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# THE EU-CHINA SUMMIT ON INDUSTRIAL CLUSTER COOPERATION

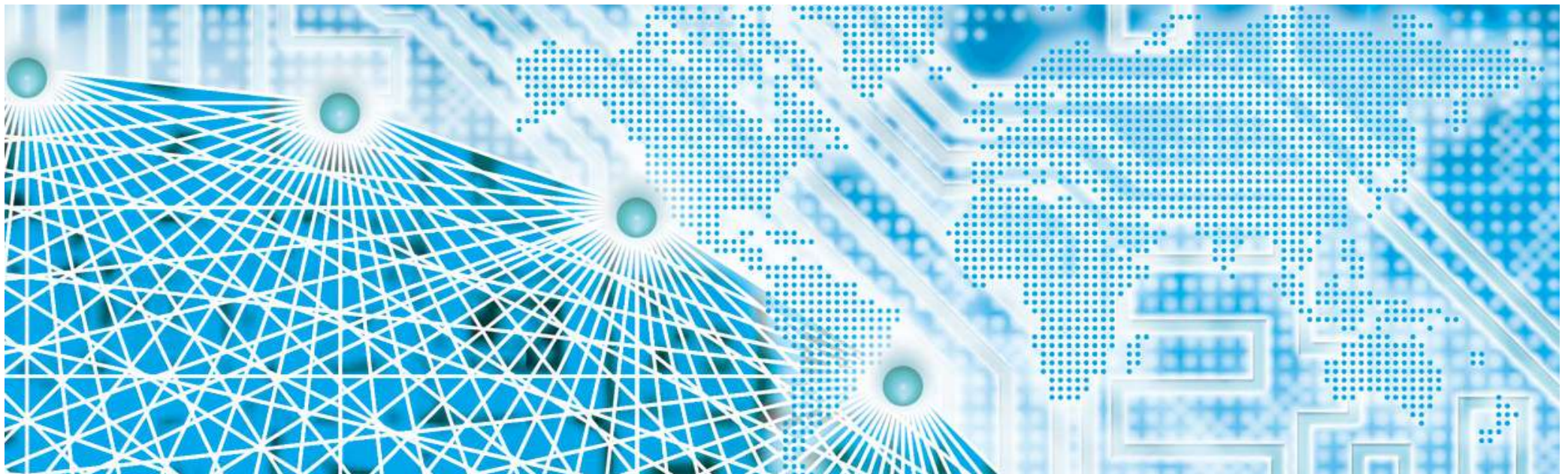
## **Joachim Lentes**

Head of Department, Fraunhofer IAO, Stuttgart, Germany

Honorable Consultant, Chengdu Sino-German SME Cooperation Zone (Pujiang)

Lecturer, University of Stuttgart, Germany

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再会!

# Profile of the Fraunhofer-Gesellschaft

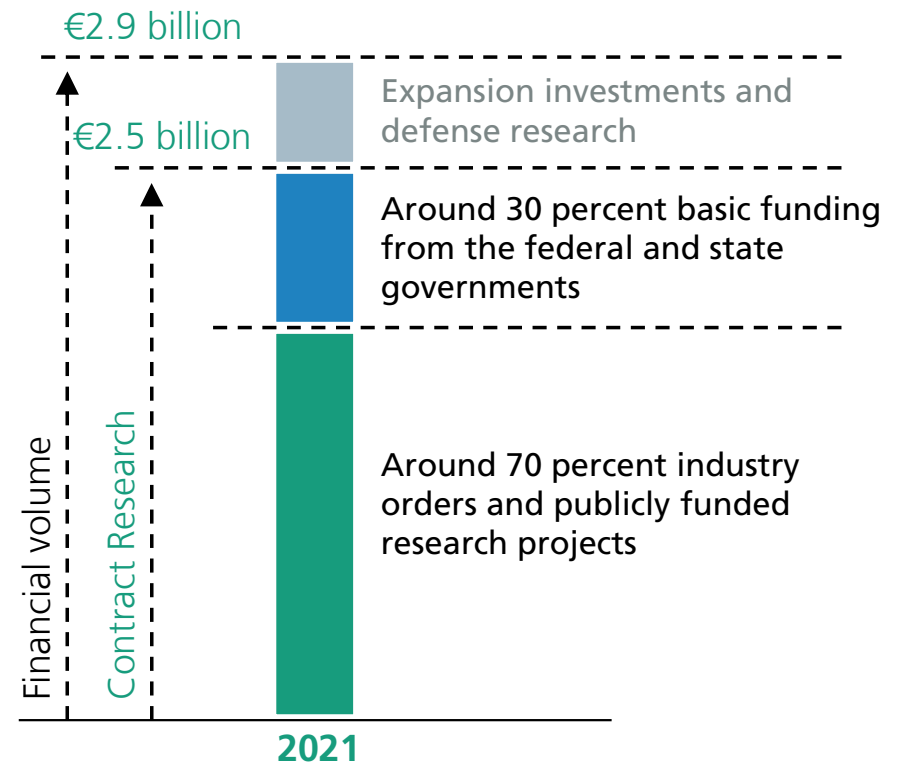
Application-oriented research for the direct benefit of business and for the benefit of society



30,000  
Employees



76 Institutes  
and research facilities



# Two strong partners

## Fraunhofer IAO and IAT of the University of Stuttgart



**Founded:** Fraunhofer IAO – 1981  
IAT University of Stuttgart – 1991

**Financial volume:** €43.1 million\*

**Personnel:** 635 employees\*

[www.iao.fraunhofer.de/en.html](http://www.iao.fraunhofer.de/en.html)  
[www.iat.uni-stuttgart.de/en/](http://www.iat.uni-stuttgart.de/en/)

\* Data from December 31, 2022

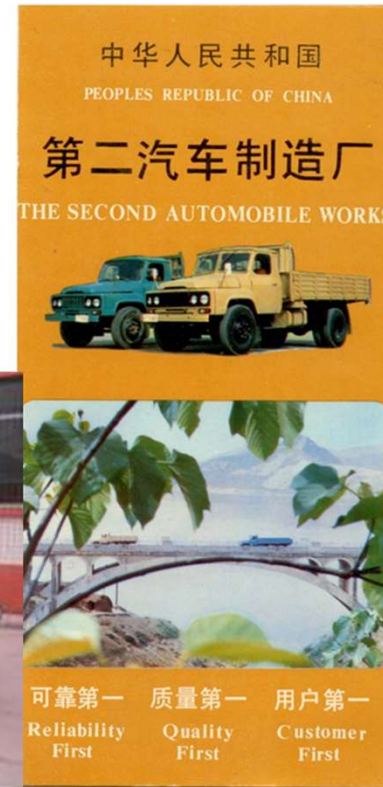
### Institute management (from right to left):

Prof. Dr.-Ing. Prof. Wilhelm Bauer  
Univ.-Prof. Dr.-Ing. Oliver Riedel (executive)  
Univ.-Prof. Dr. rer. oec. habil. Katharina Hölzle, MBA  
Dr.-Ing. Florian Herrmann



# First Large Project in China

1983 – 1989: Advancement of Second Automobile Works / Dongfeng

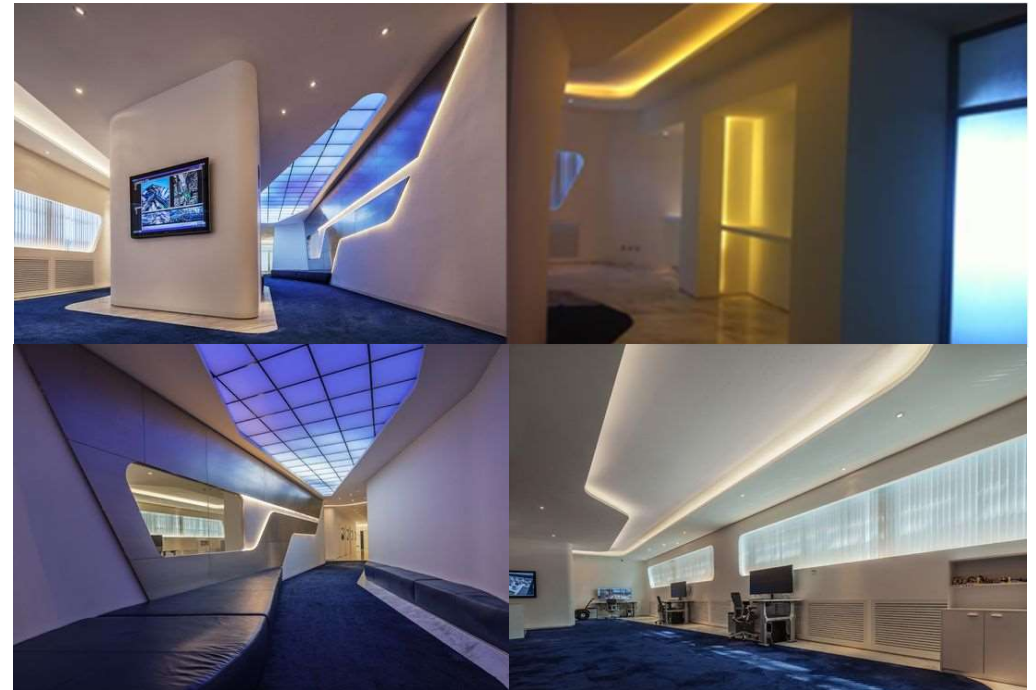


# Ordos Sino-German (Engineering) Innovation Centre OSGIC

## Conceptual Design and Realization of an Innovation Centre

### Objectives of the innovation centre:

- Support of producing companies concerning
  - Creation of innovations
  - Optimization of existing products
  - Advancement of existing factories
- Demonstration of up-to-date approaches with High-Tech-Products
- Contribution to further education:  
Trainings for companies
  - Virtual/Digital Product Creation – engineering
  - Factory planning and optimization
  - Innovation creation and management



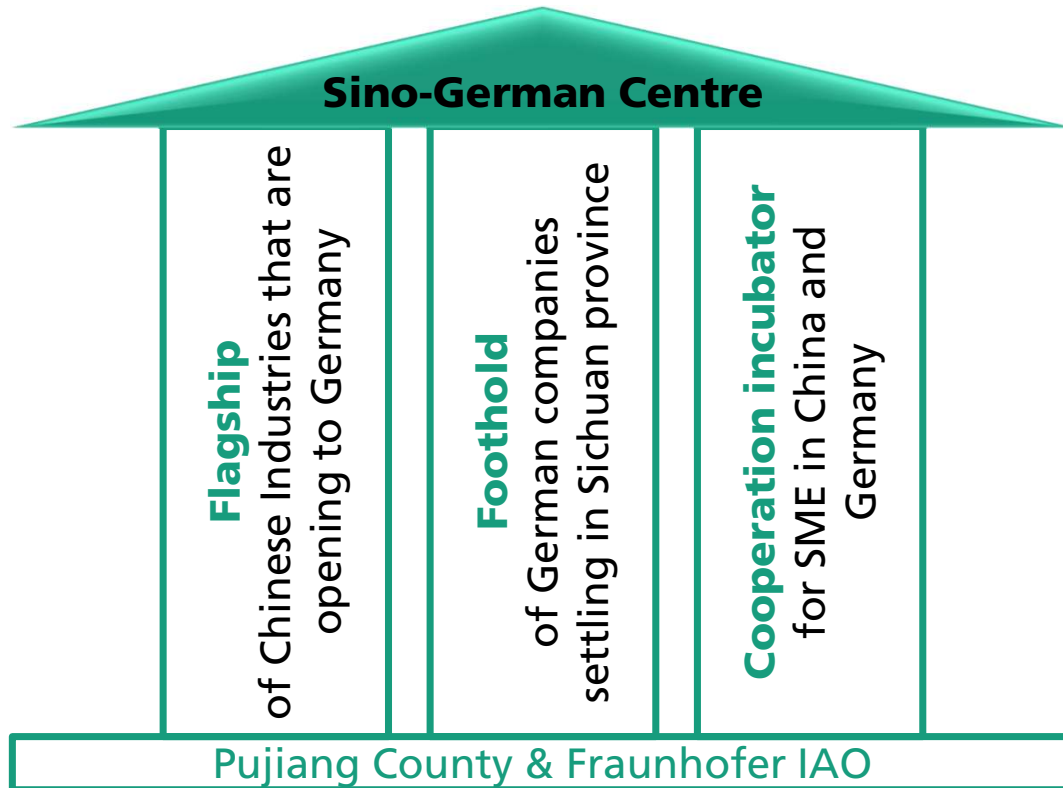
# Stars of Enterprise Digitalisation

A Joint Sino-German Project for Chinese Manufacturing Enterprises



# Support in Creating a Sino-German Cooperation Centre

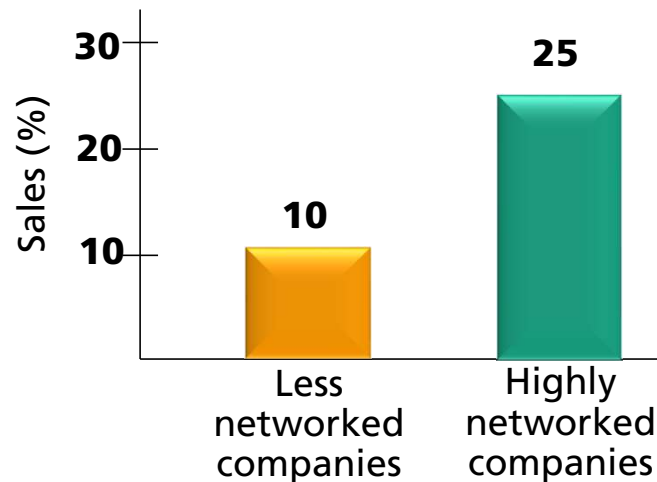
A Project for Pujiang County in Chengdu



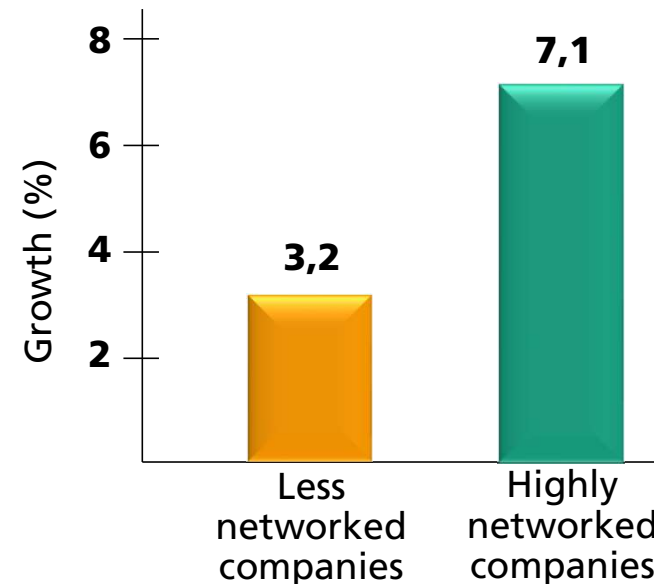
# High degree of cooperation and networking results in higher growth rates

**70% of growth champions rely on networking and cooperation**

**Revenue generation from current innovations**



**Sales growth rate**



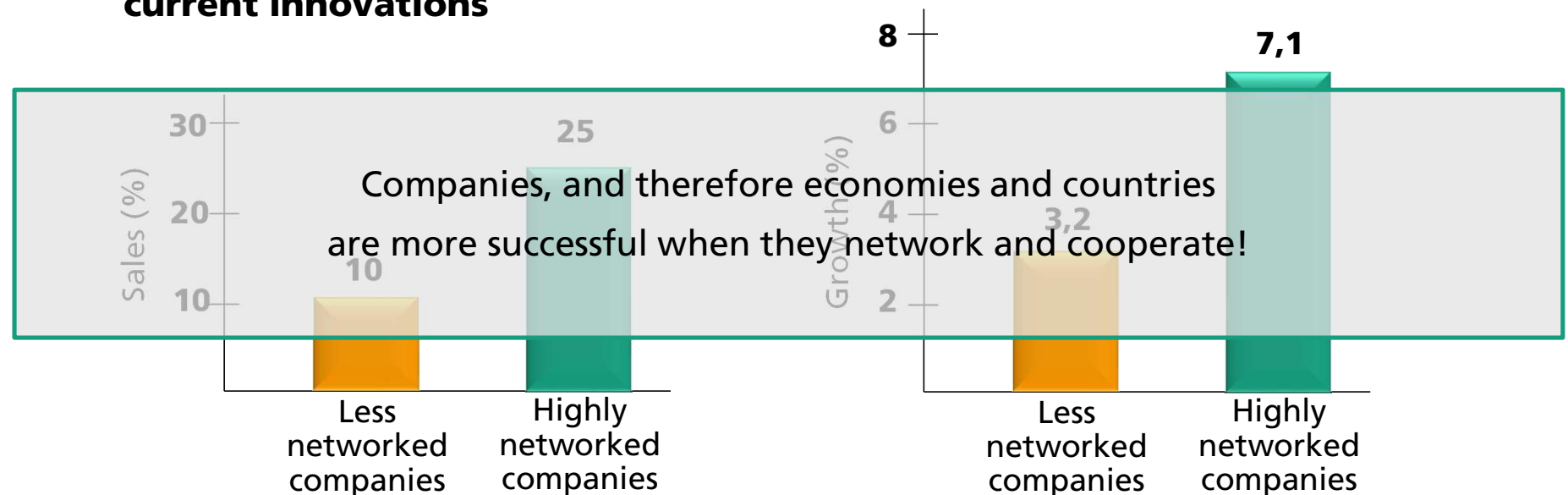
Sources: European Benchmark Study, EU-Project IMP<sup>3</sup>rove, n = 1600

# High degree of cooperation and networking results in higher growth rates

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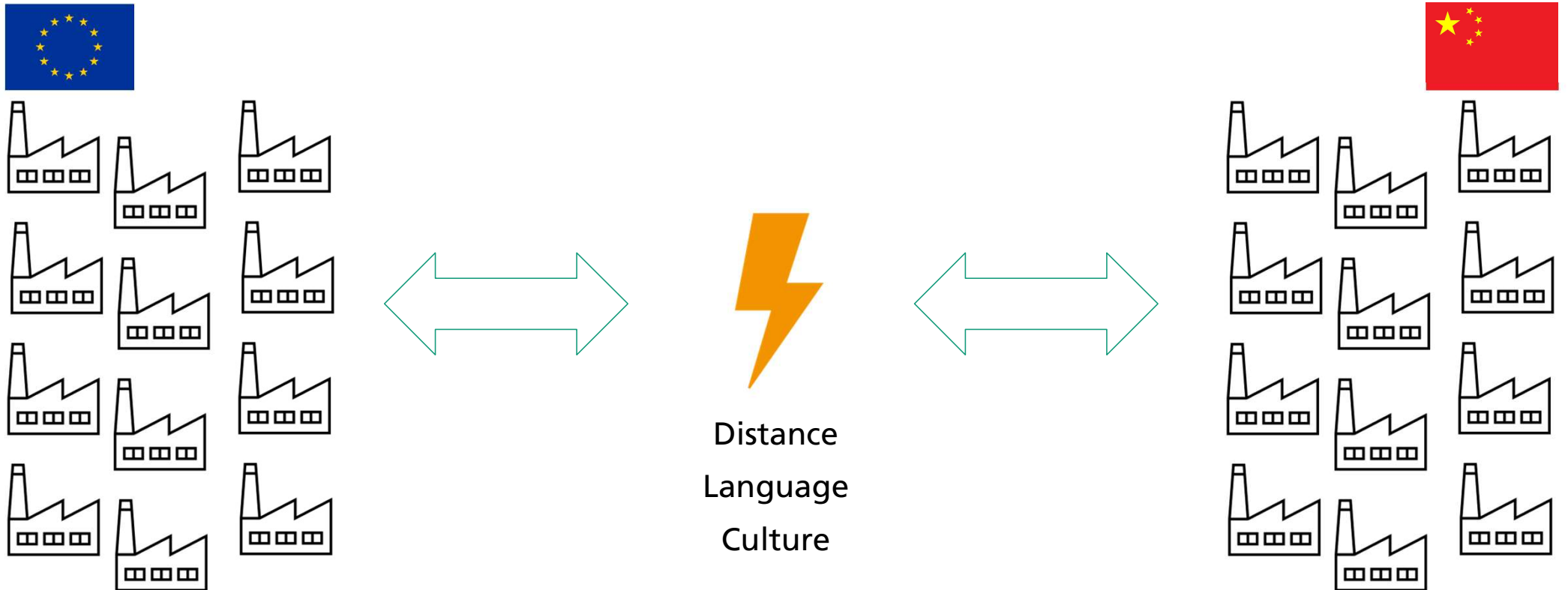
**Revenue generation from current innovations**

**Sales growth rate**

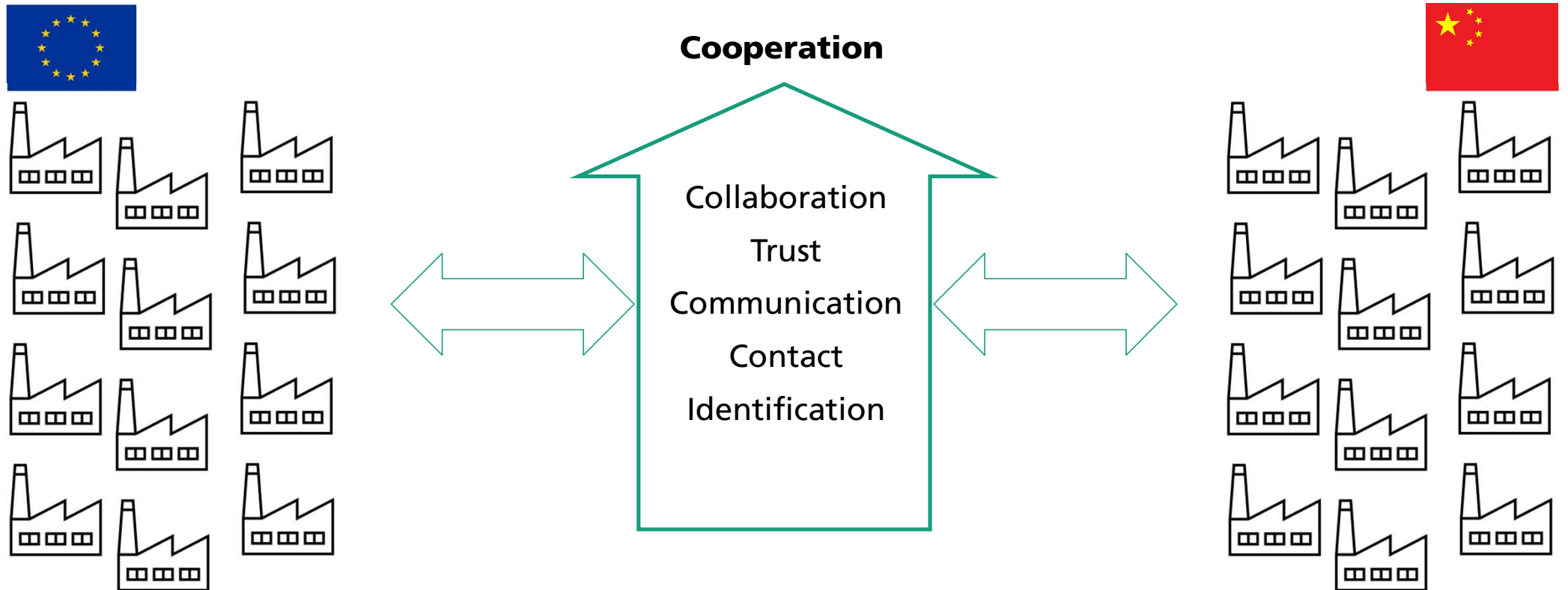


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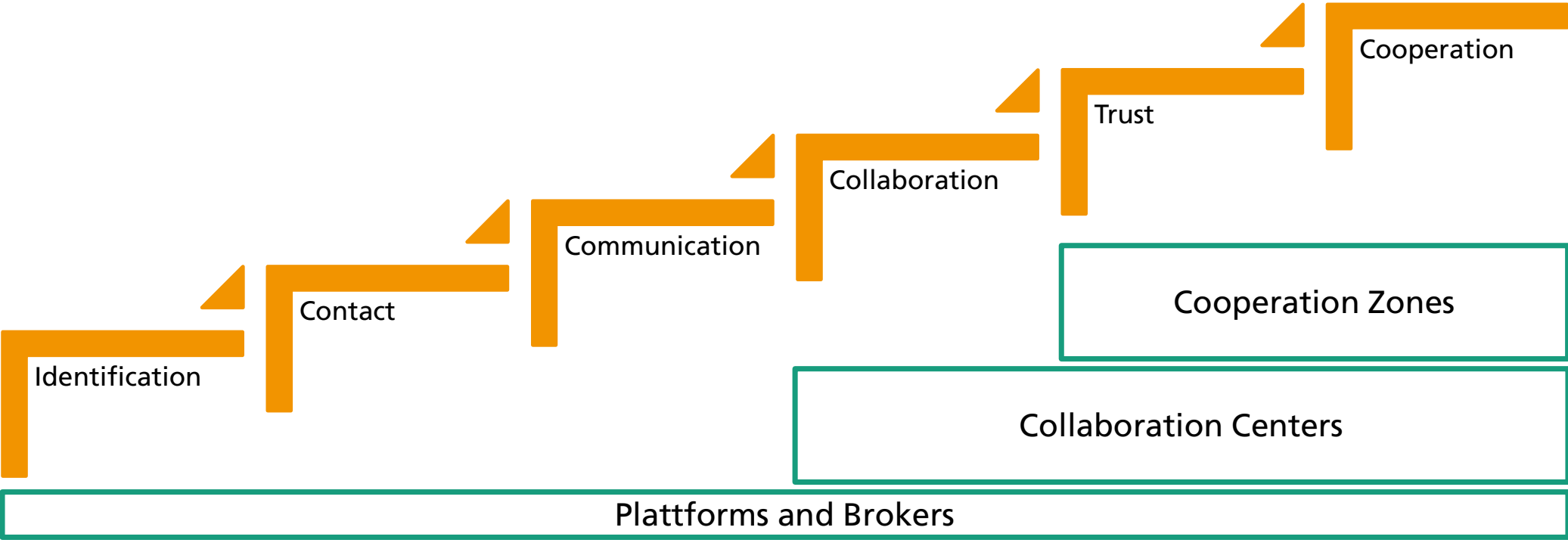
# China-EU SME Exchange and Cooperation - Challenges



# China-EU SME Exchange and Cooperation - Steps



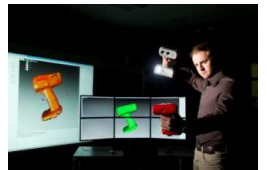
# China-EU SME Exchange and Cooperation - Mechanism



# Summary

- Fraunhofer IAO is active all-around industrial companies and for authorities
  - Applied research to maximise impact
  - Technologies, Organisation, Employees
  - Very experienced in work with China
- Companies and economies have to network and cooperate – keys are
  - Communication
  - Collaboration
  - Trust
- China and the EU have to work together to promote economic recovery and prosperity

**All the best for the EU-China Summit on Industrial Cluster Cooperation and the EU-China Industrial Innovation Zone!**





**Joachim Lentes**

Head of Digital Engineering  
Fraunhofer IAO  
Nobelstr. 12  
70569 Stuttgart  
Germany

Email: [joachim.lentes@iao.fraunhofer.de](mailto:joachim.lentes@iao.fraunhofer.de)

Phone Germany: +49 711 970 2285

WeChat-ID: [JoachimLentesIAO](#)





**Joachim Lentes**

Head of Digital Engineering  
Fraunhofer IAO

非常感谢!

Email: [joachim.lentes@iao.fraunhofer.de](mailto:joachim.lentes@iao.fraunhofer.de)

Phone Germany: +49 711 970 2285

WeChat-ID: JoachimLentesIAO

