

# NEWSLETTER

No. 143 | June 2017

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## Events

### Foreign Trade Association (FTA)

FTA is the leading business association of global commerce that promotes the values of international trade and sustainable supply chains. In India, FTA is represented through the Indo-German Chamber of Commerce and is based in the Mumbai office. FTA's Business Social Compliance Initiative (BSCI) offers virtual and face-to-face workshops for BSCI participants and their producers in India.

#### Upcoming BSCI face-to-face workshops for producers in India, in June:

06 June 2017	Getting Started with BSCI	Coimbatore
07 June 2017	Occupational Health and Safety	Coimbatore
08 June 2017	Drafting a Remediation Plan	Coimbatore

For more information please contact: [Natasha Mehta Majumdar](mailto:Natasha.Mehta-Majumdar@fta-intl.org), FTA Representative India,  
[Natasha.Mehta-Majumdar@fta-intl.org](mailto:Natasha.Mehta-Majumdar@fta-intl.org)

### Join the FTA Conference: Unleash Opportunity, 15 June 2017, Brussels - Belgium

FTA invites interested stakeholders to join its upcoming conference Unleash Opportunity on 15 June, 2017 in Brussels. This conference will explore how opportunities can be unleashed for businesses and communities around the world. No single business, government or organisation can do this alone. It's going to take collaboration and commitment and creative thinking to drive sustainability as common practice in value chains. Unleash Opportunity will unite 400+ large and small companies with NGOs, government representatives, academics and think tanks from around the world to tackle the future challenges of international trade and sustainable supply chain management. Read more and register now! <http://unleashopportunity.fta-intl.org/>

### From the Sri Lanka Desk

The National Chamber of Commerce in Sri Lanka will be hosting the Mahajana Suwadhana International Healthcare Exhibition from the 14th to 16th of July 2017 in Colombo. Additional information can be found at [www.nationalchamber.lk](http://www.nationalchamber.lk) and [www.mahajanasuwadhana.lk](http://www.mahajanasuwadhana.lk). Please contact [mira.dalvi@indo-german.com](mailto:mira.dalvi@indo-german.com) for further details.

### Seminar on Corporate Labour Issues, 29th June, 2017, Mumbai

In co-operation with Khaitan & Co, the Indo-German Chamber of Commerce (IGCC) will organize an informative Seminar on Corporate Labour Issues (Recent developments, Compliances and way forward for Indian companies)

- Snapshot of Indian employment laws: Workplace compliances, social security benefits, prevention of discrimination, gender issues, trade unions and collective bargaining;
- Recent updates and impact on Indian employers;
- Labour law compliance: Pitfalls and mitigation strategies

At the office of the Indo-German Chamber in Mumbai on Thursday, 29th June 2017 between 14:30 to 17:30 hrs.

For more details and Registration, please contact [DorrelDCruz](mailto:DorrelDCruz@indo-german.com) at [DorrelDCruz@indo-german.com](mailto:DorrelDCruz@indo-german.com) or call 022-66652121

### Upcoming Delegation visits to India and Germany:

#### Delegation from India to CMS Berlin 2017 Cleaning. Management. Services. 19-22 September, 2017

CMS is the leading international trade fair for cleaning systems, building management and services. With a professional supporting programme and special shows featuring state-of-the-art equipment, CMS combines a full range of themes at the main meeting place for manufacturers, retailers and service providers. The Indo-German Chamber of Commerce is organizing a B2B delegation to visit this highly significant international trade show for cleaning systems and infrastructure services. For details please contact [Rupashri Ghosh](mailto:Rupashri.Ghosh@indo-german.com) at [Rupashri.Ghosh@indo-german.com](mailto:Rupashri.Ghosh@indo-german.com) / 033 – 2283-7970 or visit [www.cms-berlin.de](http://www.cms-berlin.de)

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## German Delegation visit to India on Sustainable Waste Management, 25-29 September, 2017

A business delegation visit is being organised from Germany to India (Kochi & Mumbai) on the topic of „Sustainable Waste Management“ from 25th -29th September 2017. The delegation trip will be funded by the German Federal Ministry of Economic Affairs and Energy (BMWi). German companies from this sector are invited to join the delegation trip <http://indien.ahk.de/events/upcoming-events/upcoming-events/events/markterkundung-nachhaltiger-abfall-wirtschaft-in-indien/>

## Indian delegation to visit Germany in the field of Bioenergy, 9-13 October, 2017

A business delegation visit will be organised from India to Germany on the topic of „ Bioenergy“ from 9th -13th October 2017. The delegation trip will be funded by the German Federal Ministry of Economic Affairs and Energy (BMWi). Indian companies from this sector are invited to join the delegation trip. <http://indien.ahk.de/events/upcoming-events/upcoming-events/events/indian-delegation-to-visit-germany-in-the-field-of-bioenergy/>

## German Delegation visit to India on Energy Efficiency and Renewable Energy, 28 November–1 December 2017

A business delegation visit is being organised from Germany to India (New Delhi) on the topic of „Energy Efficiency and Renewable Energy for Self-Consumption for Industrial Customers“ from 28th November to December 1st, 2017. The delegation trip will be funded by the German Federal Ministry of Economic Affairs and Energy (BMWi) as part of the German Energy Solutions Initiative. German companies from this sector are invited to join the delegation trip <http://indien.ahk.de/events/upcoming-events/upcoming-events/events/energieeffizienz-und-eigenversorgung-mit-erneuerbaren-energien-fuer-industriekunden/>  
<http://indien.ahk.de/events/upcoming-events/upcoming-events/events/german-delegation-visit-to-india-on-energy-efficiency-and-renewable-energy-for-self-consumption-for-industrial-customers/>

For additional details on the above two delegations contact Dipti Kanitkar at E-mail: [dipti.kanitkar@indo-german.com](mailto:dipti.kanitkar@indo-german.com) or call Tel.: 0091 20 41047121

## German Aerospace Delegation to Bengaluru and Chennai, 9th-13th October, 2017

On behalf of the German Federal Ministry for Economic Affairs and Energy (BMWi), the Indo-German Chamber of Commerce in cooperation with the German Aerospace Industries Association (BDLI) is conducting a market exploration tour to India from October 9th- 13th, 2017 for German SMEs in the aerospace industry. The market exploration tour to Bengaluru and Chennai will offer German small and medium-sized enterprises a sound market insight and information on export opportunities and key contacts in the industry. Contact Julia Seibert at [seibert@indo-german.com](mailto:seibert@indo-german.com) for further information or click on the link: <http://indien.ahk.de/events/upcoming-events/upcoming-events/events/markterkundung-die-indische-luft-und-raumfahrtindustrie/>

## Education & Training

### Admissions Open for Post Graduate Programme in Business Administration (PGPBA) Batch 2017-2019

- 18-months, full-time business administration programme based on the German Dual Education System: 1 year general management curriculum at IGTC interspersed with 6 months of cross-functional, on-the-job training in a partnering German organization
- German organizations conduct the Admission Process: only applicants selected by them are given admission to the programme and offered exposure to German processes, practices and work culture
- Programme culminates into sustainable careers in commercial and techno-commercial functions: Sales & Marketing; Accounting, Controlling & Finance; Procurement, Logistics & Supply Chain; Human Resources and Corporate Communication in German and other organizations

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- For further information, online application form and printable PGPBA E-Brochure visit [www.igtccindia.com](http://www.igtccindia.com)
- |                |                    |                 |  |
|----------------|--------------------|-----------------|--|
| IGTC Mumbai    | Ms. Sajita Pradeep | +91-22-22834773 | <a href="mailto:mumbai@igtccindia.com">mumbai@igtccindia.com</a>       |
| IGTC Bangalore | Ms. Anitha C       | +91-80-40926130 | <a href="mailto:bangalore@igtccindia.com">bangalore@igtccindia.com</a> |
| IGTC Chennai   |                    | +91-44-28340107 | <a href="mailto:chennai@igtccindia.com">chennai@igtccindia.com</a>     |

## Executive Business Management Programme (EBMP) Admissions Open for 2017–2018

- Inviting companies to depute their high performing managers with minimum three years of work experience to gain holistic, cross-functional perspective to all aspects of management, and the essential thought process and skills required to assume leadership positions in the organizations.
- Individuals are also eligible to join this course
- One year, weekend programme with lectures on alternate weekends (Saturday and Sunday) conducted in Mumbai, Pune, Bengaluru, Chennai and Kolkata
- Comprehensive General Management curriculum taught by highly experienced faculty with proven track records in the world of management education
- Teaching pedagogy includes lectures, presentations, case studies, management games, in-class assignments and group work
- Peer group consists of managers from leading Indo-German member companies, resulting in engaging discussions and deliberations in class
- Certificate awarded by the Indo-German Chamber of Commerce
- For further information and printable EBMP E-Brochure visit [www.igtccindia.com](http://www.igtccindia.com)

Contact:

EBMP Mumbai Ms. Veena Kulur +91-22-22822002 [ebmp@igtccindia.com](mailto:ebmp@igtccindia.com) 8th Batch starting August 2017

EBMP Bengaluru Ms. Anitha C +91-80-40926130 [bangalore@igtccindia.com](mailto:bangalore@igtccindia.com) 6th Batch starting July 2017

EBMP Chennai +91-44-28340107 [chennai@igtccindia.com](mailto:chennai@igtccindia.com) 3rd Batch starting July 2017

EBMP Kolkata Ms. Rupashri Ghosh +91-033-22837970 [rupashri.ghosh@indo-german.com](mailto:rupashri.ghosh@indo-german.com) July 2017

## Collaborate with IGTC Mumbai as a Partnering Training Organization and participate in the Trainee Selection Process 2017

An opportunity to provide a training position in your organization and to become a joint partner in nurturing management trainees for tomorrow!

The Indo-German Training Centre welcomes the support of IGCC member organizations to provide its management trainees with practical, on-the-job training and the best exposure to world-class processes and management systems in cross-functional business departments. The collaboration is critical to sustain the quality of the unique IGTC Post Graduate Program in Business Administration (PGPBA) based on the German Dual Education System.

As a Partnering Training Company, IGCC member organizations are invited to:

- Conduct the Trainee Selection Process at IGTC Mumbai on 5<sup>th</sup>- 7<sup>th</sup> June 2017 to select a management trainee based on their organizational requirements.
- Offer confirmed, on-the-job management training in the company for six months: November 2017-January 2018 and August-October 2018 -as a part of the PGPBA curriculum.
- Pre-plan the training process with meaningful assignments and live projects, so that the trainee develops under real conditions in the organization, acquires detailed business knowledge and soft skills through mentorship from experienced industry professionals.
- Assess the possibility of a final placement in the organization at the end of the training period, based on overall work performance of the trainees, their career interests and job profiles available within the organisation.

However, **please note that there is no obligation on the part of the organization to recruit the trainee on completion of the practical training.** A stipend must be offered to the trainee for the practical training months, based on the company's policy. We look forward to your positive participation in this training initiative to create better management graduates for the future. For more details on participation in the Trainee Selection Process, please contact **Radhieka R Mehta**, Director, IGTC on [director@igtccindia.com](mailto:director@igtccindia.com) or call on +91-22-22846830 / +91-22-22822002.

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## vetnet

German Chambers worldwide network (AHK) for cooperative, work-based Vocational Education & Training

### VEtNet

• Within the framework of the VEtNet project the Indo-German Chamber of Commerce promotes German-style vocational education and training in India. In November 2015 a pilot project started in Pune.

For more information contact us at [vetnet@indo-german.com](mailto:vetnet@indo-german.com) or call +91 20 41047123



### EUREM Energy Efficiency Trainings 2017 in Mumbai, Pune, Delhi, Bengaluru and Kolkata

• EUREM is the energy efficiency training of the Indo-German Chamber of Commerce that supports your company in development and implementation of commercially viable energy efficiency measures. You and your employees can learn how to optimize your company's energy consumption while reducing its energy costs and its carbon footprint. All successful participants will receive a globally recognized certificate for being an Energy Efficiency Specialist. For more information please contact Mr. Harshad Phadnis at [harshad.phadnis@indo-german.com](mailto:harshad.phadnis@indo-german.com) Tel.: +91 22 66652128 or visit <http://indien.ahk.de/training/eurem-energy-efficiency-specialist/>



### ProRecognition: Recognition of Qualifications in Germany

Aspiring to work in Germany? Let IGCC guide you with information on recognition of your qualifications with its new project ProRecognition. Recognition is mandatory to be able to work in certain regulated professions. For others it is helpful to get better prospects in the German job market. IGCC provides free consultation services for review of your qualifications, guides you through the steps of recognition.

For more information contact [aadishree.jamkhedkar@indo-german.com](mailto:aadishree.jamkhedkar@indo-german.com) / 020 410 47 124

## Business Enquiries

### German company in the leather trade looking for business partners (manufacturers/importers/distributors)

The German company wishes to export leather scraps from automotive and furniture which can be used in the production of shoes, handbags, purses, wallets and other small leather goods. If you are interested in collaborating with the German company please send a brief company profile to [calcutta@indo-german.com](mailto:calcutta@indo-german.com)

## Regional Events

### KOLKATA

IGCC Kolkata office is offering their Conference Room to its members for their internal meetings or seminars.

For further details please contact Ms. Rupashri Ghosh, Executive Tel: 033 22837970/ 22802236/22837962 Email [rupashri.ghosh@indo-german.com](mailto:rupashri.ghosh@indo-german.com)

### BENGALURU

#### Export/Investment Seminar

Please Save the date - 31st July 2017, for an Export/Investment Seminar to be held in Bangalore.

### PUNE

#### Seminar on GST (Goods & Services Tax) in Pune on 13th June 2017

The Indo-German Chamber of Commerce (IGCC), along with its knowledge Partner MOHINDER PURI & CO., is organising an exclusive Seminar on GST (Goods & Services Tax) on Tuesday, 13th June 2017 at the Sheraton Grand, Pune. This seminar will offer valuable information on the latest developments regarding GST, challenges as well as further preparations for businesses. For more information and registration please use this link:

<http://indien.ahk.de/events/upcoming-events/upcoming-events/events/seminar-on-gst-goods-services-tax/>

In case of queries, you may write to Ms. Dipti Kanitkar at [project2.pune@indo-german.com](mailto:project2.pune@indo-german.com)

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## •The Alliance for Integrity Programme on “Understanding the Nuts & Bolts of Business Integrity”, 23rd/24th June, 2017, Pune

The Alliance for Integrity, supported by IGCC and CII and coordinated by BEF, announces a two day Programme on the topic of “Understanding the Nuts & Bolts of Business Integrity” on 23rd/24th June, 2017 at Pune office of IGCC, 710 Nucleus Mall, 1 Church Road, Opp. Police Commissioner's Office, Pune 411001, India.

The training programme is aimed at providing participating businesses knowledge on matters of compliance and responsible business practices by offering an overview of the prevailing legal landscape with an understanding of reporting methodologies and practices. The objective of the training programme is equip to members with practical approaches, good practices and knowledge to effectively implement measures in their businesses to tackle corruption challenges and foster ethical behaviour. For more information kindly contact the IGCC office in Pune 020 41047100 or write to [rodewald@indo-german.com](mailto:rodewald@indo-german.com)

## •Partner Support Program (PSP)

IGCC provides support to expatriates and their spouses to ease their experience abroad in terms of advice for work and career, intercultural trainings and social work. The program also entails language courses and management degree courses.

**For more information contact** the IGCC PSP counselor [Judith Evers](mailto:Judith.Evers@indo-german.com) [judith.evers@indo-german.com](mailto:Judith.Evers@indo-german.com) visit <http://indien.ahk.de/services/partner-support-program/>

## •Office-in-Office Offer

The Indo-German Chamber of Commerce in Pune (located at: 710 Nucleus Mall, 1 Church Road, Opp. Police Commissioner's Office, Pune 411001) offers a separate office cabin within its premises. Use our brand new conference room with flexible seating arrangements and all AV equipment installed. For further details contact [Florian Wenke](mailto:Florian.Wenke@indo-german.com) [florian.wenke@indo-german.com](mailto:florian.wenke@indo-german.com) or call +91 20-41047193

## German Trade Fairs

**Important:** To avoid a last minute rush, all those planning to travel to Germany to visit/ exhibit at Trade fairs can apply for a Schengen visa at the Visa Application Centre. Passports issued more than 10 years ago will not be accepted. Passport validity should be least 3 months beyond the intended duration of stay in the Schengen territory and needs to contain at least two empty pages. Visa Information & requirements are available at [www.mumbai.diplo.de/Vertretung/mumbai/en/04/Visabestimmungen/schengen.html](http://www.mumbai.diplo.de/Vertretung/mumbai/en/04/Visabestimmungen/schengen.html)

## NUREMBERG Trade Fairs

### MT-CONNECT 2017, June 21-22, 2017, Nuremberg

The trade fair for the medical technology industry is scheduled to be held from 21-22 June 2017 in Nuremberg, Germany. Demands in the medical technology industry have increased considerably in the last few years – but so have its possibilities and opportunities. Thanks to digitalisation and progress in electrical engineering, the medical technology world is experiencing a revolution which is affecting the entire industry at the moment. MT-CONNECT is therefore going to be the first port of call for suppliers; after all, it's their innovative processes, components and services that will dictate which direction the industry moves in next. Microtechnologists, nanotechnologists, metal, plastic and mould producers, engineers and even IT professionals will meet manufacturers, users and representatives from research institutes and associations. This means MT-CONNECT will not only be portraying the current state of the industry, but also offering visitors and exhibitors opportunities to learn about path-breaking developments and get to know cooperation and business partners. For more details please visit the website [www.mt-connect.de/en](http://www.mt-connect.de/en)

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## **Pet South America, 15-17 August, 2017, Sao Paulo, Brazil**

The International Trade Show for Pet and Veterinary is scheduled to be from 15-17 August 2017 in Sao Paulo, Brazil. Consolidated as the most important and complete business platform in the pet and veterinary industry in Latin America, Pet South America is the meeting place for the biggest segments in the market. The event helps to drive the economy in the industry and provides various experiences in just one location. It is currently the fifth largest pet trade show in the world, according to a report from the American Pet Products Association (APPA). Pet South America will help your company to achieve its desired goals. Here, you will find the latest launches and new trends and will also have a complete program of talks and congresses geared towards the scientific and veterinary public as well as towards those interested in management and entrepreneurship. The 15th Pet South America was held from August 30 to September 1, 2016, gathering 320 exhibitor brands from the pet and veterinary hygiene and beauty, health, nutrition, equipment, accessories and services segments. The event also welcomed 20,000 attendees and industry professionals, including: veterinarians, merchants, distributors, groomers, trainers, breeders, retailers, wholesalers and more. That is why Pet South America is considered the biggest pet and veterinary trade show. For more details please visit the website <http://www.petsa.com.br/en>

## **BIOFACH AMERICA, 14-16 September, 2017, Baltimore, USA**

The organic and natural products sector meets at the organic exhibition in Baltimore, U.S.A from September 14 - 16, 2017. BIOFACH AMERICA - ALL THINGS ORGANIC offers manufacturers and traders the opportunity to get to know the North American organic market better. Besides inspiring meetings at the trade show, Baltimore is the ideal place for planning trade connections and making contact. Nowhere else do all the customers, suppliers, partners and potential new customers meet personally in a comparable way than at the BIOFACH trade fairs. It is the most important platform for organic products at the US east coast. Manufacturers present their company and products to the whole community and observe as well as analyse the market and position themselves for the competition at the same time. BIOFACH AMERICA - ALL THINGS ORGANIC is co-located with the 32nd Natural Products Expo East in Baltimore. BIOFACH AMERICA - ALL THINGS ORGANIC belongs to the BIOFACH network family whose world leading trade show takes place in Nuremberg, Germany. The last edition of BIOFACH AMERICA - ALL THINGS ORGANIC welcomed about 190 purely organic exhibitors showing their purely organic product lines to more than 28,000 visitors. For more details, please visit the website: [www.biofach-america.com](http://www.biofach-america.com)

## **POWTECH, 26-28 September, 2017, Nuremberg, Germany**

POWTECH, the leading trade fair for Processing, Analysis, and Handling of Powder and Bulk Solids will be held in Nuremberg, Germany from 26-28 September. It is the world's undisputed number one for powder, granule and bulk solids technologies. It reflects the current state of the art in mechanical processing technologies and instrumentation – and so provides a unique overview for a variety of industries from glass, building materials and paper to pharmaceuticals, chemicals and food. Experts visit POWTECH to look for pioneering innovations in size reduction, screening, mixing, conveying, dosing or granulating and many other processes. 49 % of the exhibitors reached their major target gross during POWTECH, 93 % of the POWTECH visitors influence procurement decisions in their company, 87 % of the exhibitors expect noticeable follow-up business. This event provides a presentation platform for innovations and advancements in processes for the manufacture of quality products made and processed from powder, granules, bulk solids and liquids – also for the environmental and recycling sector. For more details, please visit the website: [www.powtech.de/en](http://www.powtech.de/en)

## **it-sa, 10-12 October, 2017, Nuremberg**

it-sa is the only IT security exhibition in the German-speaking region and one of the most important worldwide events. Whether cloud computing, IT forensics, data security or hosting, the exhibition is a unique platform for IT security officers, developers and providers of products and services for IT security. it-sa opens its doors in Nuremberg from 10 - 12 October 2017. In 2016, more than 10.000 trade visitors, employees from the exhibiting companies and a variety of media representatives used the it-sa platform to source comprehensive information and exchange views on IT security. Altogether 490 companies presented their products and services. it-sa originates from the Security Forum of Systems

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Munich. It has been organized as a separate exhibition in the Exhibition Centre Nuremberg since 2009. The good growth rates confirm the necessity to create a separate annual platform for IT security. it-sa count as one of the most important IT security exhibitions in the world, and this only a few years after its premiere. For more details please visit the website [www.it-sa.de/en](http://www.it-sa.de/en)

For details on Nuremberg Fairs contact Ms. Haleema Sayed [haleema-sayed@nm-india.com](mailto:haleema-sayed@nm-india.com)/+91 22 62165302 or Ms. Nidhi Malviya at [nidhi.malviya@nm-india.com](mailto:nidhi.malviya@nm-india.com)/ +91 22-62165310



## SPIELWARENMESSE Events

- Kids India 2017: 20-22.09.2017, Mumbai, India
  - Insights-X 2017: 05-08.10.2017, Nuremberg, Germany
  - Kids Turkey 2017: 26-29.10.2017, Istanbul, Turkey
  - Spielwarenmesse® 2018: 31.01-04.02.2018, Nuremberg, Germany
- Space bookings for Spielwarenmesse® 2018 are now open.

For further details please contact: Ms. Tanu Ailawadi [t.ailawadi@spielwarenmesse.in](mailto:t.ailawadi@spielwarenmesse.in)

## BERLIN Trade Fairs

### Stage|Set|Scenery 20-22 June, 2017, Berlin

An international trade fair and conference for theatre, film and entertainment technology focusing on: stage machinery, drive and control systems, architecture and planning, lighting, acoustics, audio, video and media engineering, studio technology, events, museum technology, decoration and furnishings, make-up and costume design and safety engineering. It takes place on the Berlin Exhibition Grounds bi-annually in June. This year it will be held from 20-22 June. The trade show is organised by Messe Berlin GmbH and Deutsche Theater technische Gesellschaft (DTHG), its non-commercial sponsor. In 2015, there were 270 exhibitors from 24 countries and more than 6000 trade visitors who came to see Stage|Set|Scenery

### IFA Berlin 2017, 1-6 September, 2017, Berlin

The world's meeting place for the consumer electronics & home appliances industry. 1-6 September 2017 is where key retailers, buyers and industry experts and media gather in Berlin to see the latest launches & innovations in this industry. At IFA 2016, 1800 exhibitors presented their products & innovations to over 240,000 visitors. During the trade fair, visitors can attend the IFA + Summit & keynote conferences where prominent international decision makers from the fields of consumer electronics, home appliances and related industries share their vision.

IFA Global Markets for trade visitors only, runs concurrently to IFA from 3-6 September. A pure B2B market place for suppliers, component manufacturers and OEMs to meet clients and partners from the CE / HA industry, IFA Global Markets takes place at the Berlin station approx. 30 minutes from the fair grounds.

### CMS Berlin, 19-22 September, 2017, Berlin

The international trade show for cleaning systems and infrastructure services will be held in Berlin from 19-22 September 2017. It serves as an ideal platform for new contacts and potential business deals in the international cleaning market. Held every two years, the event has been firmly established as the main meeting place for the European cleaning industry. In 2015, there were 377 exhibitors from 20 countries displaying a unique range of products, systems and techniques to more than 16000 global trade visitors. Visitors come from the healthcare sector, facility management companies, hotel & catering industry, public contractors, construction companies etc. The latest in cleaning machinery, accessories, cleaning agents, hygiene products, protective clothing, property management & support services is displayed at CMS Berlin.



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## **ITB Asia, 25-27 October, 2017, Singapore**

Asia's leading travel trade show will take place from 25-27 October 2017 at the Marina Bay Sands, Singapore. Held each year in Singapore, ITB Asia is well segmented into Leisure Travel, Business Travel, MICE. In 2016 ITB Asia witnessed almost 10000 trade attendees and 846 exhibitors. 895 high-quality buyers in terms of purchasing power networked over pre-scheduled appointments. The trade show floor represents the full spectrum of global tourism at all levels of the value added chain from destinations to tour operators, booking systems, airlines and rental cars to online reservation systems, youth travel and employment.

## **Bazaar Berlin, 8-12 November, 2017, Berlin**

Every year in November around 40,000 visitors come to the Berlin Exhibition Grounds to purchase exotic articles from around the world, either to keep or to give away as gifts. Some 500 exhibitors from 60 countries make sure that the bazaar-like atmosphere on the exhibition grounds is something special. Sections include the World Market with exotic goods and typical locally made handicrafts from around the world, Art + Style, featuring fashion items with a personal touch, jewellery and accessories, as well as Natural Living with a wide variety of health products. India too showcases a wide variety of items including but not limited to scarves alone, like home furnishings, home textiles, costume jewellery, handicrafts, wooden items, tribal arts, handbags, leather, spices etc. In 2016 there was even more interest in fair trade products. More than 90 per cent said they would be back for the next Bazaar Berlin in November 2017 from 8-12.

For all information on Berlin Fairs, contact [Deepika Unni](mailto:DeepikaUnni@indo-german.com) at [berlinfairs@indo-german.com](mailto:berlinfairs@indo-german.com) Tel: 22 66652169

## **HAMBURG Trade Fairs**

### **Mineralien Hamburg 2017, 1-3 December, 2017, Hamburg**

North Europe's biggest mineral and jewellery show, Mineralien Hamburg will be held in Hamburg from 1-3 December 2017. On display are minerals, fossils, gemstones & jewellery making it the fourth largest mineral show in the world. More than 400 exhibitors from 34 nations show their interesting pieces to collectors, enthusiasts and the plain curious. It is aimed both at the specialist and the final consumer. The perfect timing during the pre-Christmas season reinforces a very positive buying behavior from visitors. Spread over 4 halls there are a fair number of exhibitors from India displaying their products.

### **WindEnergy Hamburg 2018, 25-28 September, 2018, Hamburg**

The world's leading expo for wind energy will take place in the wind capital of Germany i.e. Hamburg from 25-28 September, 2018. Held every two years it is the biggest meeting place for the wind industry. This leading international expo for onshore and offshore wind reflects the global market and the whole of the value chain. It is the meeting point for decision makers in the energy sector from all parts of the world. At the last WindEnergy in 2016, 35,000 visitors from 48 countries and 1,400 exhibitors from 34 countries were present. From India, 3 companies participated at the WindEnergy Hamburg in 2016. More information is available on [www.windenergyhamburg.com](http://www.windenergyhamburg.com)

For all information on Hamburg Fairs, contact [Deepika Unni](mailto:DeepikaUnni@indo-german.com) at [hamburgfairs@indo-german.com](mailto:hamburgfairs@indo-german.com) or call 022 66652169

## **HANNOVER MESSE, Hannover, Germany**

Ms. Ashwini Mistry, Project Manager at [ashwini.mistry@hmf-india.com](mailto:ashwini.mistry@hmf-india.com) or call +91 22 66875530/+91 9870150907

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## Indian Trade Fairs



### Kids India 2017, 20-22 September 2017, Bombay Convention & Exhibition Centre, Mumbai

The 5th edition of India's largest B2B fair for children's products such as toys, games, sports and hobby articles, baby and infant products, stationery etc. will be held from 20-22 September, 2017 in Mumbai. The fair is organized by Spielwarenmesse India Pvt. Ltd. supported by the Indo-German Chamber of Commerce (IGCC), Sports Goods Export Promotion Council (SGEPC) and The All India Toy Manufacturers' Association (TAITMA). The fair will have a special area for 'Back to School' products as well as a 'World of Toys' pavilion for international companies.

Bookings are open and space is being allocated on a first come, first served basis.

For further details please contact Ms. Tanu Ailawadi [t.ailawadi@spielwarenmesse.in](mailto:t.ailawadi@spielwarenmesse.in)



### INMEX SMM India 2017: 3-5 October, 2017: Bombay Exhibition Centre, Mumbai

The global fair organisers Hamburg Messe und Congress GmbH (HMC) and Informa Exhibitions are combining forces again to prepare the second round of Southern Asia's biggest and most important maritime conference and trade fair. The joint venture of INMEX and SMM will take place from 3 to 5 October, 2017 at the Bombay Exhibition Centre, Mumbai. More than 600 exhibitors from 30 different countries, approximately 8,000 industry visitors, and 6,600 square meters of exhibition area, not to mention more than 300 B2B meetings, made the 2015 fair the top event of South Asia's maritime sector. Many countries, including Germany, the United States, Denmark, China, the Netherlands and Norway, are planning to set up national pavilions. The fair will be accompanied by an attractive conference program featuring high-level industry representatives discussing current developments in the region. For further information visit [www.inmex-smm-india.com](http://www.inmex-smm-india.com), contact Lukas Schmitz, Hamburg Business Manager, Hamburg Representation Mumbai, Indo-German Chamber of Commerce +91-22-66652150 [lukas.schmitz@hamburgmumbai.com](mailto:lukas.schmitz@hamburgmumbai.com) / Christoph Lücke at [christoph.luecke@hamburg-messe.de](mailto:christoph.luecke@hamburg-messe.de) or call +49 40 3569-2135.



### Broadcast India Show 2017, 12-14 October 2017: Bombay Convention & Exhibition Centre, Mumbai, India

NürnbergMesse India is pleased to announce its association with Broadcast India Show. The 27th edition will be held from 12-14 October at Bombay Convention & Exhibition Centre, Mumbai, India

Broadcast India Show is the number one trade show focussing on technology that powers India's vast entertainment and information industry. The show will showcase the latest in Film, Television, Pro-Audio, 3D, Broadcasting, Digital Cinema, Radio, Mobile, IPTV and VR Technology from across the world and within the subcontinent. For further information please visit [www.broadcastindiashow.com](http://www.broadcastindiashow.com) or contact Ms. Kavita Meer at [connect@broadcastindiashow.com](mailto:connect@broadcastindiashow.com) [bis@nm-india.com](mailto:bis@nm-india.com) or call +91 11 47168830 / +91 22 62 165313



### BIOFACH INDIA together with INDIA ORGANIC 2017, 9th –11th November 2017: India Exposition Mart Ltd., Greater Noida, U.P, Delhi-NCR, India

The 9th edition of BIOFACH INDIA together with INDIA ORGANIC – an "International trade fair for organic products" is scheduled to be held from November 9–11, 2017 in Greater Noida in place of Delhi/NCR. The organizers of the trade fair are NuernbergMesse India and the co-organizers are the International Competence Centre for Organic Agriculture. The event is further supported by the Indo-German Chamber of Commerce. This event is a perfect blend of International Trade Fair, Networking Platform, International Buyer's Delegation, High Quality Conference, education and a host of cultural activities and initiatives for the promotion of the organic industry. The product spectrum at BIOFACH INDIA together with INDIA ORGANIC includes – organic aquaculture, organic dried fruits, organic tea, coffee and cocoa, organic fruits and vegetables, organic cotton and cotton products, organic essential and Ayurveda oils, organic fruit concentrates and fruit juices, organic, kernel and pulses, organic herbs, herbal extracts, herbal and medical supplements, organic oils and oil seeds, organic processed and semi-processed food, organic rice, honey, sugar and syrups, organic spices and seasonings, natural cosmetics and personal care items, services

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and consultancy for organic production and many more. Use BIOFACH INDIA together with INDIA ORGANIC as a perfect stage for your organic products and insights into the Indian Organic Market! For further information please visit [www.biofach-india.com](http://www.biofach-india.com) or contact Ms. Priya Sharma at [priya.sharma@nm-india.com](mailto:priya.sharma@nm-india.com) or call +91 11 47168830

## IMTEX Forming 2018 at BIEC, Bengaluru, 25-30 January, 2018

Indo German Chamber of Commerce once again is organising a German Pavilion at IMTEX Forming 2018. An initiative of IMTMA, IMTEX FORMING is a flagship event for the Indian metal forming industry. It is South and South East Asia's apex exhibition showcasing the latest trends as well as technological refinements from India and other global players. The mega event attracts visitors from a wide spectrum of manufacturing and ancillary industries including key decision and policy makers as well as industry captains who are keen to source latest technologies and manufacturing solutions for their product lines. For registration please contact Mr. Surjit S. Suri at [surjit.suri@indo-german.com](mailto:surjit.suri@indo-german.com).

## HPCI-CCC India 2018, 31st Jan – 1st Feb 2018

Bombay Convention & Exhibition Centre, Mumbai, India  
HPCI-CCC India is recognized as the leading show for the Home and Personal Care Ingredients segment in India. The 8th edition of HPCI India in cooperation with The Indian Care Chemical Convention (CCC) will take place from 31st Jan – 1st Feb, 2018 in Mumbai, India. The exhibitor spectrum at HPCI-CCC India includes products and services from Personal Care, cosmetics, detergents and home care ingredients raw materials and chemicals suppliers. The personal Care, Home Care and Cosmetic Segments in India is a fast growing segment, which has so far only seen the tip of the iceberg in terms of its true potential. This growth will continue to be fuelled by highly aspirational and young middle-class sector of over 300 million people in India. Speciality Chemicals and Ingredients form the functional core of products in these segments. For further information please visit: <http://www.hpci-india.com/> or contact Ms. Chaitali Davangeri at [chaitali.davangeri@nmindia.com](mailto:chaitali.davangeri@nmindia.com) or call +91 22 62 165309



IN COOPERATION WITH



## Auto Expo - Components Show 2018 from 8th–11th February at Pragati Maidan, New Delhi, India

The Indo German Chamber of Commerce will organize the German group participation at the 14th Auto Expo 2018 - Components Show to be held from 8-11 February, 2018 and organized jointly by the Automotive Component Manufacturers Association (ACMA), the Confederation of Indian Industry (CII) and the Society of Indian Automobile Manufacturers (SIAM). We will be reserving a prominent location for the German participation. The show will focus on the theme "Mobility for All" with special emphasis on the need for environment friendly fuels/vehicles, technological advancements, innovative designs. To participate please contact Mr. Surjit Singh Suri at [surjit.suri@indo-german.com](mailto:surjit.suri@indo-german.com)

## ACREX India 2018, 22nd–24th February 2018

Bangalore International Exhibition Centre (BIEC), Bengaluru, India  
The 19th edition of ACREX India will be conducted at Bangalore International Exhibition Centre, Bengaluru, India. ACREX India is an all-encompassing event apart from focusing on just HVAC&R. The Exhibition will feature diverse Building Engineering Services that include Electrical & Plumbing Services Building Automation and the ever growing Cold Chain Industry. The key highlights of the event are: •More than 600 Exhibitors •50,000 Business Visitors •Power Packed Workshops / Seminars •Platform to meet International heads of 30+ countries. For further information please visit <http://www.acrex.in> or contact Mansi Chawla at [manasi.chawla@nmindia.com](mailto:manasi.chawla@nmindia.com) or call +91 11 47168831



## Fire & Security India Expo 2018: 22nd–24th February 2018

Bangalore International Exhibition Centre (BIEC), Bengaluru, India  
The second edition of Fire & Security India Expo (FSIE) will be held from 22-24 February, 2018 at Bangalore International Exhibition Centre, Bengaluru, India. The event is organised by NürnbergMesse India in collaboration with the Fire & Security Association of India. FSIE is the first ever trade show expo and multi-dimensional platform that combines solutions for passive, active and organisational Fire Safety and Security Management. Here, official experts, Architects, Building Engineers,



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members of leading security and fire prevention bodies and other stakeholders from the world over gather to disseminate information, gather knowledge, exchange ideas, exhibit, debate innovative perspectives, solutions and products for fire safety and security. With a result of India's economic evolution, the awareness about Fire Safety and Security in our country has grown exponentially and intensified over the last decade. For further information please visit [www.fsie.in](http://www.fsie.in) or contact Mr. Jay Sheth at [jay.sheth@nm-india.com](mailto:jay.sheth@nm-india.com) or call +91 22 62165314



## **PAINTINDIA 2018, 8<sup>th</sup>–10<sup>th</sup> March, 2018: Bombay Convention and Exhibition Centre, Mumbai, India**

The PAINTINDIA series of exhibitions, since their inception in 1993, have been the pioneering and premier coatings exposition for the coatings industry in the Indian sub-continent. The next version of exhibition will be organised in Mumbai from 8<sup>th</sup> – 10<sup>th</sup> March 2018.

PAINTINDIA has built a place for itself as the pioneer and the only journal in the coating industry not only in India, but in the entire Far East. It has all along championed the cause of the coating industry to the extent that the Indian Industry looks up to the journal for objective presentation of news, independent expression of views and dissemination of information in continuing research in coatings and raw materials, and its allied fields.

**For Space Booking, please email Ms. Chaitali Davangeri at [chaitali.davangeri@nm-india.com](mailto:chaitali.davangeri@nm-india.com)**  
 Tel.: +91 22 62 165309.

## **ELECRAMA 2018 will be held from 10<sup>th</sup> – 14<sup>th</sup> March, 2018 at IEML, Greater Noida, India.**

Like always, the Indo German Chamber of Commerce will organize the German group participation at the 13<sup>th</sup> ELECRAMA 2018 organized by the Indian Electrical & Electronics Manufacturers' Association (IEEMA). A prominent location will be reserved for the German pavilion at the show. ELECRAMA is the flagship showcase of the Indian Electrical Industry ecosystem and the largest congregation of power sector ecosystem in the geography. Book your space now. Contact Mr. Surjit Singh Suri at [surjit.suri@indo-german.com](mailto:surjit.suri@indo-german.com)



## **Powder & Bulk Solids India 2018, 11<sup>th</sup>–13<sup>th</sup> October 2018**

Bombay Convention & Exhibition Centre, Mumbai, India

Powder & Bulks Solids India is the Indian event for mechanical Processing Technologies and Bulk Solids Handling Technologies. The exhibition with accompanying conference is the high quality get-together for process technicians, process engineers, production managers and scientists. At the exhibition, manufacturers and suppliers of mechanical processing and material handling technologies are showcasing all kinds of solutions for: -> Conveying -> Transporting -> Storing -> Size Reduction -> Screening -> Mixing -> Granulation For Powder -> Granules and Bulk Solids.

Basic processing technologies for powder and bulk material, plant engineering, processing components and other products related to the chemical, food, cement, mining and ports industry will be shown at the exhibition – meet key players from India and from all over the world at India's most diversified exhibition.

For further information visit [www.powderbulksolidsindia.com](http://www.powderbulksolidsindia.com) or contact Ms. Chaitali Davangeri at [chaitali.davangeri@nmindia.com](mailto:chaitali.davangeri@nmindia.com) or call +91 22 62 165309

## **ALUCAST 2018, 6-8 December 2018, DELHI, NCR**

India's biggest exhibition for the Aluminium Die Casting Industry, ALUCAST 2018 will take place from the 6<sup>th</sup> - 8<sup>th</sup> December at DELHI – NCR. Over 100 companies from countries including China, Japan, Germany, Switzerland, Taiwan, Italy and Spain will showcase the latest cutting edge technology and innovative solutions. The Exhibition is being organized by The Aluminium Casters' Association of India and the Event is produced by NürnbergMesse India.

The event is also supplemented by a high level conference program addressing the needs of the Industry. For further information visit [www.alucast2016.com](http://www.alucast2016.com) or contact Ms. Rucheeka Chhugani at [rucheeka.chhugani@nm-india.com](mailto:rucheeka.chhugani@nm-india.com) or call +91 11 47168828



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## Services

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### German Trade & Information

If you are looking at doing business in Germany, we help you to find the right business partner in Germany. You can avail of our vast up-to-date database on German importers, exporters, manufacturers, suppliers & service providers. We help promote your company in the German market through our tie-ups with various German trade publications and through the vast network of the local German Chambers of Commerce present in each city in Germany.

For more details, please contact [chaitra.dole@indo-german.com](mailto:chaitra.dole@indo-german.com) Tel: +91 22 66652159

### Indo-German Chamber of Commerce [IGCC] and Sri Lanka

IGCC is proud to announce its association & cooperation with the Sri Lankan German Business Council (SLGBC), the Ceylon Chamber of Commerce (CCC) and the Economic Department of the German Embassy. The objective of the association is to intensify information exchange via trade fairs, trade missions, support delegations, facilitate business transitions and promote vocational training. Sri Lanka holds good potential for foreign companies, particularly in the fields of textile, logistics, infrastructure and tourism and there are several projects underway where they seek Indian & International support.

For more details, please contact [mira.dalvi@indo-german.com](mailto:mira.dalvi@indo-german.com)

### Senior Experten Service (SES)



Since 1983, the Senior Experten Service (SES) has been helping small and medium-sized companies to help themselves, aided by Senior Experts - specialists who, having completed their active professional lives joined SES to pass on their knowledge on a voluntary basis. SES is the Foundation of German Industry for International Cooperation, a non-profit-making organization. SES support may also be available to public institutions, authorities and vocational training institutions. Although assignments mainly take place in developing and emerging countries, they also provide help in Germany.

For further details contact Ms. Sharon Mogose Tel.: 033 22802236 / [sharon.mogose@indo-german.com](mailto:sharon.mogose@indo-german.com)

## Publications

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### Greener, Cleaner World: Business Responsibility Initiatives in Eastern India

IGCC Kolkata will come up with a publication titled "Greener, Cleaner World: Business Responsibility Initiatives in Eastern India". This guide will highlight members' initiatives, mainly in the environmental and CSR areas. For details please contact Ms. Rupashri Ghosh, [rupashri.ghosh@indo-german.com](mailto:rupashri.ghosh@indo-german.com) Phone: 033-22837979 / 22837962.

### IGCC Members' Directory 2016-2017 60<sup>TH</sup> Anniversary Edition

#### The Indo-German Chamber's MEMBERS' DIRECTORY \*Now Available\*

A database listing over 6,000 member companies with over 1400 Product Classifications/Services

The Indo-German Chamber of Commerce's new edition of its "Members' Directory" is now available for sale. This Directory serves as a useful guide as it includes information on member companies (including over 800 German companies located in India). Contact [swapna@indo-german.com](mailto:swapna@indo-german.com) to purchase your copy.

### Partners in Progress German Companies in Eastern India

Rich natural resources, a well-educated talent pool and the closeness to South-East Asia are some of the advantages that the Region of Eastern India offers. Since the opening of the Kolkata office in 1957, IGCC has promoted business relations between Germany and the region. The company profiles in the publication offer a snapshot of what is possible.

Contact [rupashri.ghosh@indo-german.com](mailto:rupashri.ghosh@indo-german.com)

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## **IGCC Contract Guide (in English)**

The IGCC Contract Guide provides valuable information on Indian contract law and outlines some of its distinctive features. It contains samples of various contracts as Distributorship agreement and Articles of Association. Especially for foreign companies the IGCC Contract Guide serves as a valuable handbook for setting up valid contracts in India.

## **PUBLIC PROCUREMENT IN INDIA – Öffentliche Ausschreibungen in Indien“ (In English & German)**

The publication aims to provide an overview of the existing regulations on public procurement in the Republic of India for public entities, as well as bidders in public tenders. The Indian government presented a new unified procurement law for the Republic of India this year - possibly with a view to the likely conclusion of a free trade agreement with the EU.

## **Joint Ventures, Mergers & Acquisitions in India (in German and English)**

This book serves as a preliminary guide to German/ Indian companies planning a collaboration in India.

## **The Business Law Magazine: a cooperation with the Indo-German Chamber of Commerce**

The Business Law Magazine is an online English-language magazine primarily aimed at company lawyers, managing directors, judges, prosecutors and attorneys in Germany's leading trade partners. In articles written with real-world legal practice in mind, the magazine explores all important questions related to German corporate, commercial, tax, labour, compliance and IP/IT law. <http://www.businesslaw-magazine.com/>

The new Labor Law Magazine is an addition to the Business Law Magazine. With the growing importance of Germany for international investors and companies the Labor Law Magazine has specialized in this topic. Articles written by experienced lawyers deal with various aspects of German Labor Law in an international context.

[http://www.laborlaw-magazine.com/wp-content/uploads/sites/31/2016/05/LaborLawMagazine\\_1-2016.pdf](http://www.laborlaw-magazine.com/wp-content/uploads/sites/31/2016/05/LaborLawMagazine_1-2016.pdf)

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Do write in with your comments, views & suggestions to Radha Matthai at [membership@indo-german.com](mailto:membership@indo-german.com)  
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