



Indo-German Chamber of Commerce
Deutsch-Indische Handelskammer
Mumbai · Delhi · Kolkata · Chennai
Bengaluru · Pune · Düsseldorf

NEWSLETTER

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EVENTS

Seminar on “Banking on Digitisation: Making Business Easier”

In co-operation with STANDARD CHARTERED BANK, the Indo-German Chamber of Commerce (IGCC) is organizing an informative session on the acceleration of Digitalization of trade and finance and the crucial role that it will play in business practices, including an overview of the Limited Liability Partnership (LLP) form of doing business in India.

Topics to be covered include:

- a) Indian Economy – Normalizing post Disruptions
- b) Digitization in Cash, Trade & Forex
- c) LLP: Overview and Pros & Cons

Venue: IGCC office, Mumbai

Date: Tuesday, 17th April 2018 between 1430 to 1730 hrs.

To register for the event contact Dorrel D’Cruz dorrel.dacruz@indo-german.com or call 022-66652145

Railway Delegation, 23rd-27th April, 2018, Chennai, Kolkata & Delhi

Under the Sponsorship of Federal Ministry for Economic Affairs and Energy and in co-operation with the German Railway Industry Association (VDB) the Indo-German Chamber will be bringing a 25 member Delegation to India in the month of April. The Delegation plans to visit Chennai, Kolkata, and Delhi. The members of the delegation will represent a wide spectrum of manufactures of equipment and facilities for the Railways as well as services such as advance signalling systems etc. Companies interested in meeting the Delegation at the B2B meetings in the above cities please contact:

Chennai - **B.S.Ramya**, Tel: 044-28340835/36 E-mail bs.ramya@indo-german.com

Kolkata - **Sharon Mogose**, Tel: 033- 22802236 (D), 22837970 sharon.mogose@indo-german.com

Delhi - **Sumati Sud**, Tel: 011-47168810 sumati@indo-german.com

HANNOVER MESSE – Get new technology first! April 23-27, 2018, Hannover, Germany

HANNOVER MESSE is the world’s leading trade fair for industrial technology. With its core focus on ‘Integrated Industry’ and ‘Integrated Energy’, it is the No. 1 global platform for Industry 4.0. The upcoming HANNOVER MESSE will feature five parallel shows: IAMD (Integrated Automation, Motion & Drives), Digital Factory, Energy, Industrial Supply and Research & Technology. It will also be co-staged with CeMAT, the world’s leading trade fair for intralogistics and supply chain management. IGCC will offer free entry tickets to the fair to its members.

For further details on registration and participation as a visitor, contact Mira Dalvi at mira.dalvi@indo-german.com or call +91-22-66652143.

The Foreign Trade Association becomes amfori from January 2018

Building on 40 years of experience and taking into consideration the current fast-changing environment and the UN Agenda for Sustainable Development, the association has developed a bold long-term strategy to be future-fit, **Vision 2030**, and has evolved to amfori to support it.

amfori believes in a world where all trade delivers social, environmental and economic benefits for everyone. Its mission is to enable organisations to enhance human prosperity, use natural resources responsibly and drive open trade globally, what they call ‘Trade with Purpose’. [Read more.](#)



Upcoming Events: Producer Workshops

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Drafting a Remediation Plan	10 April 2018	Coimbatore
Fair Remuneration and Decent Working Hours	11 April 2018	Coimbatore
Worker Involvement in Improving Working Conditions	24 April 2018	Delhi
Responsible Recruitment	25 April 2018	Delhi

Contact: Natasha Majumdar, amfori Network Representative–India, Tel. +91-22-6665-2139

E-mail Natasha.majumdar@amfori.org

German Days in Mumbai, Mumbai Oktoberfest and Mumbai Christmas Fest 2018!

After a successful debut in 2017, the German Days in Mumbai is back to enthral you in 2018! Accompanied by the ever so popular Mumbai Oktoberfest, the German Consulate and the Chamber look forward to your support to host an even bigger event in 2018! This year we will also see the comeback of our beloved Mumbai Christmas Fest, which was sorely missed in 2017. For details of participation as partners, sponsors and exhibitors at both events, **please get in touch with mira.dalvi@indo-german.com or shrutika.joshi@indo-german.com**

Survey

The internationalization of business is increasing – at the same time the uncertainty about the global effects on the development in some countries is rising. To shape policy and inform the public, we would like to use the broad range of member companies of the world-wide network of German Chambers (AHK) to assess global economic developments.

We would like to ask you to participate in this survey until April 13th, 2018. The Survey is accessible via the following link: <http://ahk-survey.webtop.de/>. The survey will take no more than 3 minutes to complete. The link also works on mobile devices. Your participation is highly appreciated!

EDUCATION & TRAINING

Post Graduate Programme in Business Administration (PGPBA) - Admissions Open for 2018

- 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](#) or visit www.igtcindia.com

IGTC Mumbai Ms. Sajita Pradeep +91-22-22834773

mumbai@igtcindia.com

IGTC Bangalore Ms. Anitha C +91-80-40926130

bangalore@igtcindia.com

IGTC Chennai Ms. Prabha Gurusurthy +91-44-28340107

chennai@igtcindia.com

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Executive Business Management Programme (EBMP) Admissions Open for 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 or contact:

EBMP Mumbai Ms. Sajita Pradeep +91-22-22834773 ebmp@igtccindia.com (Next batch commencing August 2018)

EBMP Bengaluru Ms. Anitha C +91-80-40926130 bangalore@igtccindia.com

EBMP Chennai Ms Prabha Gurumurthy +91-44-28340107 chennai@igtccindia.com

EBMP Kolkata Ms. Sabina Pandey +91-33-22837970/62 calcutta@indo-german.com

EBMP Pune Ms. Veena Kulur/Ms. Tisha Mehra +91-22-22822002 ebmp@igtccindia.com

Frankfurt School of Finance and Management

Frankfurt School is one of Europe's leading business schools delivering German excellence in management and finance education. In India, Frankfurt School is represented through the Indo-German Chamber of Commerce and is based in the Mumbai office.

Master of Leadership in Development Finance-online (MA) is designed for emerging leaders who are passionate about finance and the role finance plays as a catalyst for economic development and growth in emerging economies worldwide.

Upcoming events:

Meet Frankfurt School in Pune at the EDUOPTIONS GERMANY fair on **Saturday 7 April, 2018** at the Sheraton Grand Hotel from 9am – 6pm

Frankfurt School Contact: Larissa Wood (Regional Head India) l.wood@int.fs.de 022 666 521 73

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**

EUREM Energy Efficiency Trainings 2018 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

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Specialist. For more information 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 and guides you through the steps of recognition. **For more information contact recognition@indo-german.com / 020 410 47 124**

BUSINESS ENQUIRIES

A reputed German manufacturer of organic cereals is looking out for a distributor in India

A reputed German manufacturer of organic cereals who has great amount of experience in production and processing of cereals is looking out for a distributor in India. They manufactures for industrial use as well as for private label use. Their product range includes cornflakes of all types, extruded and organic cereals, filled cereals, multi flakes, roasted wheat, muesli, crunchy and other wide range of products. If this inquiry interests you, **kindly get in touch with Devraj Banerjee at Devraj.banerjee@indo-german.com**

German Biodiesel manufacturer is looking for Used Cooking Oil suppliers from India

A leading global manufacturer and provider of Biodiesel is looking for Used Cooking Oil suppliers from India. The company converts waste fats and oils into high quality renewable fuels and chemicals to meet growing global demand for cleaner products.

The German company would like to meet companies that have access to large quantities of Used Cooking Oil (UCO) - waste management companies, UCO collection companies in India. Indian companies who have the ability to collect and export large quantities of UCO to Europe would be preferred. They would also like to meet hotels/Namkeen and Fried Snacks manufacturers/Quick Service Restaurants that generate large amounts of Used Cooking Oil in India. The company would also like to establish a business relationship with distributors of Virgin/Fresh Cooking Oil who supply to large hotels, Quick Service Restaurants, Namkeen and Fried snacks manufacturers. **In case you are interested in the above enquiry, please write to anupama.narayan@indo-german.com** with a short profile of your company.

German Video Inspection Camera and Flue Gas Analyser manufacturing company looking for a distributor in India

A German company manufacturing video inspection cameras and flue gas analysers is looking for a distributor in India. Since their origin in 1932 the German company has relied on research, development and manufacturing made in Germany. The Industrial Emission Analyzer by the German company is a portable instrument designed to be used in tough industrial heat processes, such as boiler and burner testing, heat processes and engine testing. The new Inspection Camera by the German company is a simple, efficient and versatile video inspection system and offers a reliable solution to visually show what is going on in pipes, holes and machines – from blockages to leaks and cracks. The camera system is both compact and safely housed in a plastic case, making it easy to transport.

The German company is looking for a potential distributor for its products in India. The potential distributor should be able to import, sell and service these products in India. **In case you are interested in marketing the German company's products in India, please write to anupama.narayan@indo-german.com** with a short profile of your company.

German health care equipment company is looking for a distributor in India

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One of the largest manufacturers worldwide of orthopedic supports, orthoses, insoles and medical compression stockings is looking for a potential distributor in India. The company has more than 85 years of medical expertise and helps people regain their mobility and wellbeing with its medical aids. The high-quality products are all "Made in Germany". Elite athletes around the world rely on it.

The potential distributor should be able to build up the brand, realize marketing activities and achieve defined sales targets. Support from the German headquarters will be provided. For the long-term success it is necessary to work close together with local doctors and therapists. Product trainings have to be carried out on a regular basis, in order to create awareness and convince potential clients of the benefits offered by the products. Preferable the distributor should already have an existing distribution network to orthopedic shops and specialized clinics.

In case your company is interested in becoming a distributor of this company, **please send us a brief company profile to Ms. Shivani Chaturvedi at shivani@indo-german.com**

A reputed German company who is into designing and manufacturing of high-quality, high-performance dryer systems for glass, textile and graphic printing is looking out for a distributor in India. Products: Continuous dryers for low volumes up to mass production. Their machines dry classic screen printing colours or digital printing inks. One can achieve a high quality of T-shirts, ready-to-wear textiles, bags, jackets, caps, sportswear, transfers and flocked products. **Interested and relevant Indian companies can get in touch with Shrutika Joshi at shrutika.joshi@indo-german.com for more details**

A reputed German company which offers products for the DIY sector includes Power Tools, 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.**

REGIONAL EVENTS

PUNE

10 years celebration and Open Day in Pune!

The Indo-German Chamber of Commerce (IGCC) office celebrates 10 years of its existence and presence in Pune on Thursday 19th April, 2018. To commemorate this we invite you for a day filled with information regarding doing business in Germany, studying in Germany, working in Germany, travelling in Germany, living in Germany and everything else that is there to do in Germany. IGCC is opening its doors to all its members for free consultation regarding any of your questions, queries and MORE.

For more information please write to monaz.desai@indo-german.com

Partner Support Program (PSP)

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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 pune@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 more information contact the IGCC Tel: +91-20-41047 100 E-Mail: pune@indo-german.com

CHENNAI

Biogas Workshop and Training on 23rd April 2018

Biogas, an Outstanding Renewable Energy | Status Quo study on Bio Gas in India and way forward

The Workshop is to be conducted by senior experts from the Bio Gas Association of Germany and the Bio Gas Association of India.

For further details, contact Ms. B.S.Ramya, Tel: 044-28340835/36 E-mail bs.ramya@indo-german.com

BENGALURU

Biogas Training Programme on 24th April 2018

The Indian Biogas Association (IBA) in collaboration with German Biogas Association (GBA) jointly with the Indo-German Chamber of Commerce will organize a one day in-depth Biogas Training Programme at the CMR University (City Campus) Bangalore on 24th April, 2018.

The sessions in Bangalore will be delivered by biogas experts from Biogas Association of India, Biogas Association of Germany, and will include research work in bio energy/ biogas etc. The main objective of this training tour is to increase awareness about Biogas and discover its immense benefits. This tour is designed for businessmen, corporate entrepreneurs, environmental enthusiasts, research scholars, academicians and NGOs interested/involved in the sector.

For further information and queries contact Sanjana Robert bangalore@indo-german.com / 080-2265650

Corporate Intercultural Trainings – Empowering local employees with intercultural wisdom to be global ready!

The Indo-German Chamber of Commerce has over 60 years of experience in working with India. The Chamber is now your competent partner for Corporate Intercultural Trainings, offered as a service to members, through the DEinternational Services Team.

For trainings, contact Ms. Amrita Gandikota on amrita.gandikota@indo-german.com Tel.: 080 -22265650.

MUMBAI

Biogas Workshop and Training - 26th April 2018 at the Institute of Chemical Technology (ICT)

The Indian Biogas Association (IBA) in collaboration with German Biogas Association (GBA) jointly with the Indo-German Chamber of Commerce will organize a one day in-depth Biogas Training Programme in Mumbai on Thursday, 26th April 2018 at the Institute of Chemical Technology (ICT) from 9.30- 4.30pm. This is part of the second edition of the Biogas Training Tour from 23–26 April, 2018 across three cities of India i.e. Chennai, Bengaluru, and Mumbai.

The sessions will be delivered by biogas experts from the Biogas Association of India, the Biogas Association of Germany, as also speakers from ICT and will include research work in bio energy/ biogas etc.

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The workshop will focus on waste to energy segment showcasing innovations and challenges in market. Businessmen, corporates, entrepreneurs, environmental enthusiasts, etc. are invited to attend.

For further information and queries contact Ms. Honey Mehta at honey.mehta@indo-german.com or call 022-66652144 (D)

KOLKATA

IGCC Kolkata office is offering their Conference Room to its members for internal meetings or seminars. **For further details contact Ms. Sharon Mogose, Ph.: 033-22837970 / 22837962 sharon.mogose@indo-german.com**

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

MT-CONNECT - The trade fair for medical technology in Nuremberg, Germany from 11-12 April 2018

Demands in the medical technology industry have increased considerably in the last few years – but so have its possibilities and opportunities. Thanks to digitalization and progress in electrical engineering, the medical technology world is experiencing a revolution which is affecting the entire industry at the moment. 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. **In 2017, around 1,900 visitors, 49 specialist lectures and presentations in the congress and 189 exhibitors** from eleven countries: the premiere of the new international trade fair for supplier and manufacturing sectors in medical technology was a total success. **For more details, please visit the website www.mt-connect.de/en**

Interzoo – the international pet industry’s leading exhibition Gathering of the global pet supplies market in the Exhibition Centre Nuremberg, 8 - 11 May 2018

At the world’s biggest trade fair for the international pet industry, manufacturers, wholesalers and service providers from over 60 countries present products for pets and innovative pet supplies. This makes the world-leading Interzoo a key source of inspiration for the international pet industry. Trade visitors to Nuremberg get a global market overview of the latest pet food products, grooming aids and accessories for four-legged pets, birds, ornamental fish and terrarium animals. As the world’s leading exhibition of supplies for dogs, cats, rodents, horses and birds, Interzoo drives innovation in the industry. In 2016, over 39,000 trade visitors sourced information on the latest pet food, accessories, grooming aids and technical innovations in the aquaria, garden pond and terraria segments from about 1,800 exhibitors from 61 countries. You just have to be there! **For more details, please visit the website www.interzoo.com/en**

Glass South America - International Exhibition for Design and Technology for the Glass Industry in Sao Paulo, Brazil from 9-12 May 2018

The 13th Edition of the Glass South America is the most important biennial event of glass industry in Latin America. There are more than 200 brands exhibited, and the event gathers 13,000 visitors, who are qualified professionals in the industry looking for new technologies, suppliers and networking. South American companies present innovations, trends, products, raw materials, services and information essential for the flat glass market. With a

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focus on technology and design for the construction, architecture, furniture and automotive industry, the trade show presents the best in glass applications, machines, equipment and accessories. Glass South America reaches a qualified audience of professionals linked to the automotive, furniture, households, decoration and civil construction industry, as well as architects, designers, locksmiths and glass workers. With the services and products range, purchasers, professionals and executive officers will find several solutions for their project. **For more details, please visit the website www.glassexpo.com.br/en**

FCE Pharma - International Technology Expo for the Pharmaceutical Industry in Sao Paulo, Brazil from 22-24 May 2018

FCE Pharma is the main marketing, communications and sales platform for the pharmaceutical industry. The show plays a fundamental role in the industry's growth. In addition to bringing together launches, trends, new technology for the pharmaceutical industry, products and services, the event also provides quality content, exchange of experiences with specialized professionals, case studies and participation in conferences and talks. It is an investment with a short- and long-term financial return and is recommended for companies looking to prospect new customers and raise their profile in the market. FCE Pharma focuses on the production chain in the pharmaceutical sector, specializing in manufacture, supply and distribution of products and services, including: raw materials, chemistry, packaging, labeling, machines and equipment, services for the pharmaceutical industry, pharmaceutical engineering, processes, quality control, contamination control, transport and logistics, outsourcing and consultancy, laboratory and analytical equipment, process equipment, valves, sprays, industrial automation, technology and printing services for the pharmaceutical industry. **For more details, please visit the website www.fcepharma.com.br/en**

FCE Cosmetique - International Technology Expo for the Cosmetique Industry in Sao Paulo, Brazil from 22-24 May 2018.

The FCE Cosmetique is a unique forum to share products, solutions and innovations for the development and production of cosmetics. The event that allows you to connect with suppliers of all stages of the business chain, from raw material and services, is held concurrently to the traditional Brazilian cosmetology Congress, organized by ABC, and is recognized as one of the main points of discussion on Cosmetology of the country. FCE Cosmetique: where it is possible to meet, assess and find solutions and innovations for the development and production of cosmetics by creating a connection with suppliers, in addition to updating and sharing knowledge. FCE Cosmetique is the first event to receive new launches of ingredients and additives from Europe, and the only one in Latin America that has always had a presence in the transformation of the sector, bringing together the entire chain of cosmetics industry suppliers and bringing innovation to the Latin American market. **For more details, please visit the website www.fcecosmetique.com.br/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

BERLIN Trade Fairs

conhIT 2018, 17-19 April, 2018, Berlin, Germany

The most important event of the year for healthcare IT will take place from 17-19 April on the Berlin Exhibition Grounds. Decision makers of Health IT will come together at connecting Healthcare IT, making it Europe's leading event. Along the entire value chain it shows how modern IT can improve Healthcare quality and support institutions in competition. In 2017, more than 9500 participants from 19 countries were informed about current trends in Health IT. A unique combination of trade fair, congress & networking events, conhIT is the ideal platform for establishing and cultivating business relationships, for keeping informed about developments in this sector, and for discussions. **Read more on conhIT www.conhit.com**

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ILA Berlin Air Show 2018, 25-29 April, 2018, Berlin ExpoCenter, Airport, Germany

ILA Berlin is the mobile think tank of the aerospace industry. At ILA Berlin, over 1000 exhibitors showcase their expertise – from civil aviation to defence, security and space, and from major corporations to highly specialised suppliers. It brings together buyers and potential business partners from around the world. The supply chain is the backbone of the industry, and the International Supplier Center (ISC) is the ideal platform to showcase the sector. ILA industry visitors will have access to the high-quality conference program with at least 50 events. The personalized ILA Matchmaking service ensures that you can find the right contacts for your business. Join us at ILA/ISC by booking the entrance tickets to the show: **Visitor Day Pass = ₹4050.00 Visitor Season Pass = ₹9950.00**

IFA Berlin 2018, 31st Aug-5th September, 2018, Berlin, Germany

The leading international trade fair for consumer electronics & home appliances will open its doors once again in Berlin from 31st August to 5th September at the Berlin Exhibition Grounds.. IFA in Berlin presents the latest products and innovations in the heart of Europe's most important regional market. In 2017, IFA ran to full capacity with more than 1800 exhibitors & attracted 253000 visitors - thus proving that it is the most important tradeshow for consumer electronics & home appliances. IFA is the **main meeting place for key retailers, buyers, and experts from the industry and the media.**

As part of the IFA Bandwagon, Europe's biggest sourcing market – IFA Global Markets will run from 2-5 September 2018 at the Station Berlin. It brings together OEMs and ODMs at one location in the heart of Berlin. Visitors can access both the main IFA & IFA Global Markets with the same entrance ticket. **Contact us for additional information on IFA or visit www.ifa-berlin.com**

InnoTrans 2018, 18-21 September, 2018, Berlin, Germany

The twelfth InnoTrans will take place from 18 to 21 September 2018. Organised by Messe Berlin, InnoTrans is the leading international trade fair for transport technology and takes places every two years in Berlin. The broad segments of this fair are Railway Technology, Railway Infrastructure, Public Transport, Interiors and Tunnel Construction. InnoTrans occupies all 41 halls available at Berlin Exhibition Grounds. A unique feature of InnoTrans is its [outdoor and track display area](#), where everything from tank wagons to high-speed trains are displayed on 3500 metres of track. From India, leading component manufacturers & suppliers to Indian Railways are showcasing their products at InnoTrans 2018. Visitors can access round-the-year information on exhibitors & their products on the VMP (Virtual Market Place).

The Indo-German Chamber of Commerce is working on an exclusive Business Delegation to InnoTrans this year. The programme will feature scheduled meetings with companies, site visits, exhibition tour, logistic arrangements & value add-ons. A more detailed itinerary will follow shortly. Interested participants may contact us at the earliest.

ITB Asia 2018, 17-19 October, 2018, Singapore

ITB Asia is an annually held three-day B2B trade show and convention for the travel industry; it is designed to become the primary event for the Asia Pacific travel industry, much like its parent event – ITB Berlin. ITB Asia is an exclusive B2B trade show with 100% pre-scheduled appointments which covers MICE, Leisure and Corporate Travel bringing together 950+ buyers from South East Asia, China, India, Oceania etc. The next edition will take place from 17-19 October 2018. Apply now to book your space in the Indian pavilion. **More information on: www.itb-asia.com/**

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

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HAMBURG Trade Fairs

WindEnergy Hamburg 2018, 25-28 September 2018, Hamburg, Germany

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. IGCC is organising an India Pavilion in Hall B1 at the WindEnergy Hamburg 2018. Contact us at the earliest to get more information and book your space. **Visit the website** <http://www.windenergyhamburg.com/en/>

For all information on Hamburg Fairs, please contact Ms. Tanu Ailawadi at 011 47168822

tanu@indo-german.com or Ms. Norma Xavier at 022 66652142 norma.remedios@indo-german.com

DEUTSCHE MESSE-HANNOVER – TRADE FAIRS

Truck world Toronto, Canada, 19 – 21 April 2018- www.truckworld.ca

Hannover messe – Hannover, Germany 2018: 23 - 27 April

The world's leading trade fair for industrial technology - <http://www.hannovermesse.de>

Domotex turkey: Gaziantep, 24- 27th April 2018

The leading floor covering fair in Middle East www.domotexturkey.com

IAMD Beijing – Beijing, China - 2018: 09 - 11 May

The leading trade fair for integrated automation, motion & drives - www.industrial-automation-beijing.com/en/

Intralogistica : Milan, 29 May -1 June 2018

International trade fair materials handling, intralogistics and logistics fair in Italy – www.intralogistica-italia.com

Surface technology –Stuttgart, Germany - 2018: 05 - 07 June

The International trade fair for surfaces and layers - <http://www.surface-technology-germany.de/home>

Cebit hannover : Hannover' 11-15 June 2018

Europe's business festival for innovation and digitization in Germany www.cebit.de

IAMD Shenzhen – Shenzhen, China - 27 - 29 June 2018

International trade fair for process automation, factory automation and industrial building automation
<http://www.ia-shenzhen.com/en/>

Comvac North America: Chicago,10-15 September 2018

International trade fair for compressed air and vacuum technology fair in USA –
www.industrialtechnology.events

IAMD USA Chicago, USA 2018: 10 - 15 September

International trade fair for integrated automation, motion & drives at imts -
<https://automationtechnology.events/>

Industrial supply USA – IMTS Chicago USA - 2018: 10 - 15 September

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International trade fair for industrial subcontracting and lightweight construction at IMTS Chicago
<https://industrialtechnology.events/>

Surface technology USA Chicago, United States of America - 2018: 10 - 15 September
 International trade fair for surface technology at imts - <https://industrialtechnology.events>

REAS powered by interschut Montichiari, Italy 05 - 07 October 2018
 International exhibition for rescue, fire fighting, fire prevention, disaster relief and security -
<http://www.interschutz.de/en/worldwide/r.e.a.s./>

Euroblech Hannover, Germany 23-26 October 2018
 The international exhibition for sheet metal working technology www.euroblech.com

Industrial Supply Asia – Shanghai, China 06 - 09 November 2018
 The international trade fair and matchmaking platform for industrial subcontracting, components, materials and technology solutions <http://www.industrialsupply.com.cn/en/>

PTC Asia – 06 - 09 November 2018
 A global event for manufacturing innovations (power transmission and control) <http://www.ptc-asia.com/en/>

For information on Hannover Milano fairs please contact:

Ms. Priya Sachdeva, Hannover Milano Fairs India Pvt Ltd., Maker Tower 'E', 16th Floor, Cuffe Parade, Mumbai 400 005 Phone No 022-62672135 | Email: info@hmf-india.com | Website : www.messe.de

INDIAN TRADE FAIRS

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 Chaitali Davangeri 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 Rucheeka Chhugani at rucheeka.chhugani@nm-india.com or call +91 11 47168828**

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JOIN the GERMAN GROUP PARTICIPATION organized by IGCC at:



1. InnoRail India 2018, 22-24, November, 2018: RDSO Grounds, Lucknow, Uttar Pradesh, India

The third edition of InnoRail India 2018 is being organized by the Confederation of Indian Industry (CII), in association with Research Designs & Standards Organisation (RDSO), Ministry of Railways at the RDSO Grounds, Lucknow from 22-24 November. The main objective of this event is to create a neutral platform between industry and RDSO for sharing of knowledge and in turn, identify and address the needs of innovations in the Indian Railways in regard to passenger amenities, freight and safety. This will be an ideal platform for the industry to interact with relevant officials from RDSO and other units of Indian Railways for more closely for identifying new product innovations and vendors for the Indian Railways. **For further information contact Ms. Shivani Chaturvedi at shivani@indo-german.com or call +91-11-47168821.**



2. REFCOLD, 22- 24 November 2018, Mahatma Mandir Convention, Gandhinagar, Gujarat, India

ISHRAE and NürnbergMesse India Pvt. Ltd. are organizing the trade show REFCOLD INDIA which focuses on Refrigeration and the Cold Chain Industry. In recent developments, the Indian Government has given a lot of emphasis to the development of the Cold Chain industry with the focus on Cold Chain Infrastructure and Temperature Controlled Logistics. The International Exhibition focuses on Cold Chain, Industrial Refrigeration & Reefer Transportation. The aim of REFCOLD is to bring end users from Pharma, Medical, Fishery, Dairy and Horticulture sector and as well distributors which can supply to whole country. **For further information contact Ms. Shivani Chaturvedi at shivani@indo-german.com or call +91-11-47168821.**

3. CII Agro Tech 2018, 1- 4 December, 2018: Parade Ground, Chandigarh, India

The 13th edition of the biennial event, CII Agro Tech will take place from 1-4 December, 2018 and is organized by the Confederation of Indian Industry (CII). This fair works as an ideal interaction platform between the Farm Producers and the Agro Industry. CII Agro Tech is the umbrella brand for several focused concurrent shows that have evolved with changing situations; the main being agri inputs, farm machinery, food processing & management, livestock, farmer services etc. The event has been supported by the Ministries of Agriculture & Food Processing Industries, Government of India. **For further information contact Ms. Shivani Chaturvedi at shivani@indo-german.com or call +91-11-47168821.**

IMTEX & Tooltech 2019 is from 24th – 30th January, 2019 at the Bangalore International Exhibition Centre (BIEC), Bangalore, India

The Indo-German Chamber of Commerce once again is organising a German group participation in association with Verein Deutscher Werkzeugmaschinenfabriken (VDW) along with Indian Machine Tools Manufacturers Association (IMTMA). A prominent location has been reserved for the German group participation which is the largest country pavilion at the show.

IMTEX is a flagship event for the Indian metal cutting 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



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policy makers as well as industry captains who are keen to source latest technologies and manufacturing solutions for their product lines. **Book your space now. Contact Surjit Singh Suri at surjit.suri@indo-german.com.**

SERVICES

Hamburg Invest

Hamburg Invest is the one-stop agency for national and international investment in Hamburg as well as the central partner of Hamburg's business sector on all topics relating to business development. We assist foreign companies to set-up their base in Hamburg by providing local business information, advising on company set-up and visa procedures, supporting in office and warehouse search etc. All services are confidential and free of charge. In India, Hamburg Invest is represented through the Hamburg Representation Mumbai and it is located in the Indo-German Chamber of Commerce in Mumbai. **Please contact Lukas Schmitz (Hamburg Business Manager) for more information: Lukas.schmitz@hamburgmumbai.com Tel: 91-22-66652 150 www.hamburg-invest.com / www.hamburgmumbai.com**

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 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 or call +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, contact 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. **For further details contact Sharon Mogose on 033 22802236 / or at sharon.mogose@indo-german.com**

NEWSLETTER

PUBLICATIONS

Advertise in the Indo-German Economy 2018 - **Book your space now!**

Advertise in IGCC's bi-monthly business magazine, the Indo-German Economy 2018 to ensure greater visibility for your business. **For details, email our advertisements department at jennifer@indo-german.com or advertisements@indo-german.com**

Greener, Cleaner World: Business Responsibility Initiatives in Eastern India

IGCC Kolkata has come up with a publication titled "Greener, Cleaner World: Business Responsibility Initiatives in Eastern India". This guide highlights members' initiatives, mainly in the environmental and CSR areas. **For details write to calcutta@indo-german.com or call 033-22837979 / 22837962.**

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 calcutta@indo-german.com or call 033-22837979 / 22837962.**

IGCC Members' Directory 60TH Anniversary Edition

A database listing 6,000 member companies with over 1400 Product Classifications/Services. The Indo-German Chamber of Commerce's edition of its "Members' Directory" is 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.**

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 co-operation 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



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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

To order a copy of the above publications email swapna@indo-german.com or call on Tel.: 022-66652148

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