



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

NEWSLETTER

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EVENTS

Seminar on the Union Budget 2018, Friday 2nd February - Pune

Let the **Indo-German Chamber of Commerce** together with its Knowledge Partner **SKP Business Consulting LLP** be the first to bring you the Union Budget-2018, its impact on the industry and taxpayers at large!

We are pleased to invite you, where we can discuss the key proposals of the Union Budget 2018 on **Friday 2nd February 2018 at the Crowne Plaza Pune City Centre, Bund Garden Road, 411 001 Pune**

Write to **Monaz Desai Tantzsch** at monaz.desai@indo-german.com or **Sapna Bhosle** at sapna.bhosle@indo-german.com for registration or call us on 020 41047140/100 for any queries.

Delegation trip to the “Business Opportunities Fair 2018”, Manila

The OAV (German Asia Pacific Business Association) in cooperation with AHK Philippines and IGCC is organizing a delegation trip to the “Business Opportunities Fair 2018” of the Asian Development Bank (ADB) in Manila and stop-over in Kolkata. German companies in India are also eligible to participate. The delegation will take place from 13th to 17th March 2018 and visit Manila and Kolkata. **For further information please contact Ms Sabina Pandey** s.pandey@indo-german.com / Ph: 033-22837970 / 2283 7962.

Railway Delegation on 23rd April, 2018

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. Members interested in interacting with the Delegation at the B2B meetings in the above cities please contact the respective offices of the Indo-German Chamber.

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

amfori Director General, Mr Christian Ewert, will be participating in the 7th Global Economic Summit on Global Value Chains organized by the World Trade Centre, Mumbai, on 22-24 February, 2018.

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

E-mail Natasha.majumdar@amfori.org

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EDUCATION & TRAINING

Post Graduate Programme in Business Administration (PGPBA)

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

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 |
| EBMP Bengaluru | Ms. Anitha C | +91-80-40926130 | bangalore@igtccindia.com |
| EBMP Chennai | Ms. Prabha Gurumurthy | +91-44-28340107 | chennai@igtccindia.com (Next batch commencing February 2018) |
| EBMP Kolkata | Ms. Sabina Pandey | +91-33-22837970 / 7962 | 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.

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Apply before March 31st to receive a EU 3000 discount on the tuition fees for our [Master in Finance](#) (FT ranking #1 in Germany) and [Master in Management](#) (FT ranking #3 in Germany).

[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. **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 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

German companies looking for a sole distribution partner in India

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

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**

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- A reputed German company who is into designing and producing premier quality kitchen tools that make preparation of vegetables and fruits fast, safe, and healthy is looking out for a distributor in India. The company is in this business for the last 60 years and has been producing hand tools like peelers, juicers, graters, slicers, knife sets for kitchen which live up to the reputation for high quality and value products. The potential distributor should have a good online base and must very active in selling on online platforms like Amazon, Flipkart and relevant kitchen appliances portals in India. Also the ideal potential distributor should have reach in super markets where these products could reach the consumer faster. **Interested and relevant Indian companies can get in touch with Shrutika Joshi at shrutika.joshi@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.**

- A 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 send a brief company profile to calcutta@indo-german.com

REGIONAL EVENTS

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

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KOLKATA

High 5 Football Cup, 10th February 2018

On 10th February, 2018, IGCC Kolkata, supported by the German Consulate General, Kolkata and the German Football Academy (GFA), will be organising for the first time in Kolkata, a Five-a-side Corporate Football Tournament – HIGH 5 FOOTBALL CUP, at the practice grounds of Vivekananda Yuba, Bharati Krirangen, Salt Lake Stadium. The event is registered and affiliated to IFA & AIFF. All teams wishing to participate must have at least one female team member playing. **To participate contact Ms. Sharon Mogose sharon.mogose@indo-german.com Ph. 033-22802236/22837970/7962**

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**

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 Frank Hoffmann at frank.hoffmann@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 Frank Hoffmann at frank.hoffmann@indo-german.com**

BENGALURU

Football 2018

The 11th IGCC Football Tournament, organized by IGCC and supported by the German Consulate, Bangalore, will be held on Sunday, 04th February 2018, at FSV Arena, Hennur Baglur Road, at Bengaluru. We would like to invite you to join this tournament. In addition to the matches, entertainment for children is also being organized. A maximum of 24 teams can participate in this single day event. Members are welcome to send in their teams as well as be there to witness the matches and cheer the teams. **For Registration and further details, contact Ms. Sanjana Robert on igccservices@indo-german.com, Tel.: 080-22265650.**

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.**

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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, 14-17 February, 2018, Nuernberg, Germany

World's leading Trade Fair for organic trade meets at the organic exhibition in Nuremberg, Germany from 14-17 February, 2018. Organic is more than a label or certification: organic stands for quality and conviction – for the responsible use of nature's resources. BIOFACH in the Exhibition Centre Nuremberg is the place where people share their passionate interest in organic food, get to know each other and exchange views, and this is since 1990. Exhibitors from the national and international organic sector are expected at BIOFACH 2018. In 2017, more than 2,785 exhibitors and 51,453 trade visitors attended the fair from 134 countries. The perfect opportunity for visiting professionals to meet organic producers from the organic market and be inspired by the sector's latest trends. Enter the world of organic products and taste. **For more details visit the website www.biofach.de/en**

VIVANESS, 14-17 February, 2018, Nuremberg, Germany

International Trade Fair for Natural and Organic Personal Care sector meets at the cosmetics exhibition from 14-17 February, 2018. The perfect opportunity for natural and organic cosmetics manufacturers, natural and organic cosmetics buyers, natural and organic cosmetics traders and service providers to make new business contacts and experience the variety of natural beauty products in a relaxed atmosphere. Enter the world of care, too – into natural beauty. Nature has always been regarded as a source of energy and the best supplier of active ingredients for holistic care, vitalization and underlining people's natural beauty. It brings together the traditional with the modern and pioneers with newcomers from the international cosmetics sector in a unique manner. In 2017, 258 exhibitors at VIVANESS, the International Trade Fair for Natural and Organic Personal Care, 51,453 trade visitors attended the fair from 129 countries. These present products to industry professionals from all the relevant sales channels, such as natural food specialist stores and also retailers such as specialized online stores, chemists, drugstores and perfumeries. **For more details, please visit the website www.vivaness.de/en**

FeuerTRUTZ 2018 - The platform for preventive fire protection solutions – Exhibition Centre Nuremberg, 21-22 February, 2018

FeuerTRUTZ is Europe's first trade fair and congress that combines solutions for passive, active and organizational fire protection. At this event in Nuremberg planners, official experts, architects, building engineers, staff from official agencies and fire prevention authorities and fire officers can obtain specific information and discuss innovative solutions and products for fire protection and fire control. More than 7,100 trade visitors and congress participants from 33 countries and 275 exhibitors came together at the FeuerTRUTZ 2017 to share their expertise about preventive fire protection. **For more details, please go through the website www.feuertrutz-messe.de/en**

embedded world – the leading international fair for embedded systems – Exhibition Centre Nuremberg, 27 February–1 March, 2018

Be it security for electronic systems, distributed intelligence, the Internet of Things or e-mobility and energy efficiency – the embedded world trade fair in Nuremberg enables you to experience the whole world of

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embedded systems. Discover the innovations from the embedded sector, meet experts and acquire new customers: 1,020 exhibitors and numerous speakers from 42 countries will be presenting the entire spectrum – ranging from construction elements through modules and full systems, operating systems, hard and software to services – to more than 30,000 trade visitors and approximately 1,700 conference participants from 73 countries.

For more details, please go through the website www.embedded-world.de/en

Enforce Tac – international trade fair for command, control and operational equipment used by security agencies | 7 – 8 March 2018 in Nuremberg, Germany

Find everything official security experts need for their professional work: whether police equipment, security or tactical solutions, at Enforce Tac 2018 you can see the latest trends and products in a discreet atmosphere and at international level. The hard job of security experts from the police, judiciary, border protection, customs, military police and armed forces demands the latest security equipment and arrest, interception and overpowering techniques to ensure the best possible protection of operational forces against fatal injuries. Besides guns, ballistic accessories, optronics and tactical equipment, the exhibitors at Enforce Tac therefore present operational clothing such as bullet-proof vests, stab-proof vests, body protection, face protection, shields and helmets. **For more details, please go through the website www.enforcetac.com/en**

U.T.SEC - Unmanned Technologies & Security | Expo & Conference | 7 - 8 March 2018, in Nuremberg, Germany

U.T.SEC is being held in combination with the Enforce Tac, the international trade fair for command, control and operational equipment used by security agencies, where a total of over 200 exhibitors and 3,800 trade visitors are expected. U.T.SEC will bring them all together for the first time under one roof: the manufacturers of unmanned flying objects and other unmanned vehicles as well as surveillance, communication, defence, data transmission, location-determination systems, experts in perimeter and air space protection, IT and crisis management, security officers from companies, agencies and authorities along with purchasing, procuring and government budget managers. At U.T.SEC, purposeful, specialist lectures and presentations at the conference, a broad range of products presented by the exhibiting companies along with impressive demonstrations of unmanned vehicles in the DemoArea will all complement each other. Benefit from the national as well as international exchange between colleagues, users, developers and opinion leaders. **For more details, visit www.utsec.de/en**

IWA OutdoorClassics - 9th-12th March, 2018 in Nuremberg, Germany

Whether hunting accessories or personal protection: The world's leading exhibition IWA OutdoorClassics shows high-quality guns and outdoor products from international suppliers. Experience light materials, great comfort and improved functions. The equipment for civilian and official self-defence is also the centre of attraction. The best-known manufacturers and traders meet here: The leading exhibition for hunting guns, shooting sports, outdoor & security equipment starts from 9th -12th March 2018 in Nuremberg. Over the last 44 years IWA OutdoorClassics has developed into a world-leading trade fair for hunting, shooting sports, equipment for outdoor activities and for civilian and official security applications. 58,5 % of the 49,253 trade visitors in 2017 came to Nuremberg from 119 countries outside Germany and 79% of the altogether 1,504 exhibitors too. **For more details, please go through the website www.iwa.info/en**

FENSTERBAU FRONTALE - 21st-24th March, 2018 in Nuremberg, Germany.

The trade show for Window, Door and Façade construction sector starts from 21-24 March 2018 in Nuremberg, Germany. The desire for more sustainability and comfort continues to drive innovation in the window, door and facade construction sector. Architects, tradesmen, manufacturers and the trade meet at FENSTERBAU FRONTALE

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to discuss how aesthetics and design trends can be reconciled with energy-efficient building. One main focus is on solutions for the automation of windows and facades. Some 110,000 visitors and 1,296 exhibitors from 39 countries in made FENSTERBAU FRONTALE 2016 along with HOLZ-HANDWERK an impressive highlight for the industry. At FENSTERBAU FRONTALE you will find exactly what you are looking for: new contacts, new products and fresh inspiration about the issues that are driving your industry. Taking centre-stage at FENSTERBAU FRONTALE are innovations and cutting-edge technologies for industry, trade and automation, the dedicated Architects Area and numerous special shows. For more details, please go through the website www.frontale.de/en

HOLZ-HANDWERK – 21st-24th March, 2018 Nuremberg, Germany

The European Trade Fair for Machine Technology, Equipment and Supplies for the Wood Craft, focuses on processing and working the living material wood. Here you find the latest trends and innovations for the woodworking & wood processing sector – from sawing and grinding machines to woodworking machines or extraction systems. This makes HOLZ-HANDWERK one of the most important events for carpenters and joiners in the European region. Over the past years, the exhibition duo of HOLZ-HANDWERK and FENSTERBAU FRONTALE has developed into an impressive highlight for the sector and attracted more than 1,288 exhibitors and 110,581 trade visitors in 2016. For more details, please go through the website www.holz-handwerk.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

BERLIN Trade Fairs

bautec 2018 , February 20-23, 2018, Berlin, Germany

Over a period of 4 days, the Berlin Exhibition Grounds will become a magnet for the national and international construction industry and building services engineering sector. bautec 2018 opens its doors from February 20-23, 2018, in Berlin. Taking place for the eighteenth time in 2018, bautec has become established as one of Germany's leading construction industry trade events. Along with building materials, construction systems and components, bautec 2018 showcases the future of architecture and construction planning, with a focus on the following themes: low-cost and sustainable residential housing, energy-efficient construction, reconstruction of existing buildings, noise and fire prevention, sanitary systems and building/living with wood and renewable resources. Architects, planners and engineers, developers, construction companies, private property owners and home and apartment owners, form the visitors who attend bautec. **More information available on www.bautec.com**
 Trade fair ticket prices are: One day pass = Rs.950 / Season pass =Rs.1350

ITB Berlin, 7 to 11 March 2018, Berlin, Germany

ITB Berlin 2018 - the World's Leading Travel Trade Show will take place from 7 to 11 March 2018. In 2017 a total of 10,000 companies and organizations from 184 countries exhibited their products and services to around 169,000 visitors, who included 109,000 trade visitors. With its unique diversity, ITB Berlin covers the entire value-added chain of touristic offers. Orientation is provided by the geographical organization of the 180+ participating countries and regions. In addition, ITB Berlin is divided into separate segments which reflect the most important current topics, making it easy to find your way around the trade show's broad range of products and services. Parallel with the show the ITB Berlin Convention, the largest event of its kind, will also take place.

Website: <http://www.itb-berlin.de/en/>

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ILA Berlin Air Show 2018, 25 – 29 April 2018, Berlin, Germany

The space bookings for ILA 2018 are open. With the new slogan “ILA - Innovation and Leadership in Aerospace,” ILA Berlin will renew its focus on aerospace innovations and bring together tech pioneers to discuss the issues shaping our future. The 2018 event will also feature a re-branding, with a clean, contemporary look that reflects the spirit of innovation. Under the umbrella of the larger ILA exhibition, there will be a focused B2B show called the INTERNATIONAL SUPPLIERS CENTER (ISC) which will be held from 25 – 27 April. The ISC offers a market place dedicated exclusively to the supply industry representing all product groups of the aerospace market, embedded in the ILA Berlin Air Show – one of the world’s biggest aerospace shows. IGCC in cooperation with SIATI is organizing an Indian Pavilion at the International Suppliers Centre. Combined participation of Indian Aerospace Industries under one banner, the ‘India Pavilion’ would help in projecting the collective strength of India’s Aerospace/Aviation industry, whilst maintaining individual identity like in the case of other countries like USA, Australia, Canada etc. Use this platform to expand your business network and benefit from various advantages offered.

Website: <https://www.ila-berlin.de/>

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

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

HANNOVER MESSE

Cemat euraisa Turkey 15-18 March 2018

The worlds leading trade fair for material handling& supply chain management fair in Turkey. For information visit www.messe.de

Electrotech Eurasia Istanbul, Turkey 15-18 March, 2018

International trade fair for energy, electric and electronic technologies at win Eurasia. <http://www.win-eurasia.com/en>

Metalworking Eurasia Istanbul, Turkey 2018: 15-18 March

The most important meeting place of the metal industry in Eurasia - www.win-eurasia.com/en

IAMD Eurasia - Istanbul, Turkey 2018 15 - 18 March

International trade fair for integrated automation, motion & drives at win Eurasia. www.win-eurasia.com/en

Surface technology Eurasia – Istanbul, Turkey 15-18 March 2018

International trade fair for joining, welding and cutting technologies at win Eurasia - <http://www.win-eurasia.com/en>

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Welding Eurasia - Istanbul, Turkey - 2018: 15 - 18 March

International trade fair for joining, welding and cutting technologies at win Eurasia <http://win-eurasia.com/tr>

Cemat Southeast Asia :- Jakarta, 20 - 22 March 2018

World leading trade fair for intralogistics and supply chain management fair in South East Asia. www.cemat-sea.com

Domotex Asia/chinafloor: Shanghai, 20 – 22 March 2018

The leading trade fair for carpets and floor coverings in Asia. For information www.domotexasiachinafloor.com

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

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>

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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:

Hemant Rajput, Project Executive, Hannover Milano Fairs India Pvt Ltd

Maker Tower 'E', 16th Floor, Cuffe Parade, Mumbai - 400 005

Phone No 022-62672130 | Mobile No 7208395527 Email id – Hemant.rajput@hmf-india.com

INDIAN TRADE FAIRS

Auto Expo-Components Show 2018 from 8th–11th February, 2018, 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 contact Surjit S. 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 details 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

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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 visit www.fsie.in or contact Jay Sheth at jay.sheth@nm-india.com or call 022 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 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. Contact Chaitali Davangeri at chaitali.davangeri@nm-india.com or on 022 62165309 for Space bookings.

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 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 Surjit Singh Suri at surjit.suri@indo-german.com



2nd Renewable Energy Global Investors Meet & Expo – RE INVEST 2018 19-21 April, 2018 Greater Noida, India

The Ministry of New and Renewable Energy (MNRE), Government of India is organizing the 2nd edition of Global RE-INVEST on 19-21 April, 2018 at Greater NOIDA, India. The Exhibition will provide global manufacturers, project developers, technology suppliers, system integrators, investors and other stakeholders from across the world a huge opportunity to create their visibility and explore market access in one of the world's largest renewable energy markets. In collaboration with the Indo-German Energy Forum, we have reserved a prime location for the German Group participation and invite you to participate in the German Pavilion at RE-INVEST 2018. To stay up to date on German activities regarding RE-Invest 2018, please register with this link <https://goo.by/reipreregistration>. For further information on the fair, please contact Ms. Shivani Chaturvedi at shivani@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: ->

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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**

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,

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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**

PUBLICATIONS

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

Get a special Early-Bird Offer on AD inserts in our bi-monthly 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 2016-2017 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



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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 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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