



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

# NEWSLETTER

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## EVENTS

### Foreign Trade Association (FTA)

FTA is the leading business association of global commerce that promotes the values of international trade and sustainable supply chains. In India, FTA is represented through the Indo-German Chamber of Commerce and is based in the Mumbai office. **For more information please contact: Natasha Mehta Majumdar (FTA Representative India), [Natasha.Mehta-Majumdar@fta-intl.org](mailto:Natasha.Mehta-Majumdar@fta-intl.org)**

### 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. Applications open for 2018! **Please contact Larissa Wood (Regional Head India) at [l.wood@int.fs.de](mailto:l.wood@int.fs.de) or call +91 22 666 521 73**

## 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.igtcindia.com](http://www.igtcindia.com)**

IGTC Mumbai	Ms. Sajita Pradeep	+91-22-22834773	<a href="mailto:mumbai@igtcindia.com">mumbai@igtcindia.com</a>
IGTC Bangalore	Ms. Anitha C	+91-80-40926130	<a href="mailto:bangalore@igtcindia.com">bangalore@igtcindia.com</a>
IGTC Chennai	Mrs. P. Gurumurthy	+91-44-28340107	<a href="mailto:chennai@igtcindia.com">chennai@igtcindia.com</a>

### 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.igtcindia.com](http://www.igtcindia.com) or contact:**

EBMP Mumbai	Ms. Veena Kulur	+91-22-22822002	<a href="mailto:ebmp@igtcindia.com">ebmp@igtcindia.com</a>
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EBMP Bengaluru	Ms. Anitha C	+91-80-40926130	<a href="mailto:bangalore@igtccindia.com">bangalore@igtccindia.com</a>
EBMP Chennai	Mrs. P. Gurusurthy	+91-44-28340107	<a href="mailto:chennai@igtccindia.com">chennai@igtccindia.com</a>
(Next batch commencing January 2018)			
EBMP Kolkata	Ms. Sabina Pandey	+9-33-22837970 / 22837962	<a href="mailto:calcutta@indo-german.com">calcutta@indo-german.com</a>
EBMP Pune	Ms. Veena Kulur/Ms. Tisha Mehra	+91-22-22822002	<a href="mailto:ebmp@igtccindia.com">ebmp@igtccindia.com</a>
(5th Batch starting January 2018)			

## VETnet

Within the framework of the VETnet project the Indo-German Chamber of Commerce promotes German-style Vocational Education and Training in India. In November 2015 a pilot project started in Pune. **For more information contact us at [vetnet@indo-german.com](mailto:vetnet@indo-german.com) or call +91 20 41047123**

## EUREM Energy Efficiency Trainings 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](mailto:harshad.phadnis@indo-german.com) Tel.: +91 22 66652128 or visit <http://indien.ahk.de/training/eurem-energy-efficiency-specialist/>**

## ProRecognition: Recognition of Qualifications in Germany

Aspiring to work in Germany? Let IGCC guide you with information on recognition of your qualifications with its new project ProRecognition. Recognition is mandatory to be able to work in certain regulated professions. For others it is helpful to get better prospects in the German job market. IGCC provides free consultation services for review of your qualifications and guides you through the steps of recognition. **For more information contact [recognition@indo-german.com](mailto:recognition@indo-german.com) / 020 410 47 124**

## BUSINESS ENQUIRIES

### German companies looking for a sole distribution partner in India

- 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](mailto: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

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flocked products. **Interested and relevant Indian companies can get in touch with Shrutika Joshi at [shrutika.joshi@indo-german.com](mailto: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](mailto: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](mailto:calcutta@indo-german.com)

## REGIONAL EVENTS

### KOLKATA

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

- **Germany Country Seminar, 16th/17th January 2018**

IGCC Kolkata is organizing a “Germany Country Seminar” at the Bengal Global Business Summit (BGBS). The BGBS will take place on 16th/17th January 2018 in Kolkata. **For further information please contact Ms Madhura Ghosh Mukherjee at [madhura@indo-german.com](mailto:madhura@indo-german.com) or call 033-22837970.**

- **High 5 Football Cup**

On 10th February, 2018, IGCC, Kolkata, supported by the German Consulate General, Kolkata and the German Football Academy (GFA), will be organising for the 1st time in Kolkata, a Five-a-side Corporate Football Tournament – HIGH 5 FOOTBALL CUP, at the practice ground of Vivekananda Yuba Bharati Krirangan, 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](mailto:sharon.mogose@indo-german.com) Ph. 033-22802236/22837970/7962**

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## 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](mailto: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](mailto: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 Bagalur 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. All 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, please contact Ms. Sanjana Robert on [igccservices@indo-german.com](mailto: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](mailto:amrita.gandikota@indo-german.com) Tel.: 080 -22265650.**

## GERMAN TRADE FAIRS

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

## NUREMBERG Trade Fairs

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

The International exhibition for perimeter protection & fencing systems is scheduled to be from 16-18th January, 2018 in Nuremberg, Germany. Experience the perfect interaction of mechanical and electronic components at Perimeter Protection: The exhibition presents IT solutions for integrated security systems and fencing systems. Perimeter Protection is the only exhibition that focuses exclusively on the security of outdoor sites and facilities. Perimeter Protection is the only exhibition that concentrates on the segments of site protection, fencing systems and building security. Architects, security officers and buyers from industry, official agencies, local authorities,

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building services planners and installers of building security systems meet here for a highly professional exchange of ideas in a friendly atmosphere. You too should make selected new business contacts in 2018 in one of the security sector's most important growth segments. **For more details, please go through the website [www.perimeter-protection.de/en](http://www.perimeter-protection.de/en)**

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

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

**For more details, go through the website [www.euroguss.de/en](http://www.euroguss.de/en)**

## **BIOFACH, 14-17 February, 2018, Nuremberg, 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: <https://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](http://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

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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](http://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 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](http://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](http://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](http://www.utsec.de/en)**

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

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## **BERLIN Trade Fairs**

### **International Green Week, 19 to 28 January 2018, Berlin, Germany**

The International Green Week Berlin is a leading trade fair for national and international agribusiness. At the last fair in 2017 a total of 1,650 exhibitors from 66 countries provided a comprehensive review of the food industry's global market and of the achievements of agriculture and horticulture. The discussions about 'Animal Welfare', the quality and safeness of the food we eat, and safeguarding the world's food supplies in the face of a steadily increasing world population were among the aspects that dominated this trade fair. The German government was represented at the fair by its agriculture, development and environment ministries and dispatched five federal ministers to the Berlin Exhibition Grounds in search of information. More ministers than ever before came to Berlin, 83 in all from every continent, representing various departments. The highlight of the supporting programme of specialist events was the Global Forum for Food and Agriculture (GFFA) with its keynote subject of 'Agriculture and Water – the Key to Feeding the World'. The three-day conference was attended by leading representatives of the world's agriculture and food industries. **Website:** [www.gruenewoche.de/en](http://www.gruenewoche.de/en)

#### **Contact us for visitor entrance tickets:**

Trade Visitor Day ticket - Rs.1450 / Trade Visitor 3-day ticket - Rs.2200/ Trade Visitor Season/all days ticket - Rs.4000

### **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](http://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/>

### **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



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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](mailto:tanu@indo-german.com) or Ms. Norma Xavier at 022 66652142 [norma.remedios@indo-german.com](mailto: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](mailto:tanu@indo-german.com) or Ms. Norma Xavier at 022 66652142 [norma.remedios@indo-german.com](mailto:norma.remedios@indo-german.com)

## HANNOVER MESSE

### Domotex Hannover, Germany 12-15 January 2018

The leading trade fair for carpets and floor coverings in Europe. For information visit [www.domotex.de](http://www.domotex.de)

### Cemat euraisa Turkey 15-18 March 2018

The world leading trade fair for material handling& supply chain management fair in Turkey. For information visit [www.messe.de](http://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](http://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](http://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](http://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](http://www.domotexasiachinafloor.com)

**Truck world** Toronto, Canada, 19 – 21 April 2018- [www.truckworld.ca](http://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](http://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/](http://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](http://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](http://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](http://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](http://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](mailto:Hemant.rajput@hmf-india.com)

## **INDIAN TRADE FAIRS**

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

Indo German Chamber of Commerce once again is organising a German Pavilion at IMTEX Forming 2018.

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

### **HPCI-CCC India 2018, 31st January–1st February, 2018, Bombay Convention & Exhibition Centre, Mumbai, India**

HPCI-CCC India is recognized as the leading show for the Home and Personal Care Ingredients segment in India. The 8th edition of HPCI India in cooperation with The Indian Care Chemical Convention (CCC) will take place from 31st January–1st February, 2018 in Mumbai, India. The exhibitor spectrum at HPCI-CCC India includes products and services from Personal Care, cosmetics, detergents and home care ingredients raw materials and chemicals suppliers. The personal Care, Home Care and Cosmetic Segments in India is a fast growing segment, which has so far only seen the tip of the iceberg in terms of its true potential. This growth will continue to be fuelled by highly aspirational and young middle- class sector of over 300 million people in India. Speciality Chemicals and Ingredients form the functional core of products in these segments. **For further information visit <http://www.hpci-india.com/> or contact Chaitali Davangeri at [chaitali.davangeri@nmindia.com](mailto:chaitali.davangeri@nmindia.com) or call +91 22 62165309.**

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

The Indo German Chamber of Commerce will organize the German group participation at the 14th Auto Expo 2018 -Components Show to be held from 8-11 February, 2018 and organized jointly by the Automotive Component Manufacturers Association (ACMA), the Confederation of Indian Industry (CII) and the Society of Indian Automobile Manufacturers (SIAM). We will be reserving a prominent location for the German participation. The show will focus on the theme “Mobility for All” with special emphasis on the need for environment friendly fuels/vehicles, technological advancements, innovative designs.

**To participate contact Surjit S. Suri at [surjit.suri@indo-german.com](mailto:surjit.suri@indo-german.com)**

## **ACREX India 2018, 22nd–24th February, 2018 Bangalore International Exhibition Centre (BIEC), Bengaluru, India**

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

## **Fire & Security India Expo 2018: 22nd–24th February, 2018, Bangalore International Exhibition Centre (BIEC), Bengaluru, India**

The second edition of Fire & Security India Expo (FSIE) will be held from 22-24 February, 2018 at Bangalore International Exhibition Centre, Bengaluru, India. The event is organised by NürnbergMesse India in collaboration with the Fire & Security Association of India. FSIE is the first ever trade show expo and multi-dimensional platform that combines solutions for passive, active and organisational Fire Safety and Security Management. Here, official experts, Architects, Building Engineers, members of leading security and fire prevention bodies and other stakeholders from the world over gather to disseminate information, gather knowledge, exchange ideas, exhibit, debate innovative perspectives, solutions and products for fire safety and security. With a result of India’s economic evolution, the awareness about Fire Safety and Security in our country has grown exponentially and intensified over the last decade.

**For further information visit [www.fsie.in](http://www.fsie.in) or contact Jay Sheth at [jay.sheth@nm-india.com](mailto: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](mailto:chaitali.davangeri@nm-india.com) or on 022 62165309 for Space bookings.**

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## **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](mailto:surjit.suri@indo-german.com)**

## **Powder & Bulk Solids India 2018, 11th–13th October, 2018, Bombay Convention & Exhibition Centre, Mumbai, India**

Powder & Bulks Solids India is the Indian event for mechanical Processing Technologies and Bulk Solids Handling Technologies. The exhibition with accompanying conference is the high quality get-together for process technicians, process engineers, production managers and scientists. At the exhibition, manufacturers and suppliers of mechanical processing and material handling technologies are showcasing all kinds of solutions for: -> Conveying -> Transporting -> Storing -> Size Reduction -> Screening -> Mixing -> Granulation for Powder -> Granules and Bulk Solids. Basic processing technologies for powder and bulk material, plant engineering, processing components and other products related to the chemical, food, cement, mining and ports industry will be shown at the exhibition – meet key players from India and from all over the world at India's most diversified exhibition. **For further information visit [www.powderbulksolidsindia.com](http://www.powderbulksolidsindia.com) or contact Chaitali Davangeri at [chaitali.davangeri@nmindia.com](mailto:chaitali.davangeri@nmindia.com) or call +91 22 62 165309.**

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

India's biggest exhibition for the Aluminium Die Casting Industry, ALUCAST 2018 will take place from the 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](http://www.alucast2016.com) or contact Rucheeka Chhugani at [rucheeka.chhugani@nm-india.com](mailto: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](mailto:Lukas.schmitz@hamburgmumbai.com) Tel: 91-22-66652 150 [www.hamburg-invest.com](http://www.hamburg-invest.com) / [www.hamburgmumbai.com](http://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](mailto:chaitra.dole@indo-german.com) / <http://indien.ahk.de/services/startups/>**

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## German Trade & Information

If you are looking at doing business in Germany, we help you to find the right business partner in Germany. You can avail of our vast up-to-date database on German importers, exporters, manufacturers, suppliers & service providers. We help promote your company in the German market through our tie-ups with various German trade publications and through the vast network of the local German Chambers of Commerce present in each city in Germany. **For more details, please contact [chaitra.dole@indo-german.com](mailto:chaitra.dole@indo-german.com) 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](mailto:mira.dalvi@indo-german.com)**

## Senior Experten Service (SES)

Since 1983, the Senior Experten Service (SES) has been helping small and medium-sized companies to help themselves, aided by Senior Experts - specialists who, having completed their active professional lives joined SES to pass on their knowledge on a voluntary basis. SES is the Foundation of German Industry for International Cooperation, a non-profit-making organization. SES support may also be available to public institutions, authorities and vocational training institutions. **For further details contact Sharon Mogose on 033 22802236 / or at [sharon.mogose@indo-german.com](mailto:sharon.mogose@indo-german.com)**

## PUBLICATIONS

### Advertise in the Indo-German Economy 2018 - Book your order 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](mailto:jennifer@indo-german.com) or [advertisements@indo-german.com](mailto: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](mailto: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](mailto: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

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guide as it includes information on member companies (including over 800 German companies located in India).  
 Contact [swapna@indo-german.com](mailto:swapna@indo-german.com) to purchase your copy.

## **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 lawyers deal with various aspects of German Labor Law in an international context. [http://www.laborlaw-magazine.com/wp-content/uploads/sites/31/2016/05/LaborLawMagazine\\_1-2016.pdf](http://www.laborlaw-magazine.com/wp-content/uploads/sites/31/2016/05/LaborLawMagazine_1-2016.pdf)

To order a copy of the above publications email [swapna@indo-german.com](mailto: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](mailto:membership@indo-german.com)  
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