

CYBERSECURITY IN GERMANY: BUSINESS OPPORTUNITIES

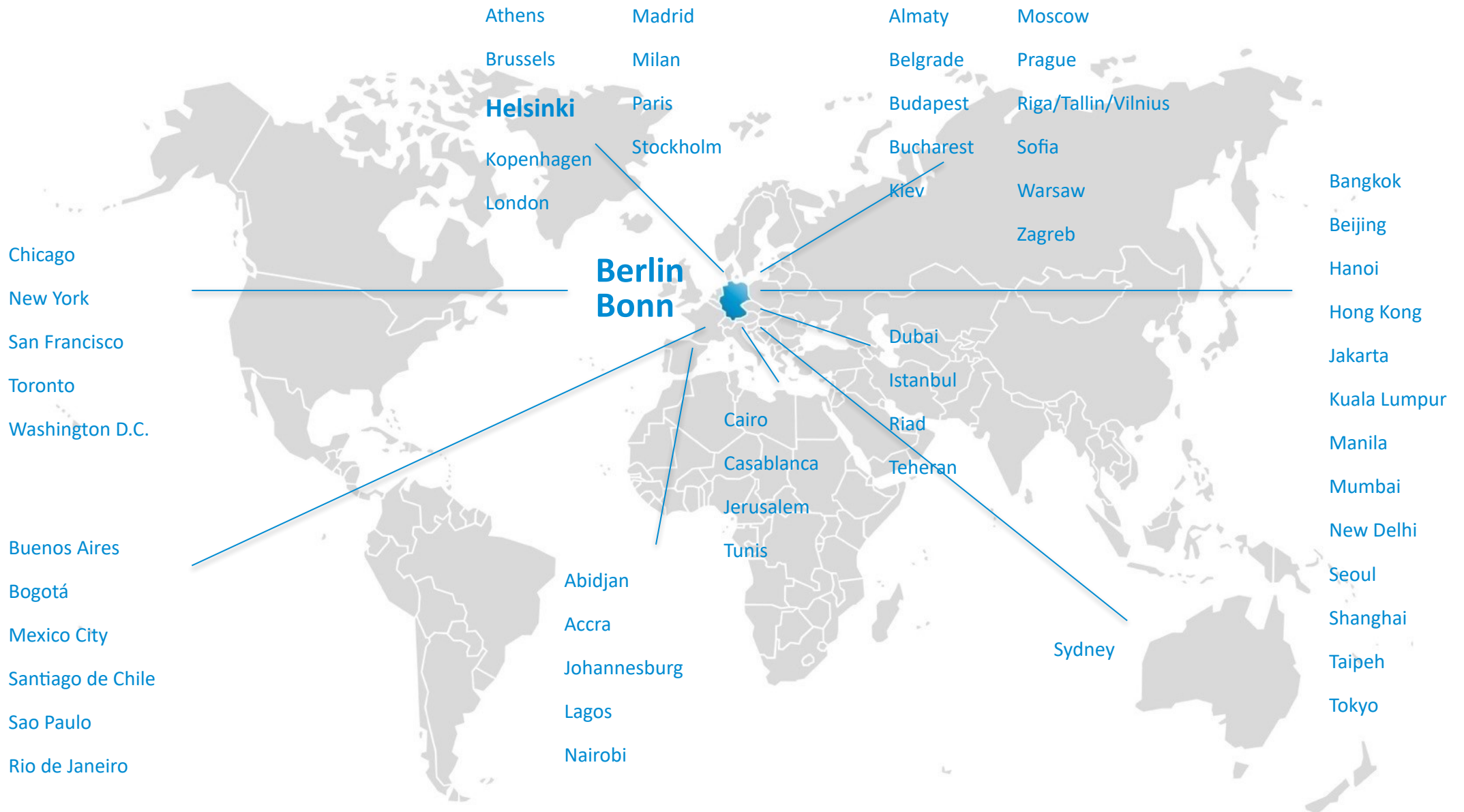
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Germany Trade & Invest (GTAI) is the
economic development agency of the
Federal Republic of Germany.





Cybersecurity in Germany: Business Opportunities

Agenda

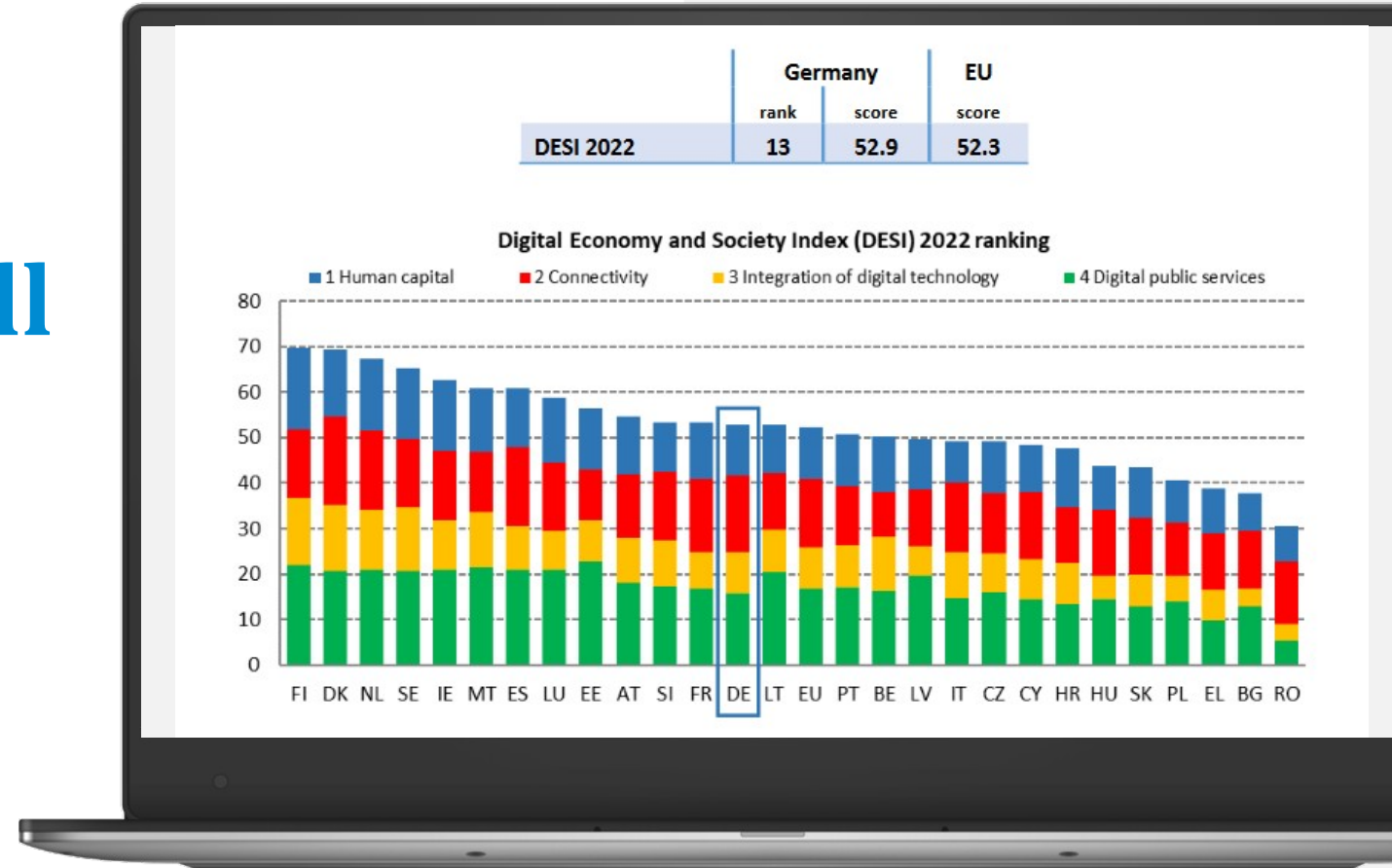
1. Germany Trade & Invest
2. Needs & Opportunities & Funding
3. Germany Trade & Invest: Services & Contacts

2. NEEDS & OPPORTUNITIES & FUNDING

DIGITAL TRANSFORMATION PROCESS & NEED OF
CYBERSECURITY INPUT & FUNDING

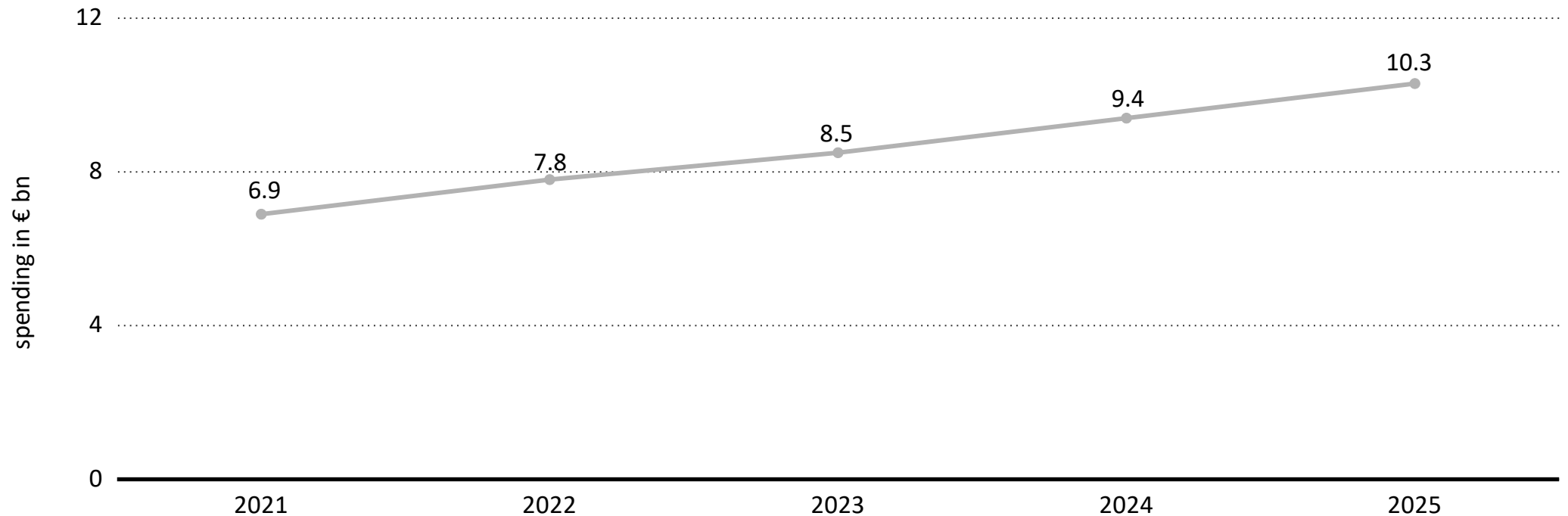
The Digital Economy and Society Index (DESI) ranks Germany 13th of all 27 EU Members

Germany ranks 4th of 27 EU Members in the area of Connectivity with a score of 67.3 (EU score 59.9, DESI 2022)



IT Security Expenditures in Germany (2021-2025, € bn, expected)

10% increase expected in 2024, should exceed 10 € bn in 2025

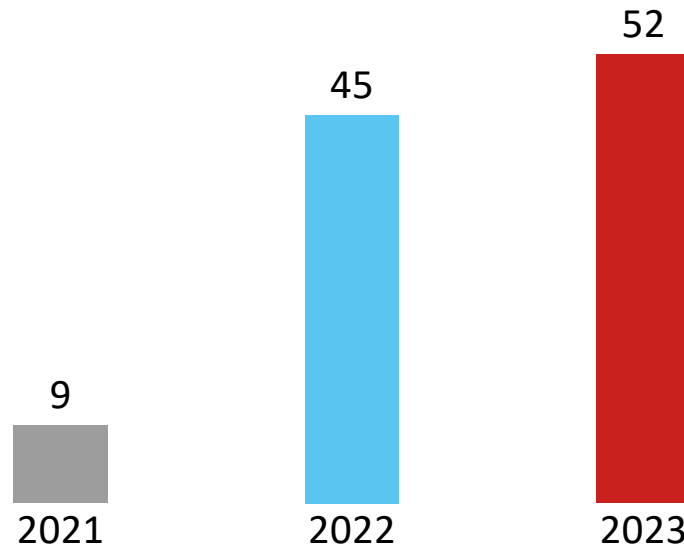


Source: IDC on behalf of Bitkom.

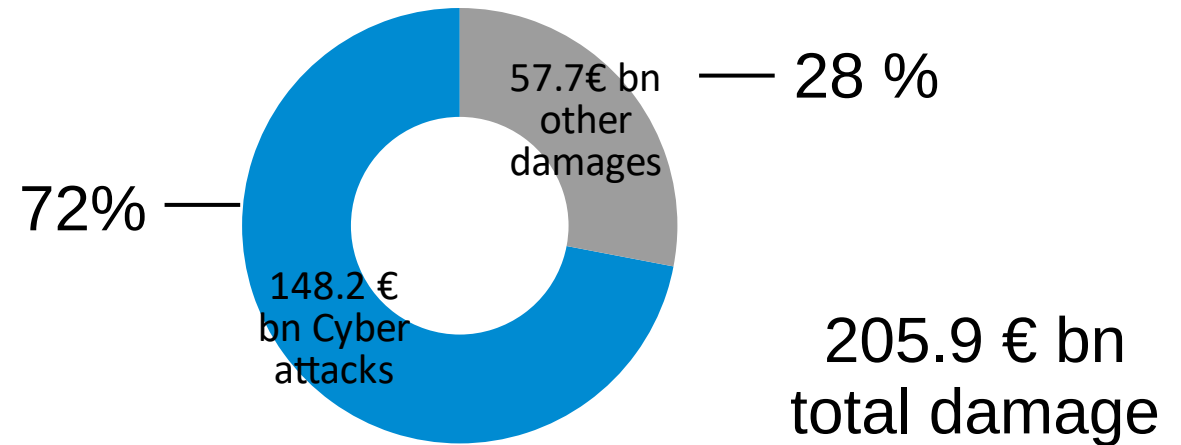
A majority of companies currently think their existence is threatened by cyberattacks

52 % agree with the above in 2023

Cyberattacks threaten our economic existence in %

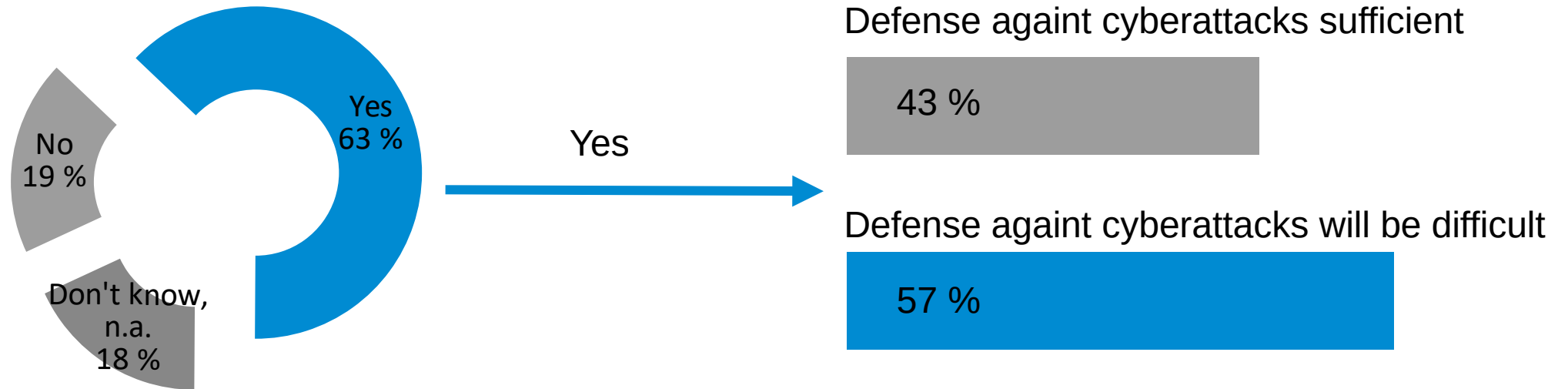


What % of total loss is attributed to cyberattacks? (2023)



2/3 of all companies in Germany expect cyberattacks in the next 12 months

Almost 60 % expect difficulties in defending themselves



Business in Germany expects significant increase in cyberattacks

Sectors of critical infrastructure (KRITIS)

Energy

ICT

Transport & Traffic/Logistics

Health

Media & Culture

Water

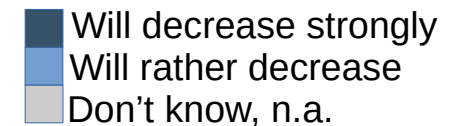
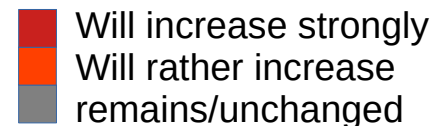
Food/Nutrition

Finance & Insurance

Municipal Waste Disposal

State & Administration

Compared with the last 12 months, how do you expect the number of cyberattacks on your company the next 12 months? (in %)



Germany offers funding instruments for multiple business activities

Incentives in Germany

Investment

Working
Capital

R&D

Personnel

Specific
Purposes

Financing support by any of the following funding instruments

Grants

Public Equity
Capital

Guarantees

Loans

Mezzanine
Capital

3. GERMANY TRADE & INVEST: SERVICES & CONTACTS

EXPORT PROMOTION, LOCATION MARKETING,
STRUCTURAL TRANSFORMATION & INVESTOR
CONSULTING



Export Promotion



*Structural
Transformation*



*Location
Marketing*



Investor Consulting

GTAI supports international companies to establish a business in Germany

Our Investor Consulting services include:

- Market-entry strategy development support
- Tax and legal information and support:
 - Business Establishment; Corporate Taxation;
 - Entry and Residency; Employees and Social Security
- Funding and financing advice
- Location identification & site-visit support
- Coordinated cooperation with all the 16 federal states



Contact us



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