

Exhibitor Brochure

# German Pavilion

Visit us at booth 815

**EVS29**

**Electric Vehicle Symposium & Exhibition**

**Montréal, Québec, Canada**

**June 19 – 22, 2016**





The 30th International  
Electric Vehicle Symposium & Exhibition

**October 9–11, 2017**  
Messe Stuttgart, Germany

**Find out more about electro-  
mobility in Germany –  
get in touch with us during  
the conference panel on  
Monday June 20, 2016,  
3:15 pm – 4:45 pm (Panel 3E)**

## Welcome to the German Pavilion: Meet the EVS30 host country.

Three quick facts about Germany:

- 1) We love cars – we produce ten of them every minute.\*
- 2) We are obsessive improvers – one of the first cars was invented in Germany. Now, 130 years later, with ten patents registered each day, it seems we just cannot stop reinventing the car.
- 3) We have a vision: zero emission mobility. The German Pavilion here at EVS29 gives you some good examples of our commitment to increasing the number of electric vehicles on the road.

Did we succeed to capture your attention? Then find out more about electromobility in Germany. We invite you to get in touch with our exhibitors and learn how German companies can advance your business.

And if you are looking for an insider's perspective on the German market, talk to our industry experts from national and regional sector agencies and associations.

Join us also for drinks and snacks at the German networking reception here at booth 815 on Tuesday at 4:00 pm.

We look forward to seeing you in Stuttgart, Germany next year for EVS30 on October 9–11, 2017.

\*Note: In 2015, 5,708,138 cars were produced in Germany according to VDA statistics

## Be our guest: German Pavilion Reception

Join us at booth 815  
Tuesday, June 21, 2016  
4:00 pm – 5:30 pm

Meet German industry  
experts for casual  
networking while  
enjoying some German  
beer and snacks.



# EVS30 takes you right into the heart of the German automobile industry: Welcome to Stuttgart, Baden-Wuerttemberg.

## EVS30 Office

Sandra Bilz

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Hosted by



Organized by

Messe Stuttgart



In collaboration with



Home to pioneer carmakers like Daimler and Porsche, global suppliers like Bosch, top research institutes and over 1,000 small and medium sized technology champions. A region with a more than 125 year long history in automotive engineering. A region that today shows strongest commitment to developing sustainable electromobility concepts. What better place could you think of to explore the future of mobility? Stuttgart, Germany, is proud to host EVS30 from October 9 – 11, 2017.

## This is what you can expect from EVS30:

Top R&D results, trend-setting business cases and networking opportunities in abundance.

The EVS30 **conference and dialogue sessions** will present revolutionary scientific findings as well as successful industry case

studies. Look out for the Call for Papers starting in September 2016.

The **trade fair** provides the opportunity for the entire electric drive industry to showcase its latest technical developments and solutions to a highly qualified audience.

The **Ride & Drive** allows visitors to get behind the wheel of the latest electric vehicles and experience their superior performance.

The **gala dinner** will bring together top players from the industry. At an exclusive venue in the Stuttgart region, participants will enjoy a festive atmosphere while networking with specially invited VIP guests, EVS speakers, exhibitors and participants from all around the world.

We look forward to welcoming you in Stuttgart next year!

[www.evs30.org](http://www.evs30.org)

## Your partner in all matters relating to internationalization

Baden-Wuerttemberg International (bw-i) is Baden-Wuerttemberg's centre of competence for the internationalization of business and science. We lend support to Baden-Wuerttemberg companies, clusters, universities and research institutions as well as to regions and municipalities, in all questions relating to internationalization. For foreign investors, we serve as our state's central point of contact. When looking to settle in a new region, companies are confronted with diverse questions and challenges. bw-i supports them in their projects – quickly, simply and competently.

As the land of the automobile, the state of Baden-Wuerttemberg is characterized by a tightly meshed network of vehicle manufacturers and a strong parts-supply industry with mainly small and medium-sized enter-

prises, as well as by production equippers, service providers, universities and research institutions, all of which specialize in this particular branch of industry. With global players such as Daimler, Porsche and Bosch, the Stuttgart region is by far the most important automotive cluster within Europe. Baden-Wuerttemberg accounts for one in four jobs in the German automotive sector as a whole. With around 217,000 employees in 2014, the sector is not only the second largest industrial employer in the south-west but also the branch of industry with the highest annual turnover (just under 97 billion euros in 2014). Baden-Wuerttemberg therefore contributes around five per cent to the economic value creation of automotive production worldwide.



**Baden-Württemberg International**

Agency for International Economic and Scientific Cooperation

### **Baden-Wuerttemberg International**

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## Berlin – A Pioneer in Innovative and Sustainable Mobility



### **Berlin Agency for Electromobility eMO**

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### **Berlin Agency for Electromobility eMO**

The Berlin Agency for Electromobility eMO is the central point of contact for electromobility in the German capital region. eMO pools expertise from business, science, politics and public administration. eMO links and coordinates the players, acquires new partners for regional, national, and international projects and promotes activities.

eMO is an agency of the State of Berlin. It operates under the aegis of Berlin Partner for Business and Technology. eMO's partners are the State of Brandenburg and companies and institutions active in the fields of business and science.

Berlin has recognized the economic opportunities of sustainable mobility while

offering the best conditions for their application: It is not only the city of carsharing, it also has one of the best public transportation networks in Europe. As a pioneer in innovative and sustainable mobility there are electric motorized vehicles for private households and corporate fleets, public transportation with an inductive charging e-bus-line, commercial vehicles as well as electric freight transport by truck, van and cargo bike. Electromobility is an integral component of Smart City Berlin.

The topics digitization and automation are getting more into focus for the region. They are an excellent combination with electromobility and offer a lot of potential for optimization in sustainable mobility, especially in urban areas.

**Meet us at the conference:  
Sustainable Mobility for Berlin –  
Green.Smart.Digital**  
(Franziska Ehrhardt)  
6F, June 21, 2016 – 3:15pm to 4:45pm



## Driving electric was only the start. BSM is taking Sustainable Mobility to the next level.

As NGO, the German Association for Solar Mobility (BSM) has been representing active electromobilists, enterprises and environmentally conscious people since 1989. By contributing vast experience, technical details and a strong ecological mindset, BSM influences not only consumers, politicians and media, but also industrial, economic and opinion leaders.

Together with the charging system Park+ Charge and LEMnet.org, BSM's initial aim was to encourage driving electric by regenerative energy. With regard to climate change it also needs smart power grids, battery storage systems and decentralized networks as well as a transition of the transport sector. Thus BSM promotes Sustainable Mobility by informing public authorities, administrations and parliaments about the environmental and social impact of driving electric.

BSM members – foremost small and mid-sized businesses plus regional and local NGOs – frequently present their sustainable products and services on BSM-led group pavilions at international trade fairs like HANNOVER MESSE. The BSM network comprises designers and makers of environment-friendly vehicles and multi-modal, shared and other mobility solutions. New products and services need to be shaped, communicated and implemented into the process outlined by the COP21 Paris UN Treaty.

BSM is cooperating on a European level and is Germany's member of AVERE – the European Association for Electromobility – which is one of the three Members of WEVA (World Electric Vehicle Association).



**Bundesverband Solare Mobilität**

### **Bundesverband Solare Mobilität e.V. (BSM)**

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## Parallel Impact Research Electric Mobility Showcase Germany

### Parallel Impact Research Deutsches Dialog Institut GmbH

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Meet us at the conference:  
An Analysis of the German Electric Mobility  
Market from an International Perspective  
(Bertram Harendt)  
1E, June 20, 2016 – 9:30am to 11:00am



In 2011 the federal government of Germany made the decision to support electric mobility. Therefore, a promotional program called “Electric Mobility Showcase” has been implemented. Four selected regions make the project visible by integrating the technologies into large scale demonstrations and pilot plans. In the showcase regions about 145 projects are being supported by the federal and state governments as well as other participants. The program is managed as an inter-departmental project by the Federal Ministry of Transport and Digital Infrastructure, the Federal Ministry for Economic Affairs and Energy, the Federal Ministry of Education and Research, and the Federal Ministry for the Environment, Nature Conservation and Nuclear Safety.

In order to make the overall knowledge and experience gained generally known, the federal government has commissioned a parallel impact research. The main responsibility of this function is to organize an effective knowledge transfer between projects and the professional public, thus contributing to an ongoing improvement in the showcase program and further development of Germany’s expertise in electric mobility.

In close cooperation with the showcase projects the parallel impact research

- + identifies examples of best practices and encourages their distribution
- + develops recommendations for action to overcome current innovation hurdles
- + communicates the results to the national and international public.



# Automated. Connected. Electrified.

As the State of Baden-Wuerttemberg's agency for innovation, e-mobil BW is active in the establishment of the overall electric mobility system. It supports the energy transition and in a network comprising partners from business, research and the public sector, promotes the industrialization and commercialization of viable mobility solutions. It thereby strengthens Baden-Wuerttemberg as a business and research region over the long term. Among other measures, e-mobil BW coordinates the "Leading-edge Cluster Electric Mobility South West", with around 100 players from industry and research representing one of the most significant regional associations in the field of electric mobility.

**Meet us at the conference:**  
**Electric mobility in the interaction of**  
**electrification and digitalisation**  
Activities of the industrial region  
Baden-Wuerttemberg  
(Katja Gicklhorn)  
7F, June 22, 2016 – 8:00am to 9:30am

The coordination of the "LivingLab BW<sup>e</sup> mobil: Show Case for Electric Mobility", with 100 partners from business, research and the public sector, is also conducted by e-mobil BW in conjunction with the Stuttgart Region Economic Development Corporation. In the "Cluster Fuel Cell BW", e-mobil BW brings together more than 60 players from business, research and politics on the subjects of hydrogen and fuel cell technology. e-mobil BW is also partner in the organization consortium of EVS30, which will take place October 9–11, 2017 in Stuttgart.



## **e-mobil BW GmbH**

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## **EUTECT – We create connection** **Modular soldering automation**

We are passionate about combining packaging and joining technology with clever modular soldering automation on very small footprints. The love of technology is what drives us. It is our motivation to solve tasks in the team together with customers and partners.

We are looking beyond the box – with over 20 years experience in soldering and joining technologies and with over 30 years experience of customized automation solutions.

Our main fields of activity are the electronical industries for automotive, sensor, alternative energies and other special electronic industries.

EUTECT is a family owned company for more than 20 years and the consistently practiced quality management enables us to guarantee the “Made in Germany” seal all the time.

Our in-house developed and unique EUTECT modular kit allows customized, economical and streamlined solutions. The customer can rely on individual modules or module combinations with stand-alone, rotary or inline systems as well as the supported software packages.

All of the modules have proven themselves in a multitude of projects and guarantee that customers specifications are perfectly implemented.

EUTECT delivers high end product specific solutions to international leading technology companies. For example, since 1978 we have been working closely with important market leaders from the automotive supplier industry.

Specific machines with mini wave and laser soldering modules were combined to provide solutions with outstanding performance.

EUTECT – competence across the standard.



The 30th International  
Electric Vehicle  
Symposium & Exhibition

Key to Markets

Messe Stuttgart



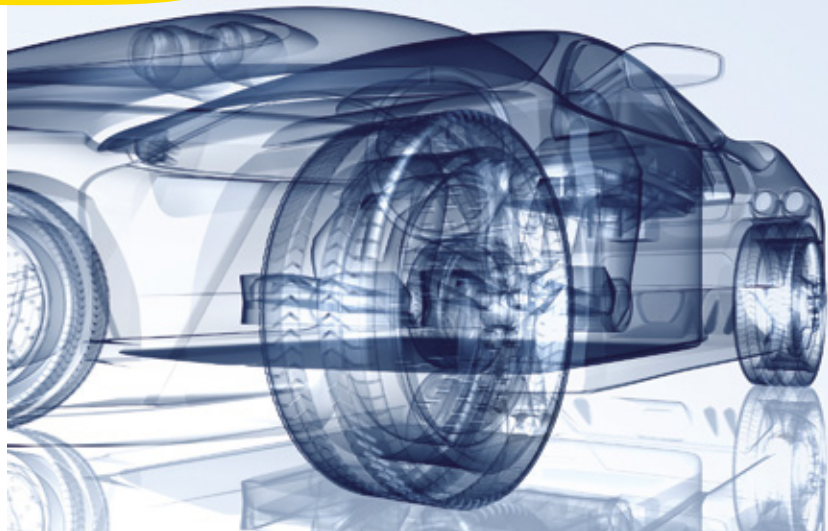
**October 9–11, 2017**  
**Messe Stuttgart, Germany**

## **Industrialization and market – the sustainable path to electromobility**

In 2017 EVS30 will take place in Stuttgart, Germany. The region is home to one of the world's leading car manufacturing industries.

Mark your diaries and keep an eye on the website for more details to appear soon. Call for Papers starts in September.

**[www.evs30.org](http://www.evs30.org)**



Hosted by



Organized by

Messe Stuttgart



In Collaboration with



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**We connect ideas.  
International. Innovative. Individual.**

The GCT provides you with a new platform for German-Canadian cooperation. We are different. We not only point you in the right direction, but also walk alongside you. We take you by the hand and together with you we put our whole hearts into realizing your visions.

### **01 Before starting**

#### **Short-term goals**

- + Product analysis & market studies
- + Strategy development
- + Select funding program
- + Find projects and investors

### **02 Virtual presence**

#### **Medium-term goals**

- + Virtual office and business infrastructure in Germany and Canada
- + Find business partners
- + Establish business contacts
- + Organize trade fairs and events

### **03 Physical presence**

#### **Long-term goals**

- + Location analysis
- + Found a company
- + Find employees
- + Administrative services

### **Important investment opportunities for German and Canadian businesses:**

- + Automobile industry
- + Machinery and plant engineering
- + Automation technology
- + Building and manufacturing industry
- + Plastic, polymer and chemicals industry
- + Biotechnology
- + Environmental technology (solar and wind power)
- + Mining, oil & gas exploration
- + Technology transfer and scientific cooperation

## A STRONG PARTNER – Success in Germany with Germany Trade & Invest



Germany Trade & Invest is the economic development agency of the Federal Republic of Germany. The company helps create and secure extra employment opportunities, strengthening Germany as a business location.

### **Our support for your project in Germany**

Germany Trade & Invest supports your project through every stage of the business location process. With contacts in every region in Germany, we can help you find the right partners as well as the right location.

Our free services include:

- + Project-specific legal and tax support
- + Incentives and financing option consultancy
- + Strategic market entry consultancy
- + Site visits, contract initiation and local support

All inquiries relating to Germany as a business and investment location are treated confidentially.

### **GTAI**

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## Europe's first directory of charging stations for electric vehicles



### **LEMnet Europe e.V. established 1997**

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**[www.lemnet.org/en](http://www.lemnet.org/en)**



LEMnet started to list charge points, when infrastructure still meant plugs in or at private garages of electromobilists. LEMnet's data nowadays contain not only technical details, accessibility and connectivity of charge points, but also the name and number of its owner or someone responsible. This policy not only secures to actually find a place to charge, but to keep information consistently up to date.

Finding a charge point in larger cities with modern infrastructure became easier within the last years. Rural areas however still seem somewhat white spots, although electric energy is everywhere and connectors or plugs can be found all over the place. LEMnet lists not only charge points of energy providers and mobility services, but on private properties, too.

Most existing data bases for charge points derived categories and details from the LEMnet.org model since 1997. All necessary data are collected and carefully edited by active electric drivers without commercial interests. Up to now not only the content, but also all appliances are developed and maintained by "E-Driver – members" of the LEMnet community. Over 20.000 chargers are listed. LEMnet is regarded to be the most "data reliable" and one of the largest charger data bases in Europe. LEMnet keeps neutral towards industries, OEM and business interests from the beginning.

LEMnet started with pioneer electromobilists in Switzerland, spread to Germany and grew to a European platform, including apps for major OS.

# Network Mobility in Niedersachsen

For Niedersachsen, mobility is one of the key future issues. New drive technologies, the intelligent vehicle and cooperative systems in the vehicle are the essential building blocks for tomorrow's mobility. Network Mobility in Niedersachsen brings together the players within the mobility industry and focuses on the newest developments regarding electrification, automation and integration. In terms of electric mobility we are focusing on the areas of public transport, charging infrastructure and vehicle fleets. Network Mobility is operated by the Innovation Center Niedersachsen and realizes multiple tasks:

## Networking

- + Networking of Niedersachsen stakeholders and institutions from the industry, science and administration
- + Exchange of information and interests
- + Working groups, professional and networking events

## Public Relations

- + Website and newsletters with the latest news and important dates
- + Trade fairs
- + Networking at national and EU level

## Projects and Innovation

- + Trend and technology scouting for future mobility
- + Initiations and support for innovation projects of the network partners
- + Information on funding and support during the funding acquisition



## Netzwerk Mobilität Niedersachsen Innovationszentrum Niedersachsen GmbH

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## Your Competence Center for E-Mobility in the Free State of Saxony

**Sächsische Energieagentur –  
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(Saxon Energy Agency)**

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The Saxon Energy Agency is the competence center for energy efficiency, renewable energy as well as e-mobility and, since 2014, also for connected mobility and intelligent transport systems. As a company owned by the Free State of Saxony, SAENA works as an independent contact point for Saxon companies, municipalities, and private households.

Since 2009, SAENA has been coordinating the Model Region Electric Mobility Saxony. As a result of the successful application for the Showcase Regions for Electric Mobility, which was submitted together with Bavaria, SAENA has also been coordinating the Showcase Bavaria-Saxony ELECTRIC MOBILITY CONNECTS since 2012. More than 100 partners are working in approx. 40 projects at the interface of e-vehicles, energy systems, and transporta-

tion systems while also jointly developing economically viable business models.

In order to distribute modern transportation technologies and strengthen the regional economy, SAENA is committed to:

- + Integrating science, industry, municipal institutions, and users in regional networks
- + Aligning development projects with the requirements and objectives of the Federal Government and the Free State of Saxony
- + Assisting project partners in preparing project applications and implementing subsidized projects
- + Establishing and maintaining networks
- + Informing the Saxon public at large

# “Autoland Saxony” – A Competence Center for E-mobility

**Ranging from engineering to materials development to vehicle and component production all the way to production equipment, Saxony covers the entire value creation chain of the e-mobility sector.**

## **Saxony Economic Development Corporation**

The Saxony Economic Development Corporation builds bridges: For Saxon enterprises heading off into the world and for investors heading for Saxony. You, too, can benefit from our profound network competence and from 25 years of experience.

We offer: customized business site location services, procurement of contacts with regional decision makers, information on opportunities for financial support and sub-

sidy programs, access to branch networks in Saxony, assistance in opening up new markets, initiating cooperative partnerships.

In particular, the WFS also supports and promotes the (continued) development of competences in Saxony’s commercial enterprises and research institutions in such future-oriented technological fields as e-mobility, intelligent transport systems, energy storage systems, and lightweight construction.

The German Federal State of Saxony is one of the most innovative and attractive locations for successful business development within Germany and Europe. You are welcome to be part of this successful development.



## **Saxony Economic Development Corporation**

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## Stuttgart: one of the leading European cities in sustainable mobility

**STUTTGART**



### **City of Stuttgart**

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The City of Stuttgart is world famous for being the birthplace of the automobile with four wheels and home of companies like Daimler and Bosch. But the city's strength in finding mobility solutions lies not only in the past: city administration, businesses and civil society are working together to find cleaner, quieter and more efficient ways of moving people in the future.

One of the main instruments of the city is to reduce air pollution by promoting electric mobility. Stuttgart already offers free parking for battery electric cars and certain plug-in-hybrids. Electric cars can be recharged at 500 charging points in the area. This is the densest net of charging infrastructure in any German city. Stuttgart actively promotes carsharing – and is one of only three cities worldwide with an all-electric car2go fleet

and already more than 50.000 registered users. But new mobility is not only something that evolves around cars – Stuttgart also offers a bike-rental system, including 100 pedelecs, helping people to climb the steep hills of the city without producing emissions.

The city administration itself reorganizes its vehicle pool to become an eco-friendly role-model for society. From small cargo bikes to electric light trucks, a broad variety of vehicles are tested in everyday use. They will step by step replace older vehicles. As a modern and well-organized congress destination, Stuttgart will host the 30th Electric Vehicle Symposium in 2017. Come and visit the place where past, present and future of mobility solutions come together.

# October 10 –12, 2016

## Messe Stuttgart, Germany

Let's motivate the market!

Conference

Trade fair

Matchmaking

Evening event

f-cell award

Ride & Drive

- + Leading international trade fair and conference event for the convergence of energy generation, storage systems and mobility solutions
- + Electric mobility solutions
- + Hydrogen and fuel cell applications
- + Battery and energy storage technologies

**Conference focus:**  
**Smart system solutions for**  
**connected users**

**WORLD OF**  
**ENERGY**  
**SOLUTIONS**



**e-mobility**  
**solutions**

[www.world-of-energy-solutions.com](http://www.world-of-energy-solutions.com)



**Stuttgart Region Economic  
Development Corporation**

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## The Stuttgart Region: Model Region for Electromobility in the heart of the German automotive industry

The Stuttgart Region is the heart of the German automotive industry. Situated at the centre of the federal state of Baden-Wuerttemberg, the region boasts a highly advanced industrial infrastructure and enjoys a well-earned reputation for its economic strength, cutting-edge technology, and exceptionally high quality of life. The region with a population of 2.7 million is one of the leading economic areas of the world. The headquarters of global players such as Daimler, Porsche and Bosch, are based here. However, what characterizes the Stuttgart Region best is the well-balanced mix of global brands and extremely innovative, medium-sized companies. Both are highly export-oriented: in fact, the region's manufacturing companies generate about 70 percent of their sales abroad.

The Stuttgart Region has a unique cluster of automotive manufacturers, component suppliers, engineering service providers, and R&D facilities. On the way to master the challenges of tomorrow, the region's automotive industry has a leading role. Its companies excel in developing new technologies to reduce emissions, gain greater energy efficiency, and enhance vehicle safety. Especially with its pioneer work in the fields of fuel cell technology, electric vehicles, IT for cars, and virtual reality, the region's automotive industry consistently sets standards. Consequently, the Federal Ministry of Transport has granted the Stuttgart Region the status "Model Region for Electromobility".

# Peter Sauber Agentur:

## We create events that electrify the industry



With more than 15 years of experience in the electric mobility sector, we know all about topics and people that move the industry. We host trade fairs and conferences in Germany. We organize German trade fair presentations at international events. When you participate at an event organized by Peter Sauber Agentur, you will benefit from our large international business network as well as from our expertise and professional approach towards event management.

### Highlights from our events calendar:

#### + WORLD OF ENERGY SOLUTIONS:

Meet key players from the fuel cell, hydrogen and battery industry. Experience how these technologies shape the energy and mobility future. Trade fair, conference, networking events. October 10–12, 2016, Stuttgart, Germany. [www.world-of-energy-solutions.com](http://www.world-of-energy-solutions.com)

- + EVS30: On behalf of the EVS30 hosts, Peter Sauber Agentur will manage the EVS30 conference organization. October 9–11, 2017, Stuttgart, Germany. [www.evs30.org](http://www.evs30.org)
- + German Pavilions abroad at EVS, FC Expo, World Hydrogen Energy Conference: We organize joint presentations for German companies from the fuel cell and electric mobility sector. Meet us at international events in America, Asia and Europe. See our website for dates and events. [www.messe-sauber.de](http://www.messe-sauber.de)

If you need help organizing a trade fair or an event, contacting German companies or need support conceptualizing your company's trade fair presentation, do not hesitate to contact us.

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## Messe Stuttgart: High-tech issues at the heart of industry

**Messe Stuttgart**  
Key to Markets



### **Landesmesse Stuttgart GmbH**

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The Greater Stuttgart region is one of the world's most important industrial centres and well known for global players such as Mercedes-Benz and Porsche. The state capital's trade fair venue also benefits from this international reputation: each year, over 150,000 international trade visitors travel to Stuttgart only to attend industrial fairs. Trade fairs organized by Messe Stuttgart in the industrial solutions sector bring exhibitors together with top decision-makers. Messe Stuttgart covers a wide range of industrial topics: from high-tech developments in the manufacturing industry to smart energy and mobility technologies. The organizer regards itself as reflecting the innovative strength of this strong industrial and business region.

### **Key to Markets**

Stuttgart simply could not be a better location for trade fairs in the industrial solutions sector. The state of Baden-Wuerttemberg has an industrial infrastructure heavily characterized by medium-sized companies. It is shaped by a number of global market leaders in the high-tech and future sectors, highly qualified specialists and innovative universities, institutes and educational institutions. The ultra-modern site has a very attractive infrastructure. Messe Stuttgart can be easily reached from everywhere thanks to its location directly adjacent to Stuttgart Airport, ideal public transport links and location directly on the A8 motorway.





The 30th International  
Electric Vehicle  
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