

AIRPORT CLUB

2018

ANNIVERSARY EDITION 1988 - 2018

30
Years

Exclusive business club
for meetings and events
at Frankfurt Airport

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Frank Wojtalewicz and Thomas Mitzel
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Dear Readers,

Airport Club Frankfurt had a very successful year in 2017. Thanks to input from CR Holding and Kofler&Kompanie, the club's new owners, we made the club facilities even more comfortable and appealing and added high-quality food and drink items to our menu. We also succeeded in recruiting new corporate members.

We are eagerly looking forward to the future and remain excited about the interesting events and expert presentations that we've planned and organized for 2018, our 30th anniversary year.

We are particularly grateful for the new partnerships we have forged with other business clubs, hotels, private air-travel, associations and networks. They add considerable value for our members, offering them excellent benefits and amenities at many levels.

Our thanks also go out to all the members who have helped us prepare and host past events and supported us by placing an advertisement in our new magazine.

Last but not least, we would like to thank all the members who bring in guests so that we can showcase the benefits of membership right at the club.

Your commitment motivates us to devote all our energy to providing the best possible service.

We hope that you, dear members, friends and guests of the club, will continue your loyalty to us – and please don't hesitate to talk to us if you have an idea or suggestion that may be useful or pleasant for our members. »Prodesse et delectare« – that's something we believe should remain at the very top of our agenda.

We all wish you a healthy and prosperous New Year 2018 and hope to see you soon at Airport Club Frankfurt!

Ihr Roland Ross

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30

Years

Exclusive business club
for meetings and events
at Frankfurt Airport

Anniversary gala

Saturday, 27 April 2018, 6:00 pm

★★★★ Chinese-German gala dinner with
beverages

★★★★ Dancing With the KLAS BAND

Limited ticket quota: 180, - Euro per person
Reservations under: Sonja.Schaeftaler@airportclub.de



Member magazine – highlighting a different country every year

Airport Club Frankfurt celebrates its 30th anniversary this year. To mark the occasion, we have recited to revitalize the club magazine, which ran from 1998 – 2006, and publish a member magazine with coverage of interesting news, key events, new partnerships as well as member profiles and interviews.

-> An English-language version is available on our website for our international members.

Beginning in 2018, our club magazine will **focus on a different country each year**. This issue is primarily devoted to economic relations between China and Germany. Every year, we will, wherever our capacities permit it, rent out the Airport Club's facilities at special rates for events organized by associations and organizations that strive to improve economic relations between Germany and our showcased country.

Newsletter

All members will **continue to receive our newsletters** with

information about exciting events. In our newsletters, we ply our networks to put together priceless special features, such as behind-the-scenes coverage, surprise guests from the world of the arts and culture, artistic events, and so on.

»Young Business Club«

We care deeply about supporting young people on the road to entrepreneurship.

For this reason, several of our members **founded »Young Business Club e. V.«**, which, joined by other clubs with similar goals, provides special programmes for young people

These events feature appealing themes and help young participants discover their special talents, such as creativity, keen observation or problem-solving skills. At the same time, they learn the fundamentals of ethics for enterprises aiming for long-term success.

-> To learn more about the new club based at Airport Club Frankfurt, please see pages 58 – 59.

Après Bureau

The »Airport Club« hosted its first setting of **Après Bureau**, a **monthly get-together** from 5 – 7 pm, on 2 November 2017.

These relaxed hours provide an opportunity to meet new members, have casual conversations or simply wrap up the day.

-> For more information, please go to *Events*.

Events at the club

The Airport Club's excellent selection of food and drinks is available to members who want to host business dinners and **private events** at the club.

Chef Stefan Messner will also fulfil off-the-menu requests – and our professional service staff will decorate your room appropriately. The event department will be happy to put together an attractive entertainment programme as well. Sonja Schäfthaler and Hazal Kiziler look forward to your call.

-> A complete banquet folder is available for download from the Airport Club's website.

Partner hotels

Do you travel frequently and need a hotel room? Get better rates with our old and **new partner hotels**. Our event office will handle the reservations for you.

Club parking

Members who arrive by car can choose from several parking spaces with direct access to the club lift so that they can reach the facilities in no time. The club's parking spaces can be used for long-term parking, too.

-> Please inquire about the exact rates. They depend on how long you plan to park your vehicle.

Praise and criticism

Do you have a request that can help us serve you better? If so, please give us a call. **We welcome every suggestion.**

Facts and figures

- Roughly 1,400 members (2017)
- Central location at the Frankfurt Airport Centre I (FAC 1), only 5 min. from Terminal 1
- 34 air-conditioned conference and meeting rooms
- Professional conference management
- State-of-the-art presentation and conference equipment
- Co-working lounge with desks and workstations
- Courteous and discreet service, 28 employees
- First-class club restaurant, bar and smokers lounge
- Free breakfast for members
- Free access to bathing suites for members
- Exclusive ambience with designer furnishings
- Club art collection featuring works by Baselitz, Elvira Bach, Penck and more
- Exclusive club events
- Total area 3,000 sq m
- Access to associated clubs worldwide
- Golf at partner clubs in Germany without paying green fees
- Free partner card for spouse or partner

Membership

- Sign-up fee
EUR 1,000.00
- Annual membership dues
EUR 1,500.00

Corporate membership

Sign-up fees

- Up to 2 people
EUR 1,000.00 each
- 3 or more people
EUR 500.00 each
- 1 to 2 people
EUR 1,500.00
- 3 to 4 people
EUR 1,300.00
- 5 to 7 people
EUR 1,200.00
- 8 to 9 people
EUR 1,100.00
- 10 or more people
EUR 1,000.00 each

Seniors

- (Retired businesspeople)
EUR 500.00

All prices exclusive of VAT

Membership applications can be submitted on the recommendation of a current member or by personal introduction to the management.



Torsten Hollstein

Shareholder, Airport Club Frankfurt

was born in Kassel, Germany, on 19 August 1965. His primary job is founder and CEO of CR Investment Management, a pan-European real estate investment and asset manager.

Hollstein is a licensed lawyer who studied at the universities in Hamburg and Lausanne. After starting his career at Lehman Brothers in London, he worked as General Counsel for HANNOVER Finanz, a German private equity firm, and as managing director for Catella, a Swedish real estate advisor.

In 2009, he and his business partner, Claudius Meyer, took over Catella Corporate Finance as part of an MBO and shortly thereafter merged it with the privately held River Investment Group with whom he was already associated in a joint venture. CR now operates in eight countries across Europe and

currently has roughly € 7 billion in assets under management. The company maintains offices in Berlin, London, Paris, Amsterdam, Madrid, Dublin and Milan.

Torsten Hollstein lives together with his long-term partner.



Klaus-Peter Kofler

Shareholder, Airport Club Frankfurt

was born in Bad Homburg vor der Höhe, Germany, on 5 August 1964.

His primary job is founder and CEO of Kofler & Kompanie, an international premium catering company.

Kofler is a master confectioner with a business

degree from the Johann Wolfgang von Goethe University in Frankfurt am Main.

In 1991, he founded Kofler & Kompanie, a catering company that incorporated in 2004. As a culinary trailblazer and leading provider of premium catering services, Kofler &

Kompanie also operates exclusive event locations, restaurants and cafés at a national and international level.

Kofler & Kompanie has offices in Berlin, Düsseldorf, Frankfurt, Munich and Hamburg as well as in London, Shanghai, St.

Petersburg, Sao Paolo and Belo Horizonte.

KP Kofler is married with two sons.

How would you describe yourself in three adjectives?
Loyal, optimistic, communicative.

How many clubs do you belong to?
I belong to four other clubs and one sports club.

What do you appreciate the most about a business club?
Close personal contacts and conversations, the relaxed, professional ambience – combined with excellent service.

What intrigued you about the Airport Club purchase?
The opportunity to modernize a great product that I am familiar with and, by doing so, create a place for many exciting and stimulating moments in people's business and personal lives.

What are you proud of?
Of any goal attainment, of the concrete realization of ideas that bring progress.

In what areas would you like to develop personally?
In my work-life balance and the motivation to exercise more and handle stress better that way.

What do you like about working at your company?
Meeting and dealing with all kinds of people with different mindsets, the stimulating work and international challenges.

Do you have a favourite dish that you prefer for a business lunch?
It depends on the season. Spaghettini with truffles or Wiener schnitzel. Both meals are easy to eat and let you focus on the conversation.

What wine would you pair with these meals?
A Planeta Cometa or a Chardonnay from Wieninger.

Have you already checked out the Airport Club's partner clubs?
Yes. I've checked out Kitzbühel Country Club, Brocket Hall near London, Haute Club in Zurich and the Hanse Lounge in Hamburg. I was warmly received in all of them.

What do you want for the club's future?
Vivat, crescat, floreat – Airport Club!

How would you describe yourself in three adjectives?
Innovative, ambitious, athletic.

How many clubs do you belong to?
Five.

What do you appreciate the most about a business club?
A discreet atmosphere that encourages open discussions, and networking opportunities.

What intrigued you about the Airport Club purchase?
Business clubs have seen a revival in recent years. The clubs have become more open, more modern, and now target younger audiences. I want to capitalize on this trend but without changing our services for current members.

What are you proud of?
Professionally speaking, of the international brands I have created, Kofler & Kompanie and Pret A Diner. Personally speaking, of my family, my children, my wife Jihane.

In what areas would you like to develop personally?
I practice yoga regularly – as an outlet for my challenging professional life but also in order to constantly improve myself.

What do you like about working at your company?
The diversity of challenges and people that I encounter.

Do you have a favourite dish that you prefer for a business lunch?
The Wiener Schnitzel at the Airport Club is unbeatable, obviously, but, as a healthy alternative, I would recommend a poké bowl, the Hawaiian form of sushi consisting of various types of vegetables and fresh fish.

What wine would you pair with these meals?
I prefer green tea.

Have you already checked out the Airport Club's partner clubs?
Certainly. Since I travel a lot, I always seize the opportunity to meet customers and employees at a club and have a good meal. I've been to the Hanse Lounge in Hamburg and Capital Club, our new partner club in Dubai. Next week, I'll be travelling through Asia where I plan to check out business clubs as well. I hope to recruit new partner clubs for the Airport Club during that trip.

What do you want for the club's future?
I want us to bring together different target groups, to offer a platform for mutual exchange.



AIRPORT CLUB FROM 1988 – 2018



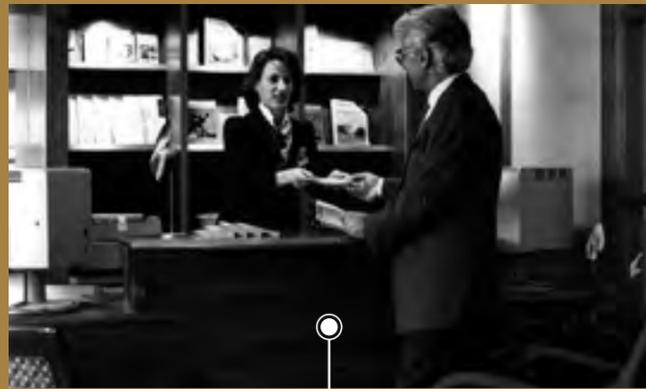
DEPARTURE LOUNGE 1988 – 1996



BAR 1998 – 2016



OTTO GRAF LAMBSDORFF WITH HANS DIETRICH GENSCHER 1991



LUFTHANSA RECEPTION IN TODAY'S SMOKERS LOUNGE 1990



BAR 2016



SIR PETER USTINOV READING 2000



EVENT WITH MARIO ADORF 2002



MARCEL REICH-RANICKI READING 2006



SMOKERS LOUNGE AFTER CONVERSION 2016



RESTAURANT 2016



EXPANSION AROUND POTSDAM ROOM 2001



RESTAURANT 2011



DEPARTURE LOUNGE 2011

DEPARTURE LOUNGE 1996 – 2011

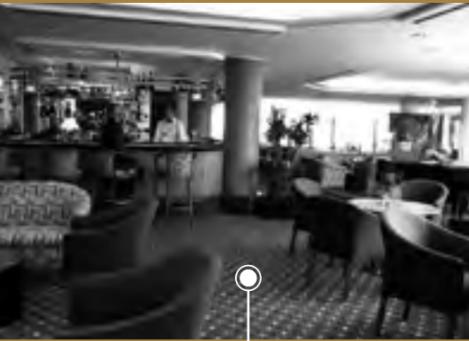


DEPARTURE LOUNGE WITH CO-WORKING-LOUNGE 2016

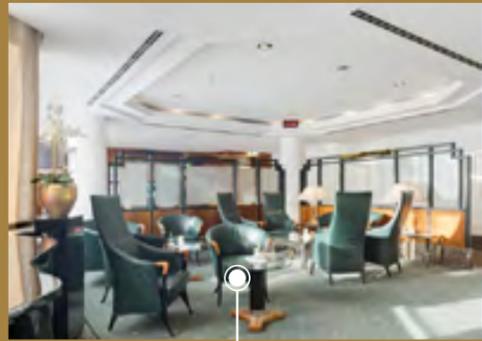


20TH CLUB ANNIVERSARY 2008

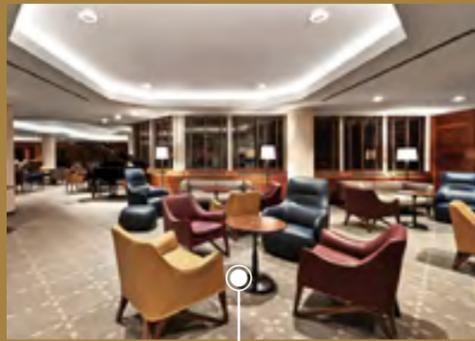
AIRPORT CLUB FROM 1988 – 2018



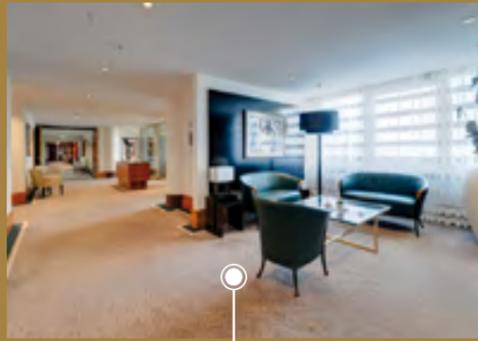
BAR LOUNGE 1988 – 1996



BAR LOUNGE 1996 – 2016



BAR LOUNGE 2016



CORRIDOR SECTION TO TAXIING AREA IN 2011



CORRIDOR SECTION TO TAXIING AREA 2016



CORRIDOR SECTION 2016



RECEPTION DESK FROM 1988 – 2011



RECEPTION DESK 2011



RECEPTION DESK 2016

BARCELONA ROOM 2016



ENLARGEMENT OF DUBLIN ROOM 2016 WITH PICTURES BY EBERHARD ROSS AND FURNITURE BY GIORGETTI



33,134 WIENER SCHNITZEL.
59,260 PRESENTATIONS.
197,533 EVENTS.
1,185,198 PARTICIPANTS.
2,725,955 CUPS OF COFFEE.
0 COMPROMISE IN SERVICE.

CONGRATULATIONS TO 30 YEARS
AIRPORT CLUB FRANKFURT.



BUSINESS ATTIRE OVER THE YEARS



BUSINESS ATTIRE AT THE AIRPORT CLUB FROM 1988 – 2018

When the New Economy and the dotcom boom launched, offices began to be populated with more leisurewear items such as blue jeans, baseball caps and sneakers.

The trend is still going strong – even among senior management – whenever there is a large New Economy presence, such as the west coast of the United States.

In Asia, Africa and Europe, by contrast, distinctly casual clothing has not yet reached upper management. Instead, important corporate positions are widely held to require a professional appearance with more formal attire.

Today, employees of many companies follow these dress codes, depending on their industry and position:

- **Casual:** elegant leisurewear consisting of blue jeans and sport coat.
- **Creative casual:** in creative industries such as advertising, TV and IT: T-shirt, polo shirt or dress shirt and sport coat, plus blue jeans with leather shoes or sneakers.
- **Smart casual:** casual business outfit, suit and shirt in muted colours and closed-toe shoes. A necktie is possible. Dark office jeans are considered acceptable in some cases.
- **Business casual:** from this dress code level on, blue jeans are frowned upon. People expect loose, elegant clothes such as a shirt or a fine knitted sweater as well as suit trousers and a sport coat. No neckties required.
- **Business attire:** as of middle management

upwards people wear two or three-piece dark suits with a shirt and a necktie.

→ To read more about business attire, go to page 74 for our article, »Oxford oder Sneakers?«

DRESSCODE AT THE AIRPORT CLUB

The Airport Club wants to preserve the traditions of club etiquette, and so asks all club members to follow our dress code. Appropriate business attire is required at club visits and our events. Since our rooms are fully air-conditioned, you can follow our dress code regardless of outside temperatures.

- FOR MEN: SUIT OR BLAZER/ TROUSER COMBINATION, NECKTIE NOT REQUIRED
- FOR WOMEN: SKIRT SUIT, TROUSER SUIT OR DRESS

TEAMPLAYER

THE EMPLOYEES OF THE CLUB PRESENT THEMSELVES

Leonie Voswinkel/Kitchen in the club since 2017 | German, English | sports, baking, piano, singing | »Go ahead!«

Roland Ross Managing Director at the club since 2010 | English, German | golfing, travelling, famil | »Superior service means not only satisfying requests that are expressed, but recognizing and then satisfying unexpressed ones as well.«

Marcel Müller/Head of Reception at the club since 2006 | English, German | »I have no time for hobbies.« | »I've only learned from the best.«

Reina Mehnert/Marketing, club shareholder since 2016 | English, German, Hebrew, Spanish | design, travelling, philosophy | »Think big.«

Jörg Büchele/Bar Chef at the club since 1988 | English, German | Eintracht Frankfurt, jogging | »Welcome to the club.«

Rodney Thrömer/Kitchen at the club since 2016 | English, German, Latin | basketball | »We'll definitely do that.«

Hazal Kiziler/Reservations/ Memberships at the club since 2017 | German, Turkish | shopping, sports | »May I interrupt for a moment?«

Stefan Messner/Chef at the club since 1999 | English, German, Italian | gardening | »Everything's going to be okay.«

Jürgen Deja/Head of Fin. Controlling at the club since 2003 | English, German | travelling | bicycling, hiking | »Why don't you just start over?«

Thomas Hallermann/Restaurant Manager at the club since 1988 | English, German | garden, wines, Eintracht Frankfurt | »What else can we do for you today?«

Isa Turbalioglu/Kitchen at the club since 2013 | German, Turkish | volleyball, surfing | »The question isn't whether the glass is half empty or half full. It's whether I have anything to drink at all.«

Andrea Fröhlich/Reception at the club since 2014 | English, German, Spanish | jogging, cinema, cooking authentic Mexican food | »Mise en place is half the job.«

Jessica Derek/Banquet at the club since 2016 | English, German, Hessian | cats, spending time with Ms Keimig | »Are there any berry tartelets left?«

Nina Simon/Reception at the club since 2017 | English, German | dog, cosplay, Middle Ages | »If I don't talk much, I'm not doing well.«

Astrid Steffens/Administration & Fin. Controlling at the club since 2001 | English, German | travelling, reading, art history, tai chi | »Could we look at that again together?«

Sonja Schäfthaler/Reservations, Event Organization at the club since 1998 | English, German, Hessian | sports, travelling, reading, aroha | »Can't isn't in my vocabulary.«

Barbara Behrend/Reception at the club since 2003 | English, German, Hessian | horseback riding, jogging, writing, reading | »That's a whole other story.«

Christian Metlagel/Kitchen at the club since 2012 | English, German | dog | »It wasn't me.«

Franck Cambon/Banquet Manager at the club since 1999 | English, French, German | triathlon, reading | »Nice guys finish last.«

DISCRETION

By Hiltrud Bahner von Hoff

“ ... the real advantage of this place is simple: everything that happens here takes place in an atmosphere of complete discretion.



A bit removed from the international hustle and bustle, away from the smoke and roar emitted by planes landing and taking off at the international Frankfurt Airport lies a very special refuge: Airport Club Frankfurt.

Here, on the 9th floor of a large building, directly connected to all the terminals as well as the VIP parking lot, the Airport Club's thirty-four elegant, comfortably furnished rooms give members a place to work in peace, relax in comfort, meet interesting people, have stimulating conversations and conduct negotiations with business partners from all over the world.

But the most important: everything that happens here takes place in an atmosphere of complete discretion.

In these times, where discretion has lost its currency as a virtue, where TV and print media strive to outdo

one another in making the private public, discretion has gained new significance.

Every day, media outlets expose intimate details of human relationships. The impoverished classes are particularly liable to divulge their most secret existential problems to voyeuristic television audiences.

Economic bondage allows the gates of privacy to be dismantled.

The ever-present demand and deeply human need for discretion has become a question of economic independence – a luxury, in a sense. As a word, »discretio« traces its origins back to »discretio«, a Latin term meaning not only »secrecy«, but also »distinction« or »separation«.

In the Middle Ages discretion was the overriding precept of the strict Benedictine order of monks, but here, its main meaning was »dis-

cretion« – the wise art of avoiding both excess and privation and seeking the golden mean in everything.

In the centuries that followed, the term remained fluid in its meaning, changing and shifting with the times. The moral and ethical dimensions of discretion began as commandments, but soon gave way to increasingly restrictive rules that boiled down to simple passivity – omission instead of action, disengagement instead of involvement.

Secret societies, which sprang up like mushrooms after a rain in pre-1848 Germany, defined themselves not just through secret signs and obscure rituals, but also through their main maxim: discretion.

Strict barriers to membership were essential for ensuring this secrecy and for keeping social elites separate. Today, few secret societies have truly strict admissions requirements.

Modern communication platforms – absolutely essential in this day and age – have unravelled the secrecy mechanisms of bygone eras. So that raises a question: Has discretion become obsolete in our modern communication society? Or worthless?

On the contrary! The term »discretion« retains its positive connotations and its high moral standing in everyday use. It encompasses virtues such as restraint, consideration, prudence and modesty.

Don't these human behaviours act as powerful and critical regulators in how we treat one another, particularly in a society as egocentric as ours?

Most queuing signs simply say, »Please wait here«. Some even explain why: »to preserve confidentiality«. They flank bank teller windows as a reminder that every client's finances are top secret; they are posted in doctor's offices because other patients' medical issues are not our business; and they adorn the walls of beauty salons so we can't tell that our neighbour dyes her hair.

These requests for discretion are normally easy to respect.

Nothing receives greater discretion than money. The question, »How much do you make?«, even when asked innocently, comes across as positively obscene.

It's astonishing that money carries such a strong connotation of sexual virility and physical attractiveness. Publicly admitting that you're penniless can feel tantamount to standing stark naked before civilized people.

Demands for discretion usually aim to conceal something. And in that regard, they are the handmaidens of shame.

Shame can arise from having too much – or from having not enough. In both cases, you prefer to keep your possessions private. Excess millions are handled just as discreetly as rampant debts. You don't want to be the target of other people's greed – or the object of their pity.

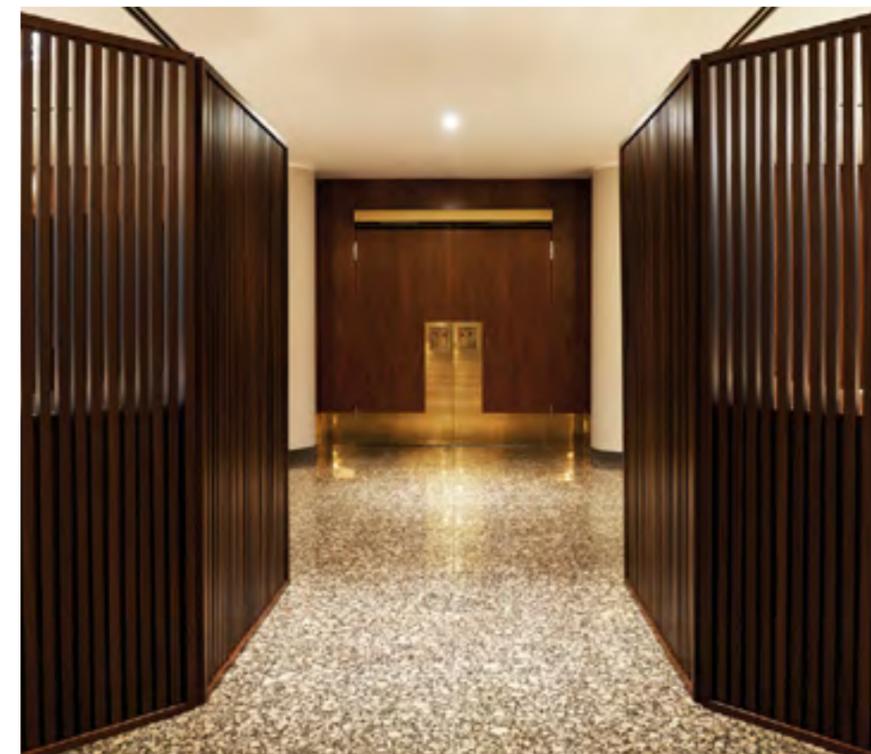
There is one area of human life, however, that cannot bear discretion: strong emotions. When tamed and diluted by discretion, heartfelt feelings ossify into convention and habit.

Love is nourished by passion, spontaneity and crossed boundaries

– not by rigid rules. Not even compassion, one of the noblest human emotions, needs the protection of discretion. Its impact is strongest when it is exercised impulsively, unthinkingly and unrestrainedly. Help provided »discreetly« is not only graceless; it is often too late.

Which brings us back to where our discussion began. We are upholding the word's positive connotations because discretion is an important part of the Airport Club's special ambience. Because discretion is essential for a good work atmosphere and for rest and relaxation.

And also because the urge to throw open closed gates and enter secret chambers is one of humanity's oldest and most deeply held desires.



Felix Edler von Braun

Founder of DPF

Felix Edler von Braun was born in Bad Ischl, Austria, on 23 April 1970. He and his brother and sister descended from Karl von Habsburg-Lothringen. They spent their childhood in Bonn-Bad Godesberg.

Von Braun loved spending summer breaks with his grandparents on Lake Wolfgang, where he enjoyed the freedom of a carefree childhood, spent among breathtaking scenery. He attended Pädagogium Otto Kühne Schule, a school in Bonn-Bad Godesberg, and later the Schloss Plön boarding school before obtaining an architecture degree from RWTH Aachen. He loves to spend his free time playing tennis, sailing with friends or touring the country on his BMX bike.

His professional career first took Felix von Braun to Italy where he gained experience at an engineering firm. He later relocated to Berlin and worked for a well-known German real estate investor. He then switched to a project developer and real estate investor with operations throughout Germany, followed by several years with SOROS, a US private equity firm, and SAVILLS, an international real estate services company.

In 2010, he set up his own company, DPF, that focuses its investments on the aging population.

DPF AG is an unlisted stock corporation headquartered in Berlin that serves as a holding company for 15 subsidiaries. These operating firms cover all aspects of senior living: real estate, property management, catering as well as outpatient and inpatient care.



Its subsidiaries include the Tertianum residences in Berlin, Munich and Constance – premium residences based on an innovative senior living concept with tasteful apartments and 5-star services. As von Braun explains, »My main motivation is to repeatedly surprise our residents at the Tertianum with improvements and to give them a home that meets high standards.«



TERTIANUM BERLIN – MODEL FLAT



In addition to the acquisition, financing and development of sustainable senior housing, long-term asset management and the improvement of the quality and profitability of its properties and operations, DPF AG now also invests in service and technology firms that fit its business focus. The acquisition of established companies and equity investments in promising start-ups play a central role in improving DPF AG's service range, services and profitability.

Von Braun's role models include Jeff Bezos, Steve Jobs and Bill Gates – all visionaries and excellent businessmen. Over the years, he has begun to care more and more about self-determination, unconventional thinking and bringing new approaches to a business where moral phrases often substitute for action.

He prefers to spend his holidays with his wife and daughter in Austria skiing or hiking, or in the south of France, where he appreciates the climate and the way of life.

His good sense of humour and ability to laugh at himself is one of his best-liked traits, while his impatience sometimes gets in the way – for himself and his employees.

Von Braun belongs to the generation of people who check their emails in the morning, right after waking up, but before sipping his morning tea while reading the news online.

Airport Club Frankfurt is the ideal place for him to work efficiently and meet business partners. He truly enjoys being here thanks to the new ambience and courteous staff.

One thing von Braun does miss on the menu is Kaiserschmarrn. This traditional Austrian dessert, paired with a good cup of coffee, is one of his favourite foods.



TERTIANUM CONSTANCE – ONE OF THREE RESIDENCES IN GERMANY

Manfred Maus

Founder of OBI



Manfred Maus was born in 1935 in Gottmadingen on Lake Constance, where he grew up in the comfort and security of a Christian household with his older brother and younger sister. Over the years, his positive character traits have become more and more evident: punctuality, reliability and trust in his fellow men, as well as a deep aversion to any form of corruption and bribery. He consistently and assiduously defends the values based on the Ten Commandments of the Bible.

His relationship with his grandmother, a businesswoman who owned a mill and sawmill, left a lasting impression on him. Her integrity and industriousness served as an example for her grandson's future endeavours.

In his youth, he enjoyed playing soccer, riding his bicycle and hiking. He still engages in these hobbies. Maus completed his vocational training at a hardware store before obtaining a business degree in Wuppertal.

At the age of 23, he started working for a company named Lux whose owner, Emil Lux, later became his partner. In 1970, Manfred Maus founded what is now the world's fourth-largest DIY store, OBI, with Emil Lux and Klaus Birker.

Since then, the OBI organization has grown steadily worldwide and now generates EUR 7 billion in sales with 44,000 employees.

OBI is Germany's industry leader – its trademark is the OBI Beaver – and is known to 98 percent of the populati-

on. It currently operates stores not only in Germany but also in Austria, the Czech Republic, Hungary, Italy, Poland, Slovenia and Switzerland.

Maus is one of the founders of the German and European Franchise Federation. Franchising is the basis for many business start-ups all over the world. Maus is also the CEO of SMT GmbH Maus Consulting & Services in Wermelskirchen, Germany.

He has been the chairman of the Cologne Dioceses Group of the Association of Catholic Entrepreneurs (BKU), the BKU's strongest regional group, since 2013. In this role, he has encouraged greater cooperation with Protestants, particularly with the Congress of Christian Leaders (KCF).

In the little time that Maus has left after work and his family life, he reads mainly theological books and the morning newspaper. He would like to spend more time playing the piano, too. Lifelong learning is one of the most important ways that he challenges himself.

Maus is married with three children. He has received numerous distinctions, decorations and honorary memberships.

That includes one special award he received from the Vatican: the Papal Silver Award.

Pope John Paul II conferred the award on him for his efforts to model Christian values in the business community.

Maus is one of the founding members of Airport Club Frankfurt. He particularly likes the club's welcoming culture and hospitality, as well as the opportunity to meet open-minded, compatible people.

Ten Commandments for Entrepreneurs (Moses Campaign at the BKU)

1. I am the LORD your God, you shall have no other gods before Me

Do not act like God and do not think of yourself as omniscient or almighty. Listen to your conscience and your employees. Be critical of fads and be guided by enduring values.

2. You shall not misuse the name of God

Do not misuse God and religious symbols for advertising purposes. Do not talk about high values if you do not act on them. Do not hide your business interests behind noble-sounding morals.

3. Remember the Sabbath day by keeping it holy

Keep your Sunday free as a time for recreation, thanksgiving and family time. Respect the religious demands of your employees. Set aside time for rest and contemplation amid the hectic pace of everyday life.

4. Honour your father and your mother

Take care of fathers and mothers who devote themselves to the next generation and, in doing so, secure the future. Support the employment of older people as much as you give young people an opportunity.

5. You shall not murder

Ensure that goods and services that serve life are produced humanely. Respect human dignity, do not frighten your employees and prevent bullying. Do not destroy your competitors. They are necessary for competition and should spur you on to new heights.

6. You shall not commit adultery

Do not be so married to a company that your family suffers from it. Consider the duty of loyalty to your family. Also, be aware of your duty of loyalty to the company you serve.

7. You shall not steal

Respect the intellectual and material property of others. Do not deny them the opportunity to provide better services. Do not let yourself be corrupted by benefits that are not based on your performance, and do not tempt others. Be faithful in things both large and small.

8. You shall not give false testimony against your neighbour

Do not make untruthful statements about employees, customers and competitors. Do not promise more than you can keep. Do not deceive others with misleading promises and advertising. Stay credible.

9. You shall not covet your neighbour's wife

Never act based on affection alone. Do not advance employees just because you have a personal preference for them. Do not use your position of superiority to sexually abuse employees.

10. You shall not covet anything that belongs to your neighbour

Control your desires. Keep your selfishness in check. Avoid the vices of envy and miserliness. Be happy that others are successful, too.



Interview

Bärbel Rossin

Executive Assistant

of Matthias Herkner
Heads! GmbH & Co. KG



BÄRBEL ROSSIN IN CONVERSATION WITH SONJA SCHÄFTHALER

S. Sch.: Have you ever been a guest at the Airport Club? If so, what did you like or notice?

B. R.: I'm normally the one making the bookings and reservations, but I've also been a guest at the AC several times. What I always notice first is its pleasantly quiet atmosphere, especially when you come out of the busy terminal.



S. Sch.: What makes the Airport Club special for you?

B. R.: The people who attend to the guests' needs at every level – at the reception, reservations, restaurant and in management. Since I work for a service company, I know that APC's service focus is exceptional. The staff does everything to make the members and their guests feel comfortable. I particularly appreciate the AC's reliability and discretion; they're the cornerstones of day-to-day operations in our industry, too. Another bonus are the longstanding relationships. A new, nice face appears now and then, but I've been working with the AC for almost two decades. That creates a very special level of trust.

S. Sch.: What makes the AC different from other venues (hotels etc.)?

B. R.: The willingness to be a good host. Everything is much more personal at the AC, without the anonymity found at many hotels or conference centres. You can tell that the employees truly care about their guests and that their smiles are not just pasted on. If, for example, a small lunch needs to be organized in the conference room or a second or third room is needed at short notice, the staff will do everything to make it happen. I can't imagine any AC staff responding to me with an accusatory, »You should have thought about this sooner,« as I have heard from other places.



S. Sch.: What does your boss/the member appreciate about the AC?

B. R.: My boss has been a member for years and appreciates and enjoys the excellent service and personal attention. At the Airport Club, the staff knows which conference rooms he likes to book, which table he prefers for business lunches at the restaurant, what kind of mineral water he

likes, and so on. There are many weeks where, due to business trips, he spends more time at the AC than at our office in Königstein, which essentially makes the club his home away from home. He also appreciates the exclusivity.



S. Sch.: Do you find our events attractive? What topics would you/your boss be interested in?

B. R.: The range of events is quite attractive. Unfortunately, however, our tight travel schedules often prevent us from participating in them. We're generally very interested in current issues like Industry 4.0, digitalization, electric vehicles and so on.



S. Sch.: Is there a service that you wish our club had?

B. R.: I can't miss this opportunity to put something on the wish list. There have been several occasions when I would have liked to have the club be open on Saturdays, too. Try as we might, we can't always avoid Saturday meetings, which have to be held at a different location. And that's a shame. Also, I would love to have the option to officially hold a certain number of meetings a year without needing a member to be present. For example, after reaching a certain booking volume, I could get a pass to hold two to three meetings a year at the AC for, say, our customers without my boss being present. I understand this runs counter to the club's exclusivity, but I don't see it as a problem as long as the meetings meet the club's standards and the costs are billed to the member. Maybe that's an idea?



S. Sch.: How often do you use the AC for meetings and events, and what kind of meetings and events are they?

B. R.: I often book the APC several times a week for staff or customer meetings. Logistically, it's hard to beat the airport as a meeting point. It's easily accessible by all means of transport. It is simply more time-efficient for my boss and his business partners than meeting at our offices in the Taunus region.



S. Sch.: Could you imagine booking a Christmas or private party with us?

B. R.: I would book the club without hesitation for business events that can take place during opening hours – especially since I truly appreciate the restaurant's excellent food. I have to admit, though, that I haven't considered the club for private events. They tend to take place on weekends. Also, the atmosphere might be a bit too business-like for them.



S. Sch.: Would you recommend the club?

B. R.: Absolutely – and we already have!



Passionate investor

CO-INVESTOR IS LOOKING FOR DYNAMIC ENTREPRENEURS WITH AN EXCITING, COMPELLING BUSINESS MODEL WHO WANT A CAPABLE PARTNER AT THEIR SIDE.

Entrepreneurs and investors share an understanding of opportunities and risks and the determination to move their companies forward.

Direct investments in mid-sized German companies are becoming increasingly popular among entrepreneurs and investors alike.

Some investors are only looking for high-yielding investment targets. For many, however, it's also an expression of their passion for entrepreneurship.

Many entrepreneurs, on the other hand, want more than capital; they want sparring partners who can help keep their companies growing.

Co-Investor is a network of seasoned entrepreneurs with 19 shareholders and dozens of active investors that provides what every entrepreneur wants: efficient access to profitable knowledge.

It specializes in actively supporting continued expansion and improving bottom lines.

Co-Investor experts can also help with tricky questions that require an honest exchange among equals. They address issues that entrepreneurs can only discuss with someone in an equivalent position, such as the best way to draw up a good succession plan.

Shareholdings are limited to Austria, Germany and Switzerland (DACH region). Co-investors and executives usually supply private equity as qualified minority shareholders. The invested capital, normally ranging between EUR 5 and 25 million, is placed in a tax-transparent investment vehicle as equity capital or in an equity-like form. The vehicle itself is flexibly structured to suit the requirements of each deal.

Clearly, this is a business model requires trust, transparency and fairness between partners. Co-investing is a temporary success-driven community that may have to overcome difficulties from time to time.

Since Co-Investor members actively choose each investment, Co-Investor remains flexible and can watch the investment closely. Entrepreneurs and investors share the same values and the same understanding of risk and opportunity.

Not only that, but investors have the determination and strategic foresight needed to grow the company's business. They realize that some plans may not work out and that profits aren't guaranteed every quarter. However, they are all interested in sustainable performance. What matters most is having a common goal and recognizing a better argument.

A company's financial health and market potential are the starting points of every investment and any intense examination of an investee company's performance. But what tilts the scales in favour of a particular investment?

Co-Investor is looking for dynamic entrepreneurs with an exciting and compelling business model who want a capable partner at their side. Visionaries who want to join forces with like-minded individuals and don't want to argue with banks about isolated KPIs that ignore the big picture.

When it seems like every company is calling itself »disruptive«, »innovative« or »fast-growing«, it's important to find effective parameters for measuring a business model's chances of further success.



Besides market prospects and clear definitions of growth potential and value creation, Co-Investor believes in assessing a company's processes and hence its people, who remain our absolute focus.

Obviously, the usual indicators are analysed professionally with the necessary attention to detail, but an invest-

ment is only made when a vibrant spark of enthusiasm shines. After all, entrepreneurship needs one thing above all to succeed: passion.



Guest countries at Airport Club Frankfurt



2019



2018

As one of the world's biggest business clubs, Airport Club Frankfurt wants to help improve business ties between countries using its own unique resources.

Each year revolves around a different country. The club magazine contains reports and articles about the country and its business opportunities; club facilities showcase artists from the focus country; and the restaurant serves the country's typical food and beverages.

In addition, the club brings together entrepreneurs and organizes presentations and events in cooperation with members and their companies.

The focus country for 2018 is China. Organizations and associations that manage business ties between China and Germany and work to improve relations can book the Airport Club for conferences at special rates.

Are you interested in supporting us this year with a contribution on China – an event, presentation or sponsorship? If so, we'd love to hear from you.

In 2019, we will present the United Kingdom and promote German-British business ties.

Please reach out to us with plenty of advance notice if you would like to have an active part in our programme.

There are many ways to help us, including:

- Writing an article or placing an advertisement in our magazine
- Organizing an event in cooperation with us
- Giving a presentation in our facilities

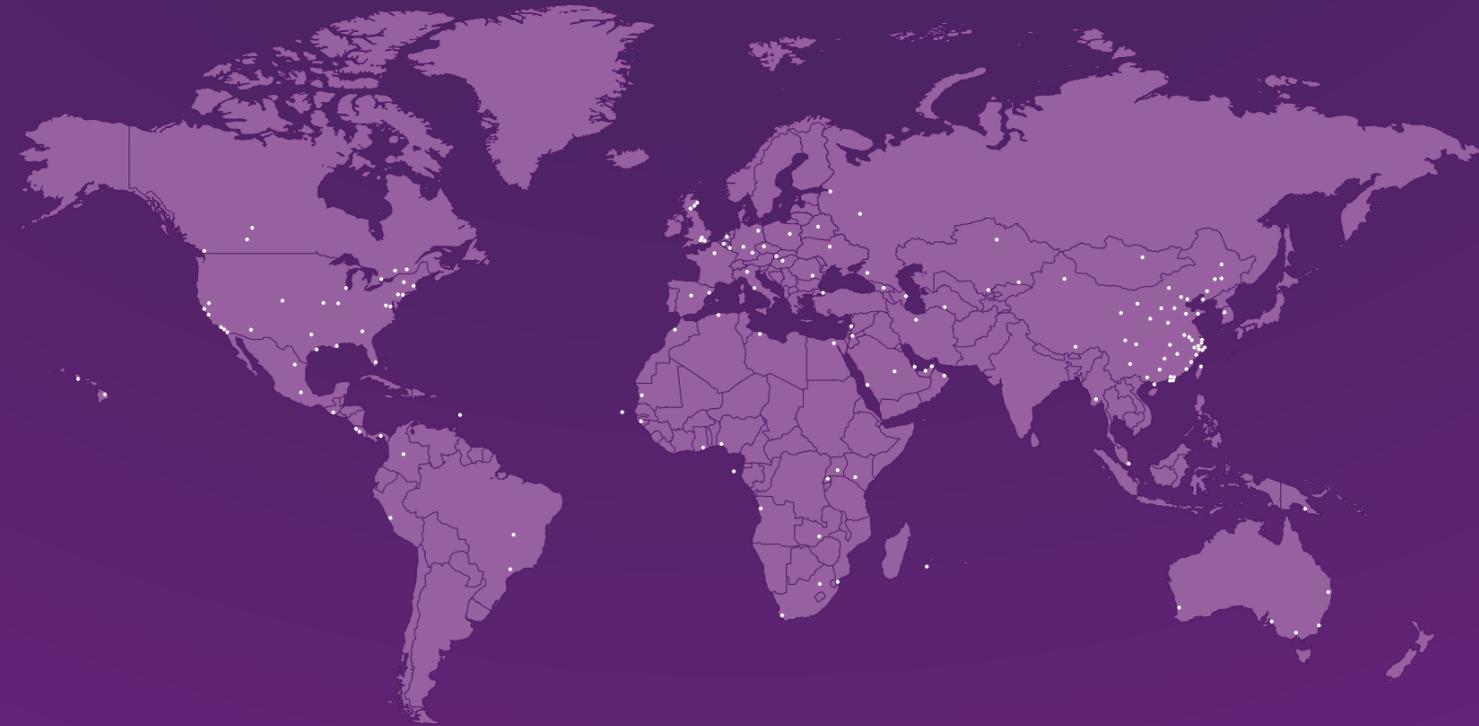
We appreciate any type of support!



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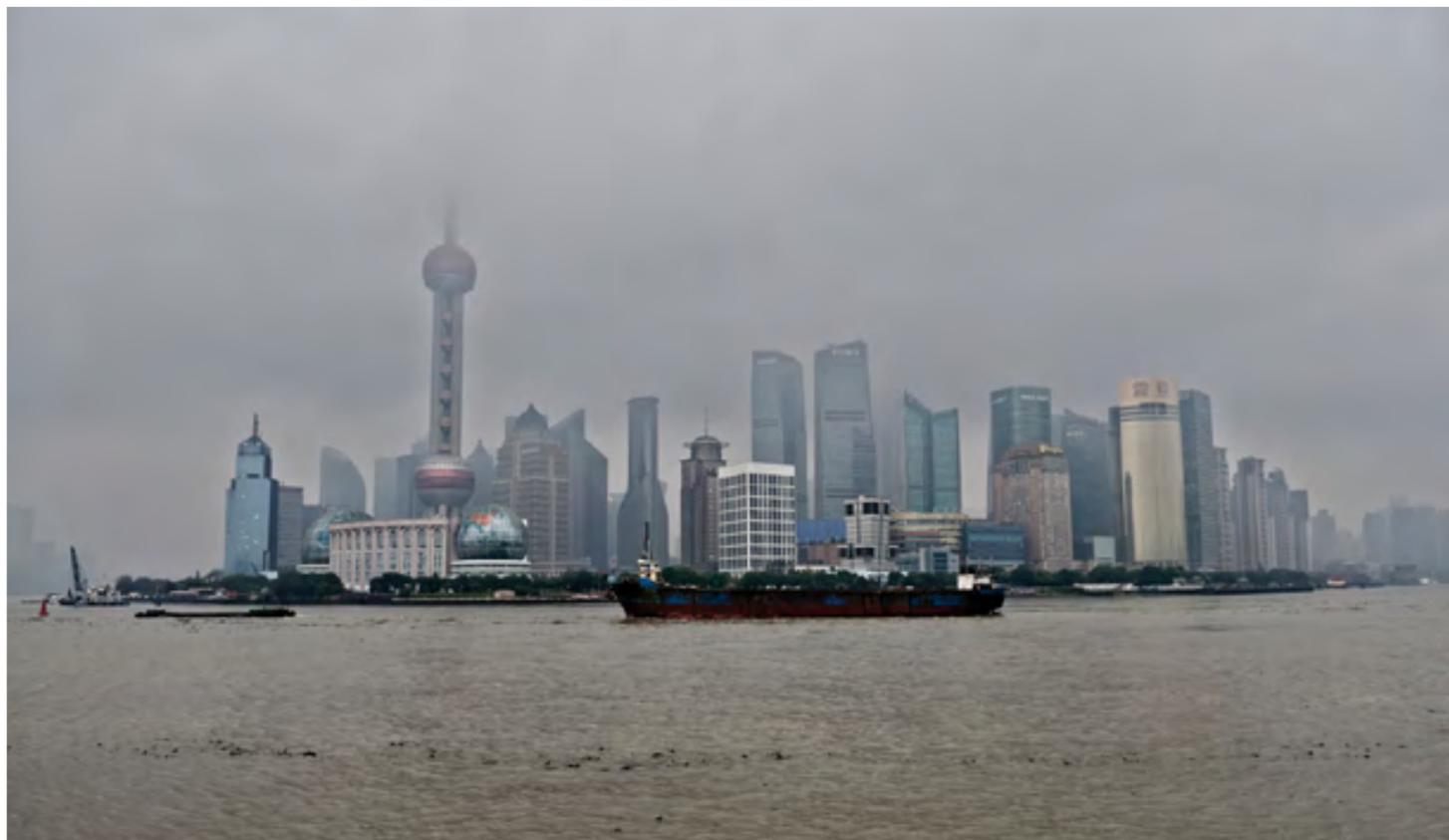
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PROJECTS

China and Germany in a changing political and economic climate

By Thomas Bonschab



Everywhere you look, people are talking about China's rapid ascent to political and economic superpowerdom. It's a topic that sparks hope – and fear.

China has clearly had a unique economic success story. Since Deng Xiaoping initiated reforms at the end of the 1970s, the country has bootstrapped itself from global poorhouse to industrial powerhouse with double-digit annual growth rates. Cutting-edge technologies

such as biotechnology or artificial intelligence have grown deep roots in boom towns such as Shenzhen, Shanghai or Beijing. China's gross national product surpassed that of the United States in 2014.

By 2020 – two short years from now – it should be roughly 20% higher. While established industrialized countries celebrate 2% growth as a success, the Chinese locomotive seems to be steaming doggedly ahead at a remarkable 7%,

even when serious headwinds are blowing. The country's political self-confidence has grown just as fast.

China has sent a clear signal to international institutions – from the G20, G7 and the World Bank to the IMF and the OECD – that a new (old) player is on the world stage. And that it is prepared to build competing global institutions of its own.

Indeed, the Asian Infrastructure Investment Bank, Silk Road

development funds and other institutions are already integral parts of the geopolitical landscape.

Criticisms of China's development do exist, although they rarely come from within the country. Many note the unsustainability of its economic growth model. It is no longer just a question of whether the high growth rate is a consequence of speculative public and private investment.

The model has spawned countless property developments that lack any real market demand. Weighing more heavily are doubts about China's ability to make the structural changes needed to evolve from the world's workbench to a modern knowledge and technology society.

Financial sector reforms and the restructuring of large state-owned enterprises are progressing sluggishly, and the level of investment needed in education, technology and the environment is enormous.

Some criticism is not just economic, but rather targets the seeming illegitimacy of China's development. This is generally the expression of an exceedingly Western perspective. Critics point to China's human rights record and territorial claims in the region.

But even without such moral judgements in tow, China's rise has brought geopolitical challenges that all countries and regions will have to adapt to.

Renowned US scholar Graham T. Allison recently pointed to a dange-

rous historical pattern: the Thucydides Trap.

If governments do not respond calmly to the emergence of a new hegemon, war might break out – as it has in 12 out of 16 cases studied since ancient times.

Global peace, in other words, depends on whether the United States,

Europe and, of course, China think strategically and farsightedly as they navigate this shift in power.

So how are relations between China and Germany? Surprisingly good!

In recent decades, Germany and China have worked steadily on deepening their ties.



In 2004, they formed a Strategic Partnership, following it in 2014 with a Comprehensive Strategic Partnership aimed at improving the social integration of both countries.

Internationally, it is almost unique: annual government consultations are held at which the heads of government meet.

These close ties are underpinned by more than 60 bilateral dialogues between ministries and civil society. In fact, the Federal Foreign Office has set up a dedicated database just to keep track. All these contacts in politics, business and civil society have built trust.



The strength of relations between the countries is particularly evident when it comes to hot-button issues and differences in values. Few countries other than Germany can lecture China on democracy and human rights and receive a relaxed response.

Today, economic issues are causing more of a stir than political ones. The promotional industrial policies represented by the Made in China 2025 programme are seen as a threat in Germany

There is considerable pressure not to dump key technologies, including those held by KUKA and Aixtron, in the laps of Chinese investors. Chinese investors often buy companies with government funds – openly or clandestinely – to bring about technological changes in their own country. German companies, in contrast, complain about high barriers that foreign firms face in China. To redress this imbalance, the German federal cabinet decided to give German companies better protection from foreign investors by amending the German Foreign Trade and Payments Regulation in June 2017.

Controversy swirls around this decision. Is it the right approach? The Federation of German Industries (BDI) and many CEOs of private companies are sceptical. Making your country less attractive to investors will not create equal market access in China, they say. That said, everyone in Germany understands that economic cooperation with China requires clear-eyed foresight, not blue-eyed naiveté.



China began its rise to global prominence some time ago and will expand its political, economic and cultural influence in the future. In so doing, it is merely following the examples set by other major powers before it. Handling this change prudently and strategically will be a challenge. There is a need to clearly articulate Germany's political and economic interests and align its expectations with the new reality. This has been done, quite successfully, in political matters. However, knowledgeable observers have discarded the outdated conviction that China will adopt Western ideals and rules as soon as it opens up. Instead, effective dialogue focuses on overcoming common challenges, such as security, the environment or climate change.

Antagonism does not have to dominate economic matters, either. China's economic modernization opens up great opportunities for German technology providers.

A good example is China's drive to set up and expand airport infrastructure. By 2020, it plans to build a large number of new passenger airports, not to mention over 500 small and medium-sized airports for private aircraft and for agricultural, forestry and emergency rescue use. Germany supplies many of the technologies that China needs to make this vision a reality.

German companies will be in a very strong negotiating position – one they're unlikely to see again any time soon.



Airport of the future

Thomas Bonschab (TB), Managing Director at TINC International GmbH, interviewed Anton Pajonk, Executive Manager at SEAP Automation GmbH

TB: Mr Pajonk, airports want to offer more comfort and entertainment and shed the image of long queues and intrusive security checks. Do golden days lie ahead for passengers?

Pajonk: It depends on how much is invested in the underlying technology. Big modern hubs like Frankfurt or Munich will have it easier than less well-funded small and medium-sized airports. But the general trend towards process automation and digitization will shape the airports of the future.

TB: What can passengers expect? Can you give us a few examples?

Pajonk: Mainly more convenience and time savings. It begins at the departure railway station when passengers can check in their suitcases. In the future, the airport might operate general baggage check-in counters for all airlines. Another innovation relates to the suitcases themselves: If they were equipped with permanent baggage tags, passengers could locate them at any time using RFID.

At the security check, passengers could pass checkpoints at almost a run thanks to the use of next-generation scanners and biometric facial recognition. The baggage claim area could be automated more and eliminate almost all waiting time. All these innovations are technically possible today and could help make the airport a place of entertainment for passengers instead of a place of waiting, boredom and irritability. You can start your holiday right at the airport, instead of waiting to arrive at your destination.

” International cooperation is the key to building innovative airports of the future.

TB: What are the biggest challenges in implementing these technologies?

Pajonk: For one, airports would have to develop a host of new international standards to support the new technology. Here's a simple example: Behind the check-in counter, your baggage is usually manually loaded into elaborately structured containers that are accessible from the side. Modern robotic baggage loaders are now trying to adapt to this structure and perform as much as 80% of the work with their artificial arms. The work would be much easier, however, if you changed the shape of the containers and allowed access from above. The robots could handle all the arriving baggage in a fraction of the time. And it would be easier to pack the containers.

TB: And the second challenge?

Pajonk: New technologies will only work if the passengers embrace them. Many people still go to the trouble of checking in their own bags instead of leaving them with



their airline's friendly check-in staff. They also have reservations about automated security checkpoints.

TB: Do you have a recommendation?

Pajonk: Engineers can fix speed and reliability issues. Security issues are trickier. But I believe it would help to form an international group of experts to jointly develop standards for new recommendations. Agreements would probably be easier to reach in this group than in politically charged committees on climate change or development cooperation.

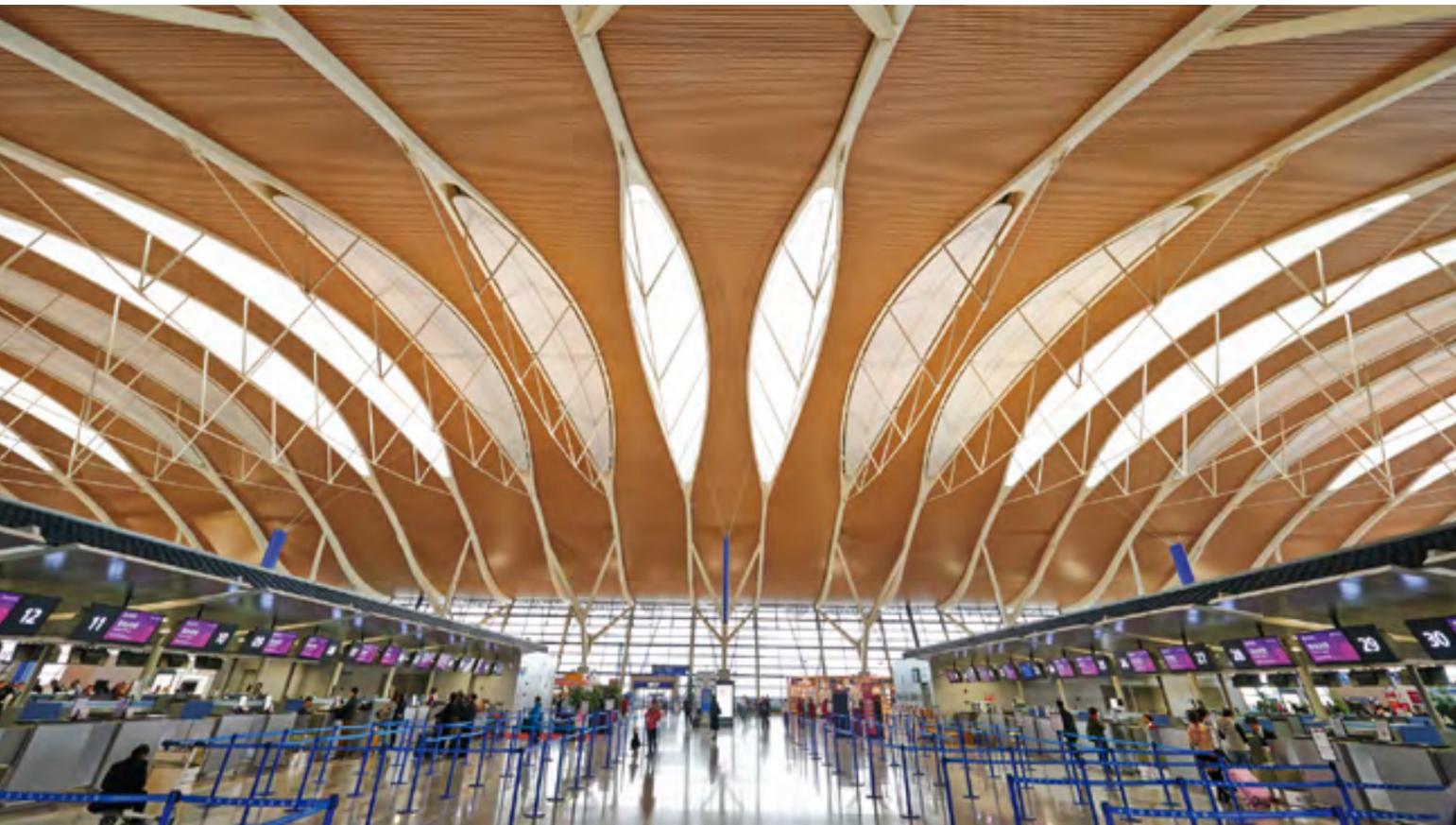
TB: In 2018, the Airport Club will be focusing on China, easily the most dynamic market in the airport industry right now. How will Chinese growth affect the airport of the future?

Pajonk: The future of airports is Asia, and especially China. The country has issued construction permits for a large number of passenger airports by 2020. That doesn't even include several hundred small and

medium-sized airports and infrastructure modernization projects. This is a great opportunity for industry and for pilot-project innovations. China has a large tech-savvy population that is open to modern, digital solutions.

TB: Do you believe the Chinese airport sector represents a special business opportunity for German companies?

Pajonk: Absolutely. Germany has a stellar reputation and can provide countless technical solutions for airport development. But it's not a one-way street. We should also consider China's strengths and the possibility of using Chinese innovations at our own airports. For example, the Chinese market for artificial intelligence is growing at a rapid pace. While it's not yet clear how this trend will affect the airport of the future, it's conceivable – and perhaps desirable – that this technology will soon be transferred in both directions.



Chinese mentality

STRONG DISPLAYS OF EMOTION ARE UNUSUAL AND UNWELCOME IN CHINA

Successfully navigating Chinese society as a visitor, guest or business traveller requires more than just language skills. It also requires the

Important negotiations are generally held away from the partners' cramped living quarters. Foreigners are

ly people are to each other on the street. They look out for number one on roads and plazas; jostle and shove their way into buses; slam doors in your face; and never step out of your way on the sidewalk.

The Chinese behave very differently toward people they know, though, treating them with utmost courtesy, particularly if they're foreign business partners.

Lead negotiators are given a place of honour at the table, with the best view of the room. To their right and left sit people in decreasing order of importance. Presents, wrapped in red and gold paper and festooned with oversized ribbons, are often used to put negotiators in a positive frame of mind before the haggling begins. The subsequent negotiations are often conducted with surprising ferocity.

Strong displays of emotion are unusual and unwelcome in China. The expectation is for you to stay calm in all situations, keep your gestures small, never point at anyone and avoid all types of »body language« altogether. The last thing you want is to put the other person at risk of »losing face«.

Saving face still plays an important role in Chinese society, although the term »face« has multiple meanings. It can mean integrity, honour and morals – or wealth and social status.

There is a strict taboo against exposing other people or putting them in a situation where they lose face – not even as a joke.



Elders are greatly esteemed in China, largely due to the hierarchical, class-conscious philosophy of Confucius, who claimed that age brought wisdom, experience and sound decision-making. Older negotiators thus have the upper hand, at least initially, in pushing through their decisions. Women, who build efficient networks (guanxi) and hold influential positions in Chinese society far more often than in Europe, enjoy considerable respect. They are never just a »token women«.

Many of the values and traditions stamped out in the Cultural Revolution (1966 – 1976) are resurging, along



with a stronger sense of nationalism. Xi Jinping, the current president, sends out daily appeals to the population to put the country's common interests above personal concerns. And that's exactly what Confucius taught.

ability to understand what's behind the words. Chinese customs differ strikingly from European codes of conduct, particularly towards strangers.

Chinese individuals tend to tiptoe around the word »no«. Instead, they will say, »That's very difficult,« to avoid angering the other person or to hide their own ignorance. In China, bargaining is almost a national pastime, so patience is needed to wring acceptable outcomes out of a business negotiation.

well-advised to take their Chinese business partner out to a restaurant. However, don't be surprised by local dining rituals. First, trying everything – even snake or scorpion – is a must, but always leave a little food on your plate. A clean plate will be quickly filled by another helping.

Constant belching and spitting at the table is normal behaviour, not a sign of bad manners. If this is your first trip to the People's Republic, you may be surprised at how unfriend-

Facts and figures

A statistical snapshot of China, all key figures at a glance:

Proper name:
People's Republic of China

Total area:
9,572,900 km²

Form of government:
People's republic

Population in 2016:
1.382 billion (source: IMF)

Population density:
142.9 residents/km²

Memberships:
G20, UN

Capital:
Beijing

Currency: 1 renminbi yuan (RMB.¥) = 10 jiao = 100 fen

Official language:
Mandarin (Putonghua)

Gross domestic product in 2014 (prices):
USD 9.469 trn (source: IMF)

Exports in 2014: USD 2.342 trn
(source: WHO)

Imports in 2014:
USD 1.958 trn (source: WHO)

Natural resources: Graphite, antimony, tungsten, zinc, coal, iron ore, molybdenum, tin, lead, mercury, bauxite, phosphorite, diamonds, gold, manganese, crude oil, natural gas

Agricultural products: rice, maize, sweet potatoes, wheat, soybeans, sugar cane, tobacco, cotton, jute

CHINA

Chinese cuisine at the Airport Club

26 APRIL & 27 APRIL 2018

CHINA

To mark our 30th anniversary and celebrate our China year at the Airport Club, we have partnered with China Club Berlin to serve a small selection of the excellent Chinese dishes prepared by Tam Kok Kong, the famous chef from the China Club in Berlin, alongside the popular dishes prepared by our chef, Stefan Messner, on 26 April and 27 April.



Many of the ingredients and preparation methods of Chinese cuisine have been adopted by other Asian cultures; some have spread to Europe, too. Tofu, soy sauce, sake, green tea and even the tea ceremony, for example, have their origins in China.



All Chinese kitchens in China have one thing in common: the absence of dairy products. The reason? As in most Asian countries, lactose intolerance is widespread in China.



Wheat is a traditional staple in northern China, while people in the south eat mostly rice.



Beijing duck



Wasabi prawns – giant prawns with Japanese wasabi mayonnaise



CHEF TAM KOK KONG

Chef Tam is considered one of Asia's best chefs. Until CHINA CLUB BERLIN opened, he worked at Jade, a Chinese gourmet restaurant in Singapore. Since then, he has been in charge of the club's kitchen and made it famous internationally. His most popular dishes are wasabi prawns and Beijing duck.

What began with a spark... emerges as an icon.



The difference is Gaggenau.

We have been perfecting one oven for 30 years. Our latest rendition accentuates its distinctive design: the door panel is now created from one imposing 90 cm wide sheet of 3 mm high-grade stainless steel. It represents one vast entrance to culinary potential.

This remodelled, hand-crafted work of art represents the culmination of our finest principles, skills and ethos. We christened it the EB 333 in recognition of our 333 years of working in metal. This has always been more than an oven; it is a promise to create masterpieces.

For more information, please visit www.gaggenau.com.

Product displayed is the EB 333 110 | Energy efficiency class: A | at a range of energy efficiency classes from A+++ to D.

GAGGENAU



GENESIS, 2015, IRON SCULPTURE INSTALLATION, KARL ERNST OSTHAUS-MUSEUM



NO LIT
EXHIBITION



GREAT WALL - 2003, 248 X 378 CM, MIXED MEDIA ON WOOD

EXHIBITION OPENING

REN RONG

Ren Rong is one of the world's best known contemporary Chinese artists.

His career has been impressive and noteworthy. Rong's works regularly feature in international art fairs and have been exhibited in many museums and prestigious galleries.

Rong first gained international fame through his »plant man« series. These abstract, concrete hybrids – whether sculpted in steel or iron,

covered in glossy paint or crumbly rust, cut out of wood or paper, painted in watercolour or oil, or shaped into wax models or lacquer works – convey various statements about the human condition.

His oeuvre also includes expressive personal pictures of well-known politicians such as Mao Zedong. Ren Rong was born in 1960 in Nanjing, the capital of the province of Jiangsu. He lives and works in Bonn and Beijing.



REN RONG

Painting exhibition at
Airport Club Frankfurt

27 April – 1 October 2018

Exhibition opening
Friday, 27 April 2018
2:00 pm – 5:00 pm

artgallery wiesbaden
Häfnergasse 2
65183 Wiesbaden, Germany
info@artgallery-wiesbaden.de



China Club Berlin



CHINA CLUB BERLIN GMBH
& CO. KG ADLON PALAIS
Behrenstrasse 72, 10117 Berlin
Phone: +49 30 20 91 20



CLUB HOURS

Monday – Friday:

9 am to 1 am

Saturdays, Sundays, holidays:

noon to 1 am



China Club Berlin is our partner club for 2018, when Airport Club Frankfurt expects to welcome many visitors from China. Club members will have an opportunity to visit the other partner club free of charge twice in 2018. Advance registration at their own club is mandatory, however



Airport Club members should contact:
sonja.schaeftaler@airportclub.de



China Club members should contact:
ariane.spiess@china-club-berlin.com

Only the lift will carry you up floor after floor until you reach a special refuge that looks out over the rooftops of central Berlin – the »China Club«, a world-class international institution established as a members-only business club in 2003 by Anne-Ma-

ria Jagdfeld, who had wisely foreseen the deepening of business ties between Germany and China. The views are sensational: in one direction, the Brandenburg Gate and the Reichstag; in the other, the surreal stone blocks of the Holocaust Memorial. Here,

high above the banalities of everyday life, exclusively secluded yet close to the city centre, members can meet friends, guests or business partners for casual conversations and delicious Chinese cuisine – in a cosy, beautiful environment characterized

by Chinese interior design, Chinese art and Chinese hospitality. The China Club is not a traditional business club that merely provides a setting for doing deals or prospecting for business; instead, it's a place where members from all over the world

can withdraw to rooms that exude peace, serenity, elegance and warmth – with red silk wallpaper, elegantly carved mahogany cabinets, sumptuous gobelins fabrics on the chairs. The bar, a modern version of the famous Peace Bar in Shanghai, is

the perfect place to while away the hours. Mao, the legendary revolutionary leader, and his enthusiastic followers – particularly women – look down heroically from bright-coloured oil paintings hung on the walls. Deep, comfortable leather chairs invite you

to relax for a while or lose yourself in books or magazines taken from the club's well-stocked library. If the weather permits, you can also head outside onto the most spectacular patio available in Berlin at such lofty heights.





Kitzbühel Lodge

at the Kitzbühel Country Club



LUXURY CHALET SUITES IN KITZBÜHEL
WITH PERSONAL »FAIRY GODMOTHER SERVICE«



If you've seen your share of elegant hotels across the world and want to spend a well-deserved, private holiday with family or friends, you can do so without sacrificing attentive service or world-class style. Prepare yourself for a special holiday in an Alpine lodge maintained with loving attention to detail: the Kitzbühel Lodge at the Kitzbühel Country Club.

Kitzbühel Lodge is the perfect place to enjoy quality time on holiday. And that's what makes Kitzbühel Lodge so special. You don't adapt to the hotel's rhythms; instead, everything adapts to your own rhythms and sensibilities.

Many people have fallen in love in the countryside, with its craggy mountains and expansive valley, and discovered their »home away from home«.

The luxurious apartments combine Alpine homeliness with all the amenities of the hotel and region. The fixtu-



res and furnishings are truly five-star quality, made from exquisite materials with great attention to detail.

The Kitzbühel Lodge is located on the exclusive penthouse floor, accessible only to Kitzbühel Lodge guests. You can use the hotel's other amenities to enhance your holiday. Or you can withdraw to the stylish chalet suites for much-needed »me time«.

The exclusive penthouse chalet suites are designed as a house within a house – with a foyer, a spacious open living room with a kitchen island, an open fireplace, a sauna (not all suites), steam showers, galleries with stargazing beds, balconies and terraces. There's plenty of room to withdraw, relax and unwind. The floor even has its own salon with a library, fireplace and small bar. The large, beautiful terrace provides a breath-taking panorama of the Wilder Kaiser and Kitzbüheler Horn.

If you're staying at the Kitzbühel Lodge, you'll enjoy plenty of services other than the creature comforts of your private luxury apartment. Regenerate by swimming in the 25 m natural stone pool, luxuriating in the spacious spa and wellness area, booking a massage or participating in our Health Week programme, which mainly runs between April and July.

Attractive entertainment is presented year-round at the Kitzbühel Country Club – all available to you as a Kitzbühel Lodge guest. Readings, fireside chats and art exhibitions make up just a small cross-section of the fascinating events on offer.

Our restaurant, wine house and cigar lounge can provide a nice change of pace, too.

You set the agenda for your own quality time – after all, you get more than three wishes.

In fact, as a Kitzbühel Lodge guest, we believe you're entitled to »quality time deluxe«.

Quality time deluxe means that our service team understands how much you value spending time with your loved ones.

It means having time to bond, make memories together and relax and unwind together. It means feeling right at home the moment you walk through the door.

It also means having all the space and freedom to decide what quality time means to you.

And the Kitzbühel Lodge is the perfect setting to make that happen – luxuriously furnished rooms, exclusive offerings and personal service.



More information:

How to access Kitzbühel Lodge: take the elevator from the underground garage directly to the penthouse floor.

Kitzbühel Country Club GmbH
Kitzbüheler Strasse 53
6370 Reith bei Kitzbühel
AUSTRIA

Phone:
+43 5356 64 66 44 30
Email:
info@kitzbuehel-lodge.cc
www.kitzbuehel-lodge.cc



Golfclub Gut Kaden



PASSION FOR GOLF



- A-course
- B-course
- C-course

Passion for golf is what drives Gut Kaden in Alveslohe near Hamburg, Germany.

Golfers of all skill levels can enjoy numerous tee-off opportunities in the northern German landscape, amid stands of mature trees next to the Pinnau River that snakes through the terrain.

Twenty-seven holes provide hours of golfing enjoyment. The greens are open to hotel guests, members and their guests on weekends and holidays, too.

Airport Club Frankfurt members can golf the Gut Kaden course without paying green fees.

The golf club also provides electric carts and rental equipment.



AIRPORT CLUB 2018_44



PARTNERS

Gut Kaden

Golf und Land Club GmbH
Kadener Strasse 9
D-25486 Alveslohe
Germany

Phone: +49 41 93 99 29-0
Email: info@gutkaden.de
www.gutkaden.de



AIRPORT CLUB 2018_45



Hanse Lounge Hamburg



Congratulations!

We are very pleased to congratulate our partner club on its 30th anniversary.

Hanse Lounge – The Private Business Club – will be celebrating its 15th anniversary in May 2018, and we are delighted to have maintained a wonderful partnership with Airport Club Frankfurt since 2006.

The Hanse Lounge occupies select, beautiful rooms at one of Hamburg's best locations on Neuer Wall, right on top of the Alsterarkaden (Alster arcades) with an unobstructed view of City Hall and the Inner Alster Lake.

At the Hanse Lounge, members and their guests can meet business partners and friends in club rooms or on the beautiful terrace, enjoy a quiet business dinner, meet with like-minded people, take out important guests, transact business undisturbed, mark an anniversary in an exclusive setting or celebrate a birthday with family. Catering is handled by a professional team that provides a personal atmosphere and fulfils special requests.

The Hanse Lounge offers events as well: informal talks with politicians, presentations and discussions with distinguished speakers, golf tournaments, wine tastings and more.

Members' children are not neglected, either. The club hosts a Family Day in the summer and a children's cookie-baking and arts & crafts session on two Saturdays during Advent.

Since the Elbphilharmonie concert hall opened, the club has also been offering members an extra-special, highly popular highlight: concert tickets with lounge access.



Hanse Lounge GmbH & Co. KG

Club
Neuer Wall 19
20354 Hamburg, Germany

Phone:
+49 41 93 99 29-0
Email:
contact@hanse-lounge.de
www.hanse-lounge.de



Oetker Collection

In 2018, the »Oetker Collection« becomes one of the Airport Club's new partner hotels.

The Oetker Collection is considered one of the best hotel groups in the world. It provides traditional European hospitality at the very highest level. Each hotel is an icon in its own right, and therefore unique. Travellers can enjoy an impressive, memorable experience at every one of the hotels. The hotel locations and names are listed below.



For more information, visit: www.oetkercollection.com



Courchevel – France:

L'Apogée Courchevel

Antibes – France:

Hotel du Cap-Eden-Roc

Saint-Barthélemy –

French West Indies:

Eden Rock - St Barths

Baden-Baden –

Germany:

Brenners Park-Hotel & Spa

Paris – France:

Le Bristol Paris

Fregate Island Private –

Seychelles:

Fregate Island Private

Antigua – West Indies:

Jumby Bay Island

London – United Kingdom:

The Lanesborough

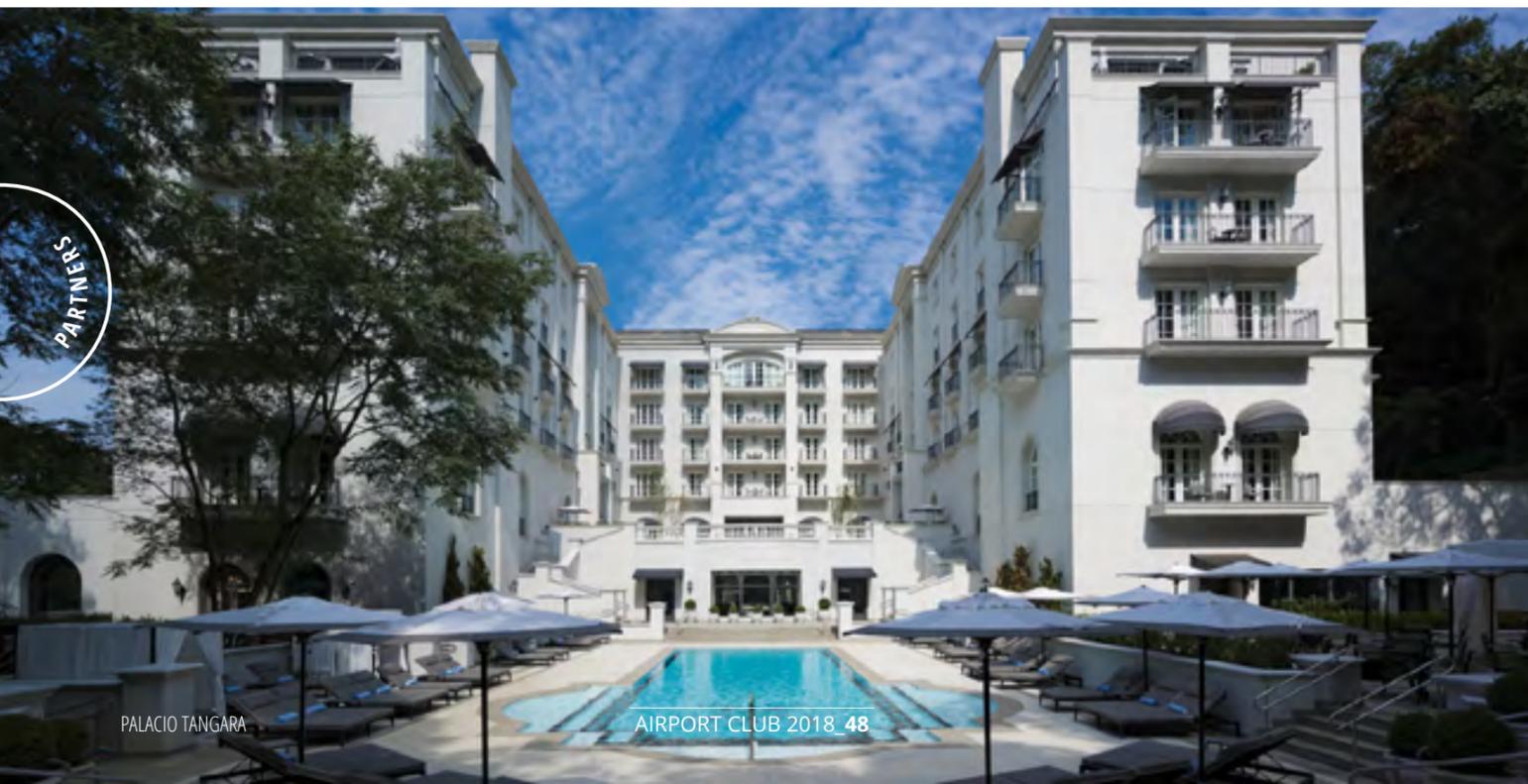
São Paulo – Brazil:

Palácio Tangará

Vence – French Riviera:

France Château

Saint-Martin & Spa



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Christo
Mel Ramos
Jeff Koons
James Rizzi
Elvira Bach
Heinz Mack
Günter Uecker
Leif Trenkler
James Francis Gill
Jörg Döring
Ren Rong
Ralph Gelbert
et al.

Contemporary Art
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Luxaviation is the world's second-largest provider of business and private flights, managing over 260 business jets while maintaining rigorous safety standards. The commercial fleet is operated using 14 regionally licensed air operator's certificates (AOC).

All over the world, the group operates 25 private terminals (FBO) and 15 maintenance facilities (MRO) that are certified for most of its business jets. Luxaviation currently employs over 1,600 people worldwide.

www.luxaviation.com



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Polo

THE SPORT OF KINGS IN FRANKFURT



By Barbara Behrend



BRIEF INTRODUCTION TO POLO

- * Groom: person in charge of the horses or stable
- * Chukka: a game consists of at least 4 periods called »chukkas«.
- * Stick: a long-handled mallet. All players, even left-handed ones, have to hold their stick in their right hand.
- * Head: the short, cigar-shaped piece of wood at the end of a stick, used to hit the ball
- * Roll-in/throw-in: bowling the ball into the field.
- * Low goal/ medium goal/ high goal: a handicap that reflects the team's overall ability.

When the Airport Club decided to sponsor the Frankfurt Gold Cup polo tournament at the Georgshof equestrian centre in Frankfurt-Nied, two co-workers persuaded me to come along and watch a polo match with them.

I've been passionate about horses and riding from a young age, but this was my first-ever polo match. I had never seen anything related to the sport except for a few pictures of Prince Harry and Prince William on polo ponies.

Since I devote much free time to not only caring for my two horses, but also writing books about life – and especially love – in the riding scene, my visit to the polo tournament gave me an idea for a new novel.

Being a polo novice, I wrote the German Polo Association in Munich with questions. I received a concise email with the information that I had requested. However, I quickly realized that I needed more than dry facts. And so I wrote an email to the Frankfurt Polo Club. Soon, I had reached out to a player in the Hesse Polo Club through Facebook. Until that time, I had no idea that Frankfurt had two clubs based at the Georgshof equestrian centre. We set up a day and time for me to watch a »club chukka«.

The polo scene proved to be very open and familial, with plenty of care devoted to the animals' well-being. And then the grand moment came: I was allowed to mount a pony and hold a stick in my hand; I instantly caught polo fever!

Polo is a fast-moving team sport that demands teamwork, especially

since players often form teams just for major tournaments and so have to learn how to play with brand-new teammates each time. The familial atmosphere helps; men and women can play together on a team, and even young children get involved. They learn how to handle horses and often start playing at an early age.

I still visit Georgshof regularly and always look forward to meeting some of our members, particularly at the Gold Cup. The excitement on the field is palpable, even if you're sitting on the sidelines and perhaps enjoying a sunny afternoon with a glass of wine.

I automatically meet new people every year and have sparkling conversations with them – especially during the »divot stomp« when everyone pours onto the field à la Pretty Woman, finds mounds of earth torn out of the ground by horse hooves, and packs them back into the ground with their feet.

Everyone joins in: dad, mum, kids, grandkids, even the dogs. Also, polo doesn't have a dress code for spectators, at least not in Germany.

Since polo is a relatively recent arrival to Germany, Argentinian professionals participate in most tournaments, enhancing the matches with their skills. They generally spend the summers here in Germany and return to Argentina in the winter in order to – what else? – play polo.

Another lovely polo tradition is the »asado«, where all the players and their families end the day by barbecuing together.

Argentina is the home of the horses as well as the pro players. Polo »ponies«, as they're called, are bred from Argentinian Criollos and Thoroughbreds. They are quite small, strong, fast and nimble. However, some stud farms in Germany have already begun breeding polo ponies. Only mares and geldings are used in matches; stallions are not. Ponies are protected from the hazards of play by wrapping their legs in special bandages and fitting them with protective goggles. Their tails are plaited up, and their manes shaven off (»hogged«) to prevent sticks from becoming tangled up in them.

Polo was first played in Persia, starting around 600 BC. Over the centuries, though, its popularity has spread. The English discovered polo in colonial India in the 19th century and introduced the sport to Europe.

Back then, matches would often run into the late evening at that time, so players would switch sides (called »changing ends«) after each goal so one team wouldn't always have the sun in their eyes or ride against a headwind toward the goal. The change of ends is still practised today.

Polo matches quickly became social »see and be seen« events in the shah's court and are still passionately played by the English royal family. No wonder polo is called the »sport of kings«.

Do you want to catch polo fever, too? If so, simply contact our partner, Polo Match Germany.



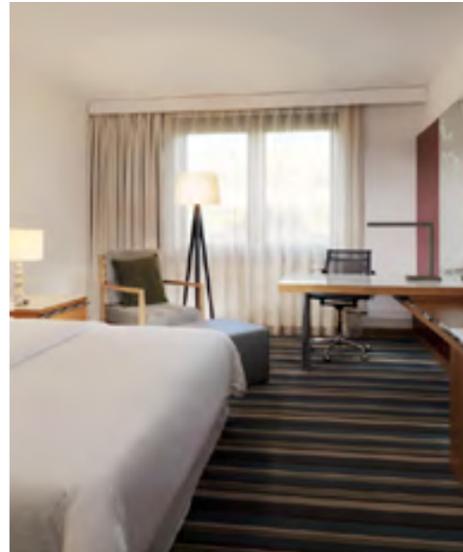
PARTNERS

HOW TO REACH US:
Polofeld am Georgshof
Oeserstrasse 80
Frankfurt/Nied



KONTAKT:
Polo Match (Germany) GmbH
Hans-Thoma-Str. 4
61476 Kronberg, Germany
Phone: +49 1523186 64 89
Email: info@polomatch.de

Sheraton Frankfurt Airport Hotel & Conference Center



PARTNERS

Just landed and already arrived – from the plane to your room in a few steps. The Sheraton Frankfurt Airport Hotel & Conference Centre provides everything you need, including a lounge with exclusive services and a fitness centre for sports enthusiasts.

Reserve the 72 m² Sheraton Club Suite. Sheraton Club Suites feature modern and tasteful furnishings, separate living and sleeping areas, a spacious bathroom and a separate guest WC. Our large walk-in closet offers plenty of storage space. Travellers can use the mini bar and Wifi in the suite and have two items of clothing washed and ironed free

of charge. Your hotel stay will be exceptionally relaxing in the Sheraton Signature Sleep Experience® King Size Bed: it was developed especially and exclusively for Sheraton Hotels & Resorts and is loved and appreciated by guests for its extraordinary sleep comfort..

Being a guest of a Sheraton Club Suite also gives you free access to the club lounge on the 9th floor where you enjoy separate check-in, a business centre, a fitness centre with sauna, complimentary breakfast, hors d'oeuvres in the afternoon and a first-class selection of beverages and free Wifi.

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Frankfurt Airport
60549 Frankfurt, Germany

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Hilton Frankfurt Airport – relaxation in a class of its own



Hilton Frankfurt Airport in THE SQUAIRE has received numerous awards and is exceptionally popular. Travellers are welcome to take a break here before departure or upon arrival, only a few minutes' walk from the Airport Club and the airport via the Skywalk with direct access to the motorway and the ICE long-distance train station.

sound insulation. The Executive rooms and suites are tremendously comfortable.

Rooms come with access to the Executive Lounge on the 10th floor, with a view of the entire atrium above the lobby. The spacious lounge provides a pleasant space to relax outside the comfortable guest rooms.

Elegant and bright furnishings combined with Macassar ebony wood and Swarovski elements give the suite a luxurious, yet comfortable appearance.

The spacious bathroom shines with a whirlpool tub, wellness shower, marble flooring and extravagant mother-of-pearl mirror.



The Hilton Frankfurt Airport Hotel offers spacious suites and personal service that delights even the most seasoned traveller.

Its rooms' carefully chosen furnishings are ideal for relaxing and preparing for the next meeting in peace and quiet.

State-of-the-art equipment is part of the package: reliable Wifi, phones with voicemail, air-conditioning and flat-screen TVs. The rooms are bright and usually feature bathrooms with a shower and bathtub.

Peace and quiet suffuses all areas of the hotel thanks to professional

The popular Deluxe and Executive Suites are even more luxurious. They feature separate living and sleeping areas and a spectacular view of the Frankfurt City Forest and the skyline of »Mainhattan«.

The Presidential Suite is in a class of its own, as attested by members of European royalty, international celebrities, athletes and major politicians.

The 140 m² suite offers a special place of retreat with separate living, sleeping and conference rooms. The equipment, including a Bose surround system, meets the most demanding standards.



Hilton Frankfurt Airport
The SQUAIRE, Am Flughafen
60549 Frankfurt
Phone: + 49 (0)69 26 01 20 00

Reservation at special rates:
sales.frankfurtairport@hilton.com

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Young Business Club e. V.



Young Business Club, a charitable club based in Airport Club Frankfurt, was established at the end of 2017.

Its goal is to offer tomorrow's business leaders – young people aged 14 to 25 – interesting, regularly scheduled courses to prepare them for their later careers in the business world.

The events will cover hot topics and help young participants discover their own unique talents, such as creativity, keen observation or problem-solving skills.

At the same time, they learn the fundamentals of ethics for enterprises aiming for long-term success.

The Young Business Club programme is realized in cooperation with other clubs and organizations with similar goals.

The events and courses are provided in partnership with two associations – Startup Teens Netzwerk e. V. and EBS Alumni.

The associations' members and supporters have the skills required

to provide the various courses and events.

Young people aged 14 to 25 can apply for membership in the Young Business Club. Every one of them can bring two guests. The annual fee is EUR 120.00.

Members and their guests must sign up for the courses.

Food and beverages can be purchased right at the club (unless the parents are Airport Club Frankfurt members and are billed for these costs).

Most of the course costs (instructors, course materials etc.) are funded by donations.

Donations will also be used for scholarships so that interested young people can join the club even if they would otherwise lack the financial means to do so.

Every young person can apply for a scholarship. Scholarship recipients are chosen by a committee consisting of the board of directors and the chairperson of the partner clubs.



Airport Club Frankfurt will offer most of the courses on weekends when the business club is otherwise closed.

Young Business Club e. V.

C/O Airport Club Frankfurt
Frankfurt Airport Center I
Hugo-Eckener-Ring
60549 Frankfurt am Main, Germany
Email:
Reina.Mehnert@young-businessclub.de
Mobile: +49 (0) 172 311 30 01

The partner clubs



Board of directors: Dr Christian Funke, Fabian Reusch, Marina Zubrod, Karl E. Dörken, Ferdinand Werhahn

EBS Alumni e. V.

The EBS Alumni network is the alumni association of the EBS University of Business and Law in Wiesbaden/Oestrich-Winkel, Germany.

EBS Alumni e.V. provides various networking opportunities, often in cooperation with partner organizations of the Alumni Alliance Initiative, for members around the globe.

The EBS Alumni Academic Foundation supports EBS students both conceptually and financially so that they can attend EBS University regardless of their family background.

As a long-term stakeholder of EBS University, EBS Alumni e.V. supports EBS Universität with its expertise and network.

EBS Alumni

EBS Alumni e. V.

Gustav-Stresemann-Ring 3
65189 Wiesbaden, Germany

Phone: +49 (0)611-94 58 83-0
Fax: +49 (0)611-94 58 83-20
www.ebs-alumni.org



Three of the seven founders of Startup Teens Netzwerk e.V.: Verena Pausder, Marie-Christine Ostermann, Hauke Schwiezer (left to right)

STARTUP TEENS Netzwerk e. V.

Startup Teens, a non-profit initiative, is Germany's first online platform to use video tutorials to teach about entrepreneurship. Apart from online training courses, students benefit from free events, mentoring relationships and a business plan competition with large cash prizes. The goal of Startup Teens is to teach the principles of entrepreneurship to young people aged 14 to 19. In the summer of 2017, Startup Teens won the national championship at »startsocial«, a competition sponsored by German Chancellor Angela Merkel.

Hauke Schwiezer: »Teenagers have very little contact with entrepreneurs. We consider how they use media and supply insights and knowledge in online videos.«

Verena Pausder: »Teenagers largely model their behaviour and interests on their role models. In our country, these are often athletes, models, musicians, actors or social media stars. We want to make sure that entrepreneurs become role models for young people, too.«

Marie-Christine Ostermann: »Teachers have incorporated some or all of our videos and teaching materials in the classrooms from the start.«

STARTUP TEENS Netzwerk e. V.

www.startupteens.de



Young Business Club

HOW DO I IDENTIFY MY STRENGTHS AND MAKE THE RIGHT CAREER CHOICE?

Saturday, 28 April 2018

2:30 pm – 9:30 pm

AT AIRPORT CLUB FRANKFURT

PRESENTATION

Mara Bergmann, TV presenter

2:30 pm

— RECEPTION

Beverages and finger food

3:00 pm

— WELCOME

Roland Ross

Managing Director, Airport Club

Reina Mehnert

President of Young Business Club

Hauke Schwiezer

President of Startup Teens Netzwerk

3:10 pm

— HOW DO I IDENTIFY MY STRENGTHS AND MAKE THE RIGHT CAREER CHOICE?

Prof Dr Christina Günther

WHU, Otto Beisheim School of Management



3:30 pm

— SMALL PERSONALITY QUIZ

Results will be sent by mail

4:00 pm

— PANEL DISCUSSION: ENTREPRENEUR OR INTRAPRENEUR? MAKE YOUR IDEAS HAPPEN!

Diana zur Löwen

Influencer, founder and manager of CoDesign Factory

Viktoria Delius-Trillsch

Influencer, founder and manager of CoDesign Factory

Rubin Lind

Founder and manager of Skills4School

Alex Giesecke

Founder and manager of TheSimpleClub

Nico Schork

Founder and manager of TheSimpleClub

Philipp A. Pausder

Founder and manager of Thermondo

5:00 pm

— Q&A

5:30 pm

— FACE TO FACE

6:00 pm

— COOKING TOGETHER

7:00 pm

— EATING TOGETHER

9:00 pm

— END



Prof Dr Christina Günther

Prof Dr Christina Günther is a highly renowned 36-year-old professor at WHU, perhaps Germany's best private university. She works privately and professionally on developing new business models.

www.whu.edu



Diana zur Löwen

(22) is one of the up-and-coming social media stars in Germany with more than 600,000 followers on Instagram and YouTube. She also interviews politicians such as Jean-Claude Juncker and will be starting

CoDesign Factory in Q1 2018 to make companies more innovative in the age of digitalization.

www.dianazurloewen.de | www.codesignfactory.com



Viktoria Delius-Trillsch

(36) founded a sushi bar with her sister, Verena Pausder (the founder of what is now Digitalwerkstatt), at the age of 18. As the founder and managing director of rehblau events,

she now organizes the Private Banking

Congress and other events several times a year. She is also one of the co-founders of CoDesign Factory.

www.rehblau-events.de



Rubin Lind

(18) is one of Germany's most famous teenage entrepreneurs. He has created an app for preparing for exams (Skills4School) and is currently setting up a cyber-security company.

<http://www.skills4school.de/>

The contributors



Alexander Giesecke und Nicolai Schork

both 23 years old, are the rock stars among education entrepreneurs. They have 2.0 million followers on their YouTube channels on maths, biology, physics, etc. Today, they receive speaking invitations from

all over Germany.

<https://www.gieseckeundschorck.com/>



Philipp A. Pausder

(42) is digitalizing the heating industry with Thermondo. He built up a company with 300 employees within 5 years. EY just recognized him as Entrepreneur of the Year and Focus Business dubbed Thermondo the

fastest-growing company in Germany.

www.thermondo.de



Mara Bergmann

(35) is celebrating her 10-year anniversary as a TV presenter this year. After ZDF, WDR and Sat.1, the journalism graduate now works as a news anchor for n-tv on air. Mara Bergmann also hosts events and works

as a presentation trainer. When Mara was a student, she wanted to become a journalist, actress or detective.

www.marabergmann.de

Register now with: Sonja.Schaeftahler@airportclub.de

Limited capacity.



Young Business Club

APP PROGRAMMING

Saturday,
5 May 2018

10:00 am – 4:00 pm

WORKSHOP AT AIRPORT CLUB FRANKFURT "APP DEVELOPMENT & CODING BASICS"

What is programming? Many would say that it has something to do with maths, numbers and logic – and ultimately produces an app. This is not entirely wrong – but not entirely correct, either.

In this workshop, hosted in cooperation with APP CAMPS, a non-profit entrepreneurial company, we provide a hands-on introduction to how digital products are created. Participants develop simple apps, learn basic concepts of computer science and gain insights into the digital industry.

Note: no previous knowledge of programming is required for the workshop.

APP CAMPS – non-profit entrepreneurial company
www.appcamps.de



THE APP CAMPS FOUNDERS, DR PHILIPP KNODEL AND DR DIANA KNODEL

10:00 am
— RECEPTION

10:30 am – 2:00 pm
— COURSE

2:00 pm
— LUNCH

4:00 pm
— END

Course including reception and lunch
EUR 39.00

Register now with: Sonja.Schaeftahler@airportclub.de
Limited capacity for members between the ages of 14 and 25.



The perfect business lunch

BUSINESS LUNCH ETIQUETTE

Saturday,
1 September 2018

3:30 pm – 7:30 pm

AT AIRPORT CLUB FRANKFURT



TRAINER
Nandine Meyden
Communication Skills Trainer

In cooperation with EBS Alumni Netzwerk e.V., we offer the following course at the Airport Club Restaurant: TABLE MANNERS, SMALL TALK AND DIFFICULT SITUATIONS AT BUSINESS LUNCHES



3:00 pm
— ARRIVAL AND STAND-UP RECEPTION

3:30 – 6:30 pm
— THREE COURSE MENU | ESPRESSO

6:30 pm to 7:00 pm
— END

Course fee including lunch
EUR 25.00 per person

The number of participants is limited! The event is open to Young Business Club members and their guests between the ages of 14 and 25.

For more information about Nandine Meyden, the trainer, visit www.etikette-und-mehr.de

Register with: Sonja.Schaeftahler@airportclub.de

EVENTS

EVENTS



Anniversary gala

30 YEARS AIRPORT CLUB FRANKFURT

Friday, 27 April 2018

6:00 pm – 12:00 pm

- COMMEMORATIVE SPEECH:
DR. THOMAS SCHÄFER
FINANCE MINISTER HESSEN
- HONOURING EMPLOYEES AND
MEMBERS FOR 30 YEARS OF
LOYALTY
- DANCING WITH THE KLAS BAND

Chinese-German gala dinner with beverages
EUR 180.00 per person

Evening attire

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Sonja.Schaeftaler@airportclub.de



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LOCATIONS & EVENT-CATERING IN FRANKFURT ON PREMIUM LEVEL

Kofler & Kompanie is one of the leading providers of premium catering services and operates event locations on national and international level as well as the Airport Club Frankfurt.

According its claim „SATISFYING ALL SENSES“, the company realizes exclusive food concepts and offers complete solutions in event catering, hospitality, sports hospitality and legacy business.

Our best wishes and congratulations to our partner, the Airport Club Frankfurt! We are looking forward to further cooperations and culinary highlights in Frankfurt!

KOFLER & KOMPANIE
HANAUER LANDSTRASSE 181-185
60314 FRANKFURT AM MAIN

TEL: +49 69 943508 0
FRANKFURT@KOFLERKOMPANIE.COM
WWW.KOFLERKOMPANIE.COM



Talkshow & Dinner

COMPANY SUCCESSION

Thursday, 24 May 2018

7:00 pm

YOUR HOST FOR THE NIGHT:
Matthias Engelmann

Roughly 95 % of the approx. three million companies in Germany are owned by families. Many entrepreneurs who head family businesses consider a member of the next generation as the ideal candidate to succeed them.

We present a famous couple who both succeeded the older generation at the helm of their respective family companies.

What challenges do you face when you follow in the footsteps of a famous father? How do employees respond to a change in management at an iconic company? Dr. Alice Brauner and Michael Zechbauer will be addressing these and other questions at the event.

**Set meal with beverages
EUR 79.00 per person**

Register now with: Sonja.Schaeftalher@airportclub.de



DR. ALICE BRAUNER (CCC FILMKUNST GMBH)
AND MICHAEL ZECHBAUER (ZECHBAUER/MAYSER GROUP)



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ROLF TÖPPERWIEN, LEGENDARY ZDF REPORTER

FIFA World Cup

SYMPOSIUM – DINNER TALK: THE FIFA WORLD CUPS FROM 1930 TO TODAY

Wednesday, 13 June 2018

7:00 pm

A referee with a necktie, 2 final balls, the Miracle of Bern, the Wembley goal and its consequences, Hölzenbein's fall, the disgrace of Cordoba, the match of the century, Brehme's penalty kick and Götze's trick shot.

Rolf Töpperwien, a legendary ZDF sports reporter who was there for 10 finals, gives an exciting and light-hearted talk about world football highlights over the past 86 years.

**Dinner and talk: EUR 69.00 per person
(Set meal with beverages)**

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Exhibition opening and wine tasting

Thursday,
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Airport Club Frankfurt and Tuscan
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A SELECTION OF 70 EXHIBITS BY INTERNATIONALLY RENOWNED ARTISTS FROM THE NITTARDI COLLECTION OF PETER FEMFERT AND DR STEFANIA CANALI

Member Peter Femfert, gallery owner in Frankfurt (www.die-galerie.com) and winegrower of the Nittardi winery (www.nittardi.com) in the heart of Tuscany, has been inviting famous artists such as Paul Wunderlich, Horst Janssen, Yoko Ono, Tomi Ungerer, Günter Grass, Dario Fo, Mimmo Paladino, Hundertwasser, Corneille, Pierre Alechinsky, Karl Otto Götz and others, to design the label and packing paper of his Chianti Classico Casanuova di Nittardi, a pure Sangiovese, for the past 35 years.

Exclusively for the first time in Germany, we will be showcasing a selection of the paintings and works for the labels and packing papers from this wonderful art collection in the rooms of the Airport Club from 4 October to 22 December 2018. The exhibition opening on 4 October will include an opportunity to sample the famous wines from Nittardi.

Among others, enjoy the exquisite 2014 vintage wine, decorated with the work of Chinese artist Hsiao Chin, or the Chianti Classico Belcanto Ad Astra from the Maremma region or Nittardi's Super Tuscan Nectar Dei.



CASANUOVA DI NITTARDI 2014
VIGNA DOGHESSA -
WITH A LABEL BY HSIAO CHIN



CASANUOVA DI
NITTARDI 1989,
WITH A LABEL BY
FRIEDENSREICH
HUNDERTWASSER



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NITTARDI 1990,
WITH A LABEL
BY
HORST JANSSEN



CASANUOVA DI
NITTARDI 2005,
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YOKO ONO



CASANUOVA DI
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THE NITTARDI WINERY IN THE HEART OF TUSCANY – CELEBRATING A CENTURY-LONG CONNECTION BETWEEN WINE AND ART

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Wohnen in Deutschland bietet seit einigen Jahren in vielen Regionen stabile Renditen. „FOKUS WOHNEN DEUTSCHLAND“, der offene Immobilien-Publikumsfonds von INDUSTRIA WOHNEN und IntReal, nutzt die hohe Nachfrage nach privatem Wohnraum in deutschen Ballungsgebieten und verbindet sie mit einer konsequenten Investition in Immobilienprojekte mit guter Lebensqualität.

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„FOKUS WOHNEN DEUTSCHLAND“ ist seit 2015 ein Produkt des Immobilien-Spezialisten INDUSTRIA WOHNEN zusammen mit der Kapitalverwaltungsgesellschaft IntReal. Diese fokussiert sich ausschließlich auf Immobilien-Fonds und gehört hier zu den führenden Anbietern. Beide Partner stehen für Erfahrung und Expertise bei Immobilien-Fondsinvestments.

Die Wertentwicklung von „FOKUS WOHNEN DEUTSCHLAND“ lag im 2. Geschäftsjahr bei 4,2 % nach BVI-Methode. Scope Analysis bewertet den Fonds mit (P) a+_{AIF}.

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Qigong – for mind and body



The literal meaning of qigong is »working (gong) with life energy (qi)«. More generally, qigong is a Chinese system of meditation, movement and concentration used to cultivate the mind and body. It includes martial arts exercises as well.

If you watch a qigong practitioner, the first thing you'll notice are the slow, fluid movements, performed with tremendous calm and inner peace. This serenity arises from the interplay of movement, breathing and mental concentration. If the breath is calm, the movement will be, too. If the movement is calm, the mind will be, too, and vice versa.

One of the roots of qigong is Daoism (natural philosophy). Daoist monks distilled their observations of nature and animal movements into exercises that kept them healthy and allowed them to live longer-than-normal lives. They followed the way (Dao) of nature.



These exercises became incorporated into Traditional Chinese Medicine (TCM) and have been constantly refined over thousands of years, right up to the present day. The original goal of TCM – which includes Qigong – was to prevent disease, but it has been extended to healing in more recent times as well.



Qigong practitioners first relax and stretch their joints and muscles before sitting in silence for a while, following their breath in order to »become centred«.

Next, they perform qigong movements that can be tailored to their unique needs and abilities. Practitioners learn how to use mental exercises (visualization) to compensate for their physical limitations and feel their bodies. It doesn't take long to see the impact of calm mental concentration on the body and spirit. There are many schools of qigong,



including those that incorporate Buddhist and Daoist practices. All told, over one-thousand different schools are registered at the Qigong Research Institute in Beijing, but only roughly one-hundred are officially recognized.

An exercise is only considered qigong if it combines at least two of seven different components: relaxation – peace – naturalness – movement – breathing – visualization – sound.

Different forms of qigong have different characteristics. Daoists group waidan, the »external elixir«, with movements and martial arts, including taijiquan. Neidan, the »internal elixir«, refers to breathing exercises and internal (concentration and meditation) qigong exercises. Neidan can be subdivided into movements, postures, qi-building exercises, qigong massage, medicinal qigong and qi healing methods. Other forms of meditation are viewed as exercises for achieving spiritual enlightenment.




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Oxford or Sneakers?

QUESTIONING TYPICAL MANAGER SYMBOLS

By Katharina Starlay

It's shaking up entire companies, attracting public comment and disseminating confusion everywhere. What is it? Casualization.

The relaxation of the dress code, even in white shoe firms, speaks a language that appeals to many male managers. However, personal accoutrements have begun appearing in women's professional attire as well. Picking the right stockings is almost as important as picking the right length skirt; indeed, some aspects of female business fashion – from black trouser suits to summer dresses – have become almost political in their impact.

Things have come so far that many managers struggle to motivate employees to dress soberly and professionally for work. However, any serious consideration of proper business attire will benefit from a few simple facts that can make your life easier:

Dress codes express the level of formality, that is appropriate for the occasion and industry (recipient-centric view). However, all dress codes should be imbued with as much personality and expression as possible (sender-centric view). These days, personality is expected everywhere, particularly at work.

Companies have personalities, too. That's why your overall appearance needs positive attributes that express your corporate personality. Who would buy innovative products sold in a drab grey suit? That gives the lie to the brand message. However, there are ways to incorporate positive, memorable recognition factors into your clothing other than corporate uniforms or a stereotypical tie in your brand colours.

The willingness to invest time and energy in clothing and fashion varies from person to person – and from one personality type to the next. Back-to-nature individuals have little patience for style and feel uncom-

fortable in formal attire. The fashion-conscious, by contrast, put more stock in their appearance and perceive excessively casual looks as being »under-dressed«. One personality isn't better than the other; but they should still be brought in line with your company's own personality type.

Business casualization is a largely German phenomenon.



Katharina Starlay is a fashion designer, the style columnist for Manager Magazine and a member of the German Etiquette Council.

She coaches managers and employees on style, clothing and business etiquette.

She has been advising companies on outward appearances and developing style guides for their teams and attire (corporate clothing/fashion) since 2002.

Starlay believes that fashion, conduct and personal appearance are core components of every sales strategy – for individuals and companies alike. In autumn 2018, she will start offering tailored suits for managers at Airport Club Frankfurt. The suit selection process includes a personal style consultation, too – because every suit should be as unique as the person wearing it.

Germans often pooh-poo the importance of design, fashion and aesthetics. International business partners do not, however. It takes only a brief glance at other countries for Germans to realize that they may need to rethink their attitude toward casual attire.



Ruinart

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FLUGSIMULATOR FRANKFURT

Have you ever dreamt about sitting in the cockpit of a jet and experiencing a mindbogglingly realistic flight simulation with extraordinary graphics? Then you've come to the right place: Flugsimulator Frankfurt! Flugsimulator Frankfurt offers its customers a realistic flight experience in a modern Airbus A320, whether they are hobby pilots, just curious or future flyers.

Performance data are sent to the simulator so that pilots feel as though they were flying a real plane.

Three Full HD projectors and a 180° spheric and edgeless screen provide a breath-taking panoramic view.

The sound engine with original drive and cockpit sounds provides an authentic cockpit atmosphere.

The flight deck is modelled on the Airbus A320. All instruments, levers and switches are correctly positioned with the same functionality and appearance as the originals.

The cockpit is completed with a powerful graphics engine, paired with software used to display flight physics and flight instruments. It allows flights using current AIRAC databases, original flight plans and current weather, among other functions.

Pilots can land in Frankfurt, New York, Hong Kong or the Caribbean, although virtually any airport in the world can be entered as a destination. Many airports have been uploaded to the database to make the flight simulation realistic.

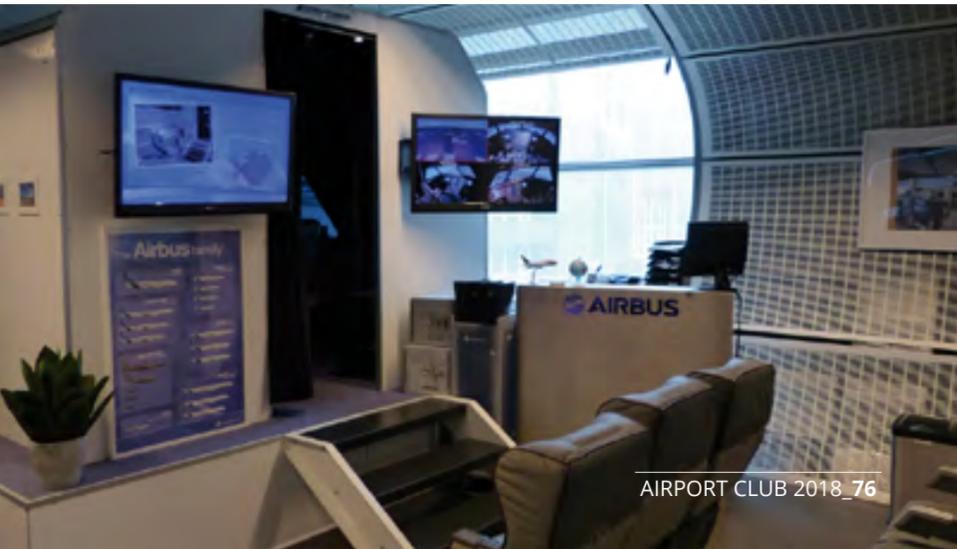


Simulations range from a simple loop under visual flight conditions to a normal scheduled flight to an engine failure.

Flugsimulator Frankfurt is located at Frankfurt Airport in the AIRail Terminal between Terminal 1 and the long-distance train station (»Fernbahnhof«), the Squire, 60549 Frankfurt Flughafen. www.flugsimulatorfrankfurt.com

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TIPS



AIRPORT CLUB 2018_76

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In his 1935 novel, Sinclair Lewis rather prophetically describes a morally questionable figure who succeeds in agitating dissatisfied voters with inflammatory speeches, lies and populist phrases and having himself elected President of the United States. This anti-hero is a typical representative of American philistinism.



his passion for music, which – according to his own statements – »saved his life«. He and his band, Drafi Deutscher and His Magics, released »Marmor, Stein und Eisen bricht«, a mega-hit and one of the most successful songs of the 1960s, landing them a spot in the »Chronik der Deutschen« (chronicle of Germans).



Henry Nielebock is a successful musician, writer, architect, race car driver, filmmaker and a competent contemporary witness of the post-war era in the destroyed and re-emerging Berlin. His portrayals of the divided city he experienced as a child in the 1940s and 1950s are authentic and touching. As a boy, he discovered

Bryan Ferry's CD Ferry is the perfect choice for »newbies«. Songs like »MORE THAN THIS«, »These Foolish Things«, »Jealous Guy«, »Kiss And Tell« or »I Put A Spell On

You« are available as short versions. »Jealous Guy« cannot be found on any other regular Roxy album, and »Is Your Love Strong Enough?« is not found on any Ferry album. So »More Than This« has something to offer for even those people who already own the studio albums.



»The Square« premiered at the international Cannes Film Festival where it took the Palme d'Or. Ruben Östlund, who previously shot »Play« and »Force Majeure«, directed »The Square« and also wrote the screenplay. Claes Bang, the leading actor, is brilliantly supported by Dominic West and Elisabeth Moss, among others. The film deals with social and political issues. »The Square« is a 10 x 10 metre square where every indivi-

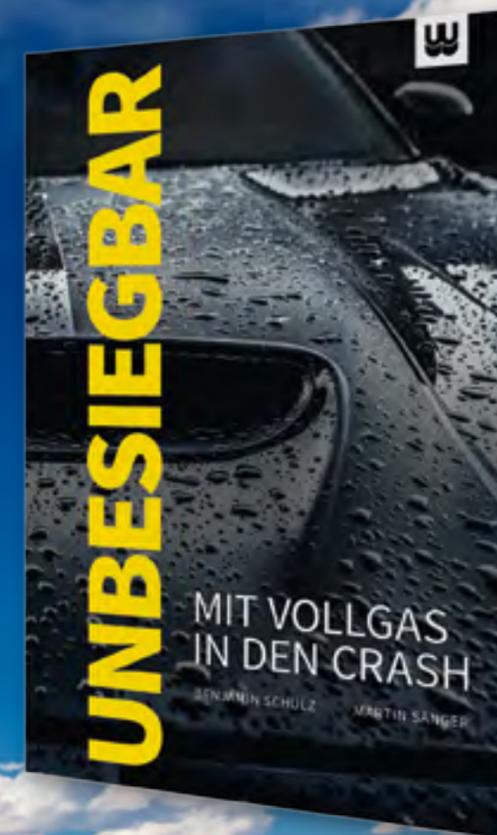
dual has the same position and the same rights. It wants to remind people of their role as responsible fellow human beings. But when the protagonist's smartphone and wallet are stolen, he leaves his elite surroundings to enter a run-down neighbourhood, where he reels from one chaotic situation into another.



After a long period of construction, The Diaoyutai Mansion will bring Chinese politeness to Frankfurt-Niederrad as a European flagship in the spring of 2019. The five-star hotel has 213 modernly designed rooms with balconies and views of the city's skyline. The cost of construction is expected to be well over EUR 60 million. The hotel's highlights include a restaurant with authentic Diaoyutai cuisine, a special ballroom as well as a Sunlight Pool and an Oriental Spa.

Buch-Neuerscheinung

Menschen mit Erfolg im Leben haben eines gemeinsam: SIE FÜHLEN SICH UNBESIEGBAR.



Sie sind der Meinung, alles im Griff zu haben. Das geht so lange gut, bis der gewaltige Crash kommt: Beziehungen, Geld, Gesundheit. Irgendwer oder irgendwas zieht die Reißleine. So haben es die Autoren selbst erlebt – und wollen mit diesem Werk all diejenigen zum Nachdenken anregen, die selbst gerade dabei sind, mit Vollgas in den Crash zu fahren, ohne es zu merken oder schon das latente Gefühl verspüren, dass das auf Dauer so nicht gut gehen wird ...

Benjamin Schulz und Martin Säger nehmen die Leser mit in und durch ihre ganz persönlichen Crashes, die daraus resultierenden Veränderungen und geben Einblick in ihre eigene Emotionswelt. Als Metapher für diesen Prozess sind die beiden Autoren zu einem Roadtrip über die legendäre Route 66 gestartet.

UNBESIEGBAR: Mit Vollgas in den Crash
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AIRPORT CLUB MAGAZINE 2019



The next
AIRPORT CLUB MAGAZINE
will be published in March
2019. The focus of the ma-
gazine is Great Britain

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by August 1, 2018.
(Reina.Mehnert@airportclub.de)

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30th anniversary issue.

Events in 2018

SAVE THE DATE

Airport Club Frankfurt



AIRPORT CLUB
FRANKFURT

26 April 2018 | 3:00 pm
REN RONG VERNISSAGE
Information on pages 38 – 39

26 April 2018 | all day
AIRPORT OF THE FUTURE
Information coming soon by newsletter

26 April and 27 April 2018
**CHINESE FINE FOOD AT THE
AIRPORT CLUB**
CHIEF COOK TAM KOK KONG FROM
THE CHINA CLUB IN BERLIN IS GUEST
COOK AT THE AIRPORT CLUB
Reservations requested.
The seats are limited!

27 April 2018 | 7:00 pm
ANNIVERSARY GALA
Information on page 64

24 May 2018 | 7:00 pm
COMPANY SUCCESSION
Information on page 66

13 June 2018 | 7:00 pm
FOOTBALL 1930 – TODAY
Information on page 68

LUNCH AND PRESENTATION
20 June 2018 | 12:30 – 2:00 pm
CLUBS & COMPLIANCE

LUNCH AND PRESENTATION
7 September 2018 | 12:30 pm – 2:00 pm
**THE LANGUAGE OF MEN: THE
LANGUAGE OF WOMEN**

LUNCH AND PRESENTATION
19 September 2018 | 12:30 pm – 2:00 pm
**PORSCHE DIGITAL:
THE FUTURE OF MOBILITY**

4 October 2018 | starting at 5:00 pm
**WINE LABEL EXHIBITION
OPENING**
Information on page 70

21 December 2018 | 3:00 pm – 8:00 pm
**FINALE AT THE
CHRISTMAS MARKET**

APRÈS BUREAU



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5:00 pm – 7:00 pm
NETWORKING, HALF-PRICE BEVER-
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Other events: 5 April | 3 May | 7 June | 5 July |
2 August | 6 September | 4 October |
1 November | 6 December

Young Business Club

(on Saturdays)



28 April 2018 | 2:30 pm – 9:30 pm
KICK-OFF EVENT
**HOW DO I IDENTIFY MY
STRENGTHS?**
Information on page 60

5 May 2018 | 2:30 pm – 9:30 pm
**LEARNING TO PROGRAM –
THE SIMPLE AND RIGHT WAY**
Information on page 62

1 September 2018 | 3:00 pm – 7:00 pm
BUSINESS ETIQUETTE
Information on page 63

20 October 2018
**CAREER CHOICE –
IDENTIFYING STRENGTHS**
Information will be published in due time.

For all events you can register now.
The seats are limited. Please contact
the event office in the club:

Sonja.Schaeftaler@airportclub.de

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