

### The Collective's roots and objectives

French-German positions and projects have **shaped all the major initiatives in the recent history of the EU**. Moreover, Germany is one of France's most important political and economic allies. Germany and France are **key important economy and trade partners** in Europe. There are more than 5.700 French companies in Germany. The Franco-German economic relationship is characterized by significant investment operations, particularly in sectors such as technology, chemicals, automobiles and steel and trade in goods has increased by 14% (2022 vs 2021). Germany is France's main trading partner in 2022, and France is Germany's fourth-largest trading partner. It is always a "win-win combination" when both French and German industries can strengthen their dialogue. From this point of view, France Industrie wishes to support the shaping of **the French-German agenda**.

France Industrie has decided to structure its presence in Germany by giving birth mid-2021 to the « **France Industrie Collective in Germany** ». The country Presidents of 16 French companies<sup>1</sup>, members of France Industrie amongst the most established ones in Germany, have created this Collective with the vocation to **increase the visibility of the French industry and its contribution to the German economy. In the European context, this initiative is fully dedicated to support the Franco German dialogue**. The FI Collective offers a **unique platform for a cross-sectoral dialogue between French companies in Germany** and allows to initiate common operational projects in key industrial areas (hydrogen, semi-conductors, critical raw materials shortages, energy crisis, competition for talents, EU taxonomy, infrastructures ...).

The « France Industrie Collective in Germany » is **being pursued today with the support of the French authorities, in particular the French Embassy in Germany**.

### Achievements

Hagen Wiesner (FORVIA) was elected as first Chairman. Then, Gilles Le Van (Air Liquide) succeeded to him in June 2023. Since the Collective creation, conferences, working sessions and various meetings have been organized to:

- **Gather country Executives (CEOs or Executives VPs) of FI Collective member companies.**
- **Align future priorities.**
- **Built common position papers with BDI.**
- **Exchange with key local decision makers.**

In a growing dialogue fed by its Collective in Germany, France Industrie has elaborated with BDI various **position papers**, two of them supporting the industrial-political orientation at EU level:

- One focused on the semi-conductor-shortage and the **EU Chips Act**.
- The second one supporting the transition and ambitions according to the **EU Climate Act**, specifically dedicated to the low carbon **hydrogen generation**.

France Industrie Collective in Germany helped also to organize **key meetings**:

- In July 2022, Alexandre Saubot, President of France Industrie, met in Berlin with **Udo Philipp**, State Secretary in the federal ministry for economic affairs and climate actions, and as well with the Ambassador of France in Germany, **Anne-Marie Descôtes**.
- In 2022, Collective Chair met Dr. **Nils Schmid**, **Co-Chair of the Board of the Franco-German parliamentary assembly**, to discuss cooperation opportunities.

### 2023-2024: key topics and actions

The Collective will develop a series of meetings with German authorities and local industry on the following topics:

- **Transformation of industry:**
  - o Energy in Europe: supply security, competitiveness, efficiency.
  - o Decarbonization: H2/CCUS, infrastructures.
  - o Synergies of National industrial policies
  - o Encourage industrial cooperation between French and German companies.
- **Fair level playing field, in particular with China and the US:**
  - o Regulation & bureaucracy, impact on industrial competitiveness.
  - o Political visibility and stability of decisions, including CBAM implementation.
- **Talent acquisition:**
  - o Develop in Germany the French "VIE" system ("volontariat international en entreprises").
  - o Recruitment of engineers (lack of attractiveness of academic careers).

President of France Industrie Collective in Germany, Gilles Le Van

