

# 2023 ANNUAL REVIEW



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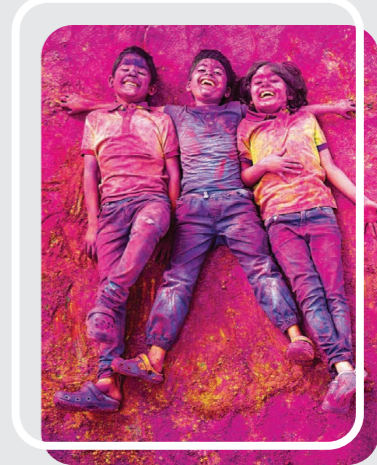
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## 2023 ANNUAL REVIEW

Incorporated in 1956, the **Indo-German Chamber of Commerce** is the primary contact for Indian and German companies who want to do business with each other. In addition, we act as a voice for the Indo-German business community at various levels. Our Annual Review covers all the important and relevant activities of the Chamber over the previous year covering all the Chamber events, Trade Fairs, IGTC, and much more.





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“Businesses in India and Germany both face a similar challenge with bureaucracy. We work to provide support and solutions in this area.”

## India and Germany: Shared Challenges, Common Goals - A Year in Focus

Dear Members and Friends of IGCC,

This year's AGM on September 25 will give us the opportunity to look back on the past 12 months since the last AGM and the last edition of our Annual Review.

Under the leadership of our President Anupam Chaturvedi, Chief Representative DZ Bank India Representative Office, our operations continued to grow. Building new business opportunities and deepening existing relationships with our members has been a key priority for us. We are confident that our efforts will strengthen our position in India.

The past year has been largely dominated by India's G20 Presidency under the theme of "One Earth - One Family - One Future". The presidency put India even more at the centre of attention in Germany and beyond. The Government of India used the opportunity to position India also as the voice of the "Global South", by inviting leaders from 125 countries in Asia, Africa, and Latin America & the Caribbean. The idea was to give a voice to those countries that do not have a seat at the G20 table. India stated that the core of G20 is to promote economic growth and development and that this growth must be inclusive and equitable.

The geopolitical situation prevented the G20 ministerial meetings in the course of the year from adopting concrete resolutions. This makes it even more remarkable that the Indian Presidency successfully managed to achieve a unanimous joint declaration at the summit in Delhi on September 8 and 9. Against the backdrop of the ongoing climate crisis, the ongoing Russian aggression against Ukraine, the ongoing vulnerability of global supply chains, the ongoing inflationary pressure, and the threat of ongoing shortages of the 3 Fs: food, fuel, fertilizers. It is a strong sign

that compromises are possible under the right leadership.

In addition to the G20 Presidency, it was the economic performance of India, which attracted attention from all over the world. With 7% growth in the last fiscal year and forecasts of similar magnitude, India has become one of the growth engines of the world economy. This led to a further increase of interest among German businesses. We experience that daily. The number of first-time contacts is increasing; a growing number of companies are firming up their plans for India. We continue to support those companies with our market entry services, by facilitating trade fairs in both countries and by organizing delegation visits between both countries.

Germany, on the other side, has spent most of the past 12 months in recession. Especially high energy prices and the lack of (skilled) labour have a dramatic negative impact on the economy. The latest DIHK survey shows that one-third of German companies are either in the process of transferring production to other countries or are planning to do so. The word of the "deindustrialization of Germany" is going around.

Despite being positioned at the two ends of economic development, India and Germany do have things in common. More than one might think at first glance. One word that is always mentioned when we discuss about doing business in either of the countries is - unfortunately: Bureaucracy. The German Indian Business Outlook, which we had conducted among our members in the spring of this year, shows that bureaucratic hurdles are still at the top of the list when companies are being asked for negative location factors in India. The same holds true for Germany and Europe. Especially SMEs

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EDITORIAL



“Education and skill development are crucial needs in both India and Germany. It's encouraging to see that our vocational training initiatives can address these needs.”

are suffering from and complaining about bureaucratic monsters, that are being produced in Brussels. Some of them with an impact reaching far beyond the borders of Europe.

This has developed into one of our main focus areas. Our SustainMarkets team has developed training and tools to support companies in India to understand those new regulations and their impacts on companies outside Europe and to prepare for them. In numerous events, we have been reaching out to companies and associations across India and industrial sectors.

A necessity that we have in common is skilling and training; again, even though we are on opposite ends of the scale. Since earlier this year, India has had the largest population on the planet, with an average age of 28. Every year, 12 to 15 million Indians enter the labour market. To find a job, these young Indians require skills. Not necessarily an academic education, but also skills which enable them to create value, for themselves and employers. Still, the domestic labour market cannot provide sufficient employment opportunities. This is why, the Indian Government has concluded several Migration and Mobility Agreements, and Germany is among the partners.

Germany is an ageing society; with an average age of around 48 years and increasing. The ongoing retirement of the baby boomer generation leads to a huge lack of skilled labour. At the same time, we have around 2.5 million Germans between the ages of 20 and 34, who do not possess a formal education. In order to close the gap between retirees and new entrants to the labour market, which is estimated at 400,000 per annum, it is essential that this number is significantly reduced.

Different problems, same solution: Skill development and education. Training based on the German vocational training concept is one of our core activities at

IGCC. With the objective, of supporting our member companies by skilling up their employees, supporting German companies in finding the right talents in India, and supporting interested candidates to find employment opportunities in India and Germany.

Another topic both countries share is the dependency on imported fossil fuels, which leads to the necessity to build up the capacity for renewable energy transformation as fast as possible. Already in 2006, both Governments established the Indo-German Energy Forum (IGEF), initiated by the Indian Ministry of Power and the German Ministry for Economic Affairs and Climate Action. IGEF is also the secretariat for the Indo-German Green Hydrogen Partnership. We cooperate closely and regularly with IGEF to inform our member companies about this partnership, including available public funding.

Two of my personal highlights in the past 12 months were the visit of the German Chancellor in Delhi in Bangalore, during which our President Mr. Chaturvedi and I had the opportunity to join a dinner meeting with the Hon'ble Minister Piyush Goyal and the delegation. In July, I had the honour to be a member of the delegation accompanying Minister Habeck during his visit to Delhi, Mumbai and Goa. In Delhi, IGCC organized an Indo-German Business Forum, which was opened by Minister Habeck.

We organized many more activities and events during the year, and I certainly hope that you will enjoy reading this year's edition of the Annual Review.

Yours,

**Stefan Halusa**  
Director General

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# ENRX

## Speeding up the journey

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### Creating value today ...

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### ... and even more in the future

For wireless inductive charging and contactless power supply, the list of applications is even longer. Wireless energy transfer is underway to change the way in which we work and live our lives – how we extract raw materials, manufacture products, build cities, and organise intralogistics and public transportation flows.

## Where we come from

### 1996 IPT Technology

IPT Technology becomes Europe's first producer of solutions for wireless inductive charging and contactless power transmission.

### 1991 FDF and ELVA

The managing directors of FDF and ELVA meet by chance and see the opportunity to combine FDF's strengths in stationary induction hardening machines with ELVA's innovative approach, to find new applications for induction heating.

### 1950 FDF

The German company Induktionserwärmung Fritz Düsseldorf GmbH (FDF) launches a universal induction hardening machine. A new industrial innovator is born.

### 2023 ENRX

EFD Induction and IPT Technology create a powerhouse in induction heating, wireless inductive charging and contactless power supply for advanced manufacturing and mobility.

### 1996 EFD Induction

FDF and ELVA decide to merge and become EFD Induction.

### 1981 ELVA

A group of engineers in Norway, with expertise in frequency converters for induction heating, starts ELVA Induksjon AS and introduces the Minac range of mobile frequency converters.

## Get in touch

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Smart cities. Smart factories. Smart warehouses. Induction heating, wireless inductive charging and contactless power supply can make a difference in many ways, in many sectors. The world is going wireless, and induction technology plays a vital role in the shift toward automation, digitalisation and electrification. The sooner you get on board, the better.

### Reach out and get inspired

ENRX is represented worldwide, and our head office is located in Skien, Norway. With more than 70 years of experience in wireless energy transfer, we know what it takes to make our customers succeed. Feel free to contact one of our local representatives. They know your market inside out and can inspire you with applications for your business.

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### Induction game changer #11 Realising Industry 4.0

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### Induction game changer #9 Consistent, eco-friendly production

Induction heating gives the same result again and again. Higher quality. Less waste.

### Induction game changer #4 Invisible charging

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**“As we stand at the intersection of globalization and common aspirations, the Indo-German partnership is not just a testament to our history but also a guide towards a more sustainable future.”**

## Embracing Change and Shaping Tomorrow: A Year in Review

The year 2022 was a year of both recovery and adaptation. In 2022 we witnessed the remarkable resilience of businesses, economies and societies. We saw industries pivot, innovate, and demonstrate extraordinary determination.

To support these businesses, we at IGCC continued to facilitate connections, offered valuable insights, and adapted to a digital-first approach in response to the changing landscape.

Our commitment to member-centric services remains steadfast. We continue being a catalyst for bilateral trade and investment, to expand our offerings, providing even more resources, networking opportunities, and market insights to our members.

India is often referred to as the next big superpower due to its economic potential, geopolitical influence, and demographic advantage. It is the 5th-largest economy globally and is projected to become the third-largest by 2030. The country's large population provides a massive consumer market, attracting global businesses seeking growth and market expansion. India's strategic geographical location serves as a gateway to South Asia and provides access to neighbouring emerging markets. The nature of Indo-German economic ties is multifaceted ranging from trade, investment, technology transfer, and cooperation in various sectors.

India and Germany share a robust trade relationship, with bilateral trade volume consistently on the rise. Germany is one of India's most important trading partners in Europe. India is the only country to have been selected twice as a partner for the Hannover Messe – one of Europe's largest industry and innovation expos.

Various Indo-German focus groups are working across areas such as investment, energy, science and technology, environment and many more. These groups serve as important platforms to address common challenges and seize possibilities for mutual benefit. IGCC works actively with various such agencies and groups to highlight pertinent issues and identify growth opportunities for members.

As we stand at the intersection of globalization and common aspirations, the Indo-German partnership is not just a testament to our history but also a guide towards a more sustainable future.

### A Sustainable Tomorrow

Sustainability is not an endeavour that can be undertaken in isolation; it requires collective action. The Chamber is dedicated to being a catalyst for change, and we invite our members and partners to join us on this journey towards a more sustainable future. We aim to equip our members with the knowledge and tools needed to integrate sustainability into their business strategies.

Together, we can shape a future where sustainability is not only an aspiration but a reality.

The Indo-German Chamber of Commerce is committed to being your dedicated partner in business, networking and sustainable growth.

**Sonia Prashar**  
Deputy Director General

*#PartnerForIndoGermanTrade*

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“ We play a pivotal role in simplifying and expediting this process, making it more accessible for German companies looking to establish their presence in India.”

## Unlocking India's Business Potential

India and Germany share a long and robust history of economic, cultural, and business relations. Presently, numerous German companies are evaluating market entry options in India for their business expansion plans.

Venturing into a foreign market, particularly one as intricate and diverse as India presents significant challenges in terms of company incorporation. The Indo-German Chamber of Commerce (IGCC) or AHK Indien plays a pivotal role in simplifying and expediting this process, making it more accessible for German companies looking to establish their presence in India.

The IGCC, as the largest chamber within the AHK-Network as well as the largest bilateral Chamber of Commerce in India, offers invaluable support to German companies venturing into the Indian market. With a 67-year-old network in India, the IGCC has built a wealth of knowledge and expertise that can significantly reduce the risks associated with entering an unfamiliar market.

One of the fundamental services provided by the IGCC to its members is advising companies on market entry strategies, market entry rules and local compliances. By tapping into our network of seasoned expert professionals, German companies gain access to insights that can help them make informed decisions from the outset. This not only reduces risk but also accelerates the setting-up process.

Navigating the intricacies of company incorporation in India can be overwhelming. However, the Chamber stepped in to streamline this process for German companies. We provide a detailed overview of what's required for setting up a company in India, ensuring that businesses are well-prepared for the journey ahead.

Documentation is a critical aspect of the company incorporation process, and it can be a laborious task due to the detailed requirements. We go the extra mile by not only offering advice but also drafting all the necessary documents for registration. We provide clear instructions and manage the processing of documents, ultimately expediting the establishment of German companies in India.

Having been present in India for over six decades, the IGCC has built strong relationships with various statutory bodies in the country. We also work in close cooperation with the Indian Embassies and Consulates in Germany.

The IGCC also assists German companies doing business with India in obtaining a Permanent Account Number (PAN) and a Digital Signature Certificate (DSC). These documents are important for the compliance requirements with Indian authorities.

The Chamber's track record speaks for itself, with over 300 successful incorporations of German companies in India in recent years. This showcases the expertise, commitment, and effectiveness in facilitating business expansion.

The IGCC serves as a trusted partner and invaluable resource for German companies looking to enter the Indian market. The comprehensive support, extensive network, and proven track record make us an indispensable ally in the often-challenging journey of company incorporation and expansion in India.

**Shivani Chaturvedi**

Company Formation  
[shivani.chaturvedi@indo-german.com](mailto:shivani.chaturvedi@indo-german.com)

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**“IGCC SustainMarkets is dedicated to supporting member companies to succeed for years to come. All of our activities and services are driven by member companies to ensure they benefit from practical the implementation of sustainable and responsible business practices.”**

## Driving Change: The Rise of Sustainable and Responsible Business Practices

**Sustain  
Markets**  
Powering Responsible Business

In today's business world, sustainability and responsibility are intertwined. Sustainability and responsible practices are becoming increasingly important to consumers, shifting the focus from "doing good" to a set of business requirements to sustain the market.

Sustainable and responsible products and services are in greater demand. The government is starting to introduce regulations that encourage businesses to adopt sustainable and responsible business practices. The German Supply Chain Due Diligence Act and the Indian Business Responsibility and Sustainability Reporting Act are among the many following suit this year.

According to a recent survey, 90% of business leaders believe sustainability is critical for business success. By 2025, the global market for sustainable goods and services is expected to reach \$19.5 trillion. 81% of consumers are willing to pay more for sustainable products. Data shows that sustainable and responsible businesses are in demand. Increasingly, companies set ambitious sustainability goals, such as reducing carbon emissions, using less water, and implementing human rights due diligence measures.

In a UN report, it is reported that the world will fall short of its Sustainable Development Goals Agenda by 2023. We, as the business community as a whole, need to do more to meet our targets.

IGCC SustainMarkets offers practical, fresh guidance on supply chain due diligence in India. This is based on our years of experience, expertise, and continuous engagement with the private sector. Through 24 events, we have trained over 240 private sector representatives on Supply Chain Due Diligence and engaged over 4,700 stakeholders. As part of our Digital Risk Management Platform (TrustNet.Trade) and Supplier

Improvement Checks, we plan to offer this Certification Course in 2023 and beyond.

With the support of our working group and feedback from our member companies, FairVoice launched as a pilot program this year. With FairVoice, companies can follow the German Supply Chain Due Diligence Act streamlined with Indian laws and international laws, and comply simultaneously with anti-corruption and anti-bribery laws and regulations. Until December 2023, FairVoice is free.

The approach should be similar to how companies approach investment in innovations and R&D. This includes investing in training and developing business partners.

Despite encouraging progress so far, much is still needed. Governments and companies can have a significant impact on the direction and standard of sustainable, responsible business for decades to come if they work together. There should be a similar approach to investing in innovations and R&D and training business partners. Local residents should also be given employment opportunities and skilling.

IGCC SustainMarkets is dedicated to supporting member companies in their efforts to succeed for years to come by supporting them with sustainable and responsible business practices.

**Indras Ghosh**  
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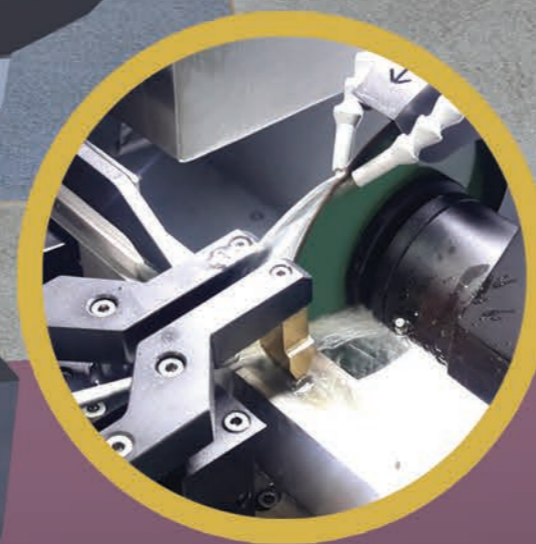
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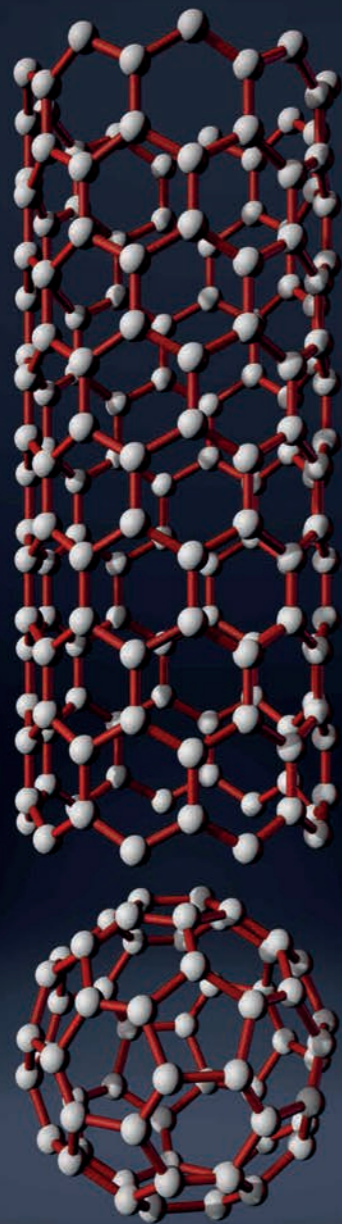


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“As a one-stop shop, we facilitate easy and efficient entry into Indian and German markets for delegations.”

## NAVIGATING GLOBAL MARKETS: The Power of Business Delegations

At first glance, international trade and commerce may seem like a straightforward exchange of goods and services across global borders. However, the intricacies of this process, the art of establishing the right connections, and forging invaluable business partnerships are what truly fuel its success. In this intricate dance of global trade, business delegations emerge as pivotal players, lending indispensable support to German and Indian enterprises in their ambitious forays into international markets.

For well over half a century, the Indo-German Chamber of Commerce (IGCC) has orchestrated an impressive array of business delegation visits, each designed to cater to a diverse spectrum of industries. With a steadfast presence in India for 67 years and offices spanning six cities in India and one in Germany, IGCC boasts an unparalleled wealth of experience, expertise, and a formidable network of contacts within local industries, associations, and policy circles. In essence, it stands as the ultimate destination for businesses seeking seamless entry into the Indian and German markets.

The process of arranging a successful delegation trip can be intricate, but with IGCC, it becomes efficient and hassle-free. With profound local insight, we select ideal dates and locations for these visits, paying meticulous attention to intercultural nuances and handling logistical details like accommodation, event venues, and local travel. Yet, the true strength of IGCC lies in its extensive ties to the Indian and Indo-German business communities, bolstered by its ever-expanding membership base. In addition, decades of business connections have enhanced this network.

Typically spanning several days, our delegation trips encompass a dynamic blend of activities, including presentation events, roundtable discussions, and company visits. These meticulously planned itineraries offer participants a holistic view of their target markets. Delegation visits to India place a strong emphasis on pre-arranged B2B meetings with potential partners, while those to Germany often take the form of Fact-Finding Missions, geared towards uncovering new technologies and emerging industry sectors. These missions frequently include visits to influential trade fairs in Germany, facilitating invaluable connections with industry stakeholders.

IGCC has organized more than a hundred delegation visits, involving more than 1000 participants spanning a broad range of industries. In the last decade, innovative sectors such as renewable energy and environmental technologies have emerged, in addition to Engineering and Machinery, Chemicals and Pharmaceuticals, and Healthcare. Technological advancements have enabled us to adapt to changing circumstances, including conducting virtual delegation programs during the Covid-19 pandemic.

We eagerly anticipate welcoming members of our extensive network to a multitude of events and trips, whether in India or Germany. As we continue to navigate the dynamic landscape of international business, we invite you to embark on this exciting journey with us.

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**“ Our team has been proactively guiding both Indian and German companies in selecting the ideal trade shows that strategically align with their targets and product categories, organizing group participation and providing onsite logistical support.”**

*\*Source: [www.auma.de](http://www.auma.de)*

## Trade Fairs: A Dynamic Resurgence

**With its dynamic comeback, the trade show industry has reaffirmed its significance in the global economy.**

The past months have seen the global trade fair industry make an extraordinary comeback with the resumption of physical trade fairs in full swing. Following the pandemic-induced break, exhibitions have re-emerged as a driving force that propels economies, fosters connections, and serves as platforms of knowledge sharing and innovation.

Germany's trade fair landscape has shown robust growth in the first half of 2023, as projected by the German Trade Fair Industry Association, AUMA\*. According to their statistics: the six months had seen 180,000 exhibiting companies take part in trade fairs in Germany which had also attracted 13 million visitors. Figures are thus approaching the level prior to the coronavirus pandemic. Two hundred trade shows took place in Germany during the first six months of the year, with 115,000 exhibiting companies attracting the interest of 6.8m visitors. Compared to the first half of 2022, the number of exhibitors rose by a quarter, while the number of visitors increased by a third. These events included some of the world-leading shows such as ITB Berlin, InnoTrans, ILA Berlin, IFA Berlin, Wind Energy Hamburg and Spielwarenmesse amongst many others, all of which also saw a growth in participation from Indian exhibitors and business visitors.

The success of these events is a testament to the significance of trade shows as marketing instruments, that enable companies to exhibit their goods and services to potential buyers and businesses, as well as to build brand

awareness and test market new product launches. They also bring together diverse businesses, drive technological advancements, act as major catalysts for Foreign Direct Investment (FDI) and contribute to economic growth. Concurrently, the increasing participation of Indian companies who wish to expand their overseas presence and sales is an indication of the positive impact, that the government-led initiatives such as 'Make in India' and 'Atma Nirbhar Bharat' (self-reliant India) campaigns are having in positioning India as a global manufacturing hub.

Our team has been proactively guiding both Indian and German companies in selecting the ideal trade shows that strategically align with their targets and product categories, organizing group participation and providing onsite logistical support.

For German companies that are looking at expanding their investments in India, driven by the booming economy and the growth prospects, participating at a relevant Indian trade show is often a successful first step. Here too, the outbreak of the pandemic had caused a temporary slowdown in these activities despite the organization of several virtual and digital events. However, in 2023 the industry regained momentum with the resumption of much-awaited events such as Auto Expo, Elecrama, IMTEX and Aero India, reinforcing the importance of face-to-face interactions.

**Tanu Ailawadi**

Trade Fairs  
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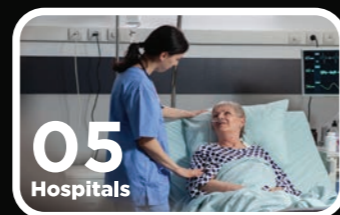
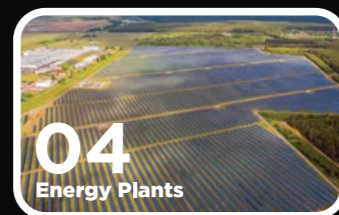
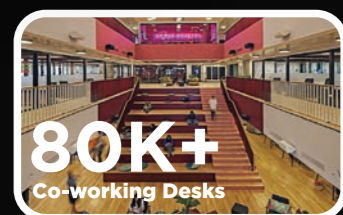
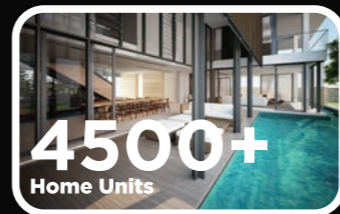
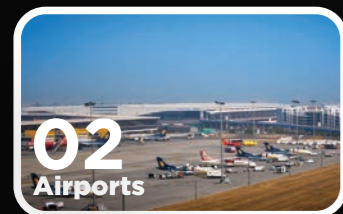
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- Henry Ford

## UPHOLDING EXCELLENCE: IGTC's Legacy in 2022 and Beyond

In 2022, the Indo-German Training Center continued to uphold its legacy of promoting Dual Education and Training, cementing its status as a beacon of excellence. At the forefront of its endeavours was the flagship Post Graduate Program in Business Administration (PGPBA), which has been a stalwart in nurturing industry-ready professionals. Additionally, the “Executive Management programs” gained remarkable traction, solidifying IGTC's position as a trailblazer in executive education.

A defining moment arrived in the form of the Convocation Ceremony held at the prestigious Taj President ballroom. The event celebrated the achievements of two batches - the 29th PGPBA 2020-2022 Batch and the pioneering 1st All India EBMP 2021-2022 batch. Stepping into the realm of professional management, these graduates showcased their mettle as they proudly unfurled the IGTC flag. This event was not merely a culmination but also the commencement of their journey as adept and self-reliant managers. Significantly, it also marked the launch of “Transcend,” a visionary mentoring initiative facilitated by IGTC's esteemed alumni, nurturing growth and development over a span of five months.

February 2022 unveiled a remarkable convergence, aptly christened the “Month of Twos.” This extraordinary alignment saw the inauguration of not one, but two Executive Business Management Programme batches - an unprecedented occurrence that echoed IGTC's ability to embrace novel opportunities.

Shifting from the virtual realm that defined the preceding two years, 2022 heralded the resurgence of in-person interactions through the Indo-German



HR Partner Forum. This platform proved instrumental in reigniting connections among members and paving a fresh trajectory for the post-pandemic landscape. With a quarterly cadence, the forum facilitated robust discussions on pivotal HR themes and facilitated the exchange of invaluable best practices.

As the sun sets on 2023's penultimate quarter, the year stands as a testament to success and excitement. A crowning moment was the gracious presence of Padmashree Sudha Murty at the convocation ceremony in March 2023, infusing the occasion with prestige and inspiration.

Anticipation surges as IGTC eagerly awaits the commencement of a new PG batch slated for September, a visit by a German student delegation as well as a visit to the Duale Hochschule Baden Württemberg, Karlsruhe. A transformation in leadership has marked 2023, yet IGTC's unwavering commitment to its foundational values and mission remains resolute. The target is now set to amplify student enrolment across all programs and redefine IGTC as the preferred partner for the Indo-German business community's diverse corporate training imperatives.

**Mira Dalvi Sahni**  
Indo-German Training Centre  
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“Education is the most powerful weapon which you can use to change the world.” - **Nelson Mandela**

## Increasing Vocational Education's Visibility, Appeal, and Impact

The past year has been a transformative journey for DUALpro. Not only did we double the size of the team but also expanded our service portfolio with pioneering initiatives.

Of particular note is our involvement in the esteemed SANKALP project in cooperation with the German Agency for International Cooperation and the Automotive Skill Development Council. We are proud to have qualified nearly 200 participants as on-the-job instructors through this project, thus continuing our commitment to the promotion of pedagogy-based on-the-job training in India.

This mission was further strengthened through the Ausbildung der Ausbilder – International, the flagship train-the-trainer concept by the German Chambers of Commerce Worldwide, and a comprehensive Training of Master Trainers in cooperation with GIZ and the Management & Entrepreneurship and Professional Skills Council. In these educational undertakings, we enabled professionals across domains to apply the principles of vocational education and create an environment of action-based learning at their workplace.

Our support is also extended to trainees. After the challenging training years during the pandemic, we ensured that all trainees had the opportunity to appear for backlog exams of 2020 and 2021 under existing apprenticeship contracts. In addition, we conducted exams for the calendar year 2022, enabling over 50 trainees to enter into their professional life with an industry-recognised certification.

Our sight is set on a promising



future for vocational training in India. With unwavering enthusiasm, we anticipate new collaborations with companies in India. In addition, our strategic focus is centred on strengthening advanced training for professionals, offering a comprehensive portfolio that includes digitization, AI, cybersecurity, and more. With this comprehensive approach, we empower our customers to navigate the dynamic currents of change and ensure their sustainable competitiveness on the global stage.

Looking back, the past year's efforts have paved the way for an exciting chapter of growth and innovation. DUALpro's resolute dedication to excellence, coupled with our strategic vision, positions us at the forefront of shaping India's education landscape. With anticipation and determination, we are seizing the opportunities that lie ahead and are firmly committed to shaping a future where vocational education flourishes and industry thrives through skilled expertise.

**Rakulan Selvaratnam**

DualPro

rakulan.selvaratnam@indo-german.com

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**“ Our comprehensive advisory services cater to the needs of both employers and individuals, facilitating a smooth and successful transition in work-related migration to Germany.”**

## Bridging the Gap: Facilitating Skilled Migration from India to Germany

Indian professionals have emerged as a significant force destined to enrich labour markets across the globe. Amidst the prevalent discussion about Germany's shortage of skilled workers, it's worth noting that India witnesses millions of young individuals entering its labour force each year. This trend shows no signs of abating in the foreseeable future. With an average population age of around 28 years, India continues to grow at a remarkable rate of nearly 1% annually. This demographic phenomenon has positioned India at the forefront of youthful nations, and in 2023, it overtook China to become the most populous country globally, with a staggering 1.4 billion inhabitants.

However, India's consistent economic growth has had limited positive implications on its labour market. The jobs created each year are primarily concentrated in the informal and low-wage sectors. Meanwhile, Germany has taken significant steps in its immigration policy, introducing a new immigration act in 2020 and planning further updates and expansions in 2023 and 2024.

With new opportunities come new challenges, as evidenced by the experiences of professionals and companies alike. At the forefront of addressing these challenges, our chamber has identified the pressing need for comprehensive support throughout the migration process. Our dedicated team has introduced a diverse range of offerings and services to facilitate a seamless transition for both companies and individuals. In 2022, we engaged with a multitude

of companies and professionals from diverse backgrounds, uncovering a universal truth: the labour shortage in Germany spans nearly every sector, from energy and automotive to healthcare, hospitality, IT and even unconventional roles like massage therapist, pizza baker, marine officer, sculpture artist, optometrist, ayurvedic consultants and horseshoe maker.

Regardless of economic fluctuations or energy crises, Germany's labour shortage is unlikely to vanish magically. As we look ahead, the Chamber eagerly embraces the task of bridging the gap between skilled professionals and German companies, guiding individuals through the migration process, and ensuring their successful integration into Germany. Even in the face of occasional bureaucratic challenges or the idiosyncrasies of German processes, the warm satisfaction we derive from receiving that first selfie from a candidate on German soil, witnessing someone's excitement at the sight of snow for the first time, or sharing in the overwhelmingly positive feedback from a new job, makes every effort worthwhile. We stand ready to welcome the opportunities and challenges of skilled migration from India to Germany in the coming years with open arms.

**Denise Eichhorn**  
Skilled Migration  
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*#PartnerForSkilledMigration*



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## Unveiling the Essence of Business Events: The Catalysts of Growth

Greetings, esteemed readers! In this edition, we delve into the dynamic realm of events – the catalysts igniting growth, fostering innovation, and reshaping industries. From bustling business delegations to enlightening seminars, conferences, and networking events, join us on a journey to uncover benefits and navigate challenges.

In the face of global challenges, 2022 saw the evolution of the business events landscape. The past year showcased resilience, adaptability, and innovation. Navigating uncertainties, we harnessed virtual platforms to connect minds, spark conversations, and ignite progress.

Today, we stand at the confluence of tradition and technology. Lessons from 2022 fortified our commitment to crafting extraordinary event experiences. With a dynamic blend of in-person and virtual engagement, we offer options that ensure accessibility without compromising impact.

### Benefits of Business Events: Fuelling Growth and Innovation

1. Knowledge Exchange: Business events serve as knowledge epicentres, where industry leaders exchange insights, strategies, and best practices, contributing to collective growth and sector evolution.
2. Networking Galore: Unparalleled networking power fuels new relationships, nurtures existing ones, and catalyses business endeavours within these gatherings.
3. Brand Visibility: Participation elevates brand visibility globally. Well-executed events enhance recognition, leaving lasting impressions on stakeholders.
4. Innovation Catalyst: Diverse minds converge, sparking cross-industry pollination of ideas and leading to groundbreaking solutions.

### Challenges to Navigate: Crafting Seamless Experiences

1. Logistical Complexities: Navigating venue selection and event scheduling demands thorough planning and execution for a seamless experience.
2. Audience Engagement: In an era of short attention spans, engaging content and interactive sessions are crucial for attendee participation.
3. Evolving Technologies: Staying updated with event technologies is essential. Integrating tools like virtual reality and AI-driven networking enriches engagement.

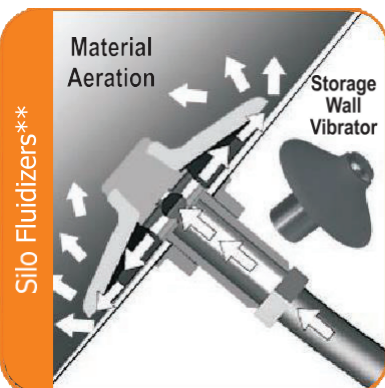
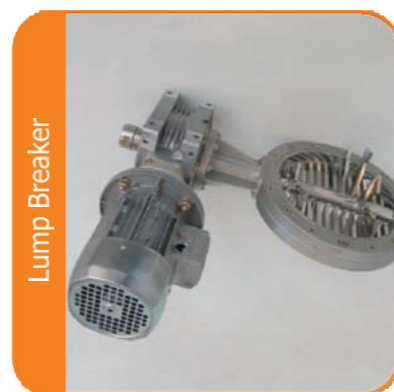
### Future Prospects: Forging Pathways Ahead

1. Hybrid Fusion: The future lies in blending in-person and virtual experiences, bridging gaps for wider accessibility and global engagement.
2. Data-Driven Insights: Integrating data analytics revolutionizes understanding attendee behaviour, refining event design and content for optimized impact.
3. Sustainability Integration: Businesses align events with eco-consciousness, incorporating practices that minimize environmental impact and resonate with conscious attendees.

In the radiance of business events, we witness their transformative power to reshape industries, catalyse innovation, and foster growth. Seizing opportunities and navigating intricacies requires strategic vision and meticulous execution. Let's harness the potential of business events as we forge a path toward a future brimming with knowledge, collaboration, and prosperity. Together, we pave the way for a dynamic journey of evolution.

**Sumati Sud**  
Events  
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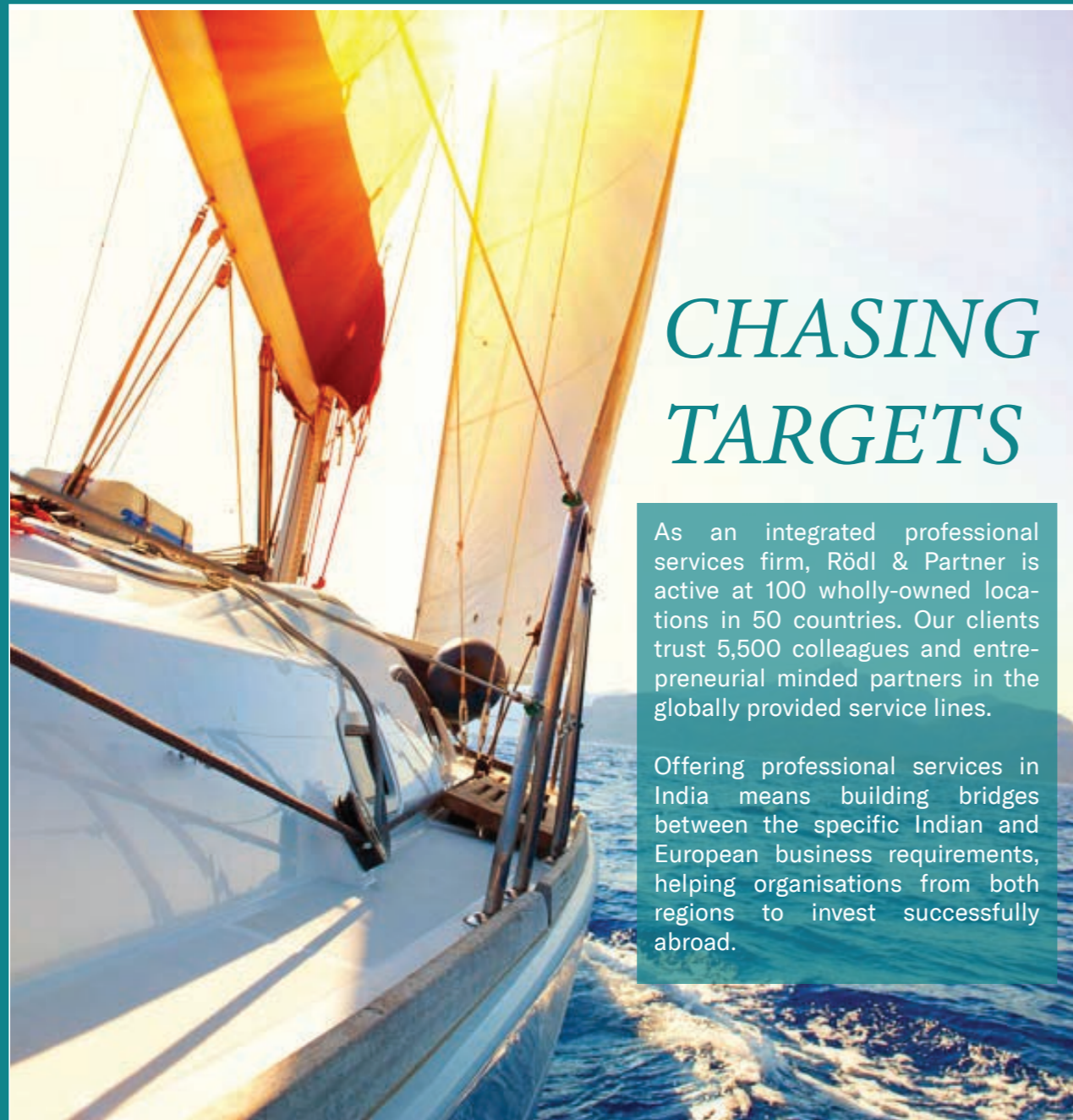
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“Embarking on its digitalization journey in 2022, IGCC took its first stride by embracing a more dynamic CRM. This pivotal move, rooted in standard operating procedures, marked the inception of a transformative era.”

## Empowering Engagement

IGCC started its digitalisation journey in 2022. The first step towards digitalisation was to move to a better and more dynamic CRM. Using standard operating procedures (SOPs) for the various departments, we designed the new CRM based on their outcomes and where automation can be useful. The benefits of a streamlined CRM system are endless for us and our members.

### To name a few:

- **Enhanced Member Relationships:** The CRM system has enabled the membership department to maintain comprehensive member profiles, including contact information, preferences, interactions, and engagement history. This allows staff to personalize interactions, anticipate member needs, and provide a more tailored experience, fostering stronger relationships. We have also introduced PAN India membership for companies.
- **Improved Member Communication:** It enables us to target relevant communication through various channels such as email, SMS, and social media. Automated communication workflows can be set up to send renewal reminders, event invitations, newsletters, and other relevant updates, keeping members engaged and informed.
- **Efficient Membership Management:** We've streamlined the entire membership lifecycle, from new member onboarding to renewals and upgrades. Automated processes reduce manual data entry, minimize errors, and ensure that member data is accurate and up to date.

- **Data Centralization:** All member-related information is stored in a centralized database, making it easy for all departments to access and update information in real-time. This eliminates the need for disparate spreadsheets or databases, leading to better data integrity and efficiency.
- **Segmentation and Targeting:** This allows the membership department to segment members based on various criteria such as demographics, industry, interests, and engagement levels. This segmentation enables targeted marketing campaigns and communication strategies that resonate with specific member groups.
- **Membership Renewal and Retention:** We can automate membership renewal processes, send timely automated reminders, and facilitate easy renewal procedures.

In essence, our CRM system empowers not only the membership department but also the Indo-German Chamber of Commerce to deliver exceptional member experiences, streamline operations, and make data-driven decisions that contribute to the growth and success of the organization. We look forward to continuous support from our members towards better co-operation.

**Surjit Singh Suri**  
Membership  
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# Indo-German trade volume grows by 14% in 2022

The bilateral trade volume between Germany and India increased by 14.1% to reach US\$ 31.4 billion in 2022. This was the second consecutive year of growth, despite the volatile global economic environment.

Germany's exports to India grew by 6.7% to US\$ 15.6 billion, while imports from India increased by 22.5% to US\$ 15.8 billion. This resulted in a trade deficit for Germany of US\$ 0.2 billion, the first time since 2003.

The main commodities traded between the two countries were machinery, chemicals, vehicles, and pharmaceuticals. India's main exports to Germany were chemicals, clothing, and machinery.

The strong growth in Indo-German trade is a positive sign for the economic relationship between the two

countries. It is expected to continue in the coming years, driven by India's growing economy and its increasing demand for foreign goods and services.

The growth in Indo-German trade is being driven by a number of factors, including India's growing middle class, its increasing integration into the global economy, and its ambitious plans to industrialize. The German government is also actively promoting trade with India, through initiatives such as the Indo-German Industrial Corridor Project.

The strong growth in Indo-German trade is creating opportunities for businesses in both countries. German companies are increasingly investing in India, while Indian companies are expanding their operations in Germany.



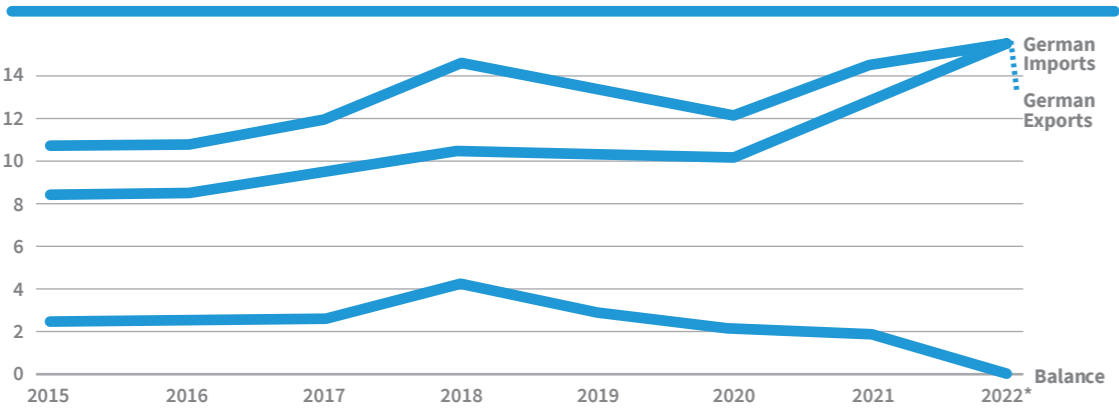
Indo-German trade reached record levels in 2022

**14.1%**  
More is the Indo-German trade volume compared to 2021 at **US\$ 31.4 billion**

Bilateral trade between the Federal Republic of Germany and India recorded significant increases in 2022 for the second year in a row. This was against the background of a volatile situation in the world economy, in which India's economy has so far held up well. According to the Federal Statistical Office (Destatis), the bilateral trade volume reached a peak in 2022. It increased by more than 14% compared to the previous year and amounted to 31.4 billion United States Dollars (US\$).

In the ranking of Germany's most important trading partners, India's importance increased slightly. In 2022, the subcontinent ranked 22nd as a sales market for German goods (previous year: 23rd place) and 24th as a source market (previous year: 26th place). A special feature was the trade deficit to the detriment of Germany in the amount of US\$ 110 million. Most recently, the Federal Republic of Germany had a negative trade balance with India from 1998 up to and including 2003.

German foreign trade with India (in billions of U.S. dollars)



\* preliminary  
Source: Destatis 2023

For more information on Indo-German Trade, contact:  
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Three product groups dominate exports

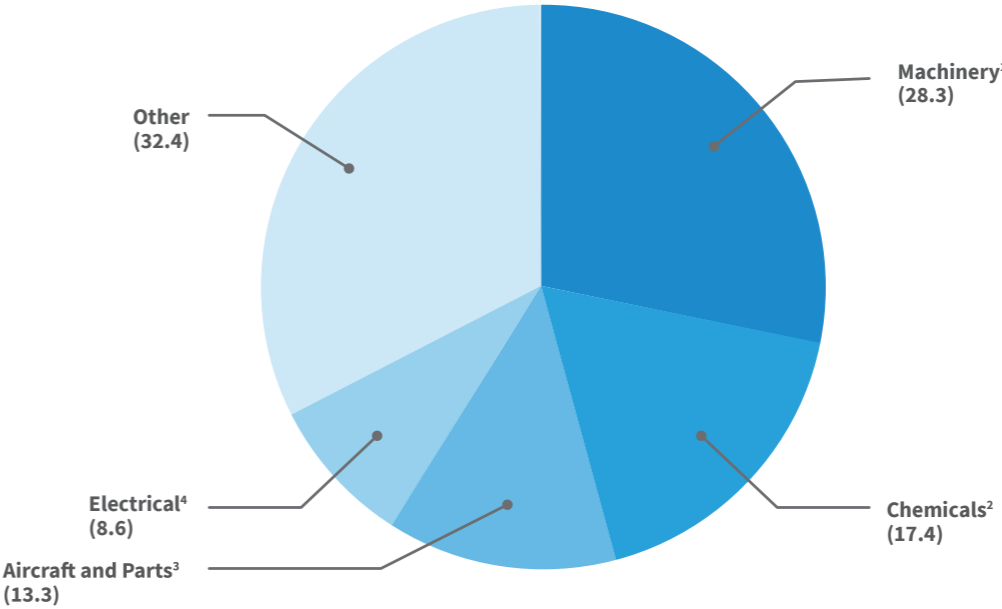
In total, German companies exported goods worth US\$ 15.6 billion to India in 2022. That was 6.7% more than the year before. The most important exports were again machines (according to the "Standard International Trade Classification" (SITC); commodity groups 71, 72, 73 and 74). With a total value of US\$ 4.4 billion, they accounted for more than 28% of total exports. These included, for example, pumps and compressors (SITC 743) valued at US\$ 463 million and machines for the textile and leather industry (SITC 724) valued at US\$ 422 million. Chemical products (SITC 5) worth US\$ 2.7 billion were shipped to India. With a share of more than 17% of total exports, this was the second most important group of goods among exports, although these fell by 4.5% compared to the previous year. One reason for this was the significantly lower exports of industrial chemicals (SITC 51 and 52), which fell by around a quarter to US\$ 737 million.

Germany again sold aircraft and parts (SITC 792) on a large scale to India. Although exports here also fell by 4.6% compared to the previous year, they still amounted to more than US\$ 2 billion. This means that exports of products under SITC 792 accounted for over 13% of exports. This product category is likely to remain important in the future. In mid-February 2023, the airline Air India signed a letter of intent with Airbus. It agreed to purchase 250 aircraft from the European manufacturer with production sites in Germany. In addition to exports of electrical engineering worth US\$ 1.3 billion and measuring, testing and control technology (US\$ 1 billion), motor vehicle parts worth US\$ 0.5 billion were also delivered from Germany to India. The latter are used in the Indian automotive industry, which has recovered significantly from the pandemic.



**6.7%**  
More is the German exports to India compared to 2021 at **US\$ 15.6 billion**

Machinery was the most important export from Germany to India in 2022  
Shares of total German exports to India; in percentage



1 SITC groups 71 to 74 | 2 SITC group 5 | 3 SITC group 792 | 4 SITC group 77 minus 776

Source: Destatis 2023



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22.5% More is the German imports from India compared to 2021 at US\$ 15.8 billion

Most important German exports to India (in million US\$; change and shares in percent)

Product group (SITC identifier)	2021	2022 <sup>1</sup>	Change 2022/2021 <sup>2</sup>	Share of total exports 2022 <sup>2</sup>
Total (0 to 9)	14,668.00	15,649.30	6.7	100
Machines (71 to 74)	3,802.90	4,431.80	16.5	28.3
Chemical products (5)	2,848.40	2,720.60	-4.5	17.4
Industrial Chemicals (51 and 52)	981.5	737.3	-24.9	4.7
Plastics in primary form (57)	475.6	516.1	8.5	3.3
Airplanes and parts (792)	2,189.60	2,088.00	-4.6	13.3
Electrical engineering (77 minus 776)	1,187.20	1,339.60	12.8	8.6
Measuring, testing and control technology (87)	993	1,034.40	4.2	6.6
Road vehicles (78)	524.3	591.3	12.8	3.8
Automotive parts (784)	450.6	489.1	8.5	3.1

1 provisional; 2 deviations due to rounding

Source: Destatis 2023

India’s subsidy strategy influences German imports

The total value of German imports from India was US\$ 15.8 billion in 2022, almost 23% higher than the year before. The chemical industry is an important Indian sector and Germany also purchased chemical products (SITC 5). These had a total value of US\$ 3.8 billion and accounted for a little less than a quarter of total imports. This also included many pharmaceuticals (SITC 54); in 2022 they reached a value of US\$ 1.1 billion.

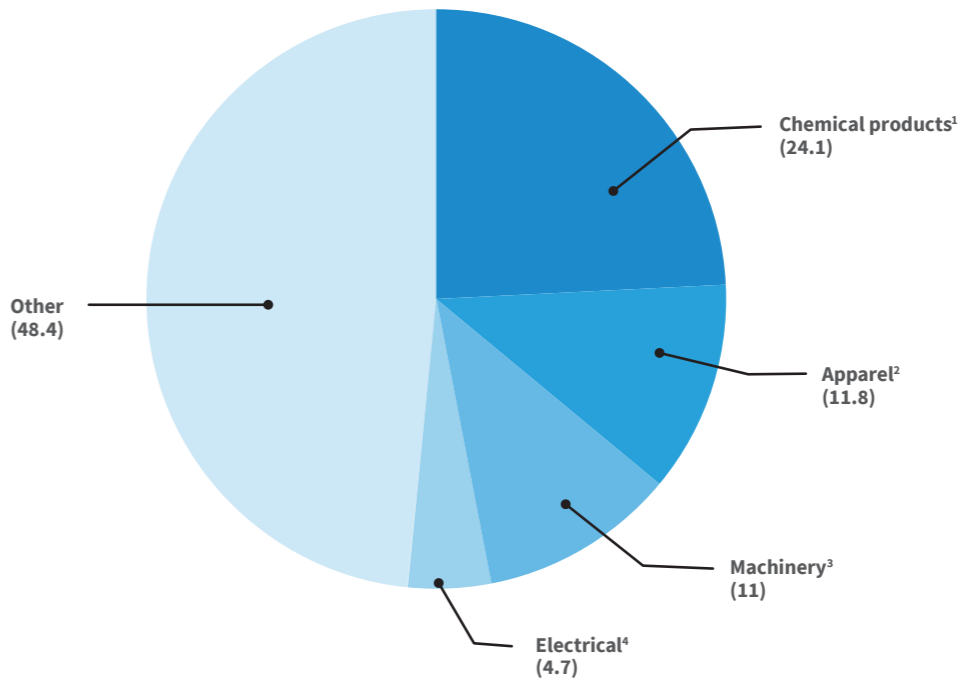
Most important German imports from India (in million US\$; change and shares in percent)

Product group (SITC identifier)	2021	2022 <sup>1</sup>	Change 2022/2021 <sup>2</sup>	Share of total imports 2022 <sup>2</sup>
Total (0 to 9)	12,867.20	15,579.70	22.5	100
Chemical products (5)	2,911.50	3,792.10	30.2	24.1
Industrial Chemicals (51 and 52)	1,706.60	1,891.30	10.8	12
Medicines (54)	564.8	1,147.90	103.3	7.3
Clothing (84)	1,666.50	1,866.60	12	11.8
Machines (71 to 74)	1,479.30	1,736.60	17.4	11
Electrical engineering (77 minus 776)	604.3	742.2	22.8	4.7
Textiles (65)	638.1	677.8	6.2	4.3
Electronics (75, 76 and 776)	426.9	676.6	58.5	4.3
Iron and Steel (67)	492.9	555.2	12.6	3.7

1 provisional; 2 deviations due to rounding

Source: Destatis 2023

Chemical products were the most important import goods from India in 2022  
Shares of total German imports from India; in percentage



- 1 SITC group 5
- 2 SITC group 84
- 3 SITC groups 71 to 74
- 4 SITC group 77 minus 776

Source: Destatis 2023

VISHAL TOOLS & FORGINGS



JALANDHAR HAND TOOLS INDUSTRIES

Hand Tools industries set up at Jalandhar after the partition. Now Jalandhar is Hand Tools manufacturing hub having almost 300 MSME units selling in domestic as well exporting globally. Jalandhar is also having Central Institute of Hand Tools for development of products & technology.

COMPANY PROFILE

VISHAL TOOLS & FORGINGS PVT. LTD. Established in 1992 - a family owned business & is leading the way in the manufacturing and exporting of professional quality hand tools based at Jalandhar (India) specialised in wrenches / spanners of international standards. Company is a 'TWO STAR Export House' status holder recognised by Indian Government, accredited with SA-8000:2014, ISO-9001:2015, ISO-14001:2015, ISO-45001:2018 & having VPA certification quality mark. We specialized in the full range of Wrenches/Spanners including Standard Recess Panel, Fully Polish-Mirror Finish and Raised Panel as per ASME/DIN/BS specifications. Vishal Tools is exporting products mainly USA, Europe & South America and other countries globally. We have been working with various global retailers, wholesalers, importers & distributors.

Company has 2 manufacturing plants and have established ultra-modern 3rd manufacturing plant for manufacturing of wrenches/spanners under the name of 'Mech Choice Tools' at Jalandhar with latest infrastructure having capacity to produce 3.5 M pieces per month. We have installed best available machinery including Japanese CNC Machining Centre to produce forgings dies, forgings hammers & forgings furnace will run on LPG Green Fuel, Continuous Mess Conveyor Atmosphere Electric Heat Treatment Furnaces, CNC Polishing Machines, Fully Automatic Tri Nickel Plated Electroplating plant. We will be having warehouse with loading facility both on pallets & slip sheets. We are looking to develop new business with global brand & retailers at our new plant.

Vishal's technical team relies on customer satisfaction and innovation to design and manufacture top-quality, safe, durable tools that are steadily upgraded to satisfy professional users' new requirements. Vishal's marketing team is having more than 30 years of experience, we believe in forming a long term relationship with our customers based on trust and respect and focus on providing most efficient services to all our customers in best quality products with innovative packaging, best competitive prices and timely shipment. Still our struggle is going on to achieve continuous improvements in process & systems for further growth.

Company Accredited with:



"We are committed to be a Global Leader in Hand Tools manufacturing through World Class Infrastructure, Innovation, Quality & Customer Service."

Mr. Jyoti Parkash  
MD Vishal Tools & Forgings

MECH CHOICE TOOLS



New Unit Capacity

'Mech Choice Tools' at Dhogri Industrial Park, Jalandhar with latest state-of-the-art infrastructure having capacity to produce 3.5 Million pieces per month

New Manufacturing Plant

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VISHAL TOOLS AND FORGINGS a leading family-owned Hand Tools manufacturing & exporting company with 30 years of experience is proud to announce the launch of our newly established dream project of manufacturing Spanners/Wrenches under name of 'MECH CHOICE TOOLS'.

MECH CHOICE TOOLS, a world-class hand tool production plant specialized in full range of Wrenches meets international standards built in newly developed industrial zone in Jalandhar, INDIA. an ECO friendly plant, equipped with state of the art manufacturing technology sourced around the world and top notch infrastructure to produce durable and finest quality tools.

ENERGY SAVING STRUCTURE

The transformers at Mech Choice are designed to save 30000 units of electricity per year, Bus duct the most reliable and safest source which also save the electrical losses than the standard cables, 1000 KW Solar plant installed to generate 1500000 units of Green energy every year reducing carbon footprint, Advanced liner servo voltage stabilizers, automatic power factor correction system are helping us save 6,13,000 units per year enabling us to save 6,43,000 units of energy and generating 15,00,000 units of every year Saving emission to 18,21,550 Kg of Co2.

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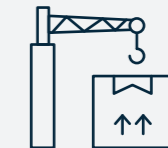
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Foreign Direct Investments (FDI) into India



India's place as an export market with Germany in 2022 (previous year: 23rd)



India's place as an import market with Germany in 2022 (previous year: 26th)

In the post-pandemic era, the world economy is in a constant state of flux. The resilience of Foreign Direct Investment during times of crisis has encouraged both host and receiving countries to continue to invest in its potential. India's FDI inflows have increased 20 times from 2000-01 to 2021-22. The Ministry of Commerce and Industry, Government of India posits that in India, FDI inflows rose by 23% post-Covid. This means that FDI inflow in India has increased by 23% post-Covid (calculated during the period March 2020 to March 2022: US\$ 171.84 billion) in comparison to FDI inflow reported pre-Covid (calculated during the period February 2018 to February 2020: US\$ 141.10 billion).

Despite the fast-evolving nature of the geopolitical landscape, the state of FDI inflow into India is projected to remain healthy. As per the Department for Promotion of Industry and Internal Trade (DPIIT), Government of India, the cumulative amount of FDI inflow from April 2000 to December 2022 is US\$ 9,03,937 million. The total FDI inflow into India in the fourth quarter of the financial year 2022-23, that is January 2023 to March 2023, is US\$ 15,498 million.

Top 5 sectors that attracted FDI equity inflows in India

According to DPIIT, the top 5 sectors that attracted the highest FDI equity inflow are the Services sector with 16% share, the Computer Software and Hardware sector with 15% share, Trading sector with 6% share, Telecommunications sector with 6% share, and the Automobile industry holds a 5% share. In the period between 2015-2021, the Pharmaceutical/health care/life science sector was among the top 5 sectors to receive FDI. However, in 2022 the telecommunications sector replaced the pharmaceutical industry and secured 4th position in the list of top 5 sectors that attracted FDI equity inflow with a 6% share.

German FDI in India

Germany's federal states registered 1,783 FDI projects in 2022 (greenfield, expansions, relocations, excluding M&A) - only a slight reduction of 1% compared to the previous year (GTAI, 2022). In India, Germany ranks 9th among the top FDI investing countries. While Mauritius, Singapore, and U.S.A. are the top three FDI investing countries in India, investments made by German companies continue to increase. The cumulative equity inflow from Germany into India during the period April 2000-March 2023 was US\$ 14,138 million. The FDI inflow from

Germany into India in FY 2022-23 stood at US\$ 547 million. Germany's FDI accounts for 2% of total equity inflow into India. On the other hand, India's importance as Germany's trade partner has increased slightly. According to GTAI, in 2022, India ranked 22nd as a sales market for German goods and in the previous year, 2021, India ranked 23rd. A report by Nexdigm published in 2021 explored the nature of Indo-German deals over the past decade and reported that Germany was ranked the 3rd most active European acquirer in India thus solidifying its importance in both inbound and outbound acquisitions.

Recent Investments and Projected Trends

Select examples of recent investments by German companies in India have been indicated below:

- ◆ In February 2022, Robert Bosch announced its plans to invest a total of US\$ 260 million in India over a five-year period towards the localization of advanced automotive technologies and in building digital platforms like the mobility marketplace and the mobility cloud platform.
- ◆ German packaging solution provider Multivac invested US\$ 7.4 million to establish a production site in Ghiloth, Rajasthan.
- ◆ In 2021, German automotive components manufacturer Webasto invested US\$ 33.9 million to set up a sunroof manufacturing facility in Pune.
- ◆ German lifestyle brand Birkenstock launched its 1774 collection through the e-commerce route with an Indian partner, Seva Group.
- ◆ Bayer, a German agrochemical group, launched a new manufacturing plant at Vapi, Gujarat, with an investment of US\$ 28 million.
- ◆ German auto component major ZF Friedrichshafen AG has lined up a US\$ 217.68 million investment in India to increase its share in connected and autonomous technologies adopted by automakers, and a fifth of the investment volume will be allocated for a tech centre in Hyderabad for doing global research and development (R&D) for the company.

The lull observed in cross-border deals during the COVID-19 pandemic is expected to be countered due to renewed political dialogues and a rigour for fresh deals. According to Nexdigm, sectoral trends expected to drive deal activity in the next few years include:

- ◆ Software & Services: Propelled by the pandemic, digital-focused deals in segments such as e-health, ed-tech, e-retail, artificial

TOP 10 SECTORS THAT ATTRACTED THE HIGHEST EQUITY INFLOW INTO INDIA					
Rank	Sector	Amt. in Rupees Crores/ Amt. in USD Million	2022-23 (April-March)	Cumulative equity inflow (April, 2000-March, 2023)	Percentage out of total FDI Equity inflow (in terms of USD)
1	SERVICES SECTOR	Rupees Crores	69,852	6,31,985	16%
		USD Million	8,707	1,02,856	
2	COMPUTER SOFTWARE & HARDWARE	Rupees Crores	74,718	6,52,779	15%
		USD Million	9,394	94,912	
3	TRADING	Rupees Crores	38,060	2,67,179	6%
		USD Million	4,792	39,531	
4	TELECOMMUNICATIONS	Rupees Crores	5,469	2,32,522	6%
		USD Million	713	39,044	
5	AUTOMOBILE INDUSTRY	Rupees Crores	15,184	2,22,665	5%
		USD Million	1,902	34,744	
6	CONSTRUCTION (INFRASTRUCTURE) ACTIVITIES	Rupees Crores	13,588	2,04,478	5%
		USD Million	1,703	29,686	
7	CONSTRUCTION DEVELOPMENT: Townships, housing, built-up infrastructure and construction-development projects	Rupees Crores	1,196	1,29,208	4%
		USD Million	146	26,356	
8	DRUGS & PHARMACEUTICALS	Rupees Crores	16,654	1,26,036	3%
		USD Million	2,058	21,464	
9	CHEMICALS (OTHER THAN FERTILISER)	Rupees Crores	14,662	1,26,719	3%
		USD Million	1,850	21,302	
10	METALLURGICAL INDUSTRIES	Rupees Crores	1,764	1,03,147	3%
		USD Million	219	17,234	

intelligence, and automation are expected to rise.

- ◆ Automotive: The transition to hybrid and electric vehicles along with technological enhancements (such as lightweight materials) will increase collaborations and investments.
- ◆ Pharmaceuticals: Streamlining of supply chains and development of specialized drugs are expected to boost FDI.
- ◆ Capital Goods and Materials: Increased investments in green products and sustainability are expected to drive growth within this sector.

Opportunities for German Investors

India is gaining increasing importance as an investment location for companies around the world. A report published by KPMG and AHK India (2023) surveyed 99 German companies in India. The report explained the three most important location factors that motivated the surveyed German companies to invest in India. They are political stability (62%), availability of excellent skilled workers (56%) and relatively

low labour costs (45%). 53% of the surveyed companies plan to expand their investments in India in the current year. Two years ago, only 36% were planning to do so. In five years, almost three quarters (73%) want to invest in India - twice as many as in 2021.

The same report by KPMG and the Indo-German Chamber of Commerce (2023) elucidated that German companies expect a rapid increase in production in India for the local market. One reason for this is that the middle class, which already numbers 430 million people, is expected to continue growing strongly. A special push is on the horizon for the research and development sector. In 2023, only 9% are engaged in R&D in India - by 2028, this figure is expected to rise to 25%. Additionally, German companies are placing special emphasis on investing in diverse topics such as environmental technology, renewable energies, digitalisation, Industry 4.0 and sustainable infrastructure.

Overall, the Indian Government has propagated an investor-friendly FDI policy, in which most sectors are open for 100% FDI under the



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Nikopas exports nearly **60%** of its production. Nikopas is continually striving to expand its export horizons while catering to the fast increasing domestic demand for its products.

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## INDO-GERMAN STATS

### Top Indian States that received FDI Equity Inflows

Maharashtra accounts for 29% of the total FDI equity inflow into India. The state has always received the highest German FDI. In FY 2022-2023, Maharashtra received US\$ 14,806 million. The cumulative equity inflow received in Maharashtra was US\$ 53,971 million during the period October 2019 – 2023. Apart from Maharashtra, the states of Karnataka, Gujarat, Delhi, and Tamil Nadu are among the top Indian states to receive FDI equity inflows in FY 2022-23.

automatic route. India's FDI policy is also reviewed on an ongoing basis to ensure that India remains an attractive and investor-friendly destination.

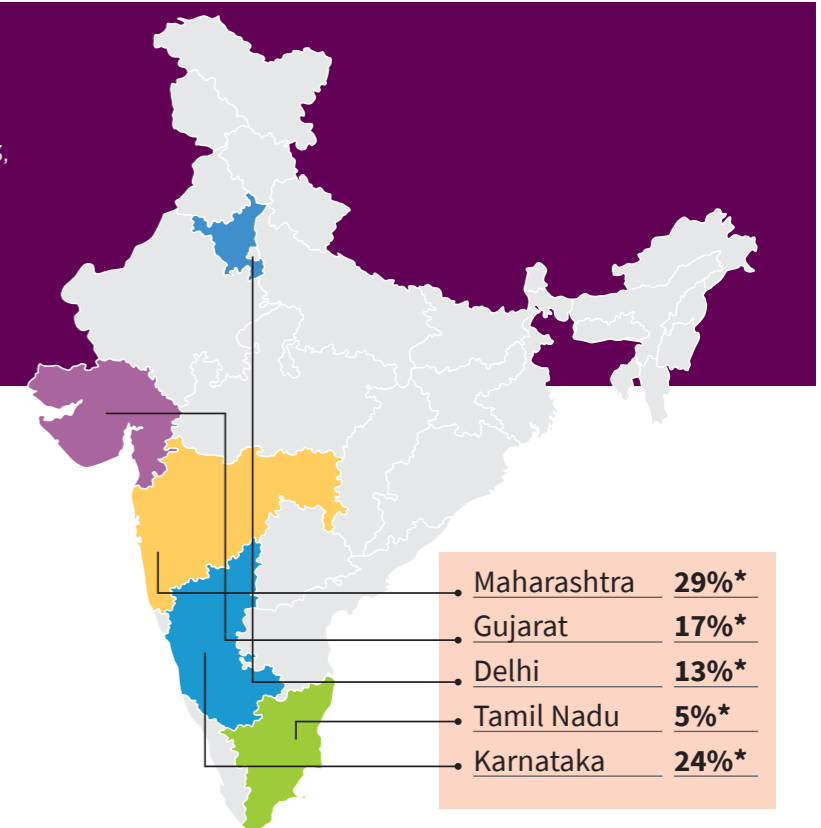
### Challenges for German Investors

Out of the 99 German companies surveyed in the KPMG and AHK India report (2023), 42% shared that geopolitical tensions are considered the biggest exogenous risk, followed by the possibility of a new pandemic in India (36%). However, both risks are expected to decrease within a five-year period. According to the respondents, global warming and cyber-attacks will be much more relevant in five years than they are now, at 40% each. Currently, 53% of the German companies surveyed feel hampered by bureaucracy and administrative hurdles. Corruption (47%) and the regulatory environment (31%) are the next most frequently cited local challenges - and the respondents do not expect any significant progress by 2028.

### Indian Investments in Germany

Germany's renowned technological prowess is a key motivating factor for Indian companies to invest in Germany. According to Nexdigm (2021), Indian companies in Germany accumulated an FDI of over US\$ 7.5 billion in Germany until 2020. Adding German competencies to their portfolio allows Indian companies to enhance product offerings and tap into their global customer base.

According to the Department of Economic Affairs, Government of India, the Overseas Direct Investment (ODI) from India to Germany was US\$ 1690 million from April 2000 to June 2023. GTAI (2022) observed that companies from all over the world appreciate Germany's market size, secure legal framework, highly qualified workforce, infrastructure and R&D environment. At present, there are more than 200 Indian companies in Germany. Major clusters of Indian companies are in the states of North Rhine Westphalia, Hesse, Bavaria, and Baden-Württemberg. Indian companies have invested in Germany across sectors such as Pharmaceuticals,



\* Percentage of total FDI Equity inflow (in terms of USD)

Automobile Components, Materials, and Software.

Indian investments in overseas software companies have been following an increasing trend. Given the rapidly evolving nature of the industry, cash-rich IT companies have been making global acquisitions to enhance their technology portfolio and tap into experienced talent, along with expanding their customer base. According to a Nexdigm (2021) report, Half of all projects initiated by India in Germany pertain to the IT sector and several prominent Indian software companies including Wipro, HCL, and Tech Mahindra have opted for inorganic growth in the German market in recent years.

Furthermore, with India's leading position in the pharmaceutical industry, this segment also witnessed prominent cross-border activity. German Pharma majors adopted M&A deals to leverage the manufacturing capabilities and strategic relationships of the Indian pharmaceutical ecosystem. Indian Pharma leaders, on the other hand, have looked towards Germany as their primary hub for the European market (Nexdigm, 2021).

As Germany has a large number of technically strong small and medium-sized companies, the potential for strategic acquisitions by Indian companies remains strong. Nexdigm (2021) posits that Germany ranks in the Top 5 M&A destinations for Indian companies globally.

Challenges faced by Indian Investors in Germany

A report by Nexdigm (2021) claims that apart from the high cost involved in penetrating the German market, Indian investors view the competition stemming from a largely developed and organized ecosystem as a challenge. This necessitates the adaptability of business strategies and offerings from incoming investors as a rule to succeed as an investor in Germany.

Going Forward: Work Plan 2023 and India as a hub for FDI

During the 9th Annual Meeting of the Indo-German Working Group on Quality Infrastructure held on April 25, 2023, India and Germany signed an agreement known as Work Plan 2023. The Work Plan was signed in Berlin by the Department of Consumer Affairs, Government of India and the German Federal Ministry for Economic Affairs and Climate Action. The agreement focuses on enhancing quality infrastructure (QI) by addressing the various aspects of QI, such as standardization, accreditation, conformity assessment, legal metrology, product safety, and market surveillance.

The Work Plan 2023 aims to address topics related to QI through both global harmonization solutions and sector-specific cooperation,

including digitalization (covering areas such as artificial intelligence and cybersecurity), circular economy, smart farming, and machinery safety. Both Indian and German representatives emphasized the important role of the Working Group in reducing technical barriers to trade and promoting innovation and consumer protection.

India has recently become a major global hub for FDIs. In recent years, India has provided huge corporate tax cuts and simplified labour laws. The country has also reduced its restrictions on FDI; overall FDI restrictions have reduced from 0.42 to 0.21 in the last 16 years. India has remained an attractive market for international investors in terms of short- and long-term prospects. India's low-skill manufacturing is one of the most promising industries for FDI. India has also developed excellent government efficiency. Its developments in government efficiency are primarily due to relatively stable public finances (despite COVID-induced challenges) and optimistic sentiment among Indian business stakeholders concerning the funding and subsidies offered by the government to private firms. All these factors together may help India attract FDI worth US\$ 120-160 billion per year by 2025.

Cultivating Stronger Indo-German Business Ties: A Glimpse into GTAI's Impactful Initiatives

Germany Trade and Invest (GTAI) has been present in India for 3 decades providing business intelligence reports to the German companies; represented by the Trade Department. Since 2021, services for the Indian companies looking to set up offices in Germany are being provided directly from the Mumbai, India office.

Due to the COVID-19 pandemic, GTAI Invest's activities were limited. As restrictions were eased, our activities gained momentum. We visited about 20 trade fairs/events which provided us with an overview and first-hand information about each of the sectors in the Indian industry. Together with our strategic co-operation partner, the Indo-German Chamber of Commerce, we participated in the various German representations in Paint India 2022, India Wood 2022, Intersolar 2022 and ELECRAMA 2023 among others.

There were a few delegation visits from Germany. Our Managing Director for Invest, Mr. Achim Hartig visited New Delhi and Mumbai meeting with our strategic partners and industry associations. Also, during his visit, an Investor Meet - "Doing Business in Germany" was organized along with IGCC.

Other highlights involve, our Co-CEO, Dr. Robert Hermann's visit along with H.E. Minister Wolfgang Tiefensee, Federal State of Thuringia, Germany. Here, along with the Investment promotion agency of Thuringia, GTAI organized an exclusive event - "Germany - Your Gateway to Europe" for investors. Apart from Thuringia, the Federal states of Hamburg, Bavaria, North-Rhein Westphalia and Hessen together with the Frankfurt Rhein-Main region hosted sector-specific investor meets as well.

All of these activities geared towards investments in Germany also reflected in Germany's FDI figures from India. Germany stands as the most important location for Indian FDI in the EU. As per current data, there were a notable 156 greenfield Indian investments in Germany. Parallely, there was a major increase in mergers and acquisitions from India to Germany. A few notable and recent acquisitions and investments were Samvardhana Motherson's acquisition of SAS Autosystemtechnik GmbH and Dr. Schneider group for EUR 540 Million and EUR 118.30 Million respectively, Jaya Hind Industries' acquisition of LMG Manufacturing GmbH and re-expansion in the state of Saxony-Anhalt.

Further, the leading Indian IT firms; Infosys,



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**Mr. Viksit Nijhawan**  
VP – Sales & Business Development  
Email: [viksit.nijhawan@hsc.com](mailto:viksit.nijhawan@hsc.com)  
Mobile: +91 9811222262



# Seven Decades of Indo-German Collaboration

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VIDAL+SOHN

HANOMAG  
Viking

HANOMAG HENSCHEL  
Matador

DAIMLER BENZ

Mercedes-Benz ZF

MAN

ZF

BMW

Mercedes-Benz

Rolls-Royce  
Rolls-Royce Power Systems AG

LMG

1958  
Production of  
Tempo 3 wheeler  
'Hanseat'

1964  
Production of  
Viking Petrol LCV

1972  
Production of  
Matador Diesel LCV

1987  
Production of  
Tempo Traveller

1997  
Production of Engines for MBIL  
& Technical collaboration  
with ZF for Tractor Transmission

2003  
Collaboration for Production  
of Trucks & Buses

2004  
Technical Collaboration for  
manufacture of Heavy Gear Boxes

2015  
Production of  
BMW Engines

2016  
New Plant at Chakan for  
production of Mercedes Engines  
and Axles

2018  
A joint venture with  
Rolls-Royce Power systems AG

2022  
Jaya Hind Industries acquires  
LMG Manufacturing GmbH, Germany

Late Shri N. K. Firodia  
Founded Jaya Hind Industries  
in 1946

Dr. Abhay Firodia  
Group Chairman

Prasan Firodia  
Managing Director

2012 :  
Dr. Abhay Firodia, Group Chairman  
awarded 'Order Of Merit'  
by Federal Republic of Germany.

Force Motors a founder member of IGCC congratulates the Indo German Chamber of Commerce (IGCC) for the great role it has played.

A shared passion for technological excellence, economic development and the coming together of the peoples of India and Germany, in business, technology and culture have strengthened this bond.

Force Motors cherishes this unique bond with IGCC and wishes it success in its endeavours in the years to come.

A Founder Member of IGCC

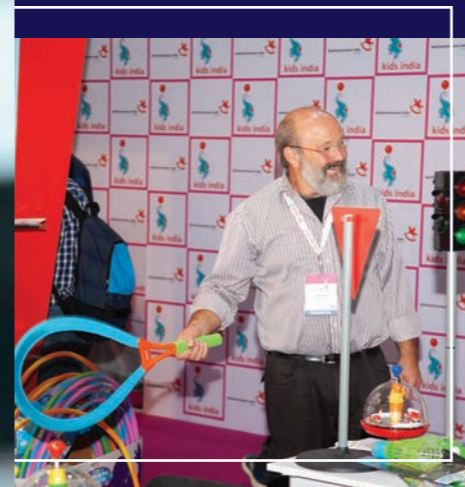


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67<sup>th</sup> Annual Review 2023

# UPCOMING TRADE FAIRS



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### 5TH WINDERGY INDIA 2023

India's only comprehensive International Trade Fair and Conference for the Wind sector, Windergy India 2023. Organised by the Indian Wind Turbine Manufacturers Association (IWTMA) and PDA Ventures Pvt Ltd, the 3-day trade fair and conference will provide a vibrant platform to meet, interact and engage with policymakers, regulatory authorities, international and domestic technology, solutions and service providers from the wind power industry.

**Date:** 4th-6th Oct 2023  
**Organiser:** Indian Wind Turbine Manufacturers Association (IWTMA) & PDA Ventures  
**Location:** Chennai Trade Centre, Chennai

### 7TH EDITION OF INDIA MOBILE CONGRESS (IMC)

IMC is organised by the Department of Telecommunications (DoT), Government of India and the Cellular Operator Association of India (COAI). The IMC 2023 theme exemplifies India's role as a global hub for digital and technological leadership, particularly in 5G, 6G, IoT, AI, broadcasting, satellite, and semiconductor manufacturing.

**Date:** 27th-29th Oct 2023  
**Organiser:** Department of Telecommunications (DoT) and the Cellular Operators Association of India (COAI)  
**Location:** Pragati Maidan, New Delhi



### FUTURE MOBILITY SHOW

The Future Mobility Show (FMS) is a trade show that showcases all modes of transport, including those that already exist and new ones that will be created. The Future Mobility Asia exhibition and conference is a showcase of all future clean mobility concepts, solutions, technologies, and innovations.

**Date:** 11th-13th January 2024  
**Organiser:** Confederation of Indian Industry (CII)  
**Location:** Bangalore International Exhibition Centre (BIEC)



### 15TH INTERNATIONAL RAILWAY EQUIPMENT EXHIBITION (IREE 2023)

IREE is the only event in India for the Rail Transportation Sector with active involvement and participation of Indian Railways, which is the third largest rail network in the world, operating over 12,000 trains to carry over 23 million passengers per day connecting about 8,000 stations spread across India. Indian Railways run 7,000 freight trains per day carrying over 3 million tonnes of freight every day. IREE is held biennially and is the only international show in India for the rail industry.

**Date:** 12th-14th Oct 2023  
**Organiser:** Confederation of Indian Industry (CII)  
**Location:** Pragati Maidan, New Delhi

# INDIAN TRADE FAIRS

For more information on  
**Indian Trade Fairs**,  
please contact:

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or  
**Ms Neha Vig**  
[neha.vig@indo-german.com](mailto:neha.vig@indo-german.com)

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#### IMTEX FORMING

IMTEX Forming is an international exhibition for machine tools and manufacturing technology. IMTEX Forming is a significant exhibition for Southeast Asia. It features leading national and international manufacturing firms from the metal forming sector. The exhibition is

an ecosystem that spurs manufacturing growth.

**Date:** 19th-23rd January 2024

**Organiser:** Indian Machine Tool Manufacturers' Association (IMTMA)

**Location:** Bangalore International Exhibition Centre (BIEC)

#### ITB INDIA

ITB India is an annual 3-day business-to-business trade show and convention curated to connect you to the Indian Travel Market. ITB India brings together key travel industry leaders and international exhibitors from various segments of MICE, Leisure, Corporate, Travel and Technology. Leverage ITB India to capture the fast-growing Indian and South Asian Markets, forge new partnerships and strengthen existing business relations with the most important players in India.

**Date:** 11th-13th September 2024

**Organiser:** The Indo-German Chamber of Commerce

**Location:** Jio World Convention Centre, Mumbai



#### KIDS INDIA

Kids India has established itself as the largest international B2B fair for toys, children's products and sports goods. The fair offers participating companies opportunities for doing business and networking on a single platform and has attracted national and international exhibitors.

**Date:** 12th-14th September 2024

**Organiser:** Spielwarenmesse India Pvt. Ltd.

**Location:** Jio World Convention Centre, Mumbai

#### THE SMARTER E INDIA - INTER SOLAR INDIA, EES INDIA AND POWER2DRIVE INDIA

The Smarter E India is a series of three parallel energy exhibitions: Intersolar India, ees India, and Power2Drive India. With three parallel energy exhibitions, it takes a comprehensive approach to the topics of a changing energy landscape by presenting cross-sector energy solutions and technologies. It reflects the interaction of the solar, energy storage and electric mobility industries

and addresses all the key areas along the value chain. The smarter E India brings together local experts and international stakeholders in the energy future.

**Date:** 21st-24th February 2024

**Organiser:** Messe Muenchen India Pvt. Ltd.

**Location:** Helipad Exhibition Centre, Gandhinagar, Gujarat

# GERMAN TRADE FAIRS

## IFA BERLIN 2023 1-3 SEPTEMBER BERLIN, GERMANY

IFA is the world's largest consumer electronics and home appliances trade show, held each year in the heart of Europe's most regional market. It is the most important platform in the industry for new electronic products and to experience exciting tech innovations on-site and talk to the people responsible for them. Over this 5-day event, visitors get a comprehensive overview of the international market at the Messe Berlin exhibition grounds. Exhibitors will showcase their brands to a global audience, generate qualified leads and strengthen existing relationships. Thus, IFA retains its position as the main meeting place for key retailers, buyers and experts from the industry and media.

After the pandemic-related hiatus, IFA 2022 was back as a live event. India registered a good number of trade visitors to this technology show.

IFA Berlin 2023 will take place live once again from 1st to 5th September in Berlin. Berlin and the rest of Europe will be hosting

one of the world's most diverse and exciting startup ecosystems at IFA Next. With over 500 startups joining this 2023, IFA Next promises to be a must-visit program!

## CMS BERLIN 2023 19-22 SEPTEMBER BERLIN, GERMANY

CMS Berlin is Europe's leading international trade fair for the cleaning and hygiene industry. CMS Berlin is organised by Messe Berlin GmbH and takes place every two years. This international trade fair for cleaning equipment, facility management and services will gather the commercial cleaning sector's leading decision-makers on the Berlin Exhibition Grounds. CMS Berlin provides a comprehensive market overview of products, systems and methods employed with commercial cleaning technology and is a platform for dialogue on key industry topics – ranging from energy efficiency, sustainability and the skills shortage to digitalisation. As an international competence platform, CMS Berlin addresses all target groups in the cleaning industry professionally. In

2019, around 450 exhibitors from 25 countries, the highest number to date, displayed their products and services on an area of more than 31,000 square metres in the halls and the outdoor display site. CMS Berlin 2023 will take place from the 19th to the 22nd September.

## INSIGHTS-X 2023 OCTOBER 11-13, 2023 NUREMBERG, GERMANY

Insights-X is the annual trade fair for paper, office supplies and stationery. This is where leading brand manufacturers and suppliers of all sizes come together with qualified trade visitors and decision-makers. Here you will find innovations, trends and industry know-how from the areas of office, school and hobby for the coming financial year. The brand fair is well segmented into different halls displaying writing instruments & accessories, paper & filing, artistic & creative, desk & office, Bags & Accessories, Stationery & Gifts reaching out to important buyers from all over Europe and the rest of the world. The high quality in terms of both exhibitors and visitors will continue to play an

important part in the fair. Top countries in previous years have included Germany, China, Turkey, Italy, Poland, Spain, India, Greece and the Netherlands. In 2023, it will take place from October 11th to 13th at the Nuremberg Exhibition Grounds.

## ITB ASIA 2023 OCTOBER 25-27, 2023 SINGAPORE

Asia's leading travel trade show, ITB Asia is held at the Marina Bay Sands, Singapore. An annually held B2B trade show and convention for the travel industry; it is designed to be the primary event for the Asia Pacific travel industry, much like its parent event – ITB Berlin. ITB Asia is organised by Messe Berlin (Singapore) Pte Ltd and supported by the Singapore Exhibition & Convention Bureau. ITB Asia is co-located with MICE Show Asia and Travel Tech Asia covering the key verticals in the travel industry such as Leisure, MICE, Corporate,

and Travel Technology. With three shows in one event, it has become Asia's largest travel showcase. With an impressive lineup of NTOs in 2022, India featured 4 tourism boards along with independent players.

The next in-person edition of ITB Asia, MICE Show Asia and Travel Tech Asia will take place from 25 to 27 October 2023 at the Sands Expo and Convention Center, Marina Bay Sands, Singapore.

## GRÜNE WOCHE JANUARY 19-28 BERLIN, GERMANY

Grüne Woche or Green Week is one of the most traditional trade fairs nationwide and one of the best-known events in Germany. This international exhibition of the food, agriculture and gardening industries has underlined its role as the world's leading trade fair for agriculture, the food industry and horticulture.

In 2023, around 300,000 visitors attended the ten-

## BAZAAR BERLIN 2023 NOVEMBER 8-12, 2023 | BERLIN, GERMANY

For 60 years now, Bazaar Berlin has been Germany's leading international consumer exhibition for handicrafts, designer articles, natural goods and fair-trade products. People in the capital and the local region are enthusiastic buyers of high-quality, sustainable products. They love the wide range of goods on display and appreciate the natural appeal of the materials used and outstanding craftsmanship. As the seasons of Advent and Christmas approach, unusual and original gifts are much in demand. Bazaar Berlin is unique – with the range of products, experience and success that it offers. Around 500 exhibitors from 60 countries and around 40,000 visitors participated in the fair. In 2022, some of the 20-plus Indian exhibitors included Ganesh Handicrafts, Srinagar Carpets and Royal Cashmere who displayed their products at the Bazaar Berlin. Bazaar Berlin 2023 will be held from November 8-12 at the Messe Berlin exhibition grounds.



## SPIELWARENMESSE® 2024 30 JAN-3 FEB 2024 | NUREMBERG, GERMANY

The Spielwarenmesse is the meeting place for the entire toy industry to establish new trade relations and strengthen existing contacts. As the largest and most important event of the year, the toy fair in Nuremberg brings together all international decision-makers. Over 2,900 exhibitors from 68 nations and more than 62,000 trade visitors from more than 130 nations participated in the B2B event. Well-known brands, trendy start-ups, buyers for major chains, independent retailers and large numbers of media representatives combine to make the Spielwarenmesse a unique event for all players in the toys and games market. This year 57 Indian manufacturers took part at the trade show including an Indian Pavilion organized with the support of the Sports Goods Export Promotion Council (SGEPC). The next edition of the trade fair will take place in Nuremberg from 30 January to 3 February 2024.

day event on the Berlin Exhibition Grounds.

For these ten days, the International Green Week was the stage and forum for debating the future of the food and farming industries. Discussion focused on the global and regional challenges due to multiple crises such as climate change, biodiversity loss, wars and interrupted supply chains in the food and farming industries. Solutions for achieving sustainable products and production methods were presented and discussed. Over 1,400 exhibitors from 60 countries contributed to the diversity of Green Week 2023.

The 88th edition of Grüne Woche will take place from January 19 to 28, 2024.

## DMEA 2024 APRIL 9-11 BERLIN, GERMANY

DMEA is Europe's leading digital health conference and trade fair. Each year experts and decision-makers from every area of the healthcare sector – including IT specialists, physicians, hospital and nursing care executives as well as experts from politics, science and research, meet here in Berlin. With a new record – more than 700 exhibitors and over 16,000 participants – DMEA 2023 was a real success.

The next DMEA will take place from 09 to 11 April 2024.

## INTERNATIONALE SPIELTAGE SPIEL'23 OCTOBER 5-8, 2023 | ESSEN, GERMANY

SPIEL is the leading Games Fair open to the public from 5-8 October 2023 in Essen, Germany. SPIEL maintained its position as the world's largest and most important presentation platform for games during the Corona pandemic and once again set standards in the trade fair landscape. SPIEL '22 thrilled visitors and exhibitors alike and attracted 147,000 visitors, over 1,800 new products and 980 exhibitors from 56 nations from all continents. This shows that even in the time ahead, leading shows like SPIEL remain relevant among visitors and exhibitors. All kinds of products are presented at Essen: from family, adult, children and parlour games to strategy, adventure, fantasy, role-playing and science fiction games. Comics, toys and electronic games complete the SPIEL experience. All exhibitors are allowed to sell their products. Next edition: 5th to 8th October 2023.

For information on  
**Berlin,  
Spielwarenmesse  
or Hamburg Fairs,**  
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[tanu.ailawadi@indo-german.com](mailto:tanu.ailawadi@indo-german.com)  
or  
**Norma Remedios**  
[norma.remedios@indo-german.com](mailto:norma.remedios@indo-german.com)

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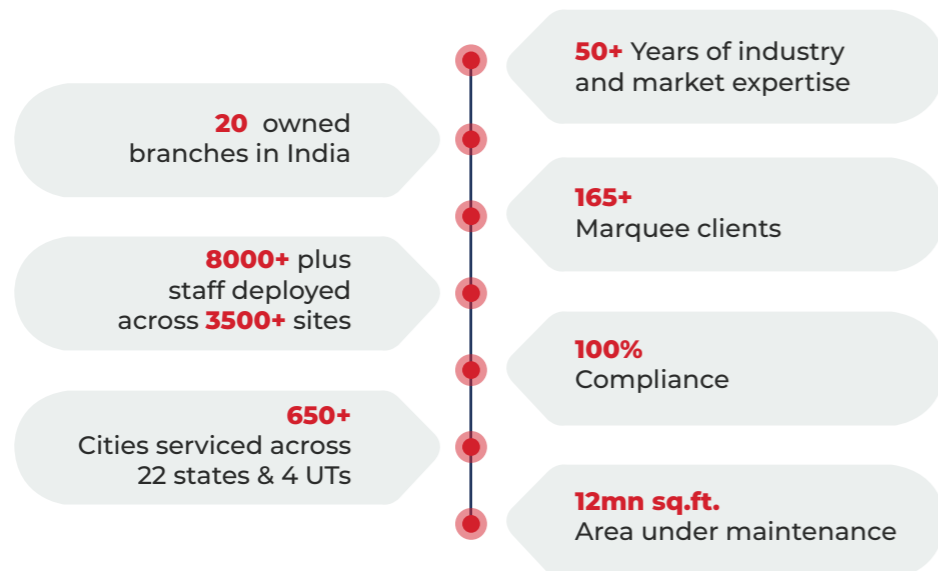


Business  
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## Key Facts And Figures



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## UPCOMING TRADE FAIRS

### ITB BERLIN 2024 B2B TRADE FAIR AND CONVENTION (MARCH 5-7), BERLIN, GERMANY



Since 1966, ITB Berlin has been the World's Leading Travel Trade Show. As in previous years, the internationally acclaimed ITB Berlin Convention takes place parallel with the show as a live event on the Berlin Exhibition Grounds. With the launch of ITB 360°, the World's Leading B2B Travel Trade Show is hosting a new content concept that provides a year-round platform for the wide range of topics of the global travel and tourism industry. At ITB Berlin 2023 around 5,500 exhibitors from 161 countries displayed their products and services to over 90,000 visitors. Each year IGCC organizes a large contingent of Indian participants at ITB Berlin including the very impressive 'Incredible India' stand under the umbrella of the Ministry of Tourism, Government of India. This year saw the participation of 112 Indian exhibitors with pavilions from States such as Rajasthan, Kerala, Karnataka, Goa, Maharashtra, Tamilnadu, Madhya Pradesh and Telangana, besides independent stands from various DMCs and Travel Technology companies. The next edition of ITB Berlin 2024 will take place from 5 to 7 March 2024 as a pure b2b event in Berlin.

### BUS2BUS 2024 APRIL 24-25 BERLIN, GERMANY

BUS2BUS an innovative business platform for the bus and supplier industry in Germany that focuses exclusively on the bus industry, has been held since 2017. BUS2BUS 2022 was attended by around 2,000 trade visitors from 25 countries and 100 exhibiting companies from 16 countries. Preparations for BUS2BUS 2024 show that the trade show will be even bigger, with more buses and test drive opportunities than ever before. Combining a trade show, an informative Future Forum, and presentations & workshops, it covers the entire spectrum of future technologies and showcases the latest trends and innovations in the bus industry. The next BUS2BUS will take place from April 24 to 25, 2024 in the modern top location hub27 on the Berlin exhibition grounds.

### ILA BERLIN 2024 JUNE 5-9 BER AIRPORT, GERMANY

Every 2 years, ILA Berlin brings the global aerospace industry to the heart of Europe. Sustainability, innovation and new technologies were the dominant themes which brought about a successful conclusion to ILA Berlin 2022. The keen interest shown by visitors and exhibitors, and the partnership with the European Commission sent a clear message: aviation,

space flight and defence have become mainstream topics in society.

For five days the Berlin/ Brandenburg region was a hub and platform for exchanging views on the future of aerospace. Taking as its slogan 'Pioneering Aerospace', it gathered representatives of international industry, politics, the armed forces and science. Around 550 exhibitors from 29 countries presented a wide range of high-tech products and research and development projects. Some 260 speakers discussed the latest aerospace topics in five stages. Key issues

included climate-neutral flight, military security and the benefits of space flight for humanity. Visiting companies from India included: Rangsons Aerospace, Garg Associates, and ServoControls among others.

- Federal government was strongly represented at ILA
- 550 exhibitors and 72,000 visitors and 800 journalists on site
- Trade visitors highly interested in new mobility and security
- Next ILA Berlin scheduled for 05 to 09 June 2024 Berlin



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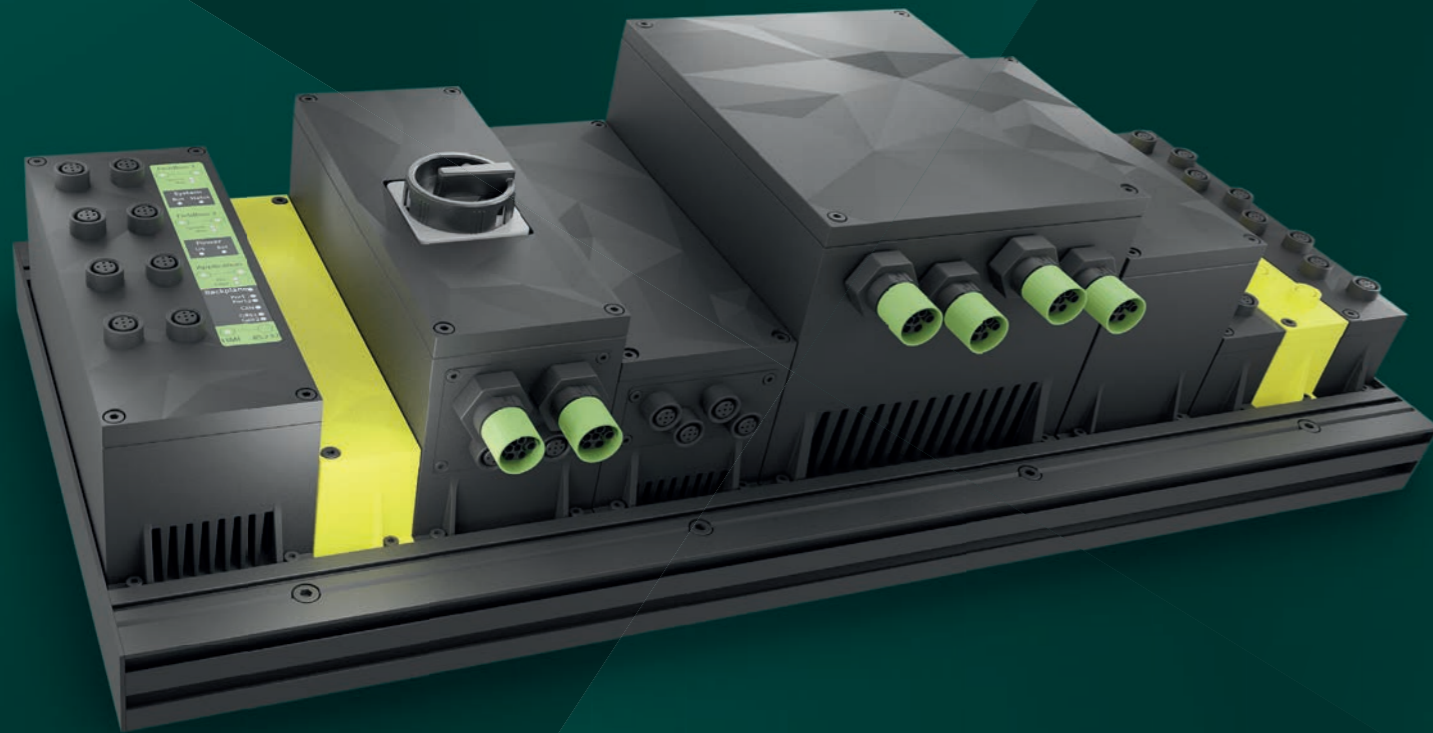
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UPCOMING TRADE FAIRS



**INNOTRANS 2024**  
SEPTEMBER 24-27 | BERLIN, GERMANY

InnoTrans is the world's leading trade show for transport technology and takes place every two years in Berlin. The five segments at InnoTrans comprise Railway Technology, Railway Infrastructure, Public Transport, Interiors and Tunnel Construction. InnoTrans occupies all 42 halls available at the Berlin Exhibition Grounds. InnoTrans is organised by Messe Berlin GmbH. In 2022, 2,771 exhibitors from 56 countries exhibited their products and services to 132,319 trade visitors from 137 countries. 128 vehicles and 14 buses were shown on the outdoor display site and Bus Display. From India, more than 55 exhibiting companies occupied different halls based on their product classification and showcased their products & services to a global audience. A large number of trade visitors from India visited InnoTrans 2022. The InnoTrans convention, the event's top-level supporting programme, complements the trade fair and is streamed live. The next InnoTrans will take place on the Berlin Exhibition Grounds from 24 to 27 September 2024.

**WINDENERGY HAMBURG 2024**  
SEPTEMBER 24-27 | HAMBURG, GERMANY

The global onshore & offshore wind industry gathering concluded in September 2022 in Hamburg. The confirmation that wind energy is a

powerful and reliable future source of the bulk of our energy was proven by the busy stands and supporting conference programs at this international industry

show. More than 1400 exhibitors from 40 countries showcased the full range of innovations and solutions the onshore and offshore wind industry has to offer to 35,000 visitors from 100 countries. Gala Precision Engineering and Shore Auto Rubber were participating from India at WindEnergy

Hamburg 2022. Thus, WindEnergy Hamburg, the world's flagship fair of the wind industry, demonstrated its leading role in driving the expansion of renewable energy internationally.

The next edition will take place from 24th to 27th September 2024 at the Hamburg Exhibition Centre.

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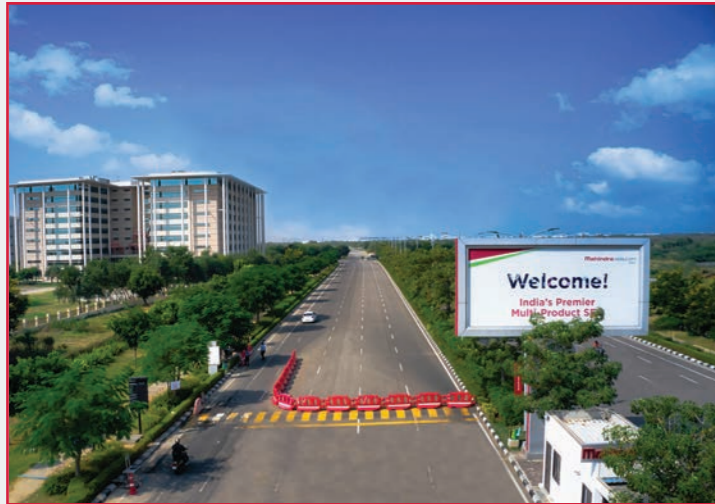


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- Nearest industrial park to the seaport
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- Home to Japanese and Taiwanese industries

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## RECAP

- TRADE FAIRS
- CHAMBER'S NEWS
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## Break the stereotype around failures! Be a Failure Knight!

The IGTC Alumni also initiated an event to normalize the fear of failure called 'Failure Knights'. The event was hosted at Indo German Training Centre at Churchgate, Mumbai, on Friday, 15th July 2022. A combination of alumni across the past 30 years joined the evening; some came in person to network, while many joined virtually from across the globe.

By popular choice, the two speakers, aka 'Knights', were M. Hariharan - Design Thinker, Director Savoirfaire and a visiting faculty at



IGTC and Devarajan Iyengar – Head, Rapid Deployment APAC at Bayer CropScience and PGPBA Alumnus 2001.

## Transcend: Rise to the next level!

The Indo-German Training Centre and its Alumni Catalyst team proudly launched "Transcend", a mentoring initiative by the IGTCians for the IGTCians! The idea is to facilitate a detailed 5-month programme starting from September 2022-January 2023 between the full-time PGPBA students and the seasoned IGTC Alumni, who are industry professionals. The IGTC Alumni bring years of experience, expertise, and learnings to groom the rookies. In contrast, the rookies bring in a lot of energy, enthusiasm and new ideas to the table to stimulate conversations and challenge the status quo.



## EBMP Inaugurations – "Once is a chance, twice is a coincidence, but thrice is surely a tradition"

With the onset of the new year, on Saturday 7th January 2023 IGTC Mumbai opened its doors to its 3rd All India Executive Business Management Programme in Mumbai. With a lot of positivity and euphoria, 20 seasoned professionals culminating about 320 years of work experience, from esteemed organizations such as Decimal Point Analytics, DHL Logistics, EDAG Production Solutions India, Hettich Competence Services, Indo-German Chamber of Commerce, Siemens Technology and Services, SMS India and Voith Turbo came back-to-school to unlearn and upskill themselves.

The batch was inaugurated by Ute Brockmann, Deputy Director General, Indo-German Chamber of Commerce and formally inducted to the programme by Radhika Mehta, Director, Indo-German Training Centre and faculty members, Dr. Harkant Mankad, Dr. Suhas Rane, Shuaib Fakhri and Rajeev Chawla.

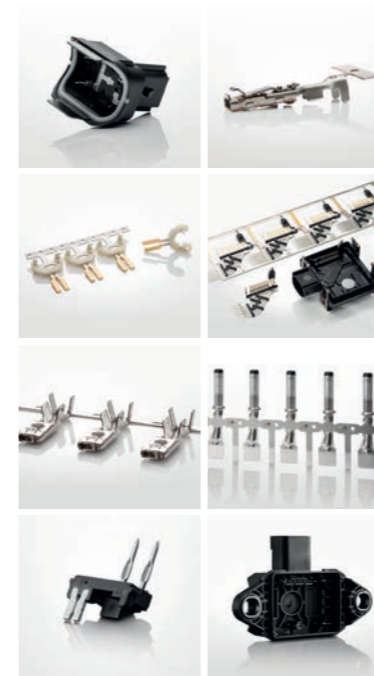
## From Campus to Career: Reflections from IGTCians

IGTC PGPBA is one of the most transformative management courses, based on the German Dual Education System. As part of the course, graduating IGTCians shared their experiences in terms of what IGTC mean to them, value inculcated at IGTC and their best memories at IGTC. The diverse group that shared their experiences were Aqib Nakhwa, trained by Knorr-Bremse Technology Center India, recruited by NRB Bearings (Strategic Planning); Awdoot

Kamble, trained by Bosch Limited, recruited by Phoneix Mecano India (Sales); Bhagyesh Ghosalkar, trained by Bosch Auto Electronics, recruited by DHL Express (Operations); Saniya Mansuri, trained by Bosch Limited, recruited by BASF India (GROW trainee); Varda Maydeo, trained by Schott Poonawalla, recruited by Maier + Viderno (HR) and Yash D'souza, trained and recruited by Deutsche Bank India (Finance).



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## Milestones and Memories: IGTC Convocation Ceremony and Alumni Association Sign Off



The IGTC Convocation Ceremony and the IGTC Alumni Association sign-off on Saturday 4th March 2023 were all of this and much more. A day full of achievements, pride and nostalgia on one hand, and humility, passion and purpose on the other. The presence of Padma Bhushan Sudha Murty made the event truly phenomenal, and this day will go down as a milestone in the IGTC history.

The Convocation Ceremony was an emotional occasion and a double celebration as the Post Graduate Programme in Business Administration (PGPBA) 30th Batch and the Executive Business Management Programme (EBMP) 8th Batch graduated to take the next big step into their career journey. A sense of pride and accomplishment was palpable as the graduating class received their certificates and celebrated their achievements with their families and peers.

The event commenced with the IGTC anthem, which set the tone for the day. Stefan Halusa, IGCC Director General, delivered the opening remarks, and Anupam Chaturvedi, IGCC President delivered the welcome address. Vasanth Kamath, President, Brose India Automotive Systems, gave the Keynote Address. The event was hosted by Radhika Mehta, Director IGTC, where she gave the audiences a glimpse into the heart and soul of IGTC, providing a deeper understanding of what IGTC stands for.

## India Smart Utility Week 2022

The India Smart Utility Week (ISUW 2022), an International Conference and Exhibition on Smart Energy and Mobility for Smarter Cities, was held on a Digital Platform from 2nd to 4th March 2022. The event was organised by the India Smart Grid Forum (ISGF).

In collaboration with the Indo-German Energy Forum (IGEF), IGCC organised a virtual German pavilion in the European zone at the event. The Exhibition Booths at ISUW were in a 3-D format and offered an innovative experience to exhibitors and visitors. It brought together India's

leading electricity, gas and water utilities, policymakers, regulators, investors and the world's top-notch smart energy experts and researchers to discuss trends, share best practices and showcase next-generation technologies and products in smart energy and cities domains. On the opening day, the first Germany-India Smart Energy Workshop was held in cooperation with GIZ.

Tobias Winter, Director, presented on "Agrivoltaics - Roadmap to Scale-up Installation of Solar PV in Farms in India", highlighting the challenges and potentials that agrivoltaics offers in India.




## WindEnergy Hamburg India 2022


The 4th edition of Windergy India, a three-day exhibition and two-day conference, was held from 27th -29th April 2022 in New Delhi. After a gap of five years the event was organized by the Indian Wind Turbine Manufacturers Association and PDA Trade Fairs. It saw the participation of leading international stakeholders and experts from across the globe. More than 100 exhibitors showcased their innovations for the Indian market. From Germany, more than 20 companies demonstrated their commitment to the Indian market as exhibitors. IGCC organized the German Pavilion in collaboration with the Indo-German Energy Forum (IGEF) at this exhibition. The German companies who participated showcased their companies' products or services and had market access to one of the world's largest wind energy markets.




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## TRADE FAIRS



### 14th IAA India Day

On 21st September 2022, the Indo- German Chamber of Commerce (IGCC), together with the German Association of the Automotive Industry (VDA), the Automotive Component Manufacturers Association of India (ACMA) and the Society of Indian Automobile Manufacturers (SIAM) celebrated the 14th traditional IAA-India Day. High-ranking speakers and guests met at the new IAA TRANSPORTATION, Hannover, to talk about the cooperation between the two countries in the commercial vehicle sector and to emphasize the importance of Indo-German relations. New trends and developments in the Indo-German commercial vehicle sector were presented. During her welcome address to the participants, VDA-President Hildegard Müller pointed out the importance of India for the German vehicle industry, spoke about the resumption of negotiations on a free trade agreement between India and the EU, and emphasized the benefits of this agreement for both sides. Interesting and fruitful discussions, moderated by Angela Mans, Head of Foreign Trade, VDA, rounded off the successful event.

### German Pavilion at DELHIWOOD

The 7th edition of DELHIWOOD 2023, the leading trade fair dedicated to the woodworking and furniture manufacturing industry, concluded successfully on March 5th, 2023, at the India Expo Centre and Mart in Greater Noida, New Delhi. It provided a valuable platform for industry professionals such as furniture manufacturers, carpenters, architects, and interior designers to discover new products, technologies, and techniques that can enhance their productivity and profitability. Over 27,000 visitors attended the event, which featured over 500 exhibitors from around the world. There were 52 German exhibitors. The Indo-German Chamber of Commerce organised a German Group participation at the expo which was well received by the industry stakeholders and visitors.



### InnoTrans 2022: A Successful Conclusion

InnoTrans, the world's leading biennial trade fair for transport technology. InnoTrans is organized by Messe Berlin and represented in India by the Indo-German Chamber of Commerce. The five segments at InnoTrans are Railway Technology, Railway Infrastructure, Public Transport, Interiors and Tunnel Construction. The 13th edition of InnoTrans took place on the Berlin Exhibition Grounds from 20 to 23 September 2022. Sustainable mobility is the dominant theme in the industry – InnoTrans 2022 clearly confirmed that. Exhibitors and visitors drew a positive conclusion after the four-day event. The main topics at the trade fair were alternative drive systems, battery-electric and fuel cell-powered buses and trains. This year the trade show had its largest-ever Indian participation, with the presence of 52 exhibitors and many more trade visitors, all of whom were highly satisfied with their participation.





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### WindEnergy Hamburg and H2EXPO & Conference

WindEnergy Hamburg in 2022 (27th – 30th September) ended with the entire wind energy and hydrogen industry signalling a strong sense of optimism and anticipation. Counting around 30,000 visitors from 92 countries, WindEnergy Hamburg demonstrated its leading role in driving the expansion of renewable energy internationally. In his keynote speech, Dr Robert Habeck, Federal Minister for Economic Affairs and Climate Action, stressed the importance of the event. Bernd Aufderheide, President and CEO Hamburg Messe und Congress, likewise emphasized how urgently this event was needed. More than 1,400 international exhibitors showcased the full range of innovations and solutions the onshore and offshore wind industry has to offer. Participating companies from India included Gala Precision Engineering Private Limited, Rajeshwari Lalit & others. This year, two Indian delegations were also organized. One comprised private sector representatives and the other a high-level political delegation on green hydrogen and offshore wind.

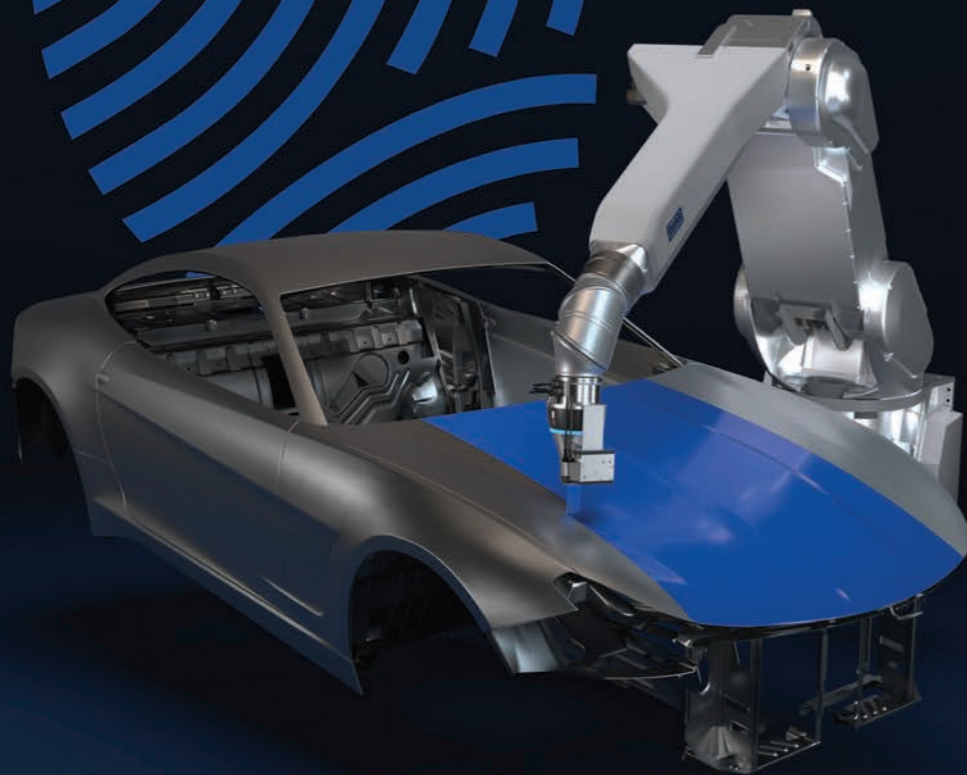


### German Pavilion at Intersolar India 2022

The smarter E India expo is India's innovation hub for the new energy world and brings together three parallel energy exhibitions under one roof: the renowned Intersolar India, India and Power2Drive India. The three-day exhibition and conference was held from 7 to 9 December 2022 Gandhinagar and attracted more than 200 exhibitors and 11,000 visitors. The Indo-German Energy Forum (IGEF) in collaboration with the Indo-German Chamber of Commerce (IGCC) organized

a German Pavilion at the Intersolar India exhibition. The exhibition was attended by Dr. Nicole Glanemann, Deputy Head at the German Federal Ministry for Economic and Climate Action (BMWK) who highlighted the potential that international collaboration in the energy sector bears. The keynote address was delivered by Prof. Dr. Ashok Jhunjhunwala, Professor at IIT Madras, and addressed the "Strategies for Low-carbon Transition: Driving India to Net-Zero".

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## Green Hydrogen Business Roundtable at ELECRAMA

The Indo-German Chamber of Commerce (IGCC) along with the Indo-German Energy Forum Support Office (IGEF-SO) organised a business roundtable and networking lunch on the topic of 'Green Hydrogen' during ELECRAMA on 20th February 2023 at India Exposition Mart Limited, Greater Noida, Delhi-NCR. IGCC's Deputy Director General, Sonia Prashar, welcomed the roundtable conference by emphasizing the need to explore potential synergies among various stakeholders regarding Indo-German Green

Hydrogen projects, especially given the various funding schemes offered by Germany. A presentation was given by Siddharth Jain, Founder & CEO of MEC Intelligence on the current market potential and statistics of green hydrogen. Tobias Winter, Director of IGEF-SO, discussed the various German funding schemes available for green hydrogen projects. He laid out the objectives of Germany's 'National Hydrogen Strategy' and provided insights into the country's green hydrogen trading.



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## Aero India unveiled the Future of Aviation and Defence

Aero India, Asia's biggest biennial Air Show was held from 13th to 17th February in Bengaluru. It was organised by the Defence Exhibition Organisation, the Ministry of Defence, Government of India. The global aviation expo provided an opportunity for the aerospace and defence industry to exhibit products, technologies and solutions. The 'German Group Participation' was facilitated by the IGCC and supported by the German Aerospace Industry Association (BDLI). Achim Burkart, Consul General at the German Consulate General in Bengaluru inaugurated the participation. With more than 800 exhibitors and over 100 overseas exhibitors, the show attracted global participation.



## Revving Up the Future: Auto Expo 2023

Auto Expo 2023 Components and Motor Show was held from 12 to 18 January 2023 in Delhi NCR, organised by the Automotive Component Manufacturers Association of India (ACMA), Society of Indian Automobile Manufacturers (SIAM) along with the Confederation of Indian Industry (CII). The trade fair witnessed the participation of 800 companies from 15 countries and the highest-ever footfall of 1,22,500 business delegates from 65 countries. IGCC with the German Association of the Automotive Industry (VDA), facilitated a German Group Participation at the Auto Component Show and Motor Show with the presence of more than 25 German companies including Freudenberg Group, Mahle India, & others. The discussions were focussed majorly on products, technology, safety, standards and skill sets required for innovations in the sector.

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International Engineering and Technology Fair (IETF)- Water & Waste Expo

The Confederation of Indian Industry (CII) in collaboration with the Ministry of Housing and Urban Affairs, Ministry of Jal Shakti, Niti Aayog, Department of Science and Technology, Principal Scientific Adviser to the Government of India and Ministry of MSME, Government of India successfully celebrated the silver jubilee edition of the three-day exhibition-cum-conference, International Engineering and Technology Fair (IETF) from 16-18 February 2023. Hon'ble President of India, Droupadi Murmu inaugurated the event where she spoke about how India is emerging as a favoured manufacturing destination for sophisticated industries. She said that India is appreciated the world over for taking rapid strides in producing clean energy. The Indo-German Chamber of Commerce organised a German info-stand at the inaugural edition of the concurrent event at IETF, the Water & Waste Expo.



IMTEX 2023: Fuelling Growth

Indian Machine Tool Manufacturers' Association (IMTMA) organized the 20th edition of its flagship event, IMTEXMetal Cutting from 19th to 25th January at the Bangalore International Exhibition Centre (BIEC), Bengaluru. Over the years, the Indo-German Chamber of Commerce (IGCC) in cooperation with the German Machine Tool Builders' Association (VDW) organized a 'German Group Participation' at the exhibition comprising participation by the German federal states of Baden-Württemberg, Bayern and Hessen besides many Indo-German companies showcasing an impressive display of more than 100 German companies at the expo. Achim Burkart, Consul General at the German Consulate General in Bengaluru opened the pavilion along with Klaus-Peter KuhnMünch from VDW in the presence of senior industry stakeholders. IMTEX 2023 was a huge success with more than 991 exhibitors, 99,000 visitors and 3 countries participating and 5 Country Pavilions making it a mega event for the Machine tool industry.

ITB Berlin 2023: A Successful Story

At the 2023 edition of the world's leading travel show (7th – 9th March), the international travel industry was delighted with the huge demand and people's desire for travel, despite the challenging market situation. Over the three business days, a total of 90,127 attendees from more than 180 countries were in Berlin.

- The industry expected 2023 to be a record year despite economic challenges
- Fully-booked halls on the trade show's return
- Personal contact is crucial for people's business in tourism
- Positive response to the three-day focus on B2B customers
- Growth in leading international buyers
- 24,000 convention attendees at the leading travel industry event of its kind

The next edition of ITB Berlin 2024 will take place from 5 to 7 March 2024.

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## Spielwarenmesse 2023: Successful restart with all the old strength

Spielwarenmesse® is the world's leading international trade fair for toys, hobbies and leisure was held from 1st-5th February in Nuremberg. IGCC as the official representative of Spielwarenmesse eG in India, once again supported the Indian visitors and exhibitors at the event. The toy industry in India is reporting excellent economic prospects: according to Germany Trade & Invest, it has the potential to grow in the coming year to three billion dollars. This year 57 Indian manufacturers took part at the trade show including an Indian Pavilion organized with the support of the Sports Goods Export Promotion Council (SGEPC). s expected to increase by up to 15% – some ten percentage points more than the global average. This year 57 Indian manufacturers took part at the trade show including an Indian Pavilion organized with the support of the Sports Goods Export Promotion Council (SGEPC).

## ELECRAMA 2023: Connecting Power and Innovation

ELECRAMA, is the flagship showcase of the Indian Electrical Industry ecosystem and the largest standalone show in the electrical and allied equipment in the Transmission and Distribution segment in the world. It was organized by the Indian Electrical and Electronics Manufacturers' Association (IEEMA) from 18th to 22nd February 2023. As every year there was an official German

Pavilion at the fair presented by the Federal Ministry for Economic Affairs and Climate Action (BMWK) in cooperation with the Association of the German Trade Fair Industry (AUMA) and initiated by the German Electrical and Electronic Manufacturers' Association (ZVEI). Dr. Stephan Koch, Minister Counsellor, Embassy of the Federal Republic of Germany, New Delhi inaugurated the pavilion together with John Klaus, ZVEI; Sonia Prashar, IGCC; Dr. Wilfred Damm, GIZ; Tobias Winter, Indo-German Energy Forum and Seema Bharadwaj, Germany Trade and Invest.





## Bengal Global Business Summit

On 20th & 21st April 2022, the Government of West Bengal organized the sixth edition of the Bengal Global Business Summit (BGBS). The BGBS is the state's flagship summit that provides a business platform that aims at forging alliances, tying up partnerships, and acquiring a clear vision to expand business opportunities in the state. The Summit focuses on new investments, greenfield manufacturing projects, and associated activities.

The two-day Summit included plenary sessions and sectoral sessions. Stefan Halusa, Director General of IGCC, was one of the esteemed panellists at the sectoral session on 'Industry', focusing on MSMEs (Micro, Small, Medium Enterprises). One of the other notable speakers was GTAI's India Director, Seema Bharadwaj, at the session on 'Services'. The event also launched the upcoming SustainAward 2022 in Industrial Water Management, an award dedicated to honouring industries' contributions towards water efficiency, zero liquid discharge, and sustainable business practices.

## Conclusion of Human Rights Due Diligence Training for the Private Sector

From 5 April 2022 to 28 April 2022, UNDP India, in partnership with the Indo-German Chamber of Commerce and amfori, conducted a series of capacity-building initiatives on human rights due diligence (HRDD) for companies in India. The HRDD workshop conducted on 5 April was designed for companies at the beginning of the HRDD journey with a 3-hour, practical, accessible session customised with India-specific case studies and examples. The HRDD Training for Textile Sector was conducted on 7, 12, and 19 April and was designed for textile manufacturers.

The HRDD Training for Construction and Real Estate Sectors was conducted on 22, 26, and 28 April and was designed for Indian companies in the sector looking to improve their HRDD processes. The training comprised 3 modules and a total of 8 hours of training duration. In total, 21 company representatives participated in and completed the training. Both trainings were designed with case studies and examples relevant to the Indian market to provide practical knowledge on HRDD to Indian companies.



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## Manager Training for the Automotive Supply Chain

From 5 May 2022 to 31 May 2022, the IGCC, in partnership with amfori, conducted the Supply Chain Due Diligence (SCDD) Manager Training for companies. The IGCC SustainMarkets conducted the first batch of the hybrid SCDD Manager Training to support companies in India with their SCDD requirements.

The training converts the regulatory requirements of the SCDD Act into skill-based training that management-level professionals can benefit from. The training curriculum was developed using the "By Companies, For Companies" approach with the input of over 50 working professionals at the centre

of its development. The training was conducted within the "Growing with Responsibility" Initiative implemented by IGCC SustainMarkets in cooperation with the Business Scouts for Development programme commissioned by the German Federal Ministry of Economic Cooperation and Development (BMZ).



## IGCC and amfori launch Hybrid Training: Supply Chain Due Diligence Manager for Automotive Supply Chain

On 13 April 2022, the Indo-German Chamber of Commerce, in partnership with amfori and Löning - Human Rights and Responsible Business launched a Hybrid Training focusing on the German Supply Chain Due Diligence Act in a virtual event called "Growing with Responsibility: Breaking Down the German Supply Chain Due Diligence Act".

The "Hybrid Training Supply Chain Due Diligence Manager" was jointly unveiled by three prominent guests - Stefan Halusa, Director General of Indo-German Chamber of Commerce, Linda Kromjong, President of amfori, and Timotheus Felder-Roussetty, Counsellor, Social & Labour Affairs - Embassy of the Federal Republic of Germany, New Delhi. The session was moderated by Johannes Kotschenreuther, Senior Coordinator - IGCC SustainMarkets and included the screening of an awareness video, "Growing with Responsibility Benefits Everyone."

The session and the training are conducted within the framework of initiative implemented by the IGCC in cooperation with the Business Scouts for Development programme funded by the German Federal Ministry of Economic Cooperation and Development (BMZ).

## Awareness Networking Event on the German Supply Chain Due Diligence Act

On 8 Apr 2022, IGCC partnered with Roedl and Partner India, Intorq India Pvt. Ltd & Audi Pune to organize a physical awareness networking event on the "German Supply Chain Due Diligence Act - Potential Impact and Further Guidance" in Pune. The event included opening remarks by Stefan Halusa, Director General of Indo-German Chamber of Commerce, Rahul Oza, Partner, Director - Head of Practice of West and South India, Roedl & Partner Consulting Private Limited, and Diptimoy Nayak - Corporate Sales Manager-Audi India. In their opening remarks, all three speakers highlighted the need for businesses to take a greater role in ensuring the protection of human rights and the environment within the scope of their business activities.

This is a part of IGCC's Series "Growing with Responsibility", seeking to engage the Indo-German Business Community and promote responsible business conduct in the supply chain organized in cooperation with the Business Scouts for Development programme, which is funded by the German Federal Ministry of Economic Cooperation and Development (BMZ).



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### HUMAN RIGHTS DUE DILIGENCE TRAINING FOR THE PRIVATE SECTOR

By UNDP B+HR ASIA, the EU, amfori and Indo-German Chamber of Commerce



#### IGCC Partners with UNDP India and amfori to bring HRDD Capacity-building Initiative to Businesses in India

The Indo-German Chamber of Commerce partnered with UNDP India to commence a capacity-building initiative on the Human Rights Due Diligence for businesses operating in India.

The initiative consisted of one workshop, and two industry-specific training conducted virtually from 5 April 2022 to 28 April 2022. The partnership brings together the world-class expertise of the three organisations to deliver capacity-building content aligned with the need of the industry and harmonised to internationally recognised standards. This initiative consisted of one sector-agnostic workshop and two industry-specific training focusing on the textile, construction, and real estate sectors undertaken as part of the Business and Human Rights Asia (B+HR Asia) programme, supported by the European Union. 56 representatives from textile and construction companies across India and Europe attended the two training sessions.

#### IGCC launches “Fasal Ki Raksha, Bhavishya Ki Suraksha”

From 4 – 7 November 2022, the Indo-German Chamber of Commerce, in cooperation with Deutsche

Gesellschaft für Internationale Zusammenarbeit GmbH, launched the Indo-German Innovation for

Post-Harvest Management within the CII Agro Tech India 2022. The initiative is funded by the German Federal Ministry for Economic Cooperation and Development (BMZ) and carried out by the Indo-German Chamber of Commerce on behalf of the Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ). The launch of the Pavilion during the

CII Agro Tech India 2022 marked several important milestones for the initiative:

Indo-German Innovation Pavilion for Post-Harvest Management

We brought together 15 Indian Start-Ups to showcase their innovative solution to tackle post-harvest loss.

The Launch of AgriIndia.Net  
AgriIndia.Net is India's first community-driven digital platform dedicated to solving post-harvest loss. The platform focuses on dialogues, the exchange of ideas and information, and collaborative partnerships to tackle post-harvest loss in tomatoes, onions, potatoes, and apples.





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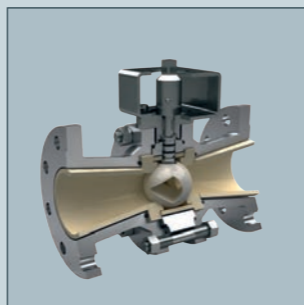
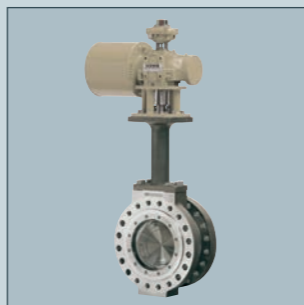
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## One-Day Workshop on Supply Chain Due Diligence

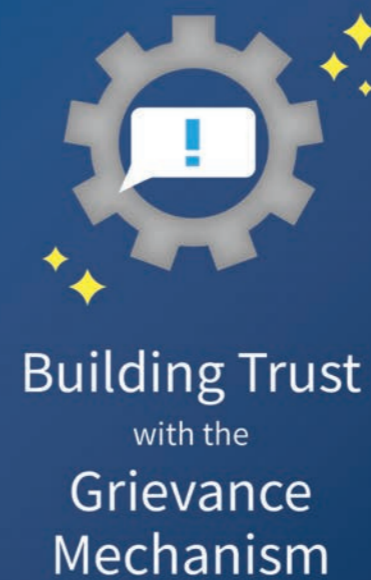
On 31 May 2022, IGCC, in partnership with amfori conducted a one-day workshop on Supply Chain Due Diligence in Mumbai. The workshop was divided into two sessions. The first session, led by Markus Löning, focused on conducting human rights risk assessment, formulating measures to address identified risks, and formulating human rights statement. The second session led by amfori focused on effective tracking and monitoring of the supply chain, a remediation plan to address human

rights risks and the creation of a complaint mechanism. The workshop was also attended by two special guests, Tim Felder Rousetty – Counsellor of Social & Labour Affairs, and Nathalie Gminder, Industry Attaché from the German Embassy in New Delhi. Both guests provided the closing remarks to the workshop, where they highlighted how the workshop is a valuable initiative to strengthen Indo-German sustainable trade relations.



## Supply Chain Integrity: Building Trust with the Grievance Mechanism

The German Supply Chain Due Diligence Act - Lieferkettensorgfaltspflichtengesetz (LkSG) – came into effect on 1 January 2023 for companies with over 3000 employees and will also become applicable for companies with over 1000 employees in 2024. The Act requires mandatory compliance on supply chain due diligence for companies headquartered in Germany as well as businesses with connections in Germany. Grievance and Whistleblower Mechanisms are key in the prevention, detection, and remediation of corporate misconduct. They help to foster responsible business conduct and business integrity, as well as prevent corruption or human rights violations that may arise. For the Indo-German Business Network, it holds promise. Given the labour, resource, and land-intensive nature of many key industries in India as well as the potential for social conflicts that goes along with it, establishing trusted lines of communication between companies and those impacted by their actions/witnesses of misconduct can create major benefits. In cooperation with Alliance for Integrity (AFIN), IGCC SustainMarkets will pilot an Inter-Company Grievance Mechanism in 2023.



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## Insightful Webinar on the German Supply Chain Law



Insights into the

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Recent Development and Implementation in India



Wednesday,  
25th January 2023



16:00 IST – 17:10 IST  
11:30 CET – 12:10 CET

WEBINAR



**Indras Ghosh**  
Head, IGCC SustainMarkets



**Johannes Kotschenreuther**  
Senior Coordinator, IGCC SustainMarkets  
Business Scout for Development (CIM-IF/GIZ)

On 25th January 2023, the Indo-German Chamber of Commerce SustainMarkets conducted a virtual information session on “Insights into the German Supply Chain Due Diligence Law”. The session was conducted as part of a greater effort by IGCC to support its member companies in creating greater awareness on the topic and providing insights into the practical implementation of supply chain due diligence within the context of the Indian business environment. The session also focused on the recent developments and frameworks circulated by the German Federal Office for Economic Cooperation and Export Control (BAFA) recently published guidelines for businesses regarding the Law, as well as considerations in its implementation. Support is available at IGCC for businesses looking to implement effective supply chain due diligence. IGCC SustainMarkets offers Certification Courses to aid companies in their regulatory compliance with the German Supply Chain Law.

## Virtual Kickoff : SustainAwards 2022 in Industrial Water Management in Bihar, Uttarakhand, and West Bengal

On 28th June 2022, the Indo-German Chamber of Commerce (IGCC), in partnership with Deutsche Gesellschaft für Zusammenarbeit (GIZ) GmbH, organised the virtual kickoff event to launch the SustainAwards 2022 in Industrial Water Management in Bihar, Uttarakhand, and West Bengal. The event was conducted with the support of the Central Pollution Control Board (CPCB), the West Bengal Industrial Development Corporation (WBIDC), Bihar Industrial Area Development Authority (BIADA), and the State Infrastructure & Industrial Development Corporation of Uttarakhand (SIIDCUL). It started with welcome remarks from the representatives of the two project partners: Raghu Babu Nukala, Project Director, GIZ, and Stefan Halusa, Director General, IGCC. Y. S. Pundir, Architect Planner & PIO from SIIDCUL for Uttarakhand, and P. Kamalakanth, Executive Director from WBIDC for West Bengal, gave their states’ inputs on the situation on the ground. Other speakers were Snehali Jariwala, Head of Environment, Adani Ports and Special Economic Zone Ltd. & Tanvir Ahmed, Managing Director, Harbauer India Pvt. Ltd.. As the highlight of the event, Vinod Babu Bommathula, Acting Member Secretary and Director, CPCB, delivered a special address followed by the official virtual launch ceremony of the SustainAwards 2022.



### SUSTAIN AWARDS 2022



Sustainability Award on Industrial Water Management





### Celebrating Women in Leadership

"Celebrating Women in Leadership" – an event jointly organised by The Indo-German Chamber of Commerce and The Indo-French Chamber of Commerce on the occasion of Women's Day, 2022 was an occasion to honour the indomitable and resilient spirit of womanhood. For sustainable development and greater gender equality, it is important to continuously examine the opportunities and constraints to empower women and girls to have a voice and be equal players in decision-making related to business, the environment, and politics.



### IGCC & India-Thane Manufacturing Association collaborate

On 12th July 2022, Stefan Halusa, Director General IGCC, along with Surjit S Suri, Membership Engagement, and Cleona James, Trade and Investment Manager, visited the Federation of Industries of India-Thane Manufacturing Association. The purpose of the visit was to engage and discuss the potential and support of each other to promote and facilitate Indo-German trade and bilateral relations.

### IGCC's 66th Annual General Meeting concludes successfully

The 66th AGM of the Indo-German Chamber of Commerce was held successfully on 23rd September 2022 at President hotel, Cuffe Parade, Mumbai. Close to 400 members were present physically for the event. This year we had Wolfgang Tiefensee, State Minister of Economy, Science, and the Digital Society- Government of Thuringia, as our Chief Guest.

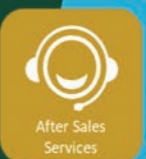
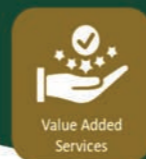
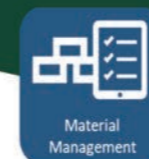


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## Labour Law and Regulatory Tax Compliance

IGCC along with its knowledge partner Roedl & Partner Consulting Pvt. Ltd., organised a very informative seminar on the topic "Labour Law and Regulatory Tax Compliance" on 28th July 2022 in Chennai. Over 46 participants from 33-member companies participated in the event.

## DUALpro's Professional Orientation Session

DUALpro, the IGCC's expert team for Professional Orientation, presented an interactive and informative session on Germany's dual education system at the conference - "Gateway to Germany. Connect-Learn-Implement" on 10th July 2022 in Lonavala. The conference, which was organized by the Goethe Institute/Max Mueller Bhavan, was attended by around 50 school principals from Mumbai and Pune.



## The AHK Jahrestreffen (AGM) 2022 in Dortmund, Germany

We can all agree that for the past two years, as well as in this very moment, we had and have plenty of the above-mentioned - crises, problems, challenges, and also opportunities - a fact which also became very clear during this year's Annual Meeting for our German members ("Traditionelles Jahrestreffen") in Dortmund on the 21st of June 2022.

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## Marking Milestones, Forging Futures: IGCC Celebrates 67th Founders' Day

The Indo-German Chamber of Commerce (IGCC) celebrated its 67th Founders' Day at the Hotel Taj Santacruz with great enthusiasm and pride. This day marks the establishment of the Chamber in 1956, and its untiring efforts to promote commerce and cultural exchanges between India and Germany.

The event was graced by dignitaries from the German and Indian business communities. This event began with an opening address given by Stefan Halusa, Director General, IGCC, who highlighted the achievements of the chamber over the years, and its continued commitment to strong economic ties between the two countries. The welcome address was then delivered by Anupam Chaturvedi, President, IGCC. He expressed his appreciation to the members of the Chamber for their unshakable support, stressing the importance of continued cooperation and collaboration to promote bilateral trade and investment between these two countries. The Chief Guest, Prof. Dr. Helge Braun, Chair of the Budget Committee of the German Bundestag, delivered the keynote address.



## IGCC organizes CEO Roundtable Conference

Headed by Dr. Andreas Nicolin, Director for Eastern Europe and the Asia Pacific, a Federal Ministry of Economics delegation visited India in Delhi on the 28th and 29th of September 2022 and in Mumbai on the 30th September 2022. He was also accompanied by Tobias Pierlings, Head of South- and South-East Asia, Australia, and New Zealand. The IGCC Mumbai, along with the support of the German Consulate General, organized a CEO Roundtable in which very insightful topics like energy transformation, skilled migration, and current issues of German companies operating in India were discussed. In addition, with the support of IGCC Delhi, the German Embassy organized a special program for them on the occasion of this visit.





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## Delegation to World Hydrogen Summit in Rotterdam and Intersolar Europe 2022



Together with the IGCC, the Indo-German Energy Forum Support Office (IGEF-SO) organised an Indian delegation to Germany and the Netherlands from the 7-14th May 2022 on the topics of green hydrogen and agriphotovoltaic. The tour featured a visit to the World Hydrogen Summit in Rotterdam and Intersolar Europe, which took place as part of The smarter E 2022 in Munich. Besides the visits to the trade fairs, the 12 participants also had the chance to experience first-hand how agriculture and energy production can be combined in the context of agriphotovoltaic facilities near Leuven and Munich. A visit to the European Commission focused on certification criteria of sustainable or "green" hydrogen, especially regarding the export of hydrogen from India to the EU.

## Greendustrial Dialogues India 2023 in Chennai

Greendustrial Dialogues India 2023 was held at Taj Connemara, Chennai on the 23rd & 24th of January. IGCC together with the German Water Partnership (GWP) organized the workshop on strengthening a holistic approach to the treatment of industrial wastewater. Indian and German companies exchanged information in order to identify sustainable solutions to the often-inadequate treatment of industrial wastewater worldwide. As a consortium, the participating German companies presented the efficiency and flexibility of the German water and wastewater sector over the course of the two-day conference and during the exchange within the target working groups.



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## Pune Oktoberfest 2022: IGCC Celebrating everything German in Pune

Pune Oktoberfest 2022 was organised in the city of Pune on the 12th and 13th of November after two whole years of waiting. As Pune-kars filled the Royal Western Indian Turf Club to celebrate their favourite original German festival organized by the Indo-German Chamber of Commerce, the smiles on their faces said it all: the two-year wait was worth it. The 2022 edition of Pune Oktoberfest was held with a lot more revelry and liveliness than expected, with over 4,000 attendees, both days included.



## First Two Indian participants set foot in Germany via Hand in Hand for International Talents

Hand in Hand for International Talents is a joint pilot project of the Federal Employment Agency and DIHK Service GmbH that was launched in 2020. IGCC is the local implementation expert for the HiH project and is the first point of contact for all participants joining the project from India guiding them through the entire migration process.

Reshma Sahadevan applied to the HiH project because she likes German engineering technology as she saw all the best brands coming from there. As a solar industry professional Shakeel Khan applied to HiH because he knew the German solar industry was very sophisticated and he wanted to work with the newest innovation in the field of work he is passionate about. The HiH project received an overwhelming number of applications, but Mr. Khan and Ms. Sahadevan stood out with their extensive experience, relevant skills, and high motivation for working with German companies.

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Sourcing Opportunities & Challenges in India

On 2nd September 2022, the Indo- German Chamber of Commerce (IGCC) hosted its second Regional Meeting in Pune at Taj Blue Diamond, along with partner firms M+V Altios, Nexdigm SKP and Hoffmann Quality Tools India Private Limited. The theme of the evening was the crucial topic of “Sourcing Opportunities & Challenges in India”. The event brought Indian and German businesses together to interact and discuss opportunities and challenges in the Indian market.

Over 70 company representatives of IGCC’s member companies from various sectors participated in the event. IGCC’s commitment to sustainability and effort to execute zero waste events was visible due to a plastic-free event. Guests were served water in reusable glass bottles.



**Webinar on Safety Standards and Norms of Green Hydrogen, Green Ammonia and Green Methanol**

The Indo-German Energy Forum (IGEF) together with the IGCC hosted a virtual knowledge-sharing session on “Safety Standards and Norms of Green Hydrogen, Green Ammonia and Green Methanol” with more than 125 participants on November 29, 2022. Renowned experts from TUV India Pvt. Ltd./TUV Nord Group and Dräger provided insights into the safety standards and norms of using green hydrogen-based chemicals. Dr. Nicole Glanemann, Deputy Head at the Federal Ministry for Economic Affairs and Climate Action (BMWK), Government of Germany gave the opening remarks.

IGCC says adios to its second batch of “German Made Easy”

From 20th August 2022 to 25th February 2023, the Indo-German Chamber of Commerce, Kolkata effectively concluded the online programme, ‘German Made Easy’. It was facilitated by Bina Ghosh, a faculty member at Modern High School, one of the renowned schools in Kolkata. It comprised twenty sessions (three hours, each) in total. The course was a unique opportunity for company representatives to get familiar with the basics of the German language. The curriculum covered aspects of day-to-day life such as self-introduction, daily routine description, transport modes, filling up official forms, writing emails, & many more topics.

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## CHAMBER'S NEWS

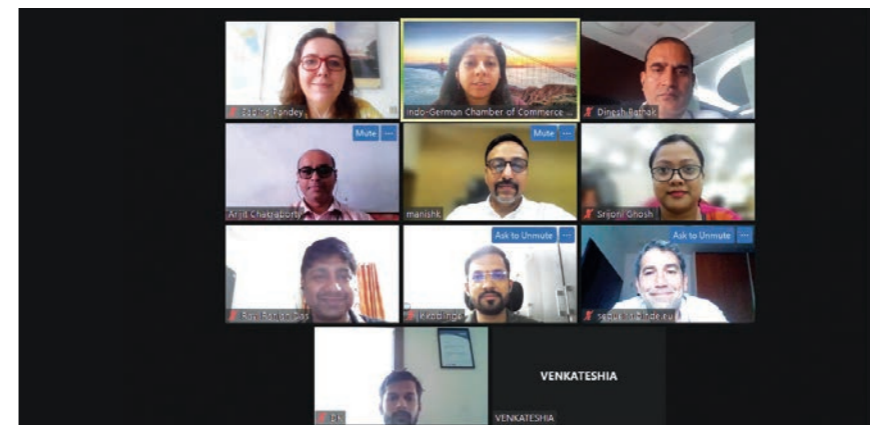


## The 6th MIIM Exchange Platform

On 7th February 2023, the Make in India Mittelstand! Programme organised its annual flagship event, the MIIM Exchange Platform at the Indian Embassy in Berlin. The event provided the perfect opportunity to further nurture the economic

cooperation between India and Germany and highlighted various prospects presented by the Indian market. The MIIM Exchange Platform is the largest yearly gathering of its kind at the Embassy and offers its attendees valuable insight into the

diverse opportunities available in the Indian market for German SMEs. Additionally, participants were inspired by success stories shared by German Mittelstand companies who have previously ventured into India.



## Open Management Development Programme 2022 on 'Forensic Accounting'

The Indo-German Chamber of Commerce, Kolkata successfully completed the online Open Management Development Programme on 'Forensic Accounting' from 13th to 28th May 2022. It was a distinctive, specially customized training programme on forensic frauds & detection techniques to discover & implement the strategy to deal with such frauds. The objectives of this unique programme were: 1. Identification of different types of frauds, 2. Analysing frauds in supply chain & prevention/detection strategies, 3. Fraud Risk management.

## IGCC, GIZ and MEPSC conclude Training of Master Trainers

On 13th Oct 2022, IGCC celebrated the closing ceremony of the Training of Master Trainers programme with the German Agency for International Cooperation (GIZ), the Management & Entrepreneurship and Professional Skills Council (MEPSC), National Skill Development Council (NSDC), and the participants and trainers of the programme. The dual certification project, conducted jointly by IGCC, GIZ, MEPSC and NSDC, aimed to enhance the pedagogical quality of in-company training in dual, cooperative, and workplace-based training programmes across different sectors and trades pan India. Between June and September 2022, Master Trainers from 30+ Sector Skill Councils participated in the programme.

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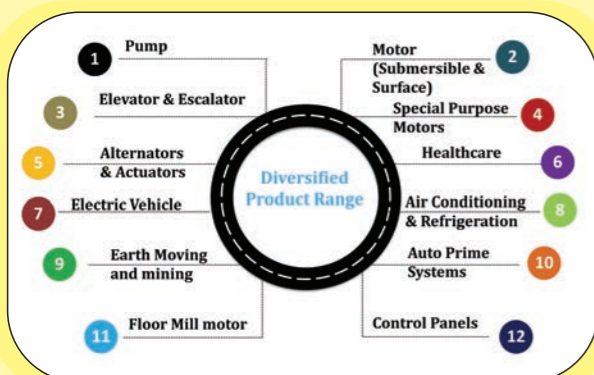
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## CHAMBER'S NEWS

### SW India Seminar Highlights India Budget 2023

SW India conducted a seminar on "India Budget 2023" which disseminated the proposed amendments to the audience through a presentation. It was well attended by people from industry & other walks of profession & was greatly appreciated. The event was followed by drinks & dinner.

Hon'ble Finance Minister of India introduced Finance Budget 2023 yesterday before the elected house of members in Parliament. It was aimed at providing the foundation for India@100. In the budget, tax changes are kept minimalistic & emphasized more growth and inclusiveness.



### Being Compliant Ready to Safeguard Businesses in India

The Indo-German Chamber of Commerce recently along with Roedl and Partner conducted a seminar titled 'Being Compliant Ready to Safeguard Businesses in India' on the 9th of March 2023. This seminar stressed the importance of establishing a compliance framework that can help mitigate risks and ensure the long term sustainability of businesses. The event was held at the Indo-German Training Centre and was attended by business owners and professionals alike.



### Successful Buyer's mission for Machine tools made in Baden-Württemberg

The delegation trip of Indian companies to Baden-Württemberg was a huge success which ended with three company visits to TRUMPF, Gebr Heller Maschinenfabrik GmbH and Bosch Rexroth and around 50 B2B matchmaking discussions at the AMB (international exhibition for metal working). The IGCC launched this joint project with the Chambers of Commerce and Industry in Baden-Württemberg for the first time in September 2022. During four days, the participating Indian industrial companies were offered a very elaborate mission to Baden-Württemberg - the heart of the machine tool industry in Germany.



### Decoding the Union Budget 2023, Pune

The Indo-German Chamber of Commerce (IGCC) opened its event calendar for Pune Region by organizing a breakfast networking morning at Taj Blue Diamond, Pune entitled "Decoding the Union Budget 2023" with its knowledge partner Trilegal. An insightful & informative panel discussion was moderated by Trilegal & industry experts on the impact of the Union Budget 2023 on some key aspects. As a result, the audience gained a better understanding of both perspectives.

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### HR Forum Meet - Engagement with a difference, to make a difference!

Life can only be understood backwards, but it must be lived forward". With the prime focus being on what caused heartburns and what were the pressing issues for the HR fraternity in 2022, the Indo-German HR Fraternity converged on Monday 5th December 2022 to review and close the year gone by, with a promising outlook on 2023.



### Sustainability in the Aviation sector and Lufthansa Group overview

The IGCC, Pune organized a seminar and networking morning in association with the German Consulate Mumbai & Lufthansa Group on the topic of Sustainability in the Aviation sector and Lufthansa Group Overview on 23rd Nov 2022 in Pune, which saw several German and Indian company representatives participating.



### Roundtable on 'Green Hydrogen' in Kolkata & Mumbai

Indo-German Energy Forum (IGEF) and IGCC jointly organized a round table and networking dinner on 'Green Hydrogen' in Kolkata and Mumbai on 22 November and 8 December 2022. The aim was to discuss the current green hydrogen market developments, the German funding schemes for green hydrogen projects and the potential for Indo-German Green Hydrogen projects.

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Presently, our TBM's are being used in Bengaluru Metro Phase-II (2 x Mix Shield TBM and 3 EPB). Maintaining the leadership position in Indian TBM market, Herrenknecht recently supplied 10 Nos TBM's for CMRL Phase-II, 4 Nos for DMRC Phase-4, 2 Nos for Kanpur Metro & ONE No for Agra metro projects respectively.

Apart from Metro projects, we are proud to again supply 2 Nos Double Shield 8.33m diameter Hard rock TBM's for Pakal Dul Hydro Power Project in J&K. Each of these TB M's will bore approx. 7.5km twin tunnels in a challenging geology. Making its first, Herrenknecht has supplied 2 Nos Single Shield 9.1m Hard Rock TBM's to Rishikesh-Karnprayag railway tunnel project in Uttarakhand. These machines are boring approx.10km each for RVNL's prestigious tunnel project.

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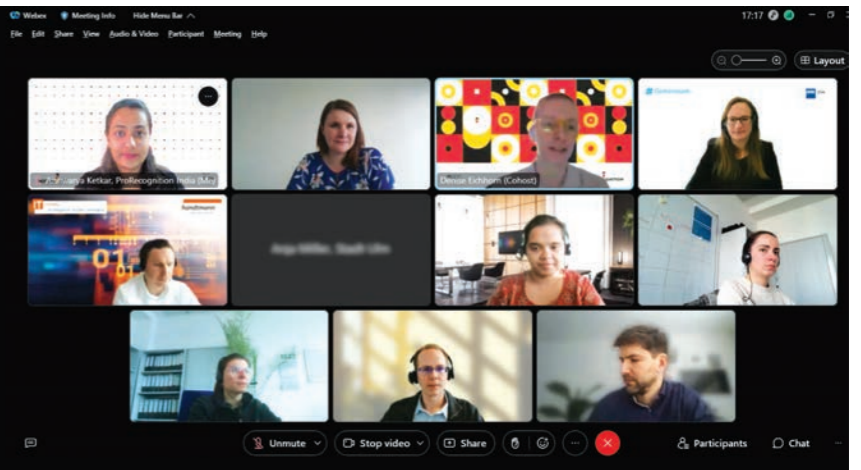


## A Prescription for Success: Hessen's MedTech Industry and the Possibilities for Indian Companies in the EU

Indo-German Chamber of Commerce (IGCC) and Hessen Trade & Invest GmbH organized an Immersive Investor forum on January 31st 2023 on "Germany, Hessen, healthcare & MedTech sector, and possible spillover effects for Indian companies to invest abroad." The event was a huge success, with 70 participants from 48 companies interacting with eminent speakers. In recent years, the Healthcare and MedTech sector has gained significant attention. Indian companies looking to expand their business in Germany, particularly, gained valuable insight into the sector from speakers of various organizations.

## IT Connect: Indo-German Collaboration Connects Indian IT Professionals to German Companies

Skilled migration from India to Germany has been on the rise in recent years. Germany is currently facing a shortage of skilled professionals in various industries, including IT, healthcare, engineering, and craft trades. The shortage is mainly due to demographic changes, an aging workforce, and a lack of qualified professionals to replace retiring workers. This shortage of skilled professionals is having a significant impact on the German economy, with many companies struggling to find qualified workers to fill open positions.



## Toast to Unity: 19th Wine Festival "Stuttgart meets Mumbai" 2023

After two years of the online Wine Festival, the 19th Wine Festival, "Stuttgart meets Mumbai" took place at Hotel Taj Lands End in Mumbai on the 3rd & 4th of February 2023. This 19th Wine Festival was hosted by Andreas Lapp, Honorary Consul of the Republic of India for Baden-Württemberg and Rhineland-Palatinate to inspire guests from business, politics, film and media, tourism, education, gastronomy with a colourful program consisting of workshops, dance performances, musical interludes, and live cooking.



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### Eastern Region Member's Meet 2022

The Indo-German Chamber of Commerce organized its much anticipated Member's Meet on 2nd December 2022 at the Tollygunge Club in the City of Joy, after a break of four long years. The evening commenced with a welcome address by Nari Kalwani, Chairman, IGCC, Eastern Region, followed by an address by Anupam Chaturvedi, President, IGCC. The welcome addresses focused on the importance of sustainability and the role of IGCC in supporting Indo-German trade and cooperation.

### DUALpro conducts its first Potential Analysis Workshop in New Delhi

DUALpro conducted its first Potential Analysis Workshop in New Delhi from 26th Sept to 29th Sept 2022. The four-day workshop was conducted for eleven school counsellors from Jawahar Navodaya Samiti and the Delhi Board of Secondary Education to use potential analysis as a professional orientation tool for students in their schools.



### Open House Interactive Session on the Union Budget 2023

Open House Interactive Session on the Union Budget 2023' was organized by the Indo-German Chamber of Commerce in association with Doshi Chatterjee Bagri & Co LLP Chartered Accountants on 3rd February, at IGCC Kolkata office.



### IGCC conducts Professional Orientation Info-sessions for teachers as well as students

DUALpro, the service brand of IGCC recently conducted Info-sessions for teachers as well as students of the Indian subcontinent on the topic of Professional Orientation and Vocational Education and Training. These Info-sessions were a part of the conferences organized for Goethe Institut, Max Mueller Bhawan on two different occasions.

The online conference 'Karrierewege mit Deutsch' held on 5 March, 2023 was attended by more than 100 students and their teachers to get to know about opportunities after learning the German language. DUALpro provided valuable information about Vocational Education and Training options for Germany and India.



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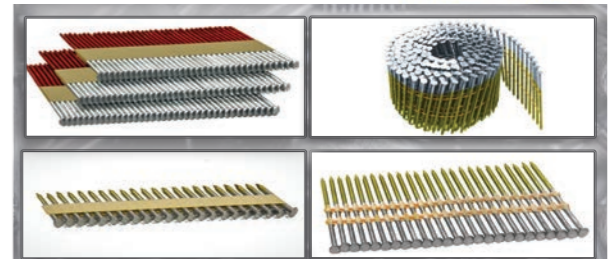
Training of Trainers Program under  
SANKALP Scheme a step towards a skilled  
workforce for the Future



Skill development has been a major focus for the Indian government in recent years, with the Ministry of Skill Development and Entrepreneurship (MSDE) spearheading efforts to make India a talent hub for future skills. One such initiative is the Training of Instructors Program under the SANKALP Scheme in collaboration with the Indo-German Chamber of Commerce (IGCC), which aims to develop a pool of on-job instructors for the industry, Government & Private institutes, colleges and universities and training partners and individuals in upcoming technologies. Recently, on 22nd January 2023, four batches of the program Training of instructors were completed in Pune Engineering Cluster, Chinchwad Pune.



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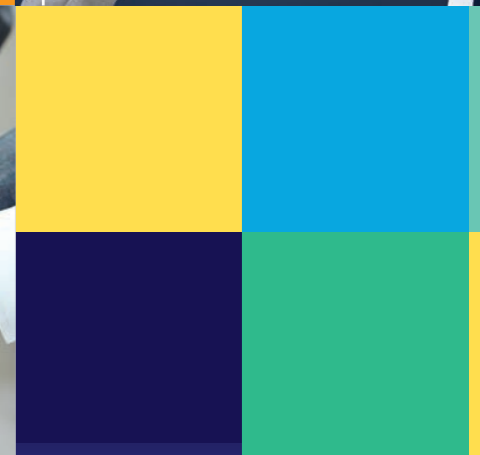
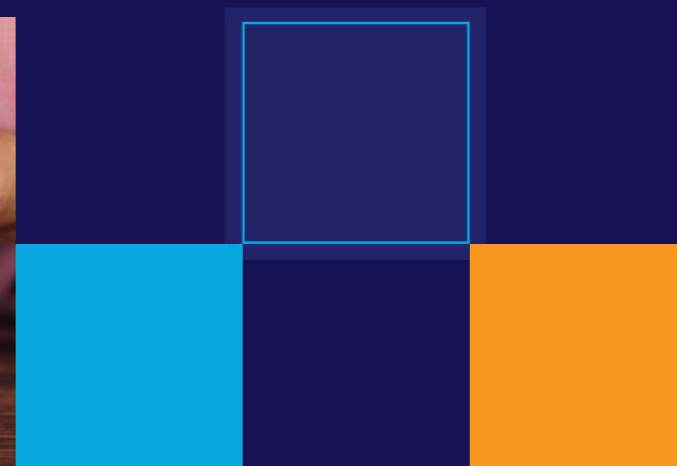


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[www.allianceforintegrity.org](http://www.allianceforintegrity.org)

### Alliance for Integrity (Afln)

The Alliance for Integrity (Afln) is a business-driven, multi-stakeholder initiative including companies, civil society, political organisations and international institutions. Afln aims to promote responsible and responsive business conduct by fostering cohesion and cooperation among all relevant actors in the business ecosystem, thereby contributing to better framework conditions for businesses to operate in. IGCC is a founder-member of Afln India.



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### amfori

At amfori, we believe in a world where all trade delivers social, environmental and economic benefits for everyone. As the leading global business association for open and sustainable trade, we bring together over 2,400 retailers, importers, brands and associations from more than 40 countries. Our membership contains organisations of all sizes and all sectors with a combined turnover of more than 1.5 trillion euros. We offer our members a practical framework and world-class tools that enable them to manage the social and environmental performance of their supply chains and anticipate trends. We also advocate for progressive policy and collaborate with high-level stakeholders to achieve common aims. Given the importance as a key sourcing country for amfori members, India has remained a priority for the association. amfori has had a long-standing presence in the country, where it has built strong ties over the years. The partnership established in 2016 between amfori and the IGCC supports amfori's goals of promoting Trade with Purpose.

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### Business Scouts for Development

Through their activities in economic institutions both within Germany and abroad, Business Scouts for Development promote collaboration between the private sector, development institutions and partner countries on an equal footing, resulting in all of those involved benefitting. Development policy experts provide support to German, European and local companies with the Business Scouts for Development in around 40 countries. They provide advice on offers of collaboration on German development cooperation, link the companies to potential business partners and highlight market potential. Individual advice and networking make it easier for companies to access new markets and for German development cooperation. The Business Scouts also initiate and support collaborative projects that are economically sensible and drive sustainable development in developing and emerging countries.

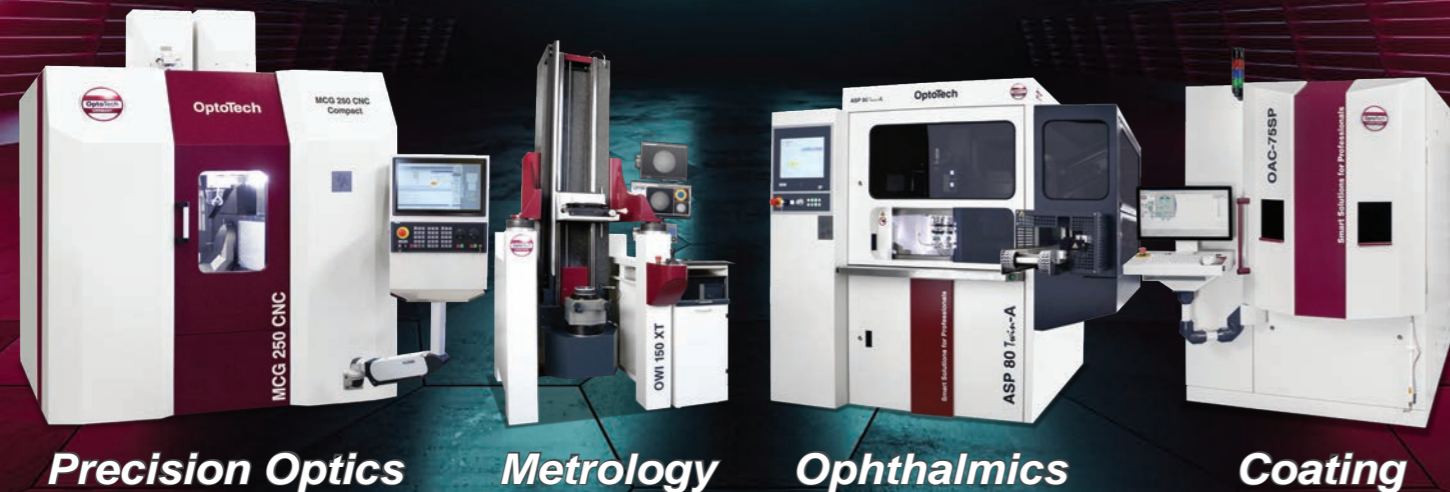
In foreign countries, Business Scouts act as your contact and partner in foreign chambers of commerce, German industry delegations and development cooperation offices. In Germany, they provide advice directly on economic associations, state associations, chambers of industry and commerce, chambers of craft trades and foundations.

The Business Scouts, therefore, work at the interface between private economy, foreign trade promotion and development cooperation: they know both the perspective of the private economy and the logistics, the tools and the approaches of state development cooperation. They mediate between companies and development institutions and promote collaboration with the Federal Ministry of Economic Cooperation and Development (BMZ).

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We are present all over the world, with consulting and service personnel in Europe, USA, China, India and Japan. With more than 35 years of experience in the optical industry, we offer everything from a single source, with competent advice and a look into the future.

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## Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH

For over 60 years, the Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH has been working jointly with partners in India for sustainable economic, ecological, and social development. Currently, GIZ has over 330 employees in India, of whom 85 per cent are national personnel. The thematic areas of Indo-German cooperation currently are Energy, Environment, Climate Change and Biodiversity, Sustainable Urban and Industrial Development and Sustainable Economic Development.

The Federal Ministry for Economic Cooperation and Development (BMZ), the Federal Ministry of the Environment, Nature Conservation and Nuclear Safety (BMU), as well as the Federal Ministry for Economic Affairs and Energy (BMWi) are the main commissioning parties of GIZ in India. Other clients include Indian public sector clients, the European Union and foundations. The Government of India has launched numerous important initiatives to address the country's economic, environmental and social challenges, and GIZ is contributing to some of the most significant ones. For example, it supports key initiatives such as Smart Cities, Clean India Mission and Skill India. In close cooperation with Indian partners, GIZ devises tailor-made, jointly-developed solutions to meet local needs and achieve sustainable and inclusive development.

Contact:  
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## Deutscher Akademischer Austauschdienst (DAAD) Worldwide

The German Academic Exchange Service (DAAD) is the largest funding organisation in the world, supporting the international exchange of students and scholars. Since founded in 1925, more than 1.5 million scholars in Germany and abroad have received DAAD funding. With German institutions of higher education and student bodies its activities go far beyond awarding grants and scholarships. The DAAD supports the internationalisation of German universities, promotes German studies and the German language abroad, runs initiatives for universities in developing countries and advises decision makers on cultural, education and development policy matters. The DAAD, having its head office in Bonn, Germany, operates a network of 70 regional offices and information centres worldwide. The DAAD Regional Office in New Delhi encompasses India, Bangladesh, Bhutan, Nepal and Sri Lanka. The DAAD network in the region includes information centres in Pune, Mumbai, Chennai, Bengaluru, Colombo and Dhaka, DAAD Lecturers and Language Assistants at selected universities and institutions in India, DAAD Young Ambassadors, DAAD Research Ambassadors, numerous alumni clubs, with over 5000 former scholarship holders.

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+91-20-41047 129/130



## FrankfurtRheinMain GmbH

Founded in 2005, FrankfurtRheinMain (FRM) GmbH is the official investment promotion and marketing organisation of the German Metropolitan region FrankfurtRheinMain. Since February 2012, FrankfurtRheinMain GmbH has had an office in India in cooperation with the Indo-German Chamber of Commerce, Pune. Their India Desks in Pune and Frankfurt support Indian companies to expand their business activities and set up operations in the greater Frankfurt region. Their services portfolio includes offering comprehensive advice on establishing your company in the FrankfurtRheinMain region in Germany, supporting your residence and work-permit application process, supporting you in your search for suitable office premises or a corporate site, providing access to relevant tax and law experts and providing access to industry associations and professional networks. Over the past couple of years, the greater Frankfurt region has become the true gateway to continental Europe for Indian companies, thereby leading to a strong presence of Indian companies and nationals.

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## Freie Universität Berlin

Freie Universität Berlin is a leading research institution. It is one of the German universities successful in all three funding lines in the federal and state Excellence Initiative, thereby receiving additional funding for its institutional future development strategy. Freie Universität can thus take its place as an international network university in the global competition among universities. Development and assessment of research projects take place within various focus areas, research networks, and platforms for interdisciplinary collaborative research. The University's performance in the Excellence Initiative provided funding for several new graduate schools and transdisciplinary research clusters. In particular, graduate schools play a key role in the development of internationally competitive research centres of excellence. Freie Universität Berlin is a broad-based university with 15 departments and central institutes offering over 150-degree programs across a wide range of subjects. Freie Universität Berlin's Liaison Office in New Delhi works to facilitate and develop cooperation between Freie Universität Berlin and the University's partners in India. It seeks to inform students, doctoral candidates, as well as junior and senior scholars from Germany and India and helps initiate and establish joint research projects.

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## German Centres for Research and Innovation

Created as one of the Federal Foreign Office's strategic initiatives to internationalise science and research, the German Centers for Research and Innovation or DWIH (Deutsches Wissenschafts- und Innovationshauser) encourage and facilitate academic exchange, scientific collaboration, and research & development projects between Germany and local experts. Furthermore, they act as an active link between government officials, policymakers and representatives of leading German institutions. DWIHs have established their presence in five countries around the world: São Paulo (Brazil), Tokyo (Japan), Moscow (Russia), New York (USA) and New Delhi (India) and together, they have increased the visibility of German innovation around the world. The German Centre for Research and Innovation - DWIH New Delhi was inaugurated in October 2012 and is supported by 15 German organisations comprising funding organisations, research centres and universities. Across its activities, the DWIH New Delhi aims to promote the German research and innovation landscape in India and connect Indian and German academic and scientific communities. Of special focus is strengthening the Industry-Academia cooperation and showcasing young talent in innovation and entrepreneurship from India and Germany.

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## Germany Trade & Invest (GTAI)

Germany Trade & Invest (GTAI) is the economic development agency of the Federal Republic of Germany. With more than 50 offices in Germany and abroad, and its network of partners throughout the world, GTAI is the first point of contact for Germany's export-oriented small and medium-sized enterprise (SME) sector. Our economic analysts provide business intelligence on 120 countries. GTAI is also the first port of call for companies from abroad that would like to learn about investment possibilities in Germany. Our industry experts advise and support foreign investors from market entry to locating in Germany.

From our offices in Mumbai and New Delhi, GTAI offers a broad range of services to Indian and German companies. GTAI works closely with the Indo-German Chamber of Commerce (IGCC) and other partner organisations in India and Germany to achieve this.

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## Hamburg Representation Mumbai

The Hamburg Representation Mumbai (HRM) office is the point of contact for relations between Hamburg and India. In 2021, the representative office completed 10 years and continues to make a significant contribution to promoting relations between the Hanseatic city and India. Looking forward, the HRM team will continue to scout for innovations, identify and promote ideas and partnerships supporting both India and Germany. As India's most important trading partner, the city of Hamburg celebrates the India Week Hamburg bi-annually. Over the years, India Week Hamburg has evolved to be identified as a key influential event, having made an exceptional contribution to deepening the economic, cultural, and people-to-people ties between India and Germany. In 2021, we celebrated the ninth edition and 15 years of India Week Hamburg with over 75 events to engage the Indo-German Community in Hamburg. The Hamburg India Business Day marks the beginning of the India Week. The highlight of the event was the keynote speech by Mr. Sanjeev Sanyal, Principal Economic Advisor to the Government of India, renowned economist, and bestselling author. He analysed how economic reconstruction is shaping up in India. The hybrid conference was based on the topic of economic recovery after the pandemic and the implications of self-reliant India or 'Atmanirbhar Bharat'.

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## Heidelberg Centre South Asia New Delhi

Heidelberg University, founded in 1386, is Germany's oldest University and one of the strongest research universities in all of Europe. The successes in both rounds of the Excellence Initiative and in internationally recognised rankings prove that Heidelberg's excellent reputation and leading role in the scientific community are well deserved. In terms of educating students and promoting promising early-career academics, Heidelberg relies on research-based teaching and outstanding, well-structured training for doctoral candidates.

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### Max-Planck-Gesellschaft (MPG)

The Max-Planck-Gesellschaft (MPG) is one of Germany's largest, independent, not-for-profit research organisations, which conducts basic research in the natural sciences, life sciences, and humanities. Since its foundation in 1948, eighteen Nobel laureates have emerged from its ranks, putting it on a par with the best and most prestigious research institutions worldwide. The Max Planck Society, with its 84 Max Planck Institutes and facilities, is the international flagship for German science. The more than 15,000 publications each year in internationally renowned scientific journals are proof of the outstanding research work conducted at Max Planck Institutes – and many of those articles are among the most-cited publications in the relevant field.



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### RWTH Aachen University

RWTH Aachen University is a place where the future of our industrialised world is thought out. The University is proving to be a hotspot with increasing international recognition where innovative answers to global challenges are developed. With its 260 institutes in nine faculties, RWTH Aachen is among the leading European scientific and research institutions, awarded with the status of a University of Excellence in Germany. RWTH Aachen has set for itself clearly defined goals. By the year 2020, it aims to be the best

German University of technology and one of the top five in Europe as measured by academic output, the quality of its graduates, and its external funding.



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### Senior Experten Service (SES)

Senior Experten Service (SES): Senior Experten Service (SES) is the Foundation of German Industry for International Cooperation. It is a non-profit organisation. SES is Germany's leading volunteering organisation for experts and executives who are either retired or taking some time off work (Weltdienst 30+). SES Experts are volunteers; their activities are oriented towards quick and pragmatic assistance, predominantly in technical and economic sectors, as well as for providers of vocational training and health care services. The expert knowledge helps to boost sustainable economic and social development.



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### University of Cologne

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