



German American  
Chambers of Commerce  
Deutsch-Amerikanische  
Handelskammern



REPRESENTATIVE  
of German Industry + Trade



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# GABO 2018

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## German American Business Outlook 2018

December 11, 2017  
6:00pm to 9:00pm

J.P. Morgan, 270 Park Ave, New York, NY 10017

hosted by: **J.P.Morgan**

# PROGRAM

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## GERMAN AMERICAN BUSINESS OUTLOOK 2018

J.P. Morgan | 270 Park Avenue | New York, NY 10017

#GABO2018

**6:00 p.m.**      **Registration**

**6:30 p.m.**      **Introductory Remarks by Dietmar Rieg**

*CEO & President, GACC New York*

**Keynote Address: "State of German-American Business"**  
**by Dorothee Blessing**

*Regional Head Germany, Austria, Switzerland, Ireland, Israel and the Nordic Region;  
Vice Chairman Investment Banking EMEA - J.P. Morgan*

**Presentation of Business Outlook Survey Results by Andreas Glunz**

*Managing Partner International Business, KPMG in Germany*

**7:00 p.m.**      **Panel Discussion: German Business in the U.S.**

**Moderator: Daniel Andrich**

*President & CEO, Representative of German Industry + Trade (RGIT)*

**Caroll H. Neubauer**

*Chairman & CEO, B. Braun Medical Inc.*

**Klaus Zellmer**

*President & CEO, Porsche North America, Inc.*

**Dr. Walter Maisel**

*President & CEO, KOSTAL North America*

**8:00 p.m.**      **Networking Reception**

*Hosted by J.P.Morgan*

# KEYNOTE ADDRESS

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## **DOROTHEE BLESSING**

*Regional Head Germany, Austria, Switzerland, Ireland, Israel and the Nordic Region; Vice Chairman Investment Banking EMEA - J.P. Morgan*

As Regional Head, Dorothee is responsible for all lines of business in the regions. She has advised clients on financial and strategic matters, including mergers, acquisitions and financings, as well as general corporate finance themes and has led a large number of capital markets, M&A and privatization transactions across various industries and regions over the last 25 years. Dorothee is a member of the board of A.P.Moeller Maersk, Association of German Banks and Deutsches Aktieninstitut.

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# SURVEY PRESENTATION

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## **ANDREAS GLUNZ**

*Managing Partner International Business, KPMG in Germany*

Andreas leads KPMG Germany's Inbound and Outbound Businesses advising Multinationals around their global business and investment strategies. Since becoming a Partner in 2000 he is servicing several renowned international companies esp. in the industrial manufacturing and automotive space as a Lead Partner. During his more than 25 years in the service industry he has led various complex audit and advisory projects involving multiple jurisdictions, with a particular focus on Japan, Turkey as well as the United States. Andreas has a background as a German Certified Public Auditor and a Certified Tax Advisor in Germany. In addition he is regularly publicizing thought leadership covering global markets and businesses.

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# INDUSTRY PANEL

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**MODERATOR:  
DANIEL ANDRICH**

*President & CEO,  
Representative of German  
Industry + Trade (RGIT)*

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Mr. Daniel Andrich is President and CEO, Representative of German Industry and Trade. Prior to this appointment, Mr. Andrich worked for the Federation of German Industries (BDI), one of RGIT's principals in Berlin, from 2008 to 2016. At BDI, he was Senior Policy Advisor for Global Governance and Trade Promotion and most recently Executive Assistant to BDI President Ulrich Grillo. In 2012, Mr. Andrich worked at RGIT as a visiting fellow and Senior Policy Advisor.



**CAROLL H. NEUBAUER**

*Chairman & CEO,  
B. Braun Medical Inc.*

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Located in Bethlehem, Pennsylvania, the company is a global leader in infusion therapy and pain management, and a pioneer in passive safety devices and PVC-free and DEHP free products. Mr. Neubauer oversees the company's North American operations. He also serves on the B. Braun Global Board in Germany. Mr. Neubauer is currently the Chairman of the German American Chambers of Commerce.



**KLAUS ZELLMER**

*President & CEO,  
Porsche North America, Inc.*

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Klaus Zellmer is President and CEO of Porsche Cars North America, Inc. (PCNA). Prior to joining PCNA, Zellmer served as head of Overseas and Emerging Markets for Porsche responsible for Porsche subsidiaries in Australia, Japan and Korea, and the sports car manufacturer's regional offices in Asia-Pacific, South America, the Middle East and Africa. Previously, from 2010 to early 2015, he was CEO of Porsche Germany and grew sales from 13,000 to 24,000 units in Porsche's home market. Zellmer joined Porsche in 1997. He was a Regional Manager in North America, as Head of Marketing and Distribution at the Porsche Plant in Leipzig, Germany, and Director of Marketing in Porsche Deutschland GmbH.



**DR. WALTER MAISEL**

*President & CEO,  
KOSTAL North America*

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Dr. Walter Maisel is the President and CEO of automotive group KOSTAL North America. Prior to Kostal, Dr. Maisel worked for automotive supplier Magna International and in the Siemens VDO Automotive business. Dr. Maisel is Chairman of the German American Chamber of the Midwest. He received electrical engineering degree from University Coburg, mathematics and physics degrees from University Bayreuth, as well as a Doctorate in computer science from University Karlsruhe.