adding to this were 200 apprentices (2016: 246).

The third-party funding in the budget of the six institutes of the Humboldt-Universität zu Berlin (HU) was 31 million euros, while the basic funding remained at 49 million euros as in 2016. At 138 million euros (2014: 134 million euros), the budget funds of the ten non-university research institutes were slightly higher than the previous year, while third-party funding grew significantly to 49 million euros (2015: 41 million euros). The number of employees increased to 2,780. Like the previous year, 6,700 students were enrolled in the HU institutes.

Compared to the previous year, the number of companies in the Media City stayed the same at 147, but revenues decreased by 4.8 % (2016: plus 7.3 %) to 213.7 million euros. The number of permanent employees was consistent at 1,385, while the number of freelancers rose by 12.7 % to over 980. Adding to this were 94 apprentices (2016: 106).

Revenues and budget funds of the companies and facilities in the remaining part of the Adlershof development area saw an increase of 10.4 % (2016: 8.3 %) to 763.8 million euros in 2017. The number of employees grew by 12.5 % (2016: 2.6 %) to about 6,000. Adding to this were 432 (2016: 470) apprentices, which includes apprentices from inter-company workplace training.

Like in 2016, the companies from the Science and Technology Park were generally optimistic about their business development prospects: 59 % (2016: 61 %) expect an increase in revenues. Only 3 % (2016: 2 %) expect a decline in sales, while 44 % (2016: 43 %) of the surveyed businesses expected a rise, and

55 % (2016: 54 %) expect no change in staff numbers. The continuously high rating of the Adlershof brand ranked very high in our 2017 survey of important on-site conditions. Tenant satisfaction with the conditions in Adlershof was also very high. There was some criticism regarding parking space and, as of this year, issues with public transportation and traffic.

Germany's largest science and technology park as well as Berlin's most important location for media production.

		Science and Technology Park	Non-university research institutions	Humboldt-Universität zu Berlin	Media City	Companies in development area	Total
Companies, Institution	2017	507	10	6	147	418	1088
	2016	496	10	6	147	382	1,041
	Difference	2.2 %	0 %	0 %	0 %	9.4 %	4.5 %
Employees	2017	6868	1706	1005	2369	5948	17896
	2016	6462	1732	1045	2253	5286	16778
	Difference	6.3 %	-1.5 %	-3.8 %	5.1 %	12.5 %	6.7 %
Revenue (in million euros)	2017	904.1	139.1	51	213.7	763.8	2071.60
	2016	840.6	138.2	49	224.4	691.7	1943.90
	Difference	1.1 %	0.6 %	4.1 %	-4.8 %	10.4 %	6.6 %
Corefunding or Third-party funding (in million euros)	2017	11.1	64.6	31.3	0.3	1.9	109.2
	2016	11.9	48.9	31.2	0.5	2.7	95
	Difference	-6.7 %	32.1 %	0.3 %	-40.0 %	-29.6 %	14.9 %
Performance (in thous. euros)	2017	915.2	203.7	82.3	214	765.7	2180.90
	2016	852.6	187.1	80.2	224.9	694.3	2040.00
	Difference	7.3 %	8.9 %	2.6 %	-4.9 %	10.3 %	6.9 %

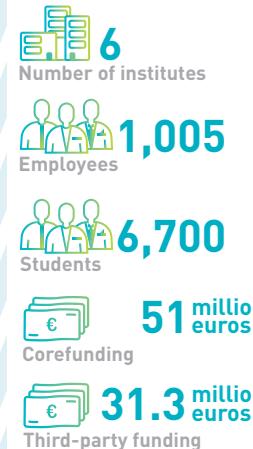
Facts and figures

(by 31 December 2017)

Development area:	1.038 acres *)
Employees:	17,896
Companies:	1,088
Revenues:	2,071.6 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



Commercial companies and services



Media City



Non-university research institutes



Science and Technology Park

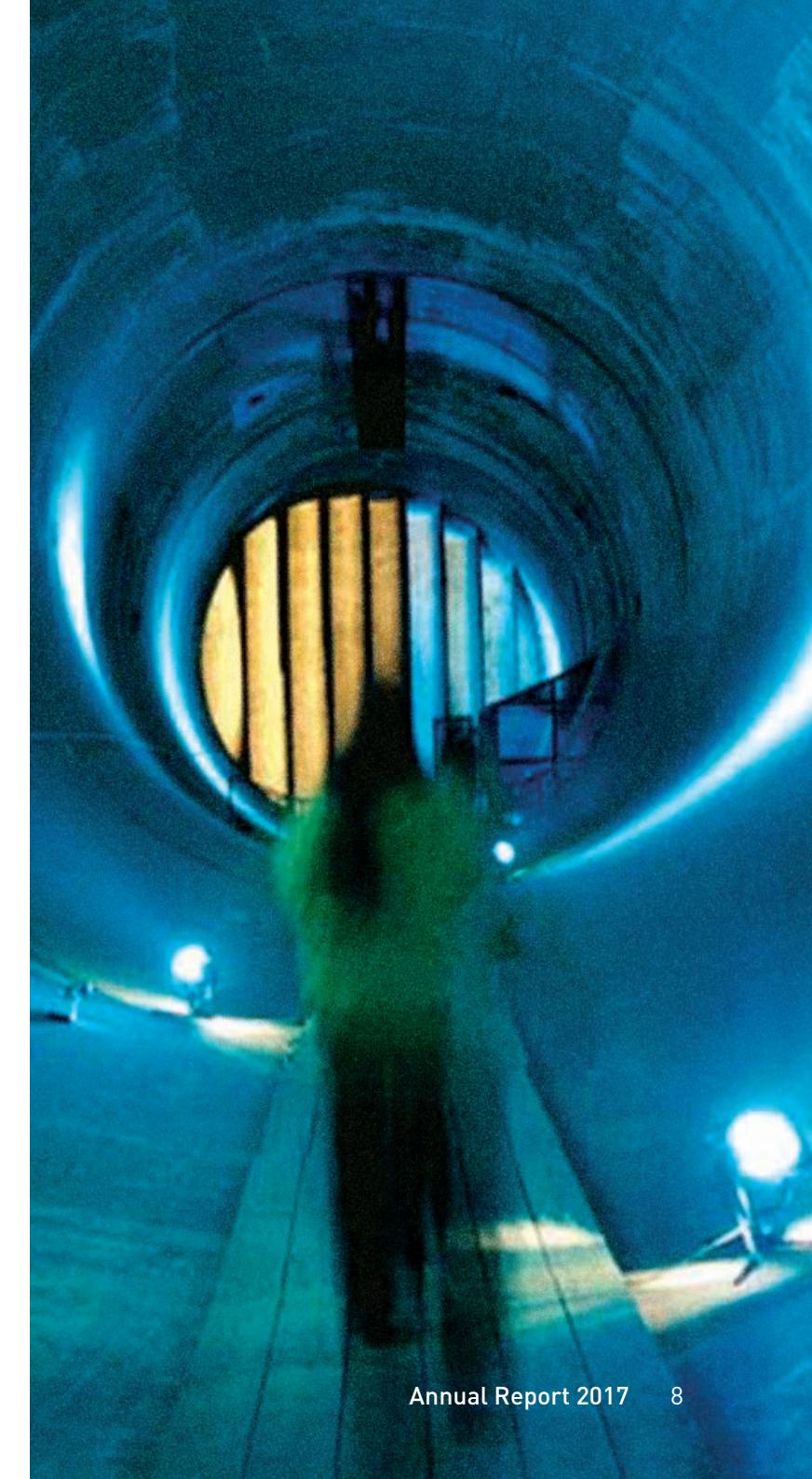


Technology and market leaders give a clear direction

Berlin Adlershof is a high-tech site. In our core area, the share of technology-focused and research-focused companies and institutes as well as companies that provide engineering and IT services is very high (51 %). These stats have been scrutinised for the first time during our 2017 annual survey, which yielded impressive results:

Of the 523 companies and scientific institutes in the Science and Technology Park, over 200 (about 40 %) companies regard themselves as highly specialised niche providers, about 140 (around 28 %) as technology leaders, and over 40 (8 %) as market leaders. This high specialisation is also

characteristic for the media companies (19 %) and the companies in the remaining development area (about 31 %). At 40 companies (10 %), these companies also boast a high share of market leaders.



High qualification and close cooperation

The survey also included questions on the share of highly-skilled employees and the share of employees working in research and development. According to the data provided by the companies and scientific institutes, their share in the Science and Technology Park is 42 % and, respectively, 18 %. In the media production companies, the share is about 25 % and 5.4 %, while the share is 15 % and 3 %, respectively, in commercial companies and service providers.

Finally, the cooperation of private-sector companies with science and research plays an important role in Berlin Adlershof: about 78 % (2016: 76 %) of the companies based in the Science and Technology Park cooperated with at least one other on-site company in 2017, while about 43 % (2016: 44 %) worked together with at least one non-university research institute from the site. About 35 % cooperate with one of Berlin's universities

and 25 % (2016: 30 %) with an institute of Humboldt University of Berlin. Cooperation among on-site companies in Media City as well as commercial companies and service providers is also outstandingly high at 76 % (2016: 55 %) and around 60 % (2016: about 53 %), respectively.





New companies and acquisitions

Two sales contracts in 2017 laid the basis for developing a new gateway to the high-tech site just outside the Adlershof S-Bahn station: the CHA Campus Hotel Adlershof GmbH & Co. KG bought the plot of land between the station and the new Allianz building. They are planning a conference hotel with a 54-metre high tower, including a sky bar. OfficeLab Campus Adlershof GmbH & Co. KG bought the neighbouring lot to the north. The company is planning to provide its tenants with a combination of offices and tenant-specific spaces for use in research, production, service, or storage. The competition for the 23,500-sqm construction field at the entrance to the Technology Park was launched by Adlershof Projekt GmbH. Both companies are part of the immobilien-experten-ag, who won the competition in cooperation with gbp Architekten GmbH.

Allianz AG celebrated its topping out ceremony in 2017 on the neighbouring lot; completion of the building is planned for 2019. The completion of a multi-storey car park is also scheduled for the same year.

2017 saw a range of other developments: Adlershof Projekt GmbH created a grove ("Eichenwäldchen") near the S-Bahn station. Right next door, PROJECT Immobilien Gewerbe AG developed three five-storey buildings – one of which already has tenants moving in. In Media City, the Cross Media Centre, a centre for communication, printing and creative services, is continuously growing.

In October 2017, EUROPA-CENTER AG laid the foundation for a three-storey office building near Forum Adlershof, which is due for comple-

tion in 2019. The Hamburg-based real estate development company is also constructing a building ("EUROPA-CENTER Ecowiss") on Albert-Einstein-Straße. On the nearby Richard-Willstätter-Straße, sglux GmbH, a manufacturer of UV measurement devices, moved into its new headquarters.

The German Federal Agency for Real Estate (BImA) purchased a lot on Ernst-Ruska-Ufer to make room for the expansion of the BAM Federal Institute for Materials Research and Testing. Landeslabor Berlin-Brandenburg (LLBB), the state-run central laboratory, celebrated its topping out ceremony in 2017 and plans to move into the new building by 2019.

Vissio Servicegroup GmbH (a temp work agency) and the architecture company Architektur- und Ingenieurbüro kba also celebrated their topping out ceremonies on Wagner-Régeny-Straße last year. ZeSys e.V., a research and development provider,

moved into its new institute building in late 2017.

The ifp Institut für Produktqualität, a private analytics institute, acquired a piece of real estate to expand its laboratory and competence centre. Nearby, Aviva24 Krüger & Tauchel GbR will open a new health centre.

The northern part of the Adlershof development area also saw increased activity in 2017: following many years of negotiations, the state of Berlin, represented by Adlershof Projekt GmbH, successfully reached a basic agreement with the Müller/Weizmann-Institute, a "community of heirs" under German law. This opens up new opportunities to develop the a 211,000-sqm area. The state of Berlin is planning to purchase a 10-ha area for commercial activity and subsidised housing construction.

Gerhard-Sedlmayr-Straße, which runs parallel to Groß-Berliner-Damm,

was the last of the development area's main streets to be officially declared a public street. The EBK Krüger GmbH & Co. KG (a manufacturer of electromechanical components) will open a new office building and a manufacturing facility on Groß-Berliner Damm. MSW Displays, a printing and exhibition construction company, opened its new headquarters on Segelfliegerdamm. BARG-Beton Holding GmbH, who provides engineering and laboratory services for building materials, purchased a lot for a new production and office building on Walther-Huth-Straße. CWB Chemie Service Berlin GmbH, a company active in water analytics, acquired a piece of real estate near Segelfliegerdamm, where it plans to construct an office and production building.

Between Straße am Flugplatz and Melli-Beese-Straße, preparations are underway for the construction of the biggest housing construction project to be developed by a single building constructor in the history of

the Adlershof development area. A city-run housing society (HOWOGE) is planning to build 314 flats and a day nursery.

In late October 2016, the land-use plan for the 45-ha premises of a former railway yard in Schöneweide ("Gleislinse") was completed. The railyard was shut down in 1998. On behalf of the state of Berlin, Adlershof Projekt GmbH is responsible for the area's total development, including building a public greenway as well as clearing and selling the state-owned properties.

Two new roads will make "Gleislinse" accessible in the future. The S-Bahn station "Betriebsbahnhof Schöneweide" will have direct access to the area. Moreover, a pedestrian bridge at the S-Bahn station will be refurbished, while an added pedestrian and bike bridge will better connect that area to Köllnische Heide.

Moreover, the earthworks in the first construction phase in "Gleislinse" have been completed as well as the second phase of the relocation of the local sand lizards. DB Netz AG completed the clearing-out of the premises, which is required for going forward with road construction.

In the western part of the Adlershof development area, VivaCity Adlershof is creating a "social neighbourhood". In early 2017, the Gemeinnützige Baugenossenschaft Steglitz eG (GBSt), a registered cooperative housing society, celebrated the topping out ceremony for an estate with 114 flats. The neighbourhood

will include a day nursery and a care home, which are already open to the public courtesy of Johannisthal Residenz GmbH & Co. KG, which belongs to the Order of Knights of St. John of Jerusalem. When completed, the 3,500-sqm building will include shops on the ground floor, a day nursery, and age appropriate apartments on the top floors.

hof Projekt GmbH to coordinate the development plan procedure.

In 2016, the state of Berlin purchased the 55,000-sqm premises of a former freight terminal, which is adjacent to the Media City and the Technology Park, and is now designated for commercial use. In October 2017, the state of Berlin commissioned Adlers-



Services for young companies

At the end of 2017, WISTA-MANAGEMENT GMBH supported 139 companies in its start-up and innovation centres in Adlershof and Charlottenburg. WISTA met with a number of start-ups to support them with financing and funding issues.

WISTA created the Gründerwerkstatt, a series of workshops for start-up entrepreneurs, as a new tool to attract and support innovative companies. Following an application to the European Social Fund (ESF), WISTA was granted the three-year funding in June. At "Pitch Day" on 16 October, WISTA selected five entrepreneur teams with a total of 13 members, which will receive a 1-year funding that started on 1 November.

On 9 November, WISTA celebrated the opening party of the co-working space "IM.PULS" in its headquarters on Rudower Chaussee. The working and meeting space aims



to bring people together for fostering culture, cooperation and innovation. It boasts 54 fully-equipped workstations, including Wi-Fi and printers as well as lounges, closed "think tanks" for making phone calls, a conference room and a kitchenette. "IM.PULS" was officially opened in September 2017. The Advanced Materials Competition (AdMaCom) team from Humboldt Universität used the space for two weeks. The feedback was positive in every respect.

WISTA set up an online cooperation forum for our start-up and innovation centres. Moreover, the company provided numerous Adlershof-based start-ups with the opportunity to present themselves to large companies and investors. For example, on 12 July, the Italian confectionery company Ferrero invited 55

management-level employees to an event at the Adlershof-based Centre for Photovoltaics and Renewable Energy (ZPV). Three start-ups from Adlershof (acs plus UG, Boreal Light GmbH und Inuru GmbH) were among the presenters. WISTA successfully attracted the third "Photonics VC-Forum" to Adlershof. The event is hosted by the European Photonics Industry Consortium (EPIC) and it took place on 4–6 November. Two Adlershof-based start-ups (Sicoya GmbH, Inuru GmbH) prevailed in the selection process for a pitch in front of 20 venture capital providers. The start-up NanoJoin GmbH, which is supported by WISTA in Charlottenburg, also came out on top.

Business Support

The WISTA's Business Support department provides technology-focused companies with tailored consulting services and is committed to bringing together young and established companies. It is not focused exclusively on companies from sites where WISTA is in charge.

The "A² Adlershof Accelerator" programme successfully established itself in 2017, and was appreciated by many in the local media. The Accelerator entered the scene in 2016 with nine start-ups and three industry partners (GASAG Berliner Gaswerke Aktiengesellschaft, BTB Blockheizkraftwerks-Träger-und Betreibergesellschaft mbH Berlin and Stromnetz Berlin GmbH). The completion of the programme was marked by a so-called "Demo day" on 19 September 2017.

A new A² Accelerator "Smart Energy" kicked off on 3–4 May 2017. Twenty-six start-ups applied for the programme, for which we attracted more industrial partners (Alliander AG, Enovos International SA und die MVV Energy



AG). WISTA organised a feedback session with them on 23 November. We also started preparations for two additional accelerator programmes in 2017. The first one will be titled "Smart City", the second one is being organised in cooperation with "startup-mannheim.de", the umbrella brand for the city of Mannheim's business promotion programmes, in 2018. This cooperation is founded on an agreement signed between "startup-mannheim.de" and WISTA-MANAGEMENT GMBH on 5 July 2017. The aim is to support and connect companies and foster new businesses in Berlin and Mannheim.

Alongside the "A² Adlershof Accelerator" programmes, "Business Support" hosted a range of events to support and connect companies. On 29 November, for example, the workshop "Transfer BONUS und Pro FIT Projektfinanzierung" looked at funding opportunities towards better cooperation between business and science. On 7 December, Humboldt Innovation GmbH, a technology transfer company owned by Humboldt Universität, hosted a workshop titled "Science meets business: Analytics on the Nano-Scale" in cooperation with WISTA. On the same day, we hosted the networking event "C² Cooperation Corner". The positive feedback

from Adlershof-based companies encouraged us to host it every three months.

We also intensified our cooperation with Humboldt Universität (HU): Adlershof hosted an innovation workshop with Zeiss AG, the Integrative Research Institute for the Sciences IRIS Adlershof and ten young companies, including four of the HU's own spin-offs, on 6 April.

Since 2016, WISTA has been involved in the accelerator programme "AdMaCom – Advanced Material Competition" as a company advisor. The programme is organised by "INAM – Advanced Materials Competition", a networking programme initiated by the HU. Preparations for the second round of the "AdMaCom" accelerator are underway.

WISTA's long-standing expertise as a technology park operating company was highly sought-after on an international level in 2017. For example, on 22–23 November, WISTA welcomed a high-ranking delegation from the university and the city administration of Twente, Netherlands. The city's local decision-makers are planning to set up a technology park based on the Adlershof model.





Contributing to the smart cities of the future

By 2020, the high-tech site Berlin Adlershof aims to reduce its primary energy consumption by 30 % of its primary energy consumption. This was the mission of the project “Energy Strategy Berlin Adlershof 2020”, which was started in 2013 under the auspices of WISTA and concluded in 2017. However, the implementation of the project’s goals is still underway: on 1 January 2017, the German Federal Ministry for Economic Affairs approved of the project “Heat Optimisation in Non-Residential Buildings”, which resulted in the commissioning of numerous sub-projects in May 2017: MegaWatt GmbH (“In-Depth Analysis Heat Systems in Technology Buildings”, B.&S.U. Beratungs- und Service-Gesellschaft Umwelt mbH (“Development of Stakeholder Involvement and Information in the Energy Sector”) and NEW ENERGY CAPITAL INVEST (“Expanding Energy Cooperation in the D-A-CH Economic Area”).

October 2017 saw the completion of an in-depth heat systems analysis in the buildings of the Technology Centres for Biotechnology and the Environment (ZBU I and II), for Photonics and Optics, for Photovoltaics and Renewable Energies as well as the WISTA headquarters on Rudower Chaussee. Based on this analysis, an engineering company is currently developing a concept for heat optimisation.

Moreover, WISTA continues to support a project of the Technical University Berlin to optimise the cool air conditioning in the Adlershof-based Centre for Photonics and Optics. The installation of a measurement infrastructure to support the project has since been completed. Moreover, an energy management system developed by Siemens AG is now in operation.

In November 2017, WISTA applied for funding at Project Management Organisation Jülich,

a research funder, for the project "Combifuel" of the Adlershof-based company Graforce Hydro GmbH. The company developed a novel technology for simple and resource-efficient hydrogen production and is currently setting up a hydrogen/methane service station close to the Centre for Photovoltaics and Renewable Energies (ZPV).

WISTA is directly and indirectly part of two projects of the district heating company BTB Blockheizkraftwerks- Träger- und Betreiber- gesellschaft mbH Berlin. The project "Flex- Net4Mobility" aims at assessing and imple- menting an optimal charging infrastructure for electric vehicles for the Adlershof site. The second project, "P2X@Adlershof", aims at using excess energy from wind turbines to generate heat.

Lastly, the project "Indoor Lighting" examined and evaluated 4,800 lights in 2017. The results of this lighting assessment as well as a new lighting concept were presented in July 2017. They have resulted in the purchase of new light- ing units, which will be implemented in 2018.



Contributing to the smart cities of the future

Marketing

On 1 February, we split up the Communication and Marketing departments into two separate entities. Moreover, the Marketing department and Adlershof con.vent were merged to form an independent department tasked with developing a comprehensive marketing plan for the company. This involved analysing all prior relevant marketing activities. We also started standardising our print output (brochures, flyers, etc.) and planned events, online, print and advertising.

WISTA-MANAGEMENT GMBH has been active in sites in Dahlem, Charlottenburg and Schöneweide for several years now. Our activity in these places required an independent brand identity. We developed a new umbrella brand and integrated the sites “Berlin Adlershof”, “FUBIC”, “CHIC” and “Schöneweide” as sub-brands into a comprehensive concept. On 12–14 September, selected agencies presented their

ideas for a new umbrella brand and its brand positioning. The bid was awarded to kakooi GmbH, a family-owned, Berlin-based creative agency for corporate design, packaging design, advertising and marketing. Implementation of the umbrella brand project got underway in October 2017.

Public Relations

The media response to our annual press conference on 13 March was high: reports in “Frankfurter Allgemeine Zeitung”, “Tagesspiegel” and “Berliner Zeitung” were a testament to the fact that Adlershof is perceived as a story of success. The articles were backed up by reports on the “Berliner Abendschau”, a news show on regional tv) and radio. Thanks to dpa, Germany’s leading news agency, the good news was also spread on a national level.

In 2017, Adlershof was highly visible in leading national news sources (e.g. “Frankfurter Allgemeine Zeitung”, 22.11.2017, “brand eins”, 01.06.2017, “Handelsblatt”,

22.04.2017). “Deutschlandradio Kultur” broadcast nationwide an extensive feature on 19 April 2017 titled “Boomtown Adlershof: Berlin can do it after all”. In the run-up to the TV elections debate, the “Kanzlerduell”, which took place at the television studios in Adlershof, “Süddeutsche Zeitung” wrote on 2 September: “First and foremost, we have to talk about science and technology: the same place that was once home to the East German television, research institutes and the secret police’s foot guard, has since transformed into an expansive, modern city of science with more than a thousand companies, research facilities and university institutes.”. The same paper also identified “places of the future” in Berlin and highlighted the “research and technology park Adlershof, which is renowned worldwide.” The German television channel ntv (09.12.2017) showed a report on what the government could learn from Adlershof-based start-ups. Even a tabloid paper featured an in-depth story about Adlershof (“Berliner Kurier”, 27.05.2017).

Berlin’s policy-makers also referenced Adlershof extensively, including Michael Müller, Berlin’s governing mayor and president of the German Bundesrat. (“Tagesspiegel”, 30.10.2017). Müller also awarded the order of merit of the State of Berlin to former WISTA manager Hardy Schmitz, who was lauded by the “Berliner Morgenpost” (02.10.2017) as a “pioneer” and a “maker”.

As in previous years, the media focused more of its attention on Adlershof as a place to live. This is unsurprising seeing as the site ranks among Berlin’s “special places”, which were being developed in “attractive” ways (“Tagesspiegel”, 17.10.2017), and as a model for new energy concepts (“Die Welt”, 04.11.2017, “Süddeutsche Zeitung”, 03.11.2017, “Immobilien Zeitung”, 21.11.2017).

On 14 June 2017, the business club of Berlin’s “Tagespiegel” visited Adlershof with 40 representatives of Berlin-based businesses and journalists, which the newspaper covered extensively in an article on 16 June 2017.

The “Ärtezeitung” (18.12.2017), a national medical newspaper, featured the announcement that the Berlin office of “Techniker Krankenkasse”, an insurance provider, will establish a workplace health promotion programme at Adlershof.

The “Wissenswerte” conference, Germany’s most important forum for science journalists, communicators and researchers in the natural sciences, technology and medicine, took place in Darmstadt on 4-6 December 2017. WISTA-MANAGEMENT GMBH and Tegel Projekt GmbH sponsored the event and took part with a presentation titled “Devil’s Work’ Content Marketing – Why PR needs Independent Journalism”.

The 2017 issues of "Adlershof Journal", which serves as a tool for information on the site as well as customer loyalty, focused on topics such as patience, energy, talent and science management as well as health and the work-life balance. It also dedicated an entire issue to new business support programmes at work in the WISTA sites. A featured article on the company Smarterials Technology GmbH led to follow-up reports on the local TV station.

The relevance of WISTA's online presence www.adlershof.de as an instrument for branding, information and sales increased again in 2017. Most companies that wish to relocate to Adlershof, or to find partners, get their first information

online – a result of Adlershof's high brand awareness and online visibility on search engines. Compared to other high-tech sites in Germany, Adlershof has had a top position in online visibility for years.

Our online team launched a website for WISTA's activities in Charlottenburg (<https://www.adlershof.de/gruenderzentrum/projekte-charlottenburg/charlottenburger-innovations-centrum/ueber-uns/>). We also expanded WISTA's social media activity. Since February, WISTA has a company page on the business network "LinkedIn". We opened up two groups, "CHIC – Charlottenburg Innovation Centre" und "Innovation and Start-Up Centre Adlershof", with the aim of increasing marketing activity and improving networking among

start-up and innovation centres. The "A² Adlershof Accelerator" programme also has a group to foster communication among its participants. WISTA is now also active on "Instagram" (www.instagram.com/berlin.adlershof) and has "Twitter" page (www.twitter.com/berlinstart). Since June 2017, Adlershof is represented on "Hauptstadt machen", a career portal for Berlin: www.berlin.de/karriereportal. Our online team also launched a cooperation and business founder portal called www.adlershof.de/coop.

Starting in October 2017, we added a periodical breakfast meeting at the IGZ in Adlershof to the range of workshops we offer on public relations for start-ups.

“ The same place that was once home to the East German television, research institutes and the secret police's foot guard, has since transformed into an modern city of science. ”



Public Image and Social Responsibility

On 5 February, WISTA showcased the “5Grid” project to media representatives in cooperation with Deutsche Telekom, Stromnetz Berlin, and Ericsson. The project focuses on use cases for the new 5G technology in the energy grid. The WISTA-supported “Adlershof Dissertation Award” took place on 15 February. On 16–17 February, 15 of the most distinguished students from the national “Excellence School Network STEM-EC” visited the “STEM-EC-Forum” in Adlershof to learn more about founding companies.

On 21–22 February, 94 young scientists across 50 projects presented the results of their work at the 52nd regional round of the highly acclaimed “Jugend Forscht” young scientists competition (Theme: “Future - I Am Shaping It”). In May

2017, three contestants, who started out in Adlershof, won on the national level and reached third place at the European Union Contest for Young Scientists in late September 2017.

On 16 March, the second networking evening of the Business Plan Competition Berlin-Brandenburg (BPW) attracted 200 visitors, which included numerous start-ups from the WISTA incubation centres. Two days later, Berlin’s governing mayor Michael Müller hosted a debate titled “Growth Accelerator Adlershof - How Science turns into Business” with leading representatives of local science institutions at WISTA-HQ.

During the “Long Night of the Sciences” on 24 June, Adlershof attracted 34,427 visitors, which was one of the best results among the

participating science facilities in Berlin and Potsdam. On 4 July, 17 Adlershof-based technology companies and research institutions hosted the job and education fair “Ausbildungs-Allianz-Adlershof”. The participating companies used the opportunity to present themselves to 1,000 students.

About 600 guests visited Adlershof’s long-standing annual reception of the site’s companies and institutes on 6 July. About 100 of them used the opportunity to take part in “Adlershof update”, a guided tour around the site that showcased the site’s most recent developments.

On 10 July, a panel debate titled “Working and Living in the City of the Future” featured Klaus Abel, head of IG Metall Berlin trade union, Jan Eder, general manager of Berlin’s Chamber of Industry and Commerce, Christian Hoßbach, co-chair of the Berlin-branch of Germany’s Federation of Trade Unions, Burkhard Rhein, representative department chief Industrial and Infrastructure Policy of the UVB Berlin Brandenburg business association, and Roland Sillmann, managing director of WISTA. The debate focused on the issue on competition among expanding small and medium-sized companies for space in Berlin.

A business breakfast hosted at the lounge of the football stadium “Alte Försterei” on 20 July focused on the topic of vocational training. The event was organised by WISTA-MANAGEMENT GMBH and “UNION VEREINT”, the foundation of 1. FC Union Berlin e. V., a regional football club. Henner Bude, state secretary at the Senate Department for

Economics, Energy and Public Enterprises, was among the participants.

As the last stop of her summer tour of Berlin’s businesses, Senator for Economic Affairs Ramona Pop visited the Technology Park on 11 August. Her tour included a visit to ICE Gateway GmbH and Phoenix Contact Cyber Security AG, a company that develops digital firewalls.

On 12 September, WISTA hosted a “family open day” for the first time. Numerous families of people working on the site were invited to learn more about the activities and developments in Adlershof. On 26 September, Adlershof was home to the Innovation Day of the DAAD German Academic Exchange Service, which brought together young researchers with Adlershof-based companies.

On 9 November, an event called “Adlershofer Brückenschlag” aimed at building bridges between the old town of Adlershof and the high-tech site on the other side of town. About 70 interested citizens, some from the new “Living on Campus” area, visited the event hosted by WISTA and Adlershof Projekt GmbH.

On 10 November, WISTA, IGAFA (Joint Initiative of Non-University Research Institutes in

Adlershof), and HU Berlin hosted the “Adlershofer Forschungsforum”, a research event, which featured the Adlershof-based company ICE Gateway GmbH presenting their sustainable LED lighting concept.

On 25 November, the HU Berlin hosted “TEDx HUBerlin”, a TED-unaffiliated lecture event organised by students that showcases new ideas in an entertaining way. WISTA supported the event and provided a speaker from the Adlershof-based start-up Berlin Space Technologies GmbH.

On 1 December, Sicoya GmbH from the Centre for Photonics and Optics Adlershof won the Innovation Prize Berlin-Brandenburg. Also in December, Adlershof hosted its third annual science slam “Battle den Horst”. All three science slam events were sold-out and each attracted 450 visitors.

The high-tech site Adlershof attracted numerous visitors from abroad in 2017, including Dr. Atchaka Sibunruang, minister for science and technology of Thailand and Keith Brown, industrial minister of Scotland. Foreign delegations came from all over the world, including Sweden, Poland, Turkey and Hungary. Adlershof also welcomed delegations from HEFEI (capital city of the Chinese province Anhui), from London

& Partners (a business promotion agency from the UK capital), and the Skolkovo Foundation from Russia. Upon invitation of the German embassy in Thailand, a WISTA representative gave a talk at the conference “Industry 4.0 in Thailand 4.0” on 15 May on how to establish a technology park, working on the interface of policy, economy and science.

Adlershof's event service Adlershof con.vent was able to attract numerous events, trade fairs and exhibitions to the site in 2017, including the “Photonic Days Berlin Brandenburg” and the 9th Engineering and IT Conference of IG Metall titled “Platform economy – A basis for good work?”.

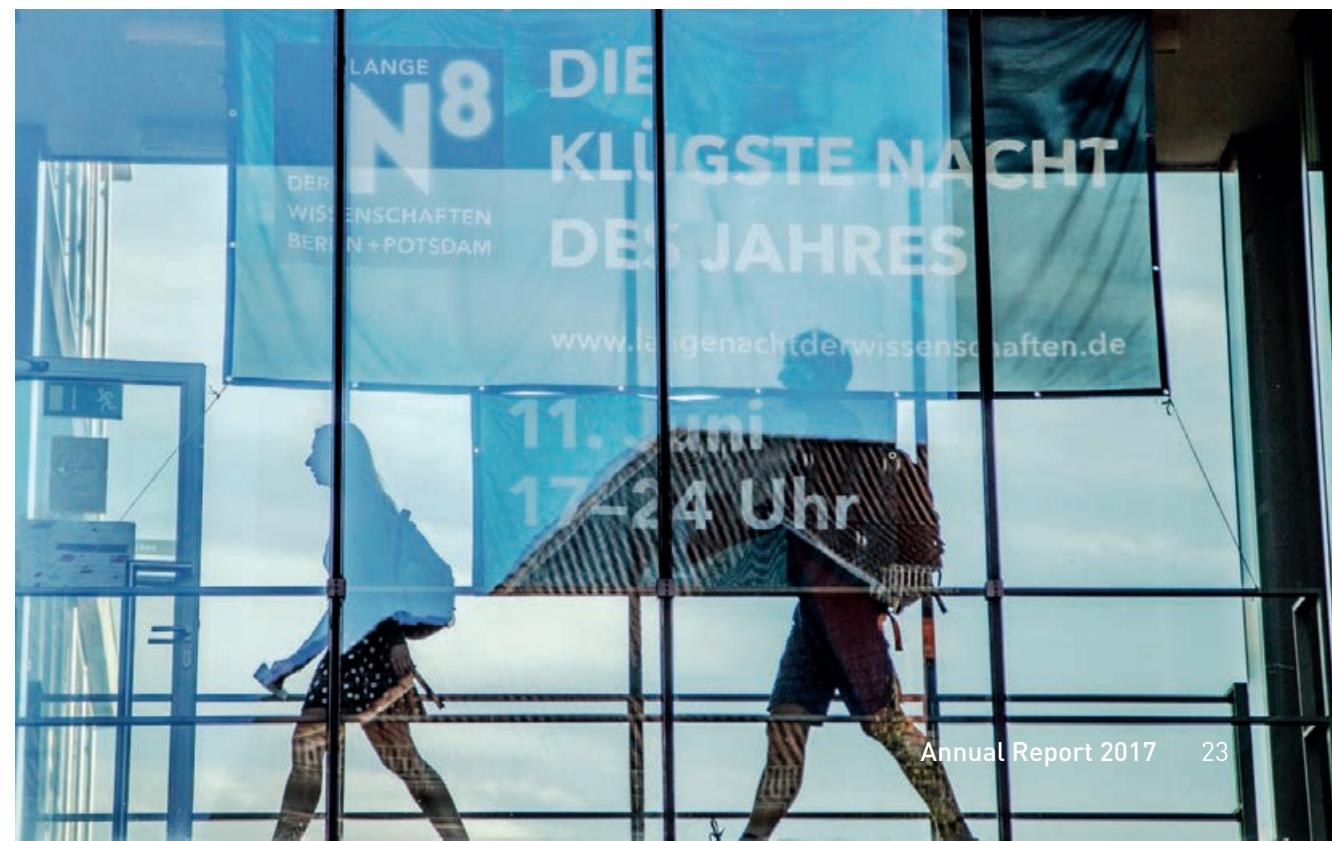
The refurbishment and modernisation of our event venues also continued in 2017. WISTA expanded canvassing of new customers through its online platforms. To boost online marketing sales, con.vent redesigned its website.

On 3-4 May, Adlershof con.vent showcased the Adlershof site at the 11th “MEET BERLIN Tour”. Among the many events supported by Adlershof con.vent were the annual kick-off event of the Allianz Beratungs- und Vertriebs AG, the workshop “PolyPhotonics Berlin” of the Fraunhofer Institute for Communications, HHI, the “Green World Tour Berlin” trade show, the OptecBB/EPIC – European Photonics Industry Consortium, and the annual conference of the VH Berlin Research Institute for Baker's Yeast.

Forum Adlershof e.V. organised five business lunches and welcomed students among its members for the first time.

This year's most popular event was a guided tour of the former railyard in Schöneweide (“Gleislinse”).

Many people in Adlershof are committed to contributing to the integration of refugees through access to jobs and education. An initiative of WISTA-MANAGEMENT GMBH employees, members of Forum Adlershof e.V., and the Student Initiative Adlershof e.V. hosted four “International Evenings” on the topic.





Our commitment to Berlin

The “Zukunftsorte”, Berlin’s places of future innovation, are sites for knowledge-based goods and services. They significantly contribute to the innovativeness and competitiveness of our regional economy. Berlin’s decision-makers aim to strengthen cooperation between these sites and have developed a comprehensive strategic concept to this end.

In September 2017, the Senate Department for Economics, Energy and Public Enterprises commissioned WISTA-MANAGEMENT GMBH to “develop and implement intraregional regional management of Berlin’s Zukunftsorte”. The project period of three years started on 1 October. The mission of the business office is to carve out the brand identity of the “Zukunftsorte” that were mentioned in the government’s coalition agreement - WISTA is active in 5 of them - and to foster networking and cooperation between them with the aim of strengthening Berlin’s position on the regional, national and international market. Moreover, the office should help to attract highly-skilled workers and high-tech companies nationally and internationally.

On 21 November, Henner Bude, state secretary at the Senate Department for Economics, Energy and Public Enterprises, showcased the new business office for Berlin’s “Zukunftsorte”. It will be located at Technologiestiftung Berlin, a Berlin-based, technology-focused foundation. The two positions (management and project staff) have been publicly advertised; job interviews will be held before Christmas. The “Berliner Abendschau” (local TV news show) showcased the project extensively and invited a WISTA representative to their studio. The following day, the “Tagesspiegel” published an exclusive report based on a prior in-depth meeting on the topic.

Charlottenburg

Ten companies moved into the Charlottenburg Innovation Centre (CHIC) in 2017, including software developer Sablono GmbH, who developed a process management platform for complex construction projects, and Curamatik UG, a specialist for mobile software for health applications.



CHIC regularly organises events for its companies. For example, it hosts a regular breakfast, which serves to inform start-ups about the basics of public relations. On 31 May, it hosted an event titled “Pitch Day: Berlin’s Start-Up Fellows Show Their Results”, which corresponded with the project “University Startup Factory”, organised and funded by the Senate Department for Economics, Energy and Public Enterprises and the European Social Fund. The award ceremony attracted about 100 guests, including start-up fellows, high-ranking representatives from participating universities as well as policy and business, and network partners and alumni from Berlin’s three universities (TU, FU, HU, including Charité). CHIC companies also received awards in 2017: VIRTENIO GmbH, for example, (as well

as the Adlershof-based InSystems Automation GmbH) won the “Deep Tech Award 2017”. The activities at CHIC are also attracting media attention: the “Handelsblatt”, Germany’s leading business newspaper, included Coolar UG in its report on “25 Innovations from Germany that will change the world” on 22 April and “Frankfurter Allgemeine Zeitung” published a extended story on Virtentio GmbH on 15 August. The online start-up page of “Wirtschaftswoche” reported extensively when 3YOURMIND GmbH announced that it will receive ten million euros in growth capital on 2 November. Titled “Great minds. Campus & Companies”, a sponsored

supplement of “Süddeutsche Zeitung” featured a portrait of CHIC on 14 November.

On 25 January, WISTA hosted the opening of INKULAB in cooperation TU Berlin and IHK Berlin. To date, a total of three teams, including NanoJoin GmbH, Mumura and Arva GmbH have moved into INKULAB, which is now at full capacity.

Schöneweide

On 17 October 2017, district mayor of Treptow-Köpenick Oliver Igel and WISTA manager Roland Sillmann signed the contract for the Regional Management Berlin Southeast.

The project, which is financed by federal and state-level funding as well as the joint task to improve the regional economic structure (GRW), has a duration of three years. It was commissioned by the Senate Department for Economics, Energy and Public Enterprises and the Business Promotion Treptow-Köpenick.



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The expansion of the relevant area will put additional sites for commercial activity on the map of the regional management office. A key component of the project will be to carve out the brand image of Schöneweide as a place of future innovation.

On 29 March, the regional management office hosted the “Schöneweider Salongespräche”, a panel debate. Titled “Vision 2030: Setting the course for the ‘Zukunftsort’ Schöneweide”, attracted more than 150 visitors, who were interested in the site and eager to discuss its future.

In light of escalating competition over the use of the Schöneweide site, we pushed forward with a dialogue between Berlin's senate and the district administration about the overall urban development, particularly on state-owned properties.

At the beginning of the year, the Institute for Innovation and Technology (iit) completed key

elements of a feasibility study for an Innovation and Technology Centre Industry 4.0 (ITZ 4.0) at the VDI/VDE Innovation + Technik GmbH. The study was handed over to WISTA on 26 July. As expected, the study confirms the demand and feasibility of an ITZ 4.0 in Schöneweide, which would be in the immediate vicinity of the HTW University of Applied Sciences Berlin. On the basis of the study, WISTA commissioned the architecture company Architekturbüro Kebe + Schoberth Dipl. Ing. Architekten TU-SIA with drawing up an architecture and cost study on 22 September, which was presented to the WISTA management on 5 December. The expected costs for the ITZ centre are estimated between 20 and 25 million euro. Half of the lettable space (ca. 6,000 sqm) is designated as individual workstations and offices, while the other two quarters are designated as manufacturing, workshop and laboratory spaces, and common, meeting and seminar rooms, respectively.

A key requirement for the construction projects as well as for applying for funding is the transfer of a state-owned 5,585-sqm area to WISTA. However, since the demand for this lot as well as other vacant lots close to HTW University of Applied Sciences Berlin exceeds the supply, a multi-level voting procedure will determine which use will be prioritised. The procedure will include the Treptow-Köpenick district administration, the relevant senate departments, and interested parties.

A feasibility study on a “Fashion Hub” was completed in 2017. A tender was opened at the beginning of April. Moreover, the regional management office was commissioned to examine whether the buildings of the Technology and Start-Up Centre “Spreeknie” can be secured for purposes of business development promotion in the long term.

The recently completed company database for Schöneweide now includes 400 companies from the following categories: “Digital Economy”, “Urban Manufacturing”, “Creative Economy”, “Technology”, “Events & Hotels”, and “Local Services and Other Services”.

The Innovation Workshop Schöneweide, a co-operation platform for Berlin-based companies and students and academic staff from HTW Berlin, entered its third round in 2017, which was concluded on 14 December. Five companies participated under the auspices of WISTA, which included bagjack e. K, a manufacturer of bags, BBB Management GmbH – Campus Buch, a tech site operating company, the IT start-up ECOGLOBE GmbH, Streuobstwiesen Manufaktur GmbH, and pb ReCommerce GmbH, an online service for repairing used goods.

Moreover, the Technical University Berlin launched a research team in cooperation with WISTA to examine whether the Innovation Workshop format could be transferred to other sites. A kick-off event at the TU’s Institute of Urban and Regional Planning (ISR) took place on 19 October. During the winter term 2017/2018, five teams of students were involved in the comparative structural analysis of transfer projects between science and business at five of Berlin’s “Zukunftsorte”.



Dahlem

WISTA-MANAGEMENT GMBH is currently redeveloping a former US military hospital on Fabeckstraße into FUBIC (“Business and Incubation Center next to Freie Universität Campus”), a technology and start-up centre for 60–80 companies and 900 people in the immediate vicinity to the Freie Universität Berlin (FU) campus in Berlin-Dahlem. Completion is expected by the end of 2021.



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WISTA signed an urban development contract with the Steglitz-Zehlendorf district administration. This was announced during a press conference at the former US military hospital on 10 May, which was extensively reported on in “Berliner Morgenpost” (14.05.17) and “Tagespiegel” (12.05.17). The news show on local tv was also at the event with a team of reporters (10.05.17).

The development plan was on public display from 19 June until 19 July. Two comments but not objections were handed in. During this time, head of Steglitz-Zehlendorf district administration Cerstin Richter-Kotowski invited people from the neighbourhood to an information event in cooperation with WISTA and the urban planning authorities. The event attracted about

100 local citizens. The “Berliner Abendschau” of RBB television featured an extensive report the following day.

On 18 October, the district council of Berlin Steglitz-Zehlendorf voted unanimously on the development plan. Berlin’s House of Representatives officially signed off on it on 7 November (published in Journal of Laws and Ordinances for Berlin on 23 November).

On 30 June, WISTA handed in an application to secure funding for the construction of FUBIC from the joint task to improve the regional economic structure (GRW) at the Senate Department for Economics, Energy and Public Enterprises. The project received a provisional grant of 48.7 million euros (total net costs) on

WISTA-MANAGEMENT GMBH

20 December. In the meantime, WISTA put out the Europe-wide tender for the position of project controller for the construction of FUBIC. The deadline ended on 31 August and the tender was given to the company Busse & Partner.

As early as late September, the media reported extensively on the project securing the grant from the GRW (e.g. "Berliner Zeitung", 26 September). On 21 October, the "Tagesspiegel" printed a WISTA press release in full. On 22 November, the RBB television showcased FUBIC as a "Zukunftsor", a place of future innovation.

The FUBIC will be powered exclusively with renewable energy and will be a "lighthouse project" for sustainable and environmentally friendly energy supply. WISTA participated as a project coordinator in the funding initiative "Solar Construction/Energy-efficient City" of the Federal Ministry of Economic Affairs and

Energy as well as the Ministry for Education and Research and put forward a project outline titled "DECARB Berlin South-West". The energy concept is an important prerequisite for the entire area's development plan, which is why it must be developed even without official funding commitment. WISTA has had initial first meetings with energy suppliers.



Tegel

Tegel Projekt GmbH was commissioned by the Senate Department for Urban Development and Housing to develop the premises of Tegel Airport into a research and industry park for urban technologies in 2011. By 2040, the future research and industry park “Berlin TXL – The Urban Tech Republic” will be home to 800 companies, start-ups, institutes and research facilities active in energy, mobility recycling, water, materials as well as information and communications technology. The park will create 17,500 jobs.



The Beuth University of Applied Sciences will move into the hexagon of the former Terminal A with 2,500 students. The 495-ha area will be home to another project: the “Schumacher Quartier”, a residential area with 5,000 flats for 10,000 people close to Kurt-Schumacher-Platz. Both projects, “Berlin TXL – The Urban Tech Republic” and “Schumacher Quartier” are being planned and developed by Tegel Projekt GmbH.

Planning for the road and building construction of the future Urban Tech Republic as well as the conversion and extension of the terminals and the urban land-use planning is well underway. Construction of the research and industry park will be executed in four phases. The first phase includes the conversion of the existing buildings,

including infrastructure, and the moving in of the so-called “anchor tenants”.

In 2017, the activities of Tegel Projekt GmbH were strongly affected by the ongoing discussion about the opening of Berlin’s new airport BER and the closing of Tegel Airport. On 24 September, 56 percent of Berlin’s voters voted to keep Tegel Airport open. The opening of BER is currently planned for 1 October 2020. This has resulted in a change of plans for “Berlin TXL – The Urban Tech Republic” and “Schumacher Quartier”.

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 funding 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 2017):	54
Revenue 2017:	23.1 million euros
Investment 2017:	3.4 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). Finally, WISTA's subsidiary Tegel Projekt GmbH is commissioned by the Senate Department for Urban Development and the Environment with planning and developing the research and industry park "Berlin TXL – The Urban Tech Republic".

Supervisory Board of WISTA-MANAGEMENT GMBH

(As of 31 December 2017)

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and Public Enterprises, Berlin

Karoline Beck

Deputy Chairwoman,
CEO, in.wendt Management GmbH

Maria Bering

Head of Department V – Science, Senate Chancellery
Science and Research, Berlin (until 31 May 2017)

Brigitte Dworak

CEO, B&O Service und Messtechnik AG

Stephanie Bschorr

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Dr. Jutta Koch-Unterseher

Head of Research Department in the Senate
Chancellery, Berlin

Advisory Council for Adlershof

(by 31 December 2017)

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Commissioner of the Senate Department for
Urban Development and Housing, Berlin
(until 30 November 2017)

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 Treptow-Köpenick district of Berlin

Mike Krüger

Managing Director,
Studio Berlin-Adlershof GmbH

Dr. Christine Wedler

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

Adlershof Projekt GmbH

Adlershof Projekt GmbH is an urban development agency and a 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. Adlershof Projekt sells properties owned by the state of Berlin in accordance with the objectives of the site. Moreover, it is responsible for marketing activities regarding real estate.

Facts and figures

Shareholder:	WISTA-MANAGEMENT GMBH
Share capital:	25,000 euros
Employees (end of 2016):	23
Revenue 2016:	2.2 million euros
Committees:	Shareholders' meeting

Adlershof Facility Management GmbH (AFM)

The Adlershof Facility Management GmbH (AFM) is responsible for the commercial, technical and infrastructural management of buildings and properties on the premises of Adlershof's core area, the Science and Technology Park. It also provides its services to other companies and institutions outside of the site's core area.

Facts and figures

Shareholder:	WISTA-MANAGEMENT GMBH (95 %); Adlershof Facility Management GmbH (5 %)
Share capital:	150,000 euros
Employees (end of 2017):	80
Revenue 2017:	15.5 million euros
Committees:	Shareholders' meeting, Supervisory Board

Tegel Projekt GmbH

Tegel Projekt GmbH is developing the premises of Tegel Airport on behalf of the State of Berlin, which will be converted into the research and industry park for urban technologies “Berlin TXL – The Urban Tech Republic” following its closure. The project is based on a decision made by Berlin’s house of representatives and an agency agreement with WISTA-MANAGEMENT GMBH from 2011.

Facts and figures

Shareholder:	WISTA-MANAGEMENT GMBH
Share capital:	25,000 euros
Employees (end of 2017):	33
Revenue 2016:	15.5 million euros
Committees:	Shareholders' meeting

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