

**Entering the German Market**  
**Business Opportunities in North Rhine-Westphalia**  
**18 July 2019, 9:30 a.m. – 2:00 p.m.**  
**Glasgow Chamber of Commerce, 30 George Square,**  
**Glasgow G2 1EQ**

**Programme**

- 9:30 a.m.                    **Registration and refreshments**
- 10:00 a.m.                    **Welcome**  
Neil Francis, Director of Trade, Scottish Development International  
Michael Kordus, General Manager Western Europe and North America, NRW.INVEST GmbH
- 10:10 a.m.                    **Business Opportunities in Germany for UK companies**  
Dagmar Wülknitz, Head of Business Unit UK, NRW.INVEST GmbH
- 10:25 a.m.                    **Presentation of Neuss County**  
Dirk Brügge, Head of the District Government, Neuss County
- 10:40 a.m.                    **How to find talent**  
Torsten Vos-Kruszona, Werk-Bank Personnel Recruitment
- 10:55 a.m.                    **Coffee Break**
- 11:15 a.m.                    **Banking in Germany**  
Liz Devine, Clydesdale Bank
- 11:30 a.m.                    **Legal Framework**  
Dr. Thorsten Volz, Head of Düsseldorf Office, Pinsent Masons Germany LLP
- 11:45 a.m.                    **Case study**  
Lynne Jhanger, Sales and Export Director, Linian Supplies Co Ltd.
- 12:00 p.m.                    **Event summary, followed by networking lunch**
- 2:00 p.m.                    **Event ends**