

NEWSLETTER

No. 146 | September 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 FTA Events in India:

BSCI face-to-face workshops for producers:

- 12 September 2017 Social Management Systems Coimbatore
- 13 September 2017 Occupational Health and Safety Coimbatore
- 14 September 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

IAA-India-Day, 15th September, 2017, Messe Frankfurt Fair Grounds, Frankfurt, Germany

IAA-India Day will be held from 10.00 am to 1.00 pm at the Congress Center, Messe Frankfurt Fair Grounds (CMF) in Room Illusion II + III. This special event is being organised in collaboration with the Verband der Automobilindustrie e. V. (VDA) / Automotive Component Manufacturers Association of India (ACMA) / Society of Indian Automobile Manufacturers (SIAM) and the Indo-German Chamber of Commerce (IGCC) on the occasion of the 67th International Motor Show Cars (IAA) 2017 from 14th-24th September in Frankfurt/Main, Germany. For more information on the show visit <https://www.iaa.de/en/>.

The Indo-German Chamber of Commerce Awards for the year 2017

We invite you to participate in the Indo-German Chamber of Commerce Awards for the year 2017. The awards will be given in the following two categories:

1. Award for outstanding export performance by an Indo-German Joint Venture
2. Award for outstanding contribution towards the promotion of Indo-German Economic Relations
3. Award for sustainable business practices

The awards will be handed out at our 61st AGM on 24th September 2017 in Mumbai.

For further details please contact: chaitra.dole@indo-german.com / tel +91 22 66652159

61st Annual General Meeting (AGM) of the Indo-German Chamber of Commerce (IGCC)

The 61st AGM of the IGCC will be held on Sunday, 24th September 2017 at The Taj Mahal Palace Hotel in Mumbai. Hon'ble Shri Piyush Goyal, Minister of State with Independent Charge for Power, Coal, New & Renewable Energy and Mines, Govt. of India has kindly consented to be the Chief Guest at the AGM. The AGM is the largest business event of the Indo-German Business community in India attracting over 600 members, diplomats, VIPs, industrialists, exporters, importers, media, associates etc.

The AGM is an excellent platform for developing business contacts, networking, etc.

Those interested in sponsorship opportunities at the AGM should contact Dorrel.dacruz@indo-german.com

German Days in Mumbai, 4-7 October, 2017

The German Consulate and the Indo-German Chamber of Commerce have teamed up to bring you the 'German Days in Mumbai' from the 4th-7th October, 2017. We plan to showcase the myriad facets of Germany like Culture & Tourism, Investment, Education, Industry, Sport etc. The venue for the German Days in Mumbai will be the Mahalaxmi Race Course

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(RWITC) thus providing a perfect setting for the grand event.

Main Highlights of the German Days will be:

- The celebrations of the German National Day 2017 on the 5th of October as well as
- The 8th edition of the Mumbai Oktoberfest which will take place on the evenings of 4, 6 and 7th October (Mumbai Oktoberfest will have a ticket entry. You can buy your tickets here: <https://www.townscript.com/e/mumbai-oktoberfest-2017-003431>. Members of the IGCC will avail a one-time valid discount coupon when they buy their tickets online. The discount code is the respective Membership ID of the member).

In order to make the German Days a huge success we invite you to be our partner. As a partner you will have multiple tailor-made benefits during the entire course of the 'German Days'. More information about all the benefits will be shared with you via a detailed presentation and further meetings.

For more details please get in touch with mira.dalvi@indo-german.com

RuhrSummit 2017, 19 & 20 October, 2017, Dortmund, Germany

RuhrSummit is the biggest conference and networking event in the Ruhr region for start-ups, investors, corporates and entrepreneurs from all over the world. The event will take place on 19th and 20th Oct 2017 in Dortmund which will be organised by IHK Dortmund. There will be an international pitch competition "RuhrPitch". Start-ups from the domains of IoT, Energy and Logistics who would like to participate in the Summit please contact chaitra.dole@indo-german.com <http://summit.ruhr/en/>.



Asia-Pacific Regional Conference (APRC), 3-5 November, 2017, Perth, Australia

From 3 to 5 November, the most significant bilateral conference between Germany and Australia will redefine the depth and breadth of economic linkages between the two countries. Political and business leaders will explore new investment and trade opportunities with a special focus on growth in the Asia-Pacific region. Both nations will discuss how to best leverage their strong ties into the region.

Learn about the challenges and opportunities in the Asia-Pacific region from two different angles. First, two heavily trade-exposed economies will bring together senior experts and business leaders, to gain frank assessments on how companies can create new opportunities in some of the world's largest and fastest growing economies. Second, companies will be able to utilise side events and networking tools to drive new business and partnering opportunities. Experts from Austrade and Germany Trade and Invest (GTAI) will be on hand to facilitate one-on-one meetings.

The Asia-Pacific Regional Conference (APRC) will bring together up to 1000 high-level delegates to Perth to hear from business and political leaders about future opportunities in areas such as digitalisation and innovation, mining, energy security and resources, agri-tech and the global food supply chain, defence technology and shipbuilding. Furthermore, this is your chance to learn about a range of trade and policy-related topics, and how Australia acts as a premier business gateway for the Asia-Pacific region. To find out more and to register please visit <http://aprcperth2017.com/>

India Week Hamburg 2017, 6th–12th November, Hamburg, Germany

This year in November, Hamburg will celebrate "India Week Hamburg" for the seventh time. The event takes place every two years and is organized by the Senate of Hamburg under the lead of the Senate Chancellery. The purpose of India Week Hamburg is to display the multiple ties between Hamburg and India, strengthen existing partnerships and create new opportunities for cooperation. For further details, please contact at lukas.schmitz@hamburgmumbai.com or call +91 22-66652 150

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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 / 033 – 2283-7970 or visit www.cms-berlin.de

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-abfallwirtschaft-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 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 (BDL) 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](mailto:seibert@indo-german.com) at 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/>

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 1st December, 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](mailto:dipti.kanitkar@indo-german.com) at dipti.kanitkar@indo-german.com or call 0091 20 41047121.

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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
- For further information, online application form and printable PGPBA E-Brochure visit www.igtccindia.com

IGTC Mumbai	Ms. Sajita Pradeep	+91-22-22834773	mumbai@igtccindia.com
IGTC Bangalore	Ms. Anitha C	+91-80-40926130	bangalore@igtccindia.com
IGTC Chennai	Mrs. Prabha Gurumurthy	+91-44-28340107	chennai@igtccindia.com

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

Contact:

EBMP Mumbai Ms. Veena Kulur +91-22-22822002 ebmp@igtccindia.com

EBMP Bengaluru Ms. Anitha C +91-80-40926130 bangalore@igtccindia.com 6th Batch starting on 9th September 2017

EBMP Chennai Mrs. Prabha Gurumurthy +91-44-28340107 chennai@igtccindia.com next batch commencing January 2018

EBMP Kolkata Ms. Rupashri Ghosh +91-033-22837970 rupashri.ghosh@indo-german.com

EBMP Pune Ms. Veena Kulur / Ms. Tisha Mehra +91-22-22822002 ebmp@igtccindia.com 5th Batch starting January 2018.



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 or call +91 20 41047123

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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
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 florian.wenke@indo-german.com / 020 410 47 124

Business Enquiries

German company looking for a sole distribution partner in India

A reputed German company which offers products for the DIY sector includes PowerTools, Garden Tools, Heating and Car Accessory is looking for a potential sole distribution partner in India. The main task of the Indian distribution partner is not only selling the products but also to provide after sales service to the end customers to be successful in a long run. The Indian partner will have to build up the brand of these products in India. The company is looking for a distribution partner who should be equipped with the following attributes as requirements to become a franchise partner:

- Financial capabilities to handle a sales turnover of over 1,5 Mio. € /Year (~1 Mio € PU-Volume) and the commitment to reach this turnover within 4 years
- Offer After Sales Services
- Capability to build up the Brand: Showroom, webpage, etc.
- Being able to realize defined marketing activities, campaigns
- Employ at least one Product manager who is 100% committed and focused on their products

If an Indian company in the same field of services is interested in this inquiry, kindly get in touch with **Shrutika Joshi** at shrutika.joshi@indo-german.com for more details.

From the Sri Lanka Desk

Lanka Logistics & Technologies Ltd (LLTL), a fully state owned company, operating under the purview of Ministry of Defence (MOD) Sri Lanka, is in the process of registering suppliers for restricted items for the year 2018 to furnish requirements of the Armed Forces as well as its other line agencies in Sri Lanka.

LLTL is looking for Original Equipment Manufacturers (OEM) and suppliers of original equipment in these domains, in Germany through our chamber. For further details please get in touch with mira.dalvi@indo-german.com

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

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Regional Events



NEW DELHI

German Christmas Market, 9th & 10th December, 2017, New Delhi

Catch the Spirit of the Season with the German Christmas Market, New Delhi which is supported by the German Embassy, German School, and the Federation of Indo-German Societies in India. The 20th edition of the German Christmas Market will take place this year on the 9th & 10th December, 2017 at the grounds of the German House, 2, Nyaya Marg, Chanakyapuri, New Delhi. We invite your company to participate at the German Christmas Market 2017 and benefit from this opportunity of gaining excellent mileage and creating a buzz for your products, brands and services. For further details please send an email to gcm.delhi@indo-german.com or call us on +91 11 47168888.

KOLKATA

Industry 4.0 – “The industrial internet of things”, 4th September, 2017

Industry 4.0 – “The industrial internet of things” are widely discussed concepts today in the context of the future of manufacturing. Indo-German Chamber of Commerce, Kolkata and Lenze India are pleased to invite you to a session titled: “Industry 4.0 – Objectives and Value Addition” with Dipl.-Inform. Michael May (Application & Support | Industrial IoT Expert, Lenze Sales Europe GmbH), on Monday, 4th September 2017, 15.45 onwards at the office of IGCC, 3A Gurusaday Road, Kolkata 700 019. For further information and registration please contact Mrs. Sharon Mogose at sharon.mogose@indo-german.com or call +91 33 22802236 (D) 22837970/22837962

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

PUNE

•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 at judith.evers@indo-german.com

or 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 at florian.wenke@indo-german.com or call +91 20-41047193

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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

NUREMBERG Trade Fairs

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

Analitica Latin America, 26-28 September, 2017, Sao Paulo, Brazil

Analitica is one of the main meeting points of the analytical chemical industry is scheduled to be from 26th to 28th September 2017 in Sao Paulo, Brazil. The 13th edition of Analitica Latin America, an international trade fair for technology for laboratories, analysis, biotechnology and quality control, presented the sector's releases and trends, once again becoming the main business platform, relationship and content generation for the different sectors of analytical chemistry. In 2015, 7,523 visits were recorded, with 55% of the public being made up of senior executives in the purchasing decision-makers of the companies, who checked the news of 500 exhibiting brands and participated in the activities of the Knowledge and Innovation Circuit. Industry professionals follow the new technologies developed by national and international companies. The event included the 2nd Knowledge and Innovation Circuit, made up of the 4th Analitica Congress, Knowledge Arena, Livelab and Scientific Work, which teamed up and offered a unique environment for interacting and generating business. For more details, please go through the website: www.analiticanel.com.br/en

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

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it-sa, 10-12 October, 2017, Nuremberg, Germany

it-sa is the highlight for the IT security sector Trends & innovations in the IT security sector | 10 - 12 October 2017, Exhibition Centre 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. Additional know-how is offered by the Congress@it-sa congress program already starting the day before. Here, in numerous lectures and presentations from 10 to 12 October, experts will be providing information on current issues, strategies and technical solutions for more IT security. 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. For more details, please visit the website: www.it-sa.de/en

PERIMETER PROTECTION, 16-18 January 2018, Nuremberg, Germany

The International exhibition for perimeter protection & fencing systems is scheduled to be from 16-18th January 2018 in Nuremberg, Germany. Experience the perfect interaction of mechanical and electronic components at Perimeter Protection: The exhibition presents IT solutions for integrated security systems and fencing systems. Perimeter Protection is the only exhibition that focuses exclusively on the security of outdoor sites and facilities. Perimeter Protection is the only exhibition that concentrates on the segments of site protection, fencing systems and building security. Architects, security officers and buyers from industry, official agencies, local authorities, building services planners and installers of building security systems meet here for a highly professional exchange of ideas in a friendly atmosphere. You too should make selected new business contacts in 2018 in one of the security sector's most important growth segments. For more details, please go through the website: www.perimeter-protection.de/en

EUROGUSS, 16-18 January, 2018, Nuremberg, Germany

International Trade Fair for Die Casting Technology, Processes, Products – the Die Casting Industry meets! 16-18, January 2018 in Nuremberg, Germany. The international die casting industry meets at Europe's biggest trade fair for die casting for the 12th time. The HYPERLINK "<https://www.euroguss.de/en/exhibition-info/exhibition-profile/product-range>" "Product range" product range shows innovative solutions for die casting processes like aluminium die casting, magnesium die casting or zinc die casting. The event also focuses on topics like rapid prototyping, die casting machinery and material testing. EUROGUSS shows the whole die casting value chain in one place from raw materials, technology and processes to the finished products. The event set new records in 2016 with 578 exhibitors and 12,032 trade visitors. The exhibitors are die casting foundries and their component suppliers, equipment suppliers and service providers. They show die casting technology, products for after-treatment of castings, parting agents and operating materials necessary in the manufacturing process, quality control facilities, control systems, drive technology and the broad field of software. For more details, please go through the website: www.euroguss.de/en

For details on Nuremberg Fairs contact Ms. Haleema Sayed at haleema-sayed@nm-india.com / +91 22 62165302 or Ms. Nidhi Malviya at 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 at t.ailawadi@spielwarenmesse.in



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BERLIN Trade Fairs

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.

Trade visitor day pass = Rs.2800.00

Trade visitor season/all days pass = Rs.4000.00

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.

Trade visitor one day ticket=Rs.1400.00

Trade visitor season/all days ticket = Rs.2150.00

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, please contact Ms Tanu Ailawadi at 011 47168822 berlinfairs@indo-german.com or Ms Norma Xavier at 022 66652142 norma.remedios@indo-german.com

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

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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. IGCC is organising an India Pavilion in Hall B1 at the WindEnergy Hamburg 2018. Interested companies may contact us to book space in advance. More information is available on www.windenergyhamburg.com

For all information on Berlin Fairs, please contact Ms Tanu Ailawadi at 011 47168822 berlinfairs@indo-german.com or Ms Norma Xavier at 022 66652142 norma.remedios@indo-german.com

HANNOVER MESSE, Hannover, Germany

Ms. Ashwini Mistry, Project Manager at ashwini.mistry@hmf-india.com or call +91 9870150907

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 at 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, contact Lukas Schmitz, Hamburg Business Manager, Hamburg Representation Mumbai, Indo-German Chamber of Commerce or call +91-22-66652150 at lukas.schmitz@hamburgmumbai.com / Christoph Lücke at christoph.luecke@hamburg-messe.de or call +49 40 3569-2135.

IREE – International Railway Equipment Exhibition: 11-13 October 2017 at Pragati Maidan, New Delhi, India

IREE is India's largest railway exhibition and convergence of global rail industry organised by Confederation of Indian Industry (CII) in association with the Ministry of Railways, Government of India. The fair provides an opportunity to be part of the current initiatives of the largest ever modernization and expansion plans of the Indian Railways. The exhibition provides a platform for

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showcasing the latest technological advancements, new products and innovations directly to the large number of decision makers from the Indian Railways. The Indo-German Chamber of Commerce is once again organizing a German Group participation at IREE. For further information, please contact **Ms. Shivani Chaturvedi** at shivani@indo-german.com or call +91-11-47168821.

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 infotainment 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 or contact **Ms. Kavita Meer** at connect@broadcastindiashow.com 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 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 or contact **Ms. Priya Sharma** at 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.

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

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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 or call +91 22 62 165309

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

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 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, 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 or contact Mr. Jay Sheth at jay.sheth@nm-india.com or call +91 22 62165314



PAINTINDIA 2018, 8th–10th 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 8th – 10th 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

Tel.: +91 22 62 165309.

ELECRAMA 2018 will be held from 10th – 14th March, 2018 at IEML, Greater Noida, India.

Like always, the Indo German Chamber of Commerce will organize the German group participation at the 13th ELECRAMA 2018 organized by the Indian Electrical & Electronics Manufacturers' Association (IEEMA). A prominent location will be



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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](mailto:Mr.Surjit.Singh.Suri@indo-german.com) at surjit.suri@indo-german.com

Powder & Bulk Solids India 2018, 11th–13th 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 or contact

[Ms. Chaitali Davangeri](mailto:Ms.Chaitali.Davangeri@nmindia.com) at 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 6th - 8th 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 or contact [Ms. Rucheeka Chhugani](mailto:Ms.Rucheeka.Chhugani@nm-india.com) at rucheeka.chhugani@nm-india.com or call +91 11 47168828



Services

Start-ups

We help you explore one of the fastest growing start-up ecosystems India and Germany. We support corporates to scout the best start-ups in various domains as well as connect investors and start-ups. For more information please contact chaitra.dole@indo-german.com / <http://indien.ahk.de/services/startups/>

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 +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

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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 033 22802236 / sharon.mogose@indo-german.com

Publications

BOOK YOUR ADVERTISEMENT NOW in the 61st ANNUAL REVIEW 2017

This is your chance to make contact with the Indo-German Business Community by ADVERTISING in the Indo-German Chamber's 61st ANNUAL REVIEW published at the time of the Annual General Meeting. In case you have not yet booked your advertisement space in our upcoming 61st Annual Review, email jennifer@indo-german.com / advertisements@indo-german.com for more details.

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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 at rupashri.ghosh@indo-german.com or call 033-22837979 / 22837962.

IGCC Members' Directory 2016-2017 60TH 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 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

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.

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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

For further details please contact publications@indo-german.com or Tel.: 022-6665 2148

Do write in with your comments, views & suggestions to Radha Matthai at membership@indo-german.com
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