

Volume 25
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AHK Sri Lanka NEWSLETTER



**YOUR TRUSTED PARTNER FOR
GERMAN – SRI LANKAN
BUSINESS RELATIONS**



Delegation der Deutschen
Wirtschaft in Sri Lanka
Delegation of German Industry
and Commerce in Sri Lanka

 **Partner In Sri Lanka**



Dear readers,

Unfortunately, Covid-19 infections have risen significantly in Germany and Sri Lanka. Continuous measures have been taken to reduce the spread of the pandemic. While most business sectors face increasing challenges, the IT sector has been so far quite resilient. In Sri Lanka, the export of IT services has even increased by 8% in the first 9 months of 2020. On the 28th of October, the Chamber of Commerce and Industry of Frankfurt in cooperation with the Sri Lankan Embassy and the Delegation of German Industry and Commerce in Sri Lanka (AHK Sri Lanka) has organized a webinar on Business Opportunities in the IT-sector with more than 80 participants from Sri Lanka and Germany. The high number of participants indicates the mutual interest to explore business cooperation opportunities between our two countries

Virtual solutions have become more and more attractive since the beginning of the Covid-19 pandemic. From 2nd to 4th November AHK Sri Lanka has organized for the first time a virtual business delegation for Sri Lankan businessmen to Germany. 24 representatives from Sri Lanka joined the virtual delegation on Energy Efficiency in Industry, which included a conference and meetings with technological solution providers of business and research from Germany. The delegation is part of the “Energy Solutions Made In Germany” initiative of the Federal Ministry of Economic Affairs and Energy.

During the first 8 months in 2020 German exports to Sri Lanka declined by 24,2% while Sri Lankan exports to Germany dropped by 10,5%. AHK Sri Lanka will continue to promote bilateral free and fair trade in both ways. Due to the Covid-19 pandemic we had to shift the Top German brands event from 7th December. The “Top German brands in Sri Lanka” initiative will be kicked at the Galle Face Hotel in Colombo on the 2nd of February. Last year’s record of 147 participating German brands will be even beaten. Already today 156 German brands have registered so far, manifesting the strong presence of German brands in Sri Lanka.

For the upcoming weeks we wish you good health and success!

Yours sincerely
Andreas Hergenröther
Chief Delegate of
German Industry and Commerce in Sri Lanka

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Janidu Balasuriya
ANALYST

1. Current Developments

COVID-19 update

As of 18 November 2020, Sri Lanka accounted for 18,075 COVID-19 confirmed cases, while recovered individuals totaled 12,210 and fatalities related to COVID-19 amount to 66 individuals.

The government of Sri Lanka issued a gazette notification stipulating COVID-19 regulations and preventive measures. According to the gazette, it will be lawful for the proper authority in any diseased locality in relation to COVID-19 to:

- 1) Restrict the movement of persons.
- 2) Take a diseased person or a person suspected to be diseased to a hospital, place of observation or quarantine Centre for treatment or quarantine purpose.
- 3) Direct any person suspected to be a diseased to be self-quarantined in his house, premises or place of residence for a period not exceeding the incubation period, which will be determined by the proper authority for the whole of Sri Lanka.

For further COVID-19 related updates, please refer to the AHK Sri Lanka homepage – COVID 19 Update.

Import regulations

The Imports and Export Control department published Regulation No. 07 of 2020. The revised regulations are

applicable for goods imported after 16 September 2020.

24 HS codes that were mentioned in schedule I of the previous regulation were deleted. The items deleted from Schedule I included: binders for chemical (under HS heading 38.24), packing materials (under HS headings 39.23), imitation jewelry (under HS heading 71.17), and motor vehicles (under HS headings 87.04, 87.05).

The following items were deleted from Schedule II: synthetic rubber (under HS heading 40.02), electrical transformers (under HS heading 85.04), and disks/storage devices for sound recordings (under HS heading 85.23).

230 items were added to Schedule II of the gazette and were allowed to be imported on a 90-days credit basis: the items in the list included apparels/clothing (under HS headings 61.01, 61.02, 61.03, 61.04, 61.05, 61.06, 61.07, 61.08, 61.09, 61.10, 61.11, 61.12, 61.13, 61.14, 61.15, 61.16, 61.17, 62.01, 62.02, 62.03, 62.04, 62.05, 62.06, 62.07, 62.08, 62.10, 62.11, 62.12, 62.14, 62.15, 62.16, and 62.17), furniture (under HS heading 94.03), and seats (under HS heading 94.01).

Additionally, the Imports and Export Control department published Regulation No. 08 of 2020, for goods imported after 19 October 2020. 74 items were added to Schedule II of the gazette and can be imported on a 90-days credit basis. The items included: soap and detergents

(under HS heading 34.02), bags (under HS heading 42.02), textile (under HS headings 63.02, 63.03, 63.04, 63.05, 63.06, and 63.07), head gear (under HS headings 65.01, 65.02, and 65.07), and kitchenware (under HS heading 69.12).

For an update on the current import regulations, please refer to the AHK Sri Lanka News Page.

National Tripartite Agreement to Pro Rate Wages

The Tripartite Agreement to Pro Rate wages was extended until 31 December 2020. The coverage will be for the period 1 October 2020 until 31 December 2020. Employers in all industries except for the tourism industry would be required to write to the Commissioner General of Labor informing that they will be implementing the agreement.

Employers whose operations/businesses are affected due to the COVID-19 pandemic, either permanently or temporarily, are eligible to apply and pay pro-rated wages based on 50% of the wage or Rs. 14,500/-, whichever is higher on the days that the employer is unable to offer work due to the prevailing situation.

Sri Lanka's long-term foreign currency issuer and senior unsecured ratings downgraded – Moody's

Moody's Investors Service downgraded the Government of Sri Lanka's long-term foreign currency issuer and senior

unsecured ratings to Caa1 from B2 and changed the outlook to stable.

CBSL Debt Moratorium – Grace Period Extended

The Central Bank of Sri Lanka (CBSL), in consultation with the Government of Sri Lanka, implemented Saubagya COVID-19 Renaissance Loan Scheme Facility in 3 phases to provide working capital loans at the interest rate of 4% per annum, with a repayment period of 24-months, including a grace period of 6-months.

On 06 November 2020, CBSL decided to extend the grace period applicable for the loans registered under the Saubagya COVID-19 Renaissance Facility by additional three (03) months, upon the written request made by the borrowers.

Accordingly, beneficiaries of these working capital schemes who wish to receive a grace period of 9 months are required to send a written request to the relevant bank.

Eligible borrowers are permitted to request for the moratorium until 30 November 2020.

Sri Lanka – Budget 2021

The key changes of the budget are as follows:

Special Goods and Services Tax will be introduced in place of the various goods and services tax levies imposed on alcohol, cigarettes, telecommunication, betting and gaming, and vehicles, which amounts for 50% of the income from taxes and levies.

It will be mandatory for all companies to file their taxes only on an 'E-Filing' system with effect from 01 April 2021.

It is proposed to revise the import tariff bands to 0%, 10% and 15% for all

imports other than for specific commodities. The prevailing tariff bands are 0%, 15%, 25% and 30%.

To incentivize entrepreneurs in the automobile industry engaged in vehicle repair and vehicle assembly, the import taxes levied on the import of vehicle spare parts would be reduced.

The current 8% VAT will continue for businesses that earn a monthly income

of more than Rs. 25 million.

Companies with more than 50 employees must introduce an insurance scheme for its workers. The contribution of the employer would be 0.25 per cent.

Estimated Government revenue for 2021 is LKR 1,961 Bn. Total Government expenditure is LKR 3,525 Bn. The table below depicts the expenditure proposal for the year 2021:

Expenditure Proposal (in LKR Mn)

1. National Security	LKR 20,000 Mn
2. 100,000 km Road Program	LKR 20,000 Mn
3. Techno Parks	LKR 10,000 Mn
4. People centered health service	LKR 10,000 Mn
5. Empowerment of Samurdhi families	LKR 10,000 Mn
6. Technological Improvement	LKR 8,000 Mn
7. Legal Sector infrastructure development	LKR 6,000 Mn
8. Development of rural hospital	LKR 5,000 Mn
9. Drinking water	LKR 5,000 Mn
10. Forest conservation	LKR 3,500 Mn
11. Distance education	LKR 3,000 Mn
12. Vocational Education	LKR 3,000 Mn
13. Rural Sport Development	LKR 3,000 Mn
14. Development of rural schools	LKR 3,000 Mn
15. Elephant Human Conflict	LKR 3,000 Mn
16. Waste Management	LKR 3,000 Mn
17. Infrastructure Pradeshiya Sabha	LKR 3,000 Mn
18. Public Security	LKR 2,500 Mn
19. Sports Economy	LKR 2,000 Mn
20. Walking paths and common facilities	LKR 2,000 Mn
21. Plantations	LKR 2,000 Mn
22. Registration of identity of mineral sands	LKR 2,000 Mn
23. Development of traditional villages	LKR 2,000 Mn
24. Infants and pregnant mothers	LKR 1,500 Mn
25. Drip irrigation	LKR 1,500 Mn
26. University infrastructure facilities	LKR 1,000 Mn
27. Tank rehabilitation	LKR 1,000 Mn
28. Young women entrepreneurs	LKR 1,000 Mn
29. Programmes for war heroes	LKR 750 Mn
30. Rural electrification	LKR 750 Mn
31. Foreign economic relations	LKR 750 Mn
32. Fisheries cooperation	LKR 500 Mn
33. Fish Farm Development	LKR 200 Mn
34. Surakimu Ganga Project	LKR 200 Mn
35. Inland Fishing	LKR 150 Mn
36. Archeology and cultural heritage	LKR 50 Mn

Summary of Key Tax Proposals – Concessions

Sector	Concession	Qualifying Criteria
Exports, dairy, fabric, tourism, agricultural products/ processing, and information technology	Tax concessions under the Strategic Development Projects Act for a maximum of 10 years.	Investment exceeding USD 10 Million with the potential to change the landscape of the economy.
Agriculture	5-year income tax exemption.	Engaged in agriculture, including fisheries and livestock farming.
Warehousing in ports	Exemption from all taxes.	Investment in bonded warehouses, and warehouses related to offshore business.
Pharmaceutical manufacturing	Tax concessions under the Strategic Development Projects Act.	Investment to be made into the investment zone identified for local and foreign private investors.
Renewable energy	Tax holiday of 7 years.	No specific criteria.
Port City Economic Zone	Tax concessions.	Business to be established in the zone.
Dairy	Strategic investment tax concessions for a period of 5 years.	Investment should be over USD 25 Million focusing on processing milk powder for export.
Recycling of construction material	Tax holiday of 10 years.	Investment in selected recycling sites.
Local boat and shipbuilding	Tax holiday of 7 years.	No specific criteria.
Owner/ operator of Telecommunication towers	5-year tax concession from 1 January 2021.	Investor is required to be a domestic industrialist.
Approved startups by individuals who have completed vocational education	Tax exemption for 5 years for the business carried out by the individual.	The business is required to be approved.
Private sector vocational education institutions	Tax holiday on income for a period of 5 years.	Intake of students should be doubled up to a minimum of 50,000 students.
Real Estate Investment Trusts (REITs)	Exemption from Capital Gains Tax on investment into REITs. Exemption on dividends derived through REITs. Concessionary rate of Stamp Duty of 0.75% on transfer of property to REITs.	No specific criteria.
Listing of companies	50% reduction in Income Tax for the year of assessment 2021/2022 and a reduced tax rate of 14% for the subsequent 3 years.	The company is required to be listed on the Colombo Stock Exchange before 31 December 2021.
Multi-National Companies (MNCs)	Reduction in tax on dividends by 25% in the year 2021 and 50% reduction in the year 2023.	Exports to be increased by 30% in the year 2021, and by 50% in the year 2023.
Commercial banks	Exemption from taxes on gains on realization of Sri Lanka international sovereign bonds.	Minimum investment of USD 100 Million.
Welfare societies/ institutions	Exemption from income tax on interest income.	No specific criteria.
Samurdhi	Exemption from income tax on interest income derived from investment into	The investments are to be made using funds available in Samurdhi Life Savings.

Quarantine Procedure Applicable for Expatriates Arriving in Sri Lanka

According to the letter dated 13 November 2020 that was signed by Mr. Sanjaya Mohottala – Director General of BOI Sri Lanka, the following quarantine procedures were stipulated.

The procedures are applicable for BOI-registered company returnees to Sri Lanka. Intended returnees of the respective companies are required to adhere to the specified procedures.

1. The expatriate must undergo a PCR test within 72 hours prior to the departure and he/she should carry a negative PCR test report (in English) throughout his/her journey.
2. After arriving in Sri Lanka, he/she will be subjected to a mandatory PCR test at the airport. The company needs to arrange a private hospital, designated by the GoSL at the airport to carry out the PCR test. In this regard, the relevant expenses (including hospital charges) should be borne by the company.

3. If he/she is tested positive for COVID-19, he/she will be admitted to a government hospital in consultation with the regional epidemiologists. The relevant expenses (including hospital charges) should be borne by the company.

4. If he/she is tested negative for COVID-19, he/she must stay at a hotel, recommended by the Sri Lanka Army during the period of quarantine (14 nights, 15 days). The relevant expenses should be borne by the company.

Between 10th-12th days, he/she must under the second PCR test in Sri Lanka.

5. After completion of the period of quarantine, the company must inform the Area Medical Officer who would recommend for home quarantine for a period of 14 days.
6. The PCR test reports should be submitted to Medical Officer of Health (MOH) before assuming duties.

7. The company has to inform the final travel itinerary to Mr. Rayhan Waniappa – Director, Air Transport and Economic Regulations (dater@caa.lk) of Sri Lanka Civil Aviation Authority and to the Controller of Department of Immigration and Emigration (contvisa@immigration.gov.lk), 24 hours prior to their departure.

8. The company has to complete annexure 1 and forward to Mr. Kanchana Bandara, Assistant Director, Foreign Ministry (kanchana.bandara@mfa.gov.lk) with a copy to Mr. Sanjaya Mohottala, Director General – Board of Investment (BOI) Sri Lanka.

Intended returnees are recommended to keep a copy of Annexure 1 upon his/her arrival in Sri Lanka. To obtain the format for Annexure 1, please refer to the AHK Sri Lanka homepage– COVID 19 Update.

2. Economic Data of Sri Lanka

GDP Growth

GDP forecast by CBSL

According to the revised GDP forecast by the Central Bank of Sri Lanka (CBSL), real GDP growth is expected to contract by -1.7% in 2020 and grow by +5.0% in 2021.

GDP projections by IMF

The 'World Economic Outlook' published by the International Monetary Fund (IMF) projects the real GDP of Sri Lanka to contract by -4.6% in 2020 and grow by +5.3% in 2021, and +4.8% in 2025.

Forecast by World Bank

According to the South Asia Economic Focus published by the World Bank, the GDP of Sri Lanka in 2020 is estimated to decline by -6.7. GDP growth in 2021 and 2022 is projected to grow by +3.3% and +2.0%, respectively.

Forecast by ICRA Lanka

With the latest analysis, ICRA Lanka, which is a subsidiary of Moody's Investor Services expect the GDP of Sri Lanka in 2020 to contract between - 8.9% and -10.9%.

Inflation

According to the National Consumer Price Index, headline inflation in September 2020 increased to 6.40% from 6.2% in August 2020. Core inflation increased to 4.8% in September from 4.6% in August.

According to the Colombo Consumer Price Index, headline inflation remained unchanged (y-o-y) at 4.0% in October 2020.

Foreign Currency Reserves and Exchange Rates

As of 30 October 2020, Official Reserve Assets amounted to USD 5858.5 Mn. Foreign currency Reserves totaled USD 5384.9 Mn.

From the beginning of the year up to 13 November 2020, the Sri Lankan rupee depreciated against the US dollar by 1.6%, amounting to an average rate of LKR 184.55.

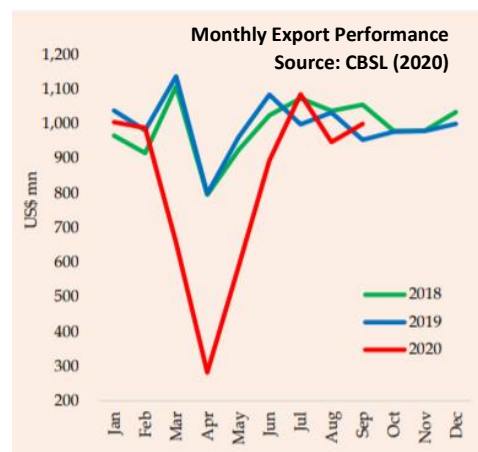
The Sri Lankan rupee depreciated against the Euro by 6.5% to an average rate of LKR 217.83, and a depreciation of the pound sterling by 1.5% to an average value of LKR 242.05.

Foreign Trade

Export Sector

According to the export statistics published by the Export Development Board of Sri Lanka (EDB), exports during the month of October 2020 amounted to USD 831.72 Mn, which is a decline of 14.9%, compared to the value of USD 977.3 Mn in October 2019.

According to the Central Bank of Sri Lanka, the export volume index increased by 18.4% on a year-on-year basis, while the unit value index declined by 11.5% on a year-on-year basis in September 2020.



German Exports to Sri Lanka

German exports to Sri Lanka in January-September 2020 declined by 26.1% to EURO 174,968,000 compared to 236,605,000 in January-September 2019.

German Imports from Sri Lanka

Germany imported from Sri Lanka goods amounting to EURO 537,662,000 in January-September 2020, compared to EURO 584,505,000 in the same period of the previous year, which represents a decrease of 8.0%.

Sri Lankan Global Exports

Apparel/Textile Industry

Export earnings from apparel and textiles declined by 18.93% to USD 356.52 Mn during the month of October 2020, compared to the export earnings of USD 439.79 Mn in October 2019. Total earnings during the first 10 months of the year 2020 amounted to USD 3630.41 Mn compared to USD 4612.63 Mn in the same period of the previous year, indicating a decline of -21.29%.

Tea industry

Export earnings from tea in October 2020, decreased by 1.38% on a year-on-year basis to USD 112.22 Mn from USD 113.79 Mn in October 2019.

Total earnings during the first 10 months of the year 2020 amounted to USD 1031.78 Mn compared to USD 1139.14 Mn in the same period of the previous year, indicating a decline of -9.42%.

Rubber and rubber finished products

Export earnings from rubber and rubber finished products increased by 12.40% (y-o-y) to USD 80.30 Mn in October 2020 from USD 71.44 Mn in

Coconut and coconut-based products

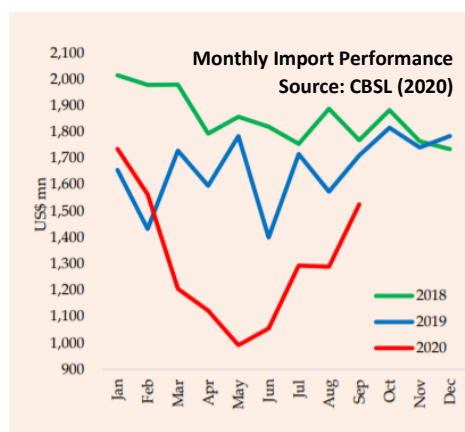
Earning from coconut and coconut-based products increased by 23.65% to USD 62.47 Mn in October 2020, compared to USD 50.52 Mn in October 2019. Total earnings during the first 10 months of the year 2020 indicated a growth of 5.61%, amounting to USD 552.74 Mn compared to USD 523.37 Mn from the same period of the previous year.

Spice Industry

Export earnings from Spices and Essential Oils increased by 3.71% to USD 33.80 Mn in October 2020 compared to USD 32.59 Mn recorded in October 2019. Total earnings during the first 10 months of the year 2020 amounted to USD 268.33 Mn compared to USD 268.06 Mn in the same period of the previous year, indicating a growth of 0.10%.

Sri Lankan Global Imports

Merchandise imports in September 2020, indicated a decline of 10.9% to USD 1525 Mn in September 2020 (Y-o-Y). Import volume index and unit value index declined by 0.4% and 10.5% in September, respectively.



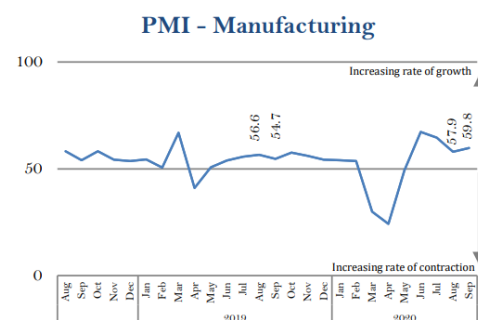
Vehicle imports

According to the Central Bank of Sri Lanka, the expenditure on personal vehicle imports declined by -50.3% to

USD 281.4 Mn in January-September 2020 compared to USD 566.5 Mn in the same period of the previous year.

Manufacturing Sector Purchasing Managers' Index (PMI)

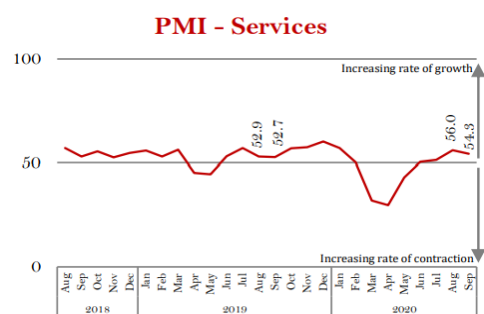
Manufacturing sector PMI index value amounted to 59.8 in September 2020, which is an increase of 1.9 index points compared to August 2020.



Source: CBSL (2020)

Services Sector Purchasing Managers' Index (PMI)

Services sector PMI index value amounted to 54.3 in September 2020, which is a decrease of 1.7 index points compared to August 2020.



Source: CBSL (2020)

Tourism Sector

No tourist arrivals were recorded in September 2020 due to the termination of all passenger flights and ship arrivals. Total arrivals recorded from January to September 2020 was 507,311, which is a decline of 63.1% in comparison to 1,376,312 in January-September 2019.

3. AHK Sri Lanka - Events

3.1 Upcoming Events

Training and assessment - Enhancing competitiveness in export-oriented companies through transparency & due diligence in supply chains

Date: November - December 2020

AHK Sri Lanka, in collaboration with the Friedrich Naumann Foundation for Freedom (FNF) and Löning Human Rights & Responsible Business is conducting a training series on sustainable supply chains in Sri Lanka.

The program began with an Introductory Training “Sustainability in Focus: Expectations of the EU & US Markets” on 15th September and was followed by an online training on self-assessment of companies’ status regarding policies, risk identification, social and labor standard and to assess the suppliers’ risk exposure and management practices. The next part of the training program was a deep dive into the five core elements of human rights due diligence for the 3 sectors.

The next step in the program is the Gap Assessment with consultation by Team Löning. After identifying the areas to improve in relation to due diligence and human rights, each participating company will be provided with a company-specific action plan with recommendations.

Participants of the series of trainings will receive a certificate.

For more information, please contact Mr. Josef Tschoep: training@srilanka.ahk.de

Train the Trainer “AdA International Advanced” (Blended Learning)

Date: November - December 2020

Focus: Vocational Training

As a follow up to AHK Sri Lanka’s first 2 “AdA International” Train the Trainer courses, an advanced training for previous AdA participants was planned.

Due to the Covid-19 pandemic’s global disruption of travel and the need for social distancing, AHK Sri Lanka, in cooperation with GIZ and trainer Edwin Lemke, have decided to change the dates and offer the AdA Advanced as a blended learning concept.

Participants will start going through online modules, alternating between guided learning webinars and self-learning sessions, as well as on-site sessions, to deepen the learned content and practice new instruction methods and tools to be used by the trainers during their daily work.

Another AdA course for new participants is planned for beginning of 2021 as well.

For more information on AdA Training, please contact Mr. Josef Tschoep, Head of Vocational Training: training@srilanka.ahk.de

“United Nations Guiding Principles on Business and Human Rights” - Certified Online Training

Date: 25 November 2020

Focus: Human Rights and Due Diligence

To develop export-capacities and increase global competitiveness, businesses ought to continuously improve their social and ecological standards and meet international legal requirements as well as the expectations of corporate clients.

The above mentioned training, an initiative by United Nations Development Program (UNDP) Sri Lanka, will be conducted online by Löning Human Rights & Responsible Business, a Berlin-based consultancy and think tank, in partnership with the Delegation of German Industry and Commerce (AHK Sri Lanka) and is based on the UN Guiding Principles on Business and Human Rights.

The training aims to provide in-depth information on the core elements of a human rights due diligence and will expound on best practice examples to foster practical understanding on the subject. Certificates of participation will be issued to those partaking in the online training.

Interested participants are requested to register using the link given below: shorturl.at/ktGJU

For more information, please contact Mr. Josef Tschoep: training@srilanka.ahk.de

Top German Brands in Sri Lanka 2020 – 7th Edition

Date: 02 February 2021

The 7th edition of the 'Top German Brands Sri Lanka' event will grace over 150 German brands established in Sri Lanka. The key flagship event organized by the Delegation of German Industry and Commerce (AHK Sri Lanka) will be attended by the German Ambassador H.E. Holger Suebert, Minister of Trade – Mr. Bandula Gunawardena and the Chairperson of Sri Lanka Port Authority – Mr. Daya Ratnayake.

During the event, participating brands will have the opportunity to gather insights from industry stakeholders, strengthen B2B and B2C connections and promote the business among key players.

By registering for the event, companies are entitled to display the brand logos at key events such as the Top German Brands event organized by AHK Sri Lanka, and selected events of the German Embassy. A digital banner will be displayed in the AHK Sri Lanka homepage, German embassy homepage and the AHK Sri Lanka monthly newsletter.

For more information, please contact Mr. Malintha Gajanayake, Head of Corporate Affairs:
malintha@srilanka.ahk.de

Virtual Medica 2020 - Largest Medical Trade Fair in the World

Date: 16 – 19 November 2020

MEDICA 2020, the worlds-leading information and communication platform for the medical technology industry and supplier industry for the medical technology industry, will take place entirely online.

Participants can expect to see highlights with high relevance to Corona in particular, in these virtual formats. In addition, there will be diverse web presentations from exhibitors on their innovations and an online matchmaking area for making valuable business contacts.

A proven matchmaking tool will be available for successful business leads from mid-October. Unleash the full potential of Virtual MEDICA and meet the right exhibitor contacts, and virtual visitors to get into business with them. The multi-award-winning software offers you optimal and tailor-made features that will combine you with the right business partners and targeted establishment of contacts before the start of the trade fair, clear scheduling and call planning, intelligent algorithm adapts to your interests and personal video meetings with the contact persons.

For the registration and further information, please contact with Mr. Malintha Gajanayake:
malintha@srilanka.ahk.de

BAU Online – The World's Leading Trade Fair for Architecture, Materials and Systems



Date: 13 – 15 January 2021

BAU is a trade fair for architecture and building materials. With several international exhibitors participating in the trade fair, it is the most important event in the European construction industry.

In 2021, BAU will be implemented as a digital format. BAU ONLINE will offer lectures and discussions from the forums as a live stream as well as recorded videos for a global audience.

In addition, companies will have the opportunity to present their products virtually in their own online sessions. In order to exchange ideas with other participants, there will be virtual networking modules in digital format. There are also plans to integrate the traditional BAU Info Talks, conversations between trade journalists and exhibitors, into BAU ONLINE.

For the registration and further information, please contact with Mr. Malintha Gajanayake:
malintha@srilanka.ahk.de

Flight Schedule of Sri Lankan Airlines

Colombo - Frankfurt - Colombo



Given below is the flight schedule for flights between Frankfurt and Colombo. Flights will operate twice a week in the month of December.

Flights from Colombo to Frankfurt

Flight No 553

<i>Origin</i>	CMB
<i>Destination</i>	FRA
<i>STD – Local Time</i>	(WED, SUN) 22:55
<i>STA – Local Time</i>	(THU, MON) 05:20

Flights from Frankfurt to Colombo

Flight No 554

<i>Origin</i>	FRA
<i>Destination</i>	CMB
<i>STD – Local Time</i>	(THU, MON) 20:20
<i>STA – Local Time</i>	(FRI, TUE) 10:55

Please note that the schedule may change due operational or regulatory reasons.

Given below are the starting fares for economy and business class flights.

CMB-FRA Flight Cost

<i>Economy Class – One way</i>	LKR 124,908
<i>Business Class – One way</i>	LKR 485,688
<i>Economy Class – Return</i>	LKR 251,100
<i>Business Class – Return</i>	LKR 751,500

Fares indicated are the starting levels as at today and may change based on exchange rates and demand at the time of ticketing.

For bookings and more information, please contact Sri Lankan Airlines.

Contact person: Mr. Sujeewa Rodrigo from Sri Lankan Airlines - sujeewa.rodrigo@srilankan.com / +94 76 668 611

IMPORTANT INFORMATION

26.10.2020



ISPO Munich 2021 will be held online

[More information](#)

Dear customers, dear exhibitors of ISPO Munich,

The ongoing coronavirus pandemic around the world presents us all with ever greater challenges. Unfortunately, the number of infections in various countries continues to increase. The current dynamics of the pandemic do not allow a reliable outlook for a safe ISPO Munich as a hybrid event, i.e. a combination of digital and on-site event.

In close consultation with the industry and under consideration of the current developments, Messe München has decided to implement the event exclusively in a digital format. This way, the world's leading sports business platform offers the most benefits for all participants - despite international travel restrictions.

ISPO Munich Online - the advantages at a glance

We have been in contact with many of you over the past few weeks, so we have a clear understanding of what is currently important to you and how we can help you and your business succeed. With the ISPO Munich Online we are offering you:

- Presentation possibilities for new products
- A platform for maintaining existing and creating new business contacts
- Contact to the most important brands and companies in the industry
- Networking opportunities with visitors, media and influencers
- Forums and discussion groups via live streaming and chat rooms

What this means for you: When it comes to your physical participation, no further action is needed.

The ISPO Munich Online event will take place from **01. - 05.02.2021** and we are very much looking forward to welcome you there.

How you can become part of the show: A first overview of your [participation opportunities at ISPO Munich Online can be found here.](#)

In the coming days we will publish further details about the concept, [please do not hesitate to contact us in the meantime.](#)

Best wishes from Munich and stay healthy.

Your ISPO Team

3.2 Past Events

Webinar – Business Opportunities in the IT sector and Outsourcing in Sri Lanka

Date: 28 October 2020

Focus: IT Sector

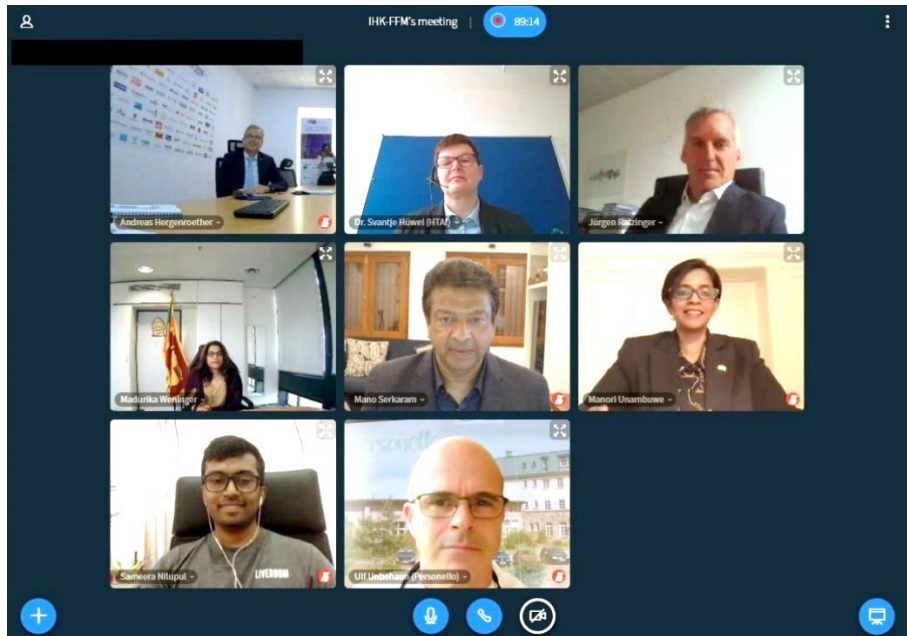
As an initiative to gather insight and discuss opportunities of cooperation in the IT sector, AHK Sri Lanka organized a webinar in partnership with CCI Frankfurt.

For many years now, Sri Lanka has established itself as a hub for the international IT and Business Process Outsourcing (BPO) sector. Local start-ups as well as global IT firms are working in Sri Lanka to provide digital solutions for the global market. The webinar looked at Sri Lanka's vibrant digital sector and its unique selling-points. Entrepreneurs and industry-experts demonstrated how German-Sri-Lankan cooperation can work in practice.

The welcome remarks were presented by Dr. Jürgen Ratzinger – Managing Director International Business of Frankfurt Chamber of Commerce and Industry and H.E. Manori Unambuwe – Ambassador of Sri Lanka in Berlin. Ms. Unambuwe expounded on the possible areas of cooperation in the IT sectors, such as start-up collaboration and jointly developing IT solutions.

During the introductory presentation by the Chief Delegate of German Industry and Commerce, Mr. Andreas Hergenroether presented the participants with insights on economic trends and business opportunities in Sri Lanka, with focus on the export performance of the ICT/BPM sector.

Mr. Hergenroether highlighted the



importance of strengthening bilateral relations between Germany and Sri Lanka in the IT sector and offered continuous support for Sri Lankan companies interested in exporting IT services to Germany and German companies seeking to expand to the Sri Lanka market.

Mr. Mano Sekaram, Board Member of ICTA provided the participants with a presentation on the recent developments of the ICT/BPM sector in Sri Lanka and stated the unique selling points of the IT sector in Sri Lanka. Unique selling points such as the government policies towards the IT sector in Sri Lanka, technical expertise, and the establishment of Tier 1 MNCs were emphasized on.

Mr. Sameera Nilupul, Founder of LiveRoom and Mr. Ulf Unbehau, CEO of Personello GmbH presented the business testimonials. Dr. Svantje Hüwe, Project Manager of Digitization at Hessen Trade and Invest offered more information on the IT clusters in Hessen.

Discussion with AHK Sri Lanka's Medical Sector Committee

Date: 21 October 2020

AHK Sri Lanka organized the meeting the medical sector committee to discuss the prevailing challenges in the medical and pharmaceutical industry. German Ambassador H.E. Holger Seubert was also present in the meeting.

The discussion led by Chief Delegate, Mr. Hergenroether focused on the challenges and the way forward with regards to industry standards and procedures, delays in registration, and tender procedures.

Participants in the discussion included representatives from Fresenius Medical Care, B Braun Lanka, Wickramarachchi Opticians, DIMO, Linde, Ottobock, Sunshine Holdings, Hemas Holdings, and Delmege.

CEOs Dinner

Date: 15 October 2020

Organized by the Delegation of German Industry and Commerce in Sri Lanka (AHK Sri Lanka), the event was graced by dignitaries such as H.E. Holger Seubert – German Ambassador to Sri Lanka, and Mr. Susantha Ratnayake – Chairman of Board of Investment of Sri Lanka (BOI).

The discussion led by Mr. Andreas Hergenröther – Chief Delegate of Delegation of German Industry and Commerce in Sri Lanka, provided a platform for participants to engage in topics concerning investment prospects in Sri Lanka and improving trade relations between Sri Lanka and Germany.

Representatives of German business, including Fresenius Medical Care Lanka, MAN Energy Solutions, Würth, A&R Manufacturing, Lanka Leather, B Braun Lanka, Kramski Lanka, Eu-Retec, RKS Lanka, Aqua Dynamics, Krauter Mix, Deutsche Bank, DBS logistics, CMC, and AMS International were present at the event.



Discussion with the EU Ambassador H.E. Denis Chaibi and German Ambassador H.E. Holger Seubert

Date: 05 October 2020

AHK Sri Lanka organized a meeting with H.E. EU Ambassador and H.E. German Ambassador to discuss European trade interests and position EU business relations in Sri Lanka.

The aim of the discussion was to focus on topics concerning the impact of the import restrictions, impact of UCP 600 violations and foreign exchange regulations, commitment with regard to Foreign Direct Investments (FDIs), consistent fiscal framework, institutionalized dialogue between business and politics, lack of preparatory involvement of German/European businesses in EU

funded projects, reanimation of the EU-Investors dialogue, and business travels in Sri Lanka.

Participants in the discussion included representatives from DIMO, TUI, Fresenius, Finco, Hafele, Deutsche Bank, PUMA, Continental, Kramski, Aqua Dynamics, Lanka Coco, ABB, Eskimo, Hacker, Würth and DER Touristik.

Visit to the Hambantota Port with the German Ambassador H.E Holger Suebert

Date: 7 October 2020

The Chief Delegate of AHK Sri Lanka, Mr. Andreas Hergenröther and the German Ambassador to Sri Lanka, H.E. Holger Suebert visited the Hambantota Port to discuss measures to strategize port services and promote/support bilateral trade relations.

The discussion focused on the Foreign Direct Investment (FDI) prospects, improving the Hambantota Port infrastructure, efficiency of services, and the need for a consistent maritime policy.



Sustainability Standards Training and Self-Assessment

Date: September-October 2020

AHK Sri Lanka, in collaboration with the Friedrich Naumann Foundation for Freedom (FNF) and Löning Human Rights & Responsible Business conducted a training series on sustainable supply chains in Sri Lanka. The focus is on increasing the competitiveness of Sri Lankan companies, engaged in textile/apparel, rubber, and food/agriculture, by meeting sustainability-related standards to increase exports to EU and US markets.

As part of the training, company representatives partook in a self-assessment and were able to benchmark their company against international standards of due diligence. After the self-assessment, the participants partook in the 'Core Elements' training that focused on 5 core elements of due diligence as required by the UN Guiding Principles for Business and Human Rights

(UNGPs), National Action Plans, EU, and US legislation.

The said training will be followed by a Gap Assessment. To identify the areas to improve, an in-depth assessment will be conducted in consultation with Team Löning, and a specific action plan with recommendations will be developed for the company.

Discussion with Chairman BOI and German Ambassador to Sri Lanka



Date: 14 October 2020

The Chief Delegate of AHK Sri Lanka, Mr. Andreas Hergenröther, together with the German Ambassador to Sri Lanka H.E. Holger Suebert, organized a meeting with the Chairman of BOI, Mr. Susantha Ratnayake.

The discussion was centered on topics concerning the import restriction policy, Foreign Direct Investments (FDIs), and possible areas of bilateral cooperation.

Discussion with the Minister of Tourism



Date: 14 October 2020

Mr. Andreas Hergenröther and H.E. Holger Suebert met with the Minister of Tourism, Mr. Prasanna Ranatunga to discuss the way forward in the tourism industry. Topics concerning the airport re-opening and PCR testing procedures, joint marketing campaigns and increasing policy dialogue between industry stakeholders and authorities were discussed during the meeting.

International exposure at Fruit Logistica – Press Conference



Date: 08 October 2020

The Delegation of German Industry and Commerce in Sri Lanka (AHK Sri Lanka), as the official representative in Sri Lanka for Fruit Logistica – the world's leading trade fair for fruits, vegetables and spices, organized a press conference with Sri Lankan agricultural sector stakeholders and export-oriented SMEs.

The aim of the press conference was to raise awareness about the significance of participating in Fruit Logistica – a specialized international trade show for fruits, vegetables, and spices, and increasing opportunities for local industry stakeholders and export-oriented companies.

Fruit Logistica is the world's leading trade fair for fruits, vegetable, and spices, attracting more than 3,300 exhibitors from over 90 countries, and more than 72,000 trade visitors from over 135 countries. The trade show offers exhibitors an international platform with total visibility for fresh produce and other agricultural products, while providing opportunity for face-to-face meetings

with potential business partners and strengthening existing business relations with suppliers and customers.

The trade show is scheduled to happen from 18-20 May 2021 in Berlin and online. With the headline "Meet onsite. Connect online", the adapted trade show concept focuses on business meetings and turn-key exhibition packages to maximize exhibitors' flexibility and business opportunities.

During the press conference, the Chief Delegate of the Delegation of German Industry and Commerce in Sri Lanka, Mr. Andreas Hergenröther highlighted the importance of raising awareness for products 'Made in Sri Lanka' in international markets, and increasing business opportunities for Sri Lankan fresh fruits & vegetable exporters.

Interested companies and stakeholders in the fresh fruit and vegetable sectors are invited to register for the trade show and showcase their products to an international audience.

For registration and more information on the Fruit Logistica trade fair:

Malintha Gajanayake
Head of Corporate Affairs/Export Promotions
Email: malintha@srilanka.ahk.de
Tel: +94 112 314 364/67

Tourism Committee meeting with German Ambassador H.E Suebert

Date: 29 September 2020

AHK Sri Lanka organized a meeting with German Ambassador H.E Holger Seubert and industry stakeholders to discuss the prevailing challenges and possible solution in the tourism industry. Key players in the tourism industry of Sri Lanka discussed potential strategies such as promoting policy dialogue and improving communication/dialogue between industry stakeholders and government authorities.

Participants in the discussion included local and foreign industry stakeholders such as Aitken Spence, LSR, FTI/HOT Tourism, DER/Go Vacation Sri Lanka.

Virtual Business Delegation on Energy-Efficiency and Self-Sufficiency in Industrial Production

Date: 2 - 4 November 2020

As part of the German Energy Solutions Initiative by the Federal Ministry for Economic Affairs and Energy (BMWi), AHK Sri Lanka organized a Fact-Finding Mission on the topic of energy efficiency and self-sufficiency in industry.

The Fact-Finding Mission acquainted Sri Lankan decision-makers from politics and industry with Germany's world leading energy solutions.

4. Vocational Training and Programs

Senior Experten Service (SES)

Foundation of German Industry for International Cooperation

Senior Experten Service (SES) – the Foundation of German Industry for International Cooperation – is the largest German volunteer placement organisation for retired skilled and management professionals. It is a non-profit organisation providing help for self-help since 1983, mainly in developing and transition countries, but also within Germany.

SES is supported by the main associations representing German business: the Federation of German Industry (BDI), the Confederation of German Employers' Associations (BDA), the Association of Chambers of Industry and Commerce (DIHK) and the German Confederation of Skilled Crafts (ZDH). The activities of SES abroad are funded partly by the Federal Ministry for Economic Cooperation and Development (BMZ). Projects in Germany are supported by the Federal Ministry of Education and Research (BMBF).

Senior Experts

SES Experts can draw on many years of professional experience. They pass on their knowledge on a

voluntary basis and train fellow workers in their subject fields all over the world. They come equipped with knowhow from around 50 branches of industry, along with good social skills, readiness to adapt to the conditions prevailing in the assignment country, and, in many cases, good foreign language skills. No costs are incurred to them through working for SES. Insurance is also taken care of.

Clients

The services of SES are mainly aimed at small and medium-sized enterprises, public authorities, professional bodies and business associations, social and medical institutions as well as training institutions. Close collaboration with other development organisations is well established. In Germany, SES also champions schools, schoolchildren, and trainees.

Assignment conditions

SES works according to demand and need. It responds to enquiries from clients, checks their requests and concludes separate agreements with the client and the Expert. The work of Experts assigned is of a



recommendatory nature. Sole responsibility for the implementation of recommendations lies with the clients. Protecting the intellectual property rights of third parties is one of the most important principles of all SES assignments.

Funding

Clients fund the lion's share of the costs associated with SES assignments – particularly those incurred at the assignment location. If foreign clients are unable to meet the costs of international travel and administrative expenses, BMZ can provide funds. SES activities in assisting young people in their education and training in Germany are financed by BMBF.

Contact

For more information, please contact our SES representative: Mr. Josef Tschoep: training@srilanka.ahk.de

Senior Experten Service (SES) · Foundation of German Industry for International Cooperation · Non-profit Organisation
Buschstr. 2 · 53113 Bonn · Germany · Tel.: +49 228 26090-0 · Fax: +49 228 26090-77 · ses@ses-bonn.de · www.ses-bonn.de



Allianz Life Insurance joins hands with Mobitel to provide exclusive Life Insurance Cover to its customers

Allianz Life Insurance, one of Sri Lanka's leading life insurance companies, announced that it has entered into an agreement with Mobitel, Sri Lanka's National Mobile Service Provider, to offer 'Araksha 365,' an exclusive life insurance cover to all its customers.

Designed to provide maximum benefit, the 'Araksha 365' cover will be offered in 2 different packages encompassing a Life Cover, Total Permanent Disablement Cover, Partial Permanent Disablement cover, a Critical Illness cover for over 40 illnesses, a Funeral Expenses Cover, Hospital Cash Daily Benefits as well as a Dengue Cash Benefit. Mobitel customers can avail themselves of this exclusive offer by simply sending an SMS with 'REG1' or 'REG2' to 226 on their Mobitel phones to activate the cover.

Commenting on the launch of this product, Jayalal Hewawasam, Chief Executive Officer, Allianz Life Insurance Lanka said, "At Allianz Life Insurance Lanka we take great pride in offering innovative and relevant products to keep pace with the ever changing needs of the modern customer. This partnership will enable us to provide protection to a greater cross section of Sri Lankans and we warmly invite all Mobitel customers to embrace the flexibility and ease offered under this product."



Speaking about the partnership, Nalin Perera, the Chief Executive Officer of Mobitel said, "As the caring network, we always strive to provide the best benefits and value to our customers. As such, this strategic partnership with Allianz Lanka at this point in time reiterates our core belief and will be of great importance to all our valued customers."

About Allianz Lanka

Allianz Insurance Lanka and Allianz Life Insurance Lanka, known together as Allianz Lanka, are fully owned subsidiaries of Allianz SE, Germany, a

world leader in integrated financial services.

Having started out as a Greenfield operation in 2005, it has emerged as one of the fastest growing insurance service providers in Sri Lanka. In a bid to further strengthen its local General Insurance operations, Allianz had acquired a 100% stake in Janashakthi General Insurance Limited in 2018. The company prides on supporting its clients' business strategy by understanding their risk profile and needs and providing individual solutions from its world class portfolio of products and services.



Ground-breaking ADB- funded LECO-UOM Microgrid Project launched in partnership with DIMO and DHYBRID

Lanka Electricity Company (LECO) together with the University of Moratuwa (UOM) launched a pioneering pilot project on Microgrid with a grant assistance of \$ 1.8 million (approximately Rs. 325 million) from Asian Development Bank (ADB). DIMO, together with the German specialist DHYBRID, has been selected for the supply of comprehensive Renewable Energy Microgrid consisting of power generation and storage, a model which can be scaled up for uninterrupted power distribution for customers across the country.



Representatives of partnering institutes and businesses together with Hon. Dulas Alahapperuma, Minister of Power and ministry officials at the project inauguration ceremony

The pilot project contains a commercial Microgrid and R&D facility which will be used as a research platform for the studies in nature of renewable energy integration and smart grids. The data obtained from the commercial Microgrid as well as the equipment and simulation environment will facilitate these R&D functions towards meeting the predefined research targets. The UOM has signed a Memorandum of Understanding (MoU) with LECO in establishing the “LECO Smartgrid Laboratory” and the facility will be maintained by LECO for the first 20 years. South Asia Energy Division of ADB with Ministry of Power and Energy conceptualised this intervention as a part of its continuous assistance to expand clean energy development in Sri Lanka. LECO, as one of the pioneering distribution utilities who is always willing to embrace these new concepts, was selected as the instrument to realize this concept.

The UOM premises was selected to be the site for the pilot cross-sectoral project due to the many advantages it offers. UOM will provide the rooftops and laboratory location and a set of targets are to be met by UOM post the commissioning. The initial investment and capacity development support are financed through ADB’s Clean Energy Financing Partnership Facility.

“ADB has been a long-term partner in Sri Lanka’s energy sector development. Our assistance in the clean energy, includes Sri Lanka’s first large scale 100MW wind park in Mannar, 30MW hydropower station in Moragolla and the solar rooftop credit line, among others. Similarly, ADB has been supporting the strengthening of power evacuation from distributed renewable energy generation both at transmission and primary distribution level, in addition to its support for both supply side and demand side energy efficiency improvements.

ADB is always committed to supporting Sri Lanka’s inclusive energy sector development focusing on clean energy with new and innovative technologies and solutions”, said ADB Country Director for Sri Lanka Dr. Chen Chen.

Acting General Manager of LECO Dr. Narendra De Silva said, “LECO is always dedicated to maintaining a safe and hassle-free electricity supply to our customers around the clock on their demand. This project will be developed as a solution for power interruptions consumers face due to breakdowns as well as outages during maintenance activities. During such power failures, solar inverters also withdraw from the system by anti-islanding protection, driving even the customer who has sufficient power to power up their premises through their solar generation, go out of power.”

“Microgrids are identified as a

solution for these problems where it can increase the hosting capacity of the distribution network and can feed the power to the network when the grid is not available, since the excess power can be stored while storage issues like reverse power flow and subsequent voltage issues are also expected to be mitigated.

Through this pilot project, LECO will seek the possibility of replicating the concept for other transformers and similar premises, to improve power supply reliability and the lessons learnt through this project will be shared internationally”, he further added.

Furthermore, he highlighted the notable contribution and assistance from ADB and in particular, the strong support from Dr. Yongping Zhai, Chief of Energy Sector Group, Dr. Priyantha Wijayatunga, Director of South Asia Energy Division, Dr. Mukhtor Khamudkhanov, Dr. Aiming Zhou, and Mr. Ranishka Wimalasena, Dr. Tilak Siyambalapitiya and Mr. Upali Daranagama for formulating this novel concept.

Chairman & Managing Director of DIMO, Ranjith Pandithage said, “As a company which plays a significant

role in Power sector through Transmission and Distribution projects and Power Generation - mainly focusing on Renewable Energy, we are indeed privileged to work together on this historic project that will take local power supply to the next level.

DIMO’s highly qualified and experienced team of engineers are assigned to execute this project while sharing the knowledge with our German partner DHYBRID. We believe that this project will help DIMO to enhance the expertise in developing the Microgrid concept in Sri Lanka. DIMO has also been contributing to the constructing of the utility grid of Sri Lanka for the past 50 years.”

Director of DIMO Wijith Pushpawela stated, “Microgrid concept is experimented and utilized not only in Sri Lanka but all over the world and is recognized as the latest innovation in Power Generation and Distribution, as this will completely exclude the Power Transmission, giving financial benefits while also improving the quality of power. If this concept suits Sri Lanka, the country will look at establishing Microgrids in the long run to improve national power supply”.

Fabian Baretzky - Country Manager of DHYBRID commented, “We are honoured and proud to be a part of the exciting transition of the energy system in Sri Lanka together with our partner DIMO. We believe that LECO is pursuing an ambitious and an advanced approach to increase renewable energy penetration in the grid while at the same time enhancing the resilience of the grid. Together with DIMO, we plan to further support the transition of the country towards a more independent and greener energy system”. DHYBRID is a specialized international solution provider of renewable and hybrid energy systems for industries, utilities, and islands. They combine conventional energy supply, such as diesel generators or unstable utility grids, with renewable energy systems and storage technology - perfectly controlled and comprehensively visualized.

This partnership of ADB, LECO and UOM with strong expertise and wide experience of implementing, together with DIMO and DHYBRID, would undoubtedly help Sri Lanka’s strong drive for clean energy development and in achieving the target of 70% of its power generation from clean energy sources by 2030.



Häfele organizes Webinar on Importance of a Reliable Solutions Partner for the Construction Industry in Sri Lanka

“Sri Lanka is a major market with immense opportunities for big players in the construction and architectural industry”, Häfele South Asia Managing Director Mr Jurgen Wolf told a webinar for the Colombo design and construction community on the “Importance of a Reliable Solutions Partner for the Construction Industry in Sri Lanka” held on 30th September 2020.

Mr Wolf further explained, “When Häfele entered the Sri Lankan market, we saw plenty of opportunities in the construction sector.” As Häfele completes 10 years in the Sri Lankan market, “We found projects & hospitality sector requirements in Sri Lanka to be

highly sophisticated,” adding that Häfele does not stick to selling products but provides comprehensive solutions to its customers.

Furthermore, he explained “Sustainable Hardware Solutions are as important to a Project as is the Design. The true functionality of the overall Design comes through only when the hardware used to create those designs is of top quality. Being a German Company, Häfele has always given great emphasis to sustainable quality that is offered to our customers only after the most rigorous checks and measures. And to support this proposition holistically we have also recruited a fully trained

technical support team that walks with you through every stage of the Project. Our aim is to provide our customers with a peace-of-mind experience together with world-class quality for their projects.”

The webinar was launched by Chief Delegate – Delegation of German Industry and Commerce, Sri Lanka, Mr Andreas Hergenroether.

Häfele has entered a Premier Platinum Partnership with the Delegation of German Industry and Commerce in Sri Lanka (AHK Sri Lanka) for 2020. The primary objective of this partnership is to support the hospitality sector in Sri Lanka with sustainable hardware solutions.



INFORMATICS
INSTITUTE OF
TECHNOLOGY

In need of IT Staff?

Since the National IT-BPM workforce summary 2019 was made public, it is no secret that telecom, computer and information services represent a key growth factor within the service sector that generated US\$995 million earnings in 2018. Earnings from the ICT sector have been growing at 7-8% annual rate. The ICT sector has become the 5th largest source of foreign earnings in Sri Lanka.

The Information and Communication Technology Agency (ICTA) in their summary 2019 stated that the ICT

sector has grown 120% over the past 5 years.

Export Development Board (EDB) has identified ICT and BPM as being part of the six priority sectors in the National Export Strategy (NES). Together with other key players, the target was set for ICT of becoming a US\$5 billion industry creating 200,000 direct jobs and enabling the launch of 1,000 start-ups by 2022.

ICT Industry Skills Council (ITCISC) has taken a decision in September 2019 to actively boost the numbers of high-level ICT graduates from tertiary and

vocational educational sectors, ambitiously seeking to build an ICT workforce of 350,000 by 2025, positioning Sri Lanka as a knowledge hub in Asia.

This is the scenario where Informatics Institute of Technology (IIT) has identified a niche market to bridge the gap between the increasing demand of the industry for IT specialists that are difficult to find these days.

Informatics together with interested sponsoring corporate partners offers 2 types of work/study programmes:

I. InfoSchol:

Informatics' InfoSchol programme is an undergraduate scholarship for school leavers that takes five years to complete. During this time, the student will work full-time for a sponsoring company as an intern and study part-time during evenings and weekends.

Admission: G.C.E. A/L with 3 A passes, G.C.E. O/L with Maths and English credit passes. Interested students are required to participate in written and oral entry tests which will determine their eligibility to enroll on this programme.

InfoSchol offers bachelor's degrees in the following undergraduate programmes, which are awarded by University of Westminster, UK:

- BSc (Hons) Computer Science
- BEng (Hons) Software Engineering
- BSc (Hons) Business Information Systems
- BA (Hons) Business Management

Students will be able to select career pathways in Software Engineer, Web Application Programmer / Developer / Architect, Software Designer / Analyst / Engineer, UI / UX Engineer, Project Manager, Website Designer / Programmer, Mobile Application Developer / Architect, Business Analyst, Computer Systems Analyst, Quality Assurance Engineer, Researcher, Business Analytics in Marketing, HRM, Operations / Financial Management and etc.

II. InfoGrad

Through InfoGrad, Informatics offers candidates with a Bachelor's degree (second class and higher) from Sri Lankan state universities full scholarships in collaboration with corporate sponsors to register for any of the 2-year MSc degrees awarded by the University of Westminster (UoW), UK and Robert Gordon University (RGU), UK that are conducted in Sri Lanka.

The courses are designed to equip students with an understanding of state-of-the-art methods and tools, thereby giving them a solid foundation to tackle technical challenges in their work assignments. This will in turn benefit the industry of Sri Lanka. At all stages, the course content is complemented by practical sessions designed to reinforce the learning process, also enhancing the vocational relevance of the programmes.

Through InfoGrad, IIT offers the corporate sector four Master programmes which are of strategic relevance:

University of Westminster:

- MSc Advanced Software Engineering
- MSc Cyber Security and Forensics

Robert Gordon University:

- MSc Big Data Analytics
- MSc Business Analytics

All MSc programmes are designed to be part-time, conducted either in the evenings or on weekends thus allowing the students to work full-time for the sponsoring company.

Graduated employees will have the opportunity to move into a variety of job roles in their selected career specialization from Project Managers to Software Developers including the internet and other networked environments. Other career opportunities are in Cyber Security or Forensics offering assignments such as Researcher in Applied Cryptography, Researcher in Network, Computer Security, IT Security Operation Specialist, Forensics Analysis etc. The career path of analytics includes the fields of Big Data, Big Data Engineer, Data Analytics, Technology Solutions Architect, Senior Software Engineer etc.

Both sponsorship / scholarship programmes will be governed by a Tri-Party Agreement outlining the responsibilities of the sponsoring company, student and IIT and offer

participating corporates the following benefits:

- Getting a valuable in-house resource for a minimal investment
- Filling gaps in the workforce
- Grooming workforce over a period of 2 years thus minimizing employment turnover
- Increasing loyalty from the applicant to work for 2 years (or longer)
- Staying competitive within the national and international demands of the industry
- Mentoring opportunities for existing staff / fostering leadership skills in current employees
- Contributing to the national strategy to increase Sri Lanka's IT workforce to meet the market needs

About Informatics Institute of Technology:

Informatics Institute of Technology (IIT) is part of the Informatics Group of Companies. It revolutionized higher education in Sri Lanka by becoming the country's first-ever private institute in 1990 to offer world-class, internationally renowned British degree programmes in the fields of Information Communication Technology (ICT) and Business. The undergraduates and postgraduate internal degree programmes of IIT are affiliated with the University of Westminster (UoW), UK and the Robert Gordon University (RGU) through the School of Computing and Business.

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New Premier Platinum Partner of AHK Sri Lanka – Senok Trade Combine

The official signing of the Premier Platinum Partnership between the Delegation of German Industry and Commerce in Sri Lanka (AHK Sri Lanka) and Senok Trade Combine took place at the AHK Sri Lanka office on Wednesday, 18 November 2020 in the presence of Mr. Andreas Hergenroether – Chief Delegate of AHK Sri Lanka, Mikhail Selvanayagam – Director of Senok Group and Shahaz Zahir from Senok.

Since the establishment of Senok Trade Combine (Pvt) Ltd in 1979, from the travel business, the company has diversified into construction machinery, commercial vehicles, and automobiles. The manufacturing arm of the company too commenced operations in precast concrete, bitumen emulsion, windows & doors, tea production, construction of harbour, airport and hospital construction, and development and maintenance of renewable energy generation in hydro, wind and solar sectors. Today, the company also provides after-sales services in machinery, commercial vehicles and automobiles, and operates in aviation and hospitality industries, and holds lucrative overseas operations in the Maldives, Uganda, and Kenya.

German brands represented by Senok Trade Combine include Borgward, Berky, Hako, Hamm, Liebherr, Voge, and Wirtgen.

While thanking the management of Senok Trade Combine, we would like to wish Senok good luck for future endeavors.



Caption: Mr. Andreas Hergenroether – Chief Delegate of AHK Sri Lanka and Mr. Mikhail Selvanayagam – Director of Senok Group during the ‘Premier Platinum Partnership’ signing.

Trade Fairs in Germany

<p>Virtual Medica 2020</p> <p>16-19 November 2020 in Düsseldorf</p> <p>www.medica-tradefair.com</p>	<p>MEDICA is the world's largest event for the medical sector. For more than 40 years it has been firmly established on every expert's calendar. There are many reasons why MEDICA is so unique. Firstly, the event is the largest medical trade fair in the world – it attracted more than 5,500 exhibitors from 71 countries in 17 halls.</p> <p>MEDICA 2020, the worlds-leading information and communication platform for the medical technology industry and supplier industry for the medical technology industry, will take place entirely online.</p> <p>Personal protective equipment is playing more important role than ever in medical facilities. That is why we've decided to provide you with an exclusive area at the focal parc "PPE@MEDICA" to showcase your products. Take advantage of this opportunity to establish yourself as a reliable partner, enter partnerships and highlight the latest in personal protective equipment.</p>	
<p>ASIA FRUIT LOGISTICA ON</p> <p>18-20 November 2020 in Singapore</p> <p>www.asiafruitlogistica.com</p>	<p>ASIA FRUIT LOGISTICA ON is the name of our new digital event format and it is much more than just a virtual trade show. It is a sophisticated online platform that connects exhibitors with buyers and sellers in Asia.</p> <p>It's an online space which gives thousands of exhibitors and visitors the best platform to make new connections, to meet, to organize formal business meetings, to discuss deals, and to plan the season ahead.</p>	
<p>BAU 2021 Online</p> <p>13-15 January 2021</p> <p>www.bau-muenchen.com/en/</p>	<p>BAU will be implemented as a digital format in 2021.</p> <p>BAU is a trade fair for architecture and building materials in Munich. This presents a number of international exhibitors, materials and systems to the industry and established American, housing and interior. Here are all leaders in the industry represented, so that the trade fair is the most important event in the European construction industry is. In addition, numerous events on the main themes of the building instead.</p>	
<p>IMM</p> <p>18-24 January 2021 in Cologne</p> <p>www.imm-cologne.com/</p>	<p>imm cologne is an international furniture fair, which takes place once a year in Cologne and has firmly established itself as the leading trade fair for the furniture industry. It presents the latest global furniture and interior design trends for the coming season and inspires every year with many marketable innovations. Exhibitors will be offered the opportunity for product and market tests on the final consumer.</p>	
<p>BOOT</p> <p>23 – 31 January 2021 in Duesseldorf</p> <p>www.boot.com</p>	<p>Boot Düsseldorf is the leading water sports trade fair and boat show worldwide. 2000 exhibitors from 70 countries, 250,000 visitors from 90 countries participated at BOOT 2020.</p>	




ISPO Online 01 Feb – 05 Feb 2021 www.ispo.com/en/munich	ISPO Munich 2021 will be held online. The largest trade fair for sports business. Snowsports, Outdoor, Health & Fitness, Urban, and Team sports take part at this fair. 2.800 exhibitors and more than 80.000 visitors visit ISPO annually.	
ISM 31 Jan – 3 Feb 2021 in Cologne www.ism-cologne.com	World's largest trade fair for sweets & snacks. A successful combination between impulses and innovations, exciting networking, first-class exhibitors and competent visitors forms an offer that is unique around the globe. 1674 exhibitors displayed their world class products last year in front of 37,00 visitors.	
FRUIT LOGISTICA 18-20 May 2021 in Berlin and Online www.fruitlogistica.com	FRUIT LOGISTICA covers every single sector of the fresh produce business and provides a complete picture of the latest innovations, products, and services at every link in the international supply chain. It thus offers superb networking and contact opportunities to the key decision-makers in every sector of the industry. 3.200 exhibitors and 78.000 trade visitors attend FRUIT LOGISTICA every year to realize their full business potential within the international fresh produce trade – and to write their own success story.	
INHORGENTA 15 – 19 April 2021 in Munich www.inhorgenta.com	INHORGENTA MUNICH provides a unique combination of individuality, inspiration, and innovation. Our new strapline uses three magic words to highlight how we are shaping the future for the sake of your success. 1055 exhibitors from 44 countries and 26,000 trade visitors 85 countries have participated in the previous exhibition.	
INTERPACK 25 February – 3 March 2021 in Duesseldorf www.interpack.com	The world's leading trade fair for packaging industry covering all sectors food, beverages, confectionery, pharma, baked items, cosmetics. Latest machinery display is one of the highlights of the fair for the participants.	
PROWEIN 21 – 23 March 2021 in Duesseldorf www.prowein.com	ProWein is the world's leading trade fair for wines and spirits, the largest industry meeting for professionals from viticulture, production, trade and gastronomy. Every year ProWein provides three days of concentrated business and a highly promising ancillary program. 61,500 visitors from 142 countries visited the trade fair & 6900 exhibitors were present at ProWein 2019.	
DRUPA 20 – 30 April 2021 in Duesseldorf www.drupa.com	There is no other industry event that has such great international appeal as the leading trade fair for printing technologies. More than half of its visitors come to Drupa with specific investment projects. 1828 visitors from 54 countries and 1900+ exhibitors were present at Drupa 2016.	
TRANSPORT LOGISTIC 04 – 07 May 2021 in Munich www.transportlogistic.de	Transport Logistic: The world's leading trade fair for logistics, mobility, IT, and supply chain management has been taking place in Munich since 1978. Also, part of transport logistic is air cargo Europe the industry gathering for the international air freight industry. 2374 exhibitors from 63 countries, 64,000 visitors took part in TL 2019.	
TIRE 18-20 May 2021 in Cologne www.thetire-cologne.com	THE TIRE COLOGNE is the international trade fair for the tire industry. Motor vehicle and tire workshop equipment features prominently in addition to tires and wheels. The offering is rounded off by tire retreading and the recycling and disposal of old tires.	

<p>Anuga</p> <p>09 – 13 October 2021 in Cologne</p> <p>www.anuga.com</p>	<p>From 9-13 October 2021, Anuga, the world's leading trade fair for food and beverages, will play a decisive role in bringing together the industry's largest business network and showcasing the solutions and trends for a successful future.</p> <p>It is not just a single trade fair, but 10 trade shows in one. This concept makes Anuga a unique platform of opportunities for exhibitors and trade visitors. Each trade show is dedicated to one of the most significant segments of the food and beverage industry. Anuga will offer you with; a global meeting point, matchmaking, participation opportunities, key contacts and press coverage.</p>	
<p>spoga+gafa</p> <p>30 May – 1 June 2021 in Cologne</p> <p>www.spogagafa.com</p>	<p>Spoga+gafa is the world's leading international trade fair for the garden and leisure industry and open to trade visitors only. The fair is characterized by the high internationality of exhibitors and visitors, making it the most important platform in the industry to conquer new markets, to find new contacts and to learn about the latest trends and innovations.</p>	
<p>A+A</p> <p>26-29 October 2021 in Düsseldorf</p> <p>www.aplusa-online.com</p>	<p>A + A is the world's leading international trade fair for occupational safety and health at work. Over 2100 exhibitors from 61 countries present a remarkable portfolio of products, solutions and innovative concepts and themes.</p>	
<p>Bazaar Berlin</p> <p>3 – 7 November 2021</p> <p>www.bazaar-berlin.com</p>	<p>BAZAAR BERLIN is Germany's most international sales fair for handicrafts, design, natural products, and Fair-Trade goods. Every year in November around 500 manufacturers and retailers from more than 60 countries present their high-quality goods and exotic merchandise.</p> <p>The five themes of Bazaar Berlin 2021 will include the world market, natural living, art and style, winter at home and fair trade.</p>	
<p>For More Information</p>	<p>Malintha Gajanayake</p> <p>Head of Corporate Affairs & Export Promotions</p> <p>Tel: 0094 112314364</p> <p>Email: Malintha@srilanka.ahk.de</p>	

Our Trade Partners



Trade Fairs in Sri Lanka

<p>INTEX SOUTH ASIA</p> <p>18th 20th November 2020</p> <p>www.intexsouthasia.com</p> <p>Venue – SBMEC, Colombo</p>	<p>Intex South Asia is the biggest and most successful international textiles sourcing show of the South Asia region. It was created to fulfil the growing demand for innovative, smart, and trendy textiles for the developing textiles and apparel industry of our region which caters to large domestic as well as export markets. Intex South Asia is active in transforming the region into leading textiles.</p>	 <p>6th Edition SOUTH ASIA 2020 Yarns • Apparel Fabrics • Denims • Accessories Powerhouse of Opportunities</p>
<p>Profood Propack & Agbiz</p> <p>6th – 8th August 2021</p> <p>Venue: BMICH, Colombo</p>	<p>“Profood Propack & Agbiz” is the most comprehensive food, beverage, and packaging exhibition in Sri Lanka. This wide - ranged exhibition provides you a one stop solution with this year’s theme " From the Farm to the FORK". 19th edition of “Profood Propack & Agbiz” is scheduled to take place in the presence of over 250+ exhibitors from 20 countries showcasing more than 1000 new products & services in 370 stalls and 28,000+ visitors. Profood Propack & Agbiz 2020 being Sri Lanka's largest trade fair is a ' must not miss' exhibition for all organization involved in processed food and beverage, packaging & agriculture to showcase their products.</p> <p>With the inception of Pro Food Pro Pack in the year 2002 the objective of enhancing Sri Lanka’s Food Processing Industry benefited tremendously by way of creating a wide array of opportunities in exposing/merchandising the FPI products locally and internationally. Celebrating the 19th edition this year, Pro Food Pro Pack has emerged as the most looked forward event in the industry calendar.</p>	 <p>Profood Propack Ag-Biz THE 19TH EDITION</p>
<p>For more information contact:</p>	<p>Malintha Gajanayake Head of Corporate Affairs & Export Promotions Tel: 0094 112314364 Email: Malintha@srilanka.ahk.de</p>	 <p>Delegation der Deutschen Wirtschaft in Sri Lanka Delegation of German Industry and Commerce in Sri Lanka</p>

About Us



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Services offered by AHK Sri Lanka

1. Market Entry Support
2. Business partner search
3. Market Information
4. Trade Fair Services
5. Sector Committees
6. Vocational Education Training
7. Premier Platinum Partnership
8. Legal Services
9. Translation Services

Our Premier Platinum Partners



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