

# Institutional setting:

- MTZ: Established in 1984 as the first “High-Tech Centre” in Bavaria and one of the first in Germany (relocation in 2008, 11.000 square meters)
- Implemented on the basis of a city council resolution
- Key player: Economic Development of the City of Munich, policy makers (city council), Chamber of Industry and Commerce, Chamber of Crafts
- Promotion of high-tech industries and presentation of Munich as a perfect location for high-tech companies / start-ups
- Promotion and stabilisation of technology start-ups
- Technology transfer
- Creation of highly skilled jobs and apprenticeships

# Starting Point:

- With the exception of some standard issues in the implementation of large projects, there were no major problems
- One main issue was the lack of parking lots
- The MTZ was financed by the City of Munich



Foto: MGH



Foto: Michael Nagy / LHM



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# Approach:

- The MTZ supports start-ups and young entrepreneurs of the high-tech industries (no limitation to specific sectors)
- Combination of flexible start-ups and SME with large, well-established companies = factor of success No. 1
- Provision of attractively priced space for technology start-ups (as a reaction with regard to the limited and expensive locations in Munich)
- Advisory offers and intensive coaching (incubator)

# Outputs:

- About 8.600 square meters are rented by 95 companies with 693 employees in total
- The utilisation of the MTZ is 100 %
- Since 2008, 74 companies have moved their location on private commercial space
- Balanced mixture of sectors → about 52 % IT-companies
- Legal form of the companies in the MTZ: mostly GmbH (75 %)
- Cross sectoral cooperation and cooperation between start-ups and experienced high-tech companies are concrete benefits
- Long-term perspective of the MTZ is very positive

# Lessons:

- More parking lots are necessary
- In general there are two problems:
  1. The MTZ is well accepted (utilisation of 100 %) → but due to the capacity of the MTZ the development possibilities of the companies are limited → they need more space
  2. Some companies don't want to leave the MTZ because of the absence of suitable locations with comparable prices
- → Solution: Company extensions on the neighbouring "M-Campus" (partly too expensive for some companies) → alternatives must be found (and also must be financed)

# Follow up:

- The relocation problem – fast growing companies need place for extensions. Are there any best practices or practicable solutions of other initiatives?
- Especially with regard to the financing?