

NEWSLETTER, NOVEMBER 2020

INDO-GERMAN CHAMBER OF COMMERCE

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EVENTS

GERMAN DAYS DIGITALES 2020

We hope you have been enjoying the very engaging German Days Digitales 2020, curated especially for you by the Indo-German Chamber of Commerce.

We invite you to continue the e-interactions with about 100 member companies and partner organisations participating at the German Days Digitales. Please note that the platform will be live for an extended week until **10th November, 2020**.

We are delighted to inform you that the live sessions of German Days Digitales 2020 were a great success. There were power packed knowledge forums and panel discussions on a variety of subjects. Do not worry if you have missed any session due to your busy schedule, because all sessions are available for you to view on the platform until 10th November, 2020.

Here are some of the session highlights for your easy reference:

- Inaugural Session : Indo-German partnership for a competitive and sustainable India
- Sessions on Industry 4.0 and Mobility
- HR in the Age of Disruption
- Sustainability with focussed sessions on the chemical industry, agriculture, renewable energy, healthcare sector.
- Coping with Uncertainty, presented by Jungheinrich Lift Truck India Private Limited - Guest speaker - Dr. Jaya Row, Creator, Vedanta Vision and initiator, Managing Trustee
- Indo-German Collaboration in Football - the Partnership of AIFF and DFB
- Business Location Germany : Markets Germany. By Germany Trade and Invest (GTAI), Invest in Bavaria, FrankfurtRheinMain, Hamburg Invest.
- Opportunities for Collaboration between Industry and Research Institutes in India.

- German-Indian Start-up Exchange Program.
- The Showcase: German Lifestyle and Culture - talks on German art, architecture, culinary experience, football training.
- Celebrate the spirit of German Oktoberfest with “Die Bavaros” – Bayerische Musik, Germany - presented by HÄFELE from the comfort of your home.

In case you have not registered till now, please use the following steps:

1. Click on the following link: <https://www.germandays-digitales.com/>
2. On registering you will receive an automated email message.
3. Please click on the “**let’s get started**” tab in the email. This will take you to the German Days platform: [German Days Digitales 2020 platform](#)
4. This will enable you to view the sessions and to visit the exhibiting member companies and partner organisations.



3rd Global RE-INVEST Renewable Energy Investors Meet & Expo: 26th – 28th November, 2020

The 3rd Global RE-INVEST Renewable Energy Investors Meet & Expo, organised by the Ministry of New and Renewable Energy (MNRE), Government of India, will be held from 26 – 28 November, 2020 on a Virtual Platform. RE-INVEST 2020, themed ‘Innovations for Sustainable Energy Transition’ aims to accelerate the worldwide effort to scale up development and deployment of renewable energy and connect the global investment community with Indian energy stakeholders. It will feature a 3-day conference on renewables and future energy choices, and an exhibition of manufacturers, developers, investors and innovators.

Indo-German Chamber of Commerce in collaboration with the Indo-German Energy Forum (IGEF) Support Office is organizing a virtual German Booth at the RE-INVEST 2020.

Please find the registration link for the E-Expo: <https://re-invest.in/register/>

The virtual expo will be free of cost for visitors.

We are looking forward to your visit at the German booth!

For any queries, please contact Ms. Shivani Chaturvedi at shivani@indo-german.com

EDUCATION & TRAINING



amfori

As the leading global business association for open and sustainable trade, amfori brings together over 2,400 retailers, importers, brands and associations from more than 40 countries. We believe in a world where all trade delivers social, environmental and economic benefit for everyone. We call this Trade with Purpose ([Read More](#)). IGCC hosts the representation for amfori in India.

Capacity Building activities for amfori Producers:

Date	Topic
05-Nov-20	Webinar on amfori BEPI
24-Nov-20	Webinar on amfori BSCI
09-Dec-20	Webinar on amfori BEPI

For information please contact Natasha Majumdar, amfori Network Representative – India Tel: +91-22-6665-2139 E-mail: Natasha.majumdar@amfori.org

Executive Business Management Programme (EBMP) - Admissions Open for Batch 2021 – 2022 (Commencing on 9th January, 2021)

Your Blueprint for Excellence

The IGTC EBMP is now open to working professionals nationwide. It is offered in two part-time options:

- **New Quarterly Format**; 6 blocks of 9 days each, once every three months in Mumbai (commencing on 9th January 2021) or the
- **Traditional Weekend** Format in Mumbai (commenced on 5th September 2020)

Programme features at a glance:

- **Attend** live classes with entrepreneurially-driven, industry professionals from diverse backgrounds.
- **Apply** the German Dual System merging German precision and excellence with Indian innovation and agility.
- **Learn** from India's top Business School faculty with rich corporate and academic exposure.
- **Grow** with expert feedback and assessment on a live project or an integrated business plan to accelerate the growth and profitability of your organization.
- **Earn** a Management Certification by the Indo-German Chamber of Commerce (IGCC).
- **Access** a professional network of over 5,500 IGCC member companies and belong to a global fraternity of over 2000 IGTC alumni.
- **Enhance** intercultural understanding of 'Business Environment Germany' with an intensive study trip to DHBW Karlsruhe, Germany (optional).

[Download EBMP Brochure](#) or for further information visit www.igtcindia.com or contact Meghna Mody | +91-7045366565 | ebmp@igtcindia.com

Post Graduate Programme in Business Administration (PGPBA) - Admissions Open for Batch 2021 – 2023 (Commencing on 1st August, 2021)

Sculpting Future Leaders

The IGTC PGPBA is now open to graduate students in any field who aspire to gain a deep understanding of business.

Programme features at a glance:

- **Attend** live classes during the 18-months, full-time business administration programme merging German precision and excellence with Indian innovation and agility.
- **Apply** the German Dual System to connect strong academic theories in the classroom to real-world examples and problems.
- **Learn** from India's top B-School faculty who are thought leaders from the world of management education with rich corporate exposure.
- **Engage** with leading Indo-German organizations, who select trainees during the admission process and provide practical training with exposure to German processes, best practices and work culture.
- **Implement** live projects at the assigned company under guidance of your mentors and grow from invaluable, expert feedback.
- **Graduate** with a PGPBA certificate jointly awarded by the German Chambers of Commerce and Industry (DIHK) and the Indo-German Chamber of Commerce (IGCC).
- **Earn** an enviable placement and enjoy limitless success in the corporate world.
- **Enhance** intercultural understanding with 'Business Environment Germany', an intensive study trip to DHBW Karlsruhe, Germany (optional).
- **Transfer** credits to attain a Master in Business Management degree from the DHBW Heilbronn, Germany (optional).

Download PGPBA Brochure or for further information visit www.igtcindia.com or contact Vera Dsouza | +91-9833276878 | mumbai@igtcindia.com

Open Training Programme | Crisis Leadership Code

Discover the code to lead during a crisis with a special training programme curated by the Indo-German Training Centre presented by senior faculty Dr. Anita Bandyopadhyay.

Programme Details: 7.5 hours | spread across 3 days | 2.5 hours each day | Online | Chargeable.

For further information contact Nehan Barodawala | +91-9870042664 | connect@igtcindia.com



Train the Trainer certification course “Ausbildung der Ausbilder – International”

6th November – 22nd November 2020 (Basic Version) / 6th December 2020 | Every Fri/Sat/Sun, 4 hours per day | Online

With global competition, it's employees' skills and competence levels that provide a competitive edge to a company. Effective skill development is no longer a task of trainers, but also leaders need to continuously coach their team members on the job.

The flagship training concept “Ausbildung der Ausbilder – International” empowers both these groups to develop and implement impactful skilling measures on the job: The 40-hour **Basic Version** equips leaders and HR professionals with the pedagogic know-how to coach trainees on the job. On successful passing, participants are awarded an internationally recognized certificate by DIHK and IGCC.

For more information, visit indien.ahk.de/events/event-details/ausbildung-der-ausbilder-ada-international-basic-version or contact Ms. Isabell Jenninger and Ms. Purva Ghotkar | +91 20 41047 -114/-118 | dualpro@indo-german.com.

Examiner Foundations Training

24th – 26th November 2020 | 6.00 – 8.00 PM (2 hours per day) | Online | Free of charge

Independent examinations, overseen and evaluated by experienced practitioners from the industry and vocational schools, are an important pillar and substantial contributor to the high quality of the German dual vocational education system. The foundations training equips professionals interested in becoming examiners with the knowledge, skills and capabilities needed to take on this important role and join a vibrant community of vocational training experts in Pune and Coimbatore.

For more information visit <https://indien.ahk.de/events/event-details/examiner-foundations-training> or contact Ms. Isabell Jenninger and Ms. Purva Ghotkar | +91 20 41047 -114/-118 | dualpro@indo-german.com.

Management Development Programme (MDP) on Strategic Financial Management

(Tentative) 4th – 19th December 2020 | 10.00 am – 12.00 Noon | Every Fri/Sat, 2 hours per day | Online | Chargeable

The main features of the programme are:

- Three-week programme for working professionals
- Sessions on Fridays & Saturdays
- Duration of one session: 2 hours
- Experienced faculty member with years of industry background
- Certificate awarded by Indo-German Training Centre at the end of the programme
- Course fee: Rs. 10,000 including 18% GST

The programme will be conducted by Mr. Arijit Chakraborty, Chartered Accountant at Arijit Chakraborty & Associates.

For more information and to register, contact Ms. Madhura Ghosh Mukherjee | +91-9560108249 | madhura@indo-german.com.

BUSINESS ENQUIRIES

1. **A German company is looking to source Nictotinamide riboside chloride:** CAS 23111-00-4, Nicotinamide mononucleotide: CAS 1094-61-7, Apigenin: CAS 520-36-5, Betaine: CAS 107-43-7 from India. It requires food-grade products along with a certificate of analysis regarding purity and heavy metals of the products. The company is also open to explore possibilities of contract manufacturing in India for these products.

For more details, please contact chaitra.dole@indo-german.com and denise.eichhorn@indo-german.com


2. **German company looking for an established distribution partner in India for their products**

A reputed German company which is into manufacturing world-class machines in burner, heating & cooling technology is looking for an established distribution partner in India for their products, especially for their universal oil burners which are on the market for nearly 30 years and represent a high-quality solution for burning all kind of oils. The distribution partner should have experience in working with European companies, preferably German companies, and it would be great if the partner has established network in the burner & heating sector in India.

If this inquiry interests you and is directly relevant to your company then please write to Mr. Devraj Banerjee at devraj.banerjee@indo-german.com.

3. **German company looking for an Indian distributor for high-quality dietary supplements and health products**

A renowned German company specializing in the production of high-quality dietary supplements and health products for the B2C market is looking for a distributor in India. The distribution partner should have experience in working with European companies preferably German companies and should have an established network in pharmacies, drugstores or food stores. Other main responsibilities of the distributor are listed below:

- 
- Imports, Custom clearance, Registration requirements, Storage, Marketing and Sales of the products
 - Should have experience in marketing of pharmaceuticals, medical devices and health care products to pharmacies, drugstores and specialist stores
 - Should have an own warehouse and logistics infrastructure, including being versed in the legal requirements for the marketing of food supplements

If this inquiry interests you and is directly relevant to your company then please write to Mr. Devraj Banerjee at devraj.banerjee@indo-german.com

4. A German start-up is looking for a distributor in the Indian market

A German start-up which is into dealing with refurbished ultrasound machines is looking for a distributor in the Indian market. The company is focused on sustainably exporting refurbished ultrasound systems from Germany to India. They need a distributor who is experienced in trading of refurbished medical & similar equipment and has an extensive network with clinics, hospitals & nursing homes.

If this inquiry interests you and is directly relevant to your company then please write to Mr. Devraj Banerjee at devraj.banerjee@indo-german.com

5. Indian exclusive agent of a reputed German manufacturer of digital crane scales is looking for strategic alliance/synergy with German companies who are into agriculture sector.

Indian exclusive agent of a reputed German manufacturer of digital crane scales would like to enter into strategic alliance/synergy with German companies who are into agriculture sector and are looking to enter into Indian market. They offer products like weighing solutions including strain gauge-based sensors for force measurement, pressure, position++ via VPG Sensors for Agriculture.

If this inquiry interests you and is directly relevant to your company then please write to Mr. Mallikarjuna at mallikarjuna.s@indo-german.com

MARKETING IN GERMANY

1. **Abhijeet Techno Plast India Pvt. Ltd.** is an Indian Company founded in 2007, manufacturing Travel Hairdryer, Professional Hair Dryer, Water Kettle, Blenders and Hand blenders. Since inception, we are determined to provide high quality design and manufacturing of appliances with competitive pricing as per international standards. All our products are best of Quality and CE certified and meet German standard requirements. We are looking for buyers and representatives in Germany for our products.

If you are interested in our products, please write to anupama.narayan@indo-german.com or visit www.abhijeetplastics.co.in.

2. **Anjana International Industries** started with the sole mission of redefining the standard of excellence in healthcare by providing access to state-of-the-art medical products and solutions by partnering with leading German companies. We would like to take this opportunity to invite leading companies from Germany to partner with us in the field of Automobile and medical equipment and allied services and tap the potential of one of the fastest growing markets in the world-India.

In case you are interested in exploring business opportunities with Anjana International Industries, please write to anupama.narayan@indo-german.com.

3. **Arasna Industries** is an Indian Fastener Manufacturing Company based in Mumbai. It was founded in 1982 with two employees and has been growing ever since with a current workforce of 100 employees with an aim to grow even further. It has made a name for itself in the fastener industry and is serving industries from various sectors including Automobile, Engineering and Electrical. Arasna Industries is looking to expand and be able to serve new customers in Germany. They are looking for companies who require and buy fasteners and are looking for opportunities to grow and make strong ties in Germany.

For further details, please write to anupama.narayan@indo-german.com or visit www.arasnaindustries.com

4. **Exotech Plastics Pvt. Ltd.** is a manufacturing company located in Pune, India and is in the business of supplying highly aesthetic automotive and non-automotive injection moulded, chrome plated, painted, assembly of parts such as logos, nameplates, wheel-covers, hub-covers, chrome plated parts of bumper, fog lamps, head lamps, radiator grilles, rear appliques, interior parts such as chrome plated parts of air-vent, center console etc. These parts are supplied to OEMs of 4-wheelers, Trucks, 2-wheelers, Tractors etc and also to reputed Tier 1 companies. Exotech also supplies chrome plated and painted parts to the sanitary ware industry and other industries.

For more information please write to anupama.narayan@indo-german.com or visit www.exotechplastics.com

5. **Hughes and Hughes Chem Ltd. (HHCL)**, is a public limited company which was set up in 1991 with Technical Collaboration of Hughes & Hughes Ltd. of United Kingdom; a British company established in 1924 which is engaged in the production of various environment friendly products. HHCL has expanded over the years and now has tie ups with organizations from

Australia, Italy, Germany and Canada in Industries ranging from Aviation to Railways. We are looking for tie ups (Turn Key Representation Agreements) and Joint Venture (Assembly/Manufacturing in India) with German companies in the afore-mentioned space. We have sufficient Industrial Land, Trained Manpower and Financial Resources.

For more information please write to anupama.narayan@indo-german.com or visit www.hugheschem.com

6. **INAPEX Pvt. Ltd.** is an ISO 9001:2015 accredited Indian company supplying Components for Automotive industry and Diesel Engines sector. We also supply Components for Agricultural machines and Construction machines. We are a Sourcing company with 24 years' experience of supplying to OEM customers in the European market and dominantly in Germany. INAPEX is now looking to develop long term business of supplying custom made parts and components to automotive and engineering products industry in Germany. We look forward to receiving inquiries from buyers of Automotive parts, Agricultural machinery parts and Construction Machines parts for OEM application. Parts required in other related Engineering industry could also be of interest to us.

For more information please write to anupama.narayan@indo-german.com

7. **JIWANRAM SHEODUTTRAI INDUSTRIES PVT.LTD.** is an Indian company manufacturing industrial protective gloves and garments, work and casual wear. Our specialisation is in hand protection gloves and protective workwear. The Company was founded in 1997 and has 500 employees. **We are looking for importers and a representative in Germany. In case you are interested in our products.**

For more information please write to anupama.narayan@indo-german.com or visit www.jiwanramgroup.com

8. **Mecgale Pneumatics Pvt Ltd**, is an Indian company working in the field of Bulk Solids Handling, Pneumatic Handling, Sewage and Water Treatment plants, Raw Water Intake equipments and Automation. The company was founded in 1994 by group of technocrats. In the last more than two decades, we have progressed manifold and have become a technically competent EPC (Engineering, Procurement, Construction and Maintenance) partner of core sector industries and executed over 900 prestigious projects across the world.

For more information please write to anupama.narayan@indo-german.com or visit www.mecgale.com.

9. **MECh ENGINEERS** is a family-owned business with circa 150 employees which was founded in 1986 and manufactures and supplies custom designed industrial & process plant equipment for critical process industries. The product portfolio includes: **Process Plant Equipment** (such as High-Pressure Vessels, High Pressure Heat Exchangers, Industrial Autoclaves, Chemical Reactors, Process Distillation Columns/Towers, Storage Tanks, Specific Cylinders to Drums, Tank Container, Silos, Roof Mounted Tank etc.)

For more information please write to anupama.narayan@indo-german.com or visit www.mechengineers.net

10. **NIKOPAS ENGINEERING PVT. LTD.** is an Indian company specializing in manufacturing of “nkp” brand **Thread Cutting Dies & Hex Rethreading Die Nuts in HSS and CS** for the last 40 years. It offers a wide variety of THREAD CUTTING TOOLS. The company caters to the Indian market as well as foreign buyers. It produces standard as well as nonstandard dies, Die nuts in HSS as well as Carbon Alloy Steel in R.H., L.H and, different tolerances etc.

For more information, please write to anupama.narayan@indo-german.com or visit www.nikopas.com for more information.

11. **Reseda Lifesciences Private Ltd** is an Indian company established in 2017 manufacturing 100% Herbal based patent in process technology driven pest & germ control products. We provide **Mosquito repellent personal care, air care and homecare products, sanitization & disinfectant products**, pest management products, facility management products, veterinary (Mastitis, tick & flea control), specialty finishes textile & paint (biocides, pest control, hygiene finish). We would like to establish our product sales in Germany. We are ready for licensing for marketing, supplies from India or US Manufacturing site.

For more information, please write to anupama.narayan@indo-german.com or visit www.resedalife.com

12. **Saga Oriental Crafts** are manufacturers and exporters of Exotic Hand Knotted Silken / Wollen & handmade Rugs, Pashmina Stoles and Shawls, Wool stoles, silk scarves, Silks, Chain Stitch, Wall Hanging, Curtain Cloth, traditional jewellery, Gift Item, souvenirs etc. We are looking for new **buyers for our products** in Germany. We are very keen to do business with Germany.

In case you are interested in our business enquiry, please write to anupama.narayan@indo-german.com or visit our website www.sagaoriental.com

13. Samarth Enterprises is a small scale industry with more than 20 years of experience in manufacturing and working with many MNCs like Renishaw, Bosch, Sidel, Vigel, Rosler for their machinery components and Machinery enclosures bodies. We have two manufacturing facilities in Pune, one near Tata Motors and the other in Chakan. We have measuring Instruments like Trimos height Gauge and Trimos make Arm measuring for 2.5 mtr. Capacity. The company is equipped with a large manufacturing set-up with a wide range of machinery on the shop floor giving flexibility to the company to take up a variety of manufacturing tasks in a large quantity. Equipments, which the company has includes Milling machine, Cylindrical Grinding machine, Surface grinding machine, M1TR Machine, Lathe Machine, TiG Welding and MiG welding machines.


In case you are interested in exploring business opportunities with Samarth Enterprises, please write to anupama.narayan@indo-german.com or visit www.samarthenterprisepune.com

14. Sandeep Metalcraft is an AS 9100D certified Indian company, founded in 1989 and has 250 employees. Our specialisation lies in the manufacture of precision machined and sheet metal components and assemblies for a variety of industries like Aerospace, Oil & Gas, Defence, automobile, atomic energy, marine, Process and General industries. We manufacture our products exactly as per customers drawings and specifications. We have facilities for CNC Machining, 4-axis VMC, EDM Wire-cut, Grinding etc. We have in-house Tool Room, Heat Treatment and Surface Treatment facilities. CMM Inspection.

For more information, please write to anupama.narayan@indo-german.com or visit www.sandeepmetalcraft.com

15. Saran Ferros is one of the leading manufacturers of magnets in India. We cater to Automobile OEMs 2Wheeler and 4 Wheeler and also supply magnets for motors/ sensors/ floats etc. The company was founded in 1995 and is an ISO 9001:2000 certified company. We wish to export our products to Germany and are also looking for a Joint Venture partner or a representative in Germany.

In case you are interested in exploring business opportunities with our company, please write to anupama.narayan@indo-german.com




16. **SBS Crafts** is a SEDEX pillar-4 audited company, following the ISO 9001:2015 quality management system. It was established in the year 2009 in Kolkata, the cultural capital of India under the able leadership of Mr. Amit Khandelwal, who is nurturing this industry since 1994 as a manufacturer and exporter of leather goods and related accessories. Specialised in manufacturing of genuine leather bags, wallets, belts, credit card holders, purses, key rings, document holders, travel wallets, passport cases, conference folders and other related essentials for men and women in various qualities of leather made out of cow, buffalo, goat and sheep hides. In view of expansion, we look forward for new business tie ups with prospective brands/importers/whole sellers/buying houses and other potential buyers. We are even open to other business opportunities in terms of Export and Import with Germany.

In case you are interested in exploring business opportunities with our company, please write to anupama.narayan@indo-german.com

17. **Scan Holdings (P) Limited** is an Indian company with a global presence. We specialise in providing Innovative Metal Packaging Solutions for Food and Beverage industry to our clients spread across 33 countries. Established in 1995, the company swiftly dominated the packaging markets with its competitively priced high quality and customised products. 'Today, with resourceful avenues of global sourcing', Scan Holdings has an extensive range of quality packaging products to offer – can ends, bottoms, easy open ends, printed tinplate, labels, foils and many more. Scan Packaging (P) Limited, a fully owned subsidiary of Scan Holdings (P) Limited, owns and promotes Mahabir Industrial Park - government approved industrial land in Gujarat. The park is spread across 44 acres and is being developed with the idea of dedicating it to German companies and/or their Indian counterparts to make it a German business park.

For more information, please write to anupama.narayan@indo-german.com or visit <https://www.scanholdings.com/>.



18. Suvish Equipments & Services Pvt. Ltd. is an Indian start-up focused to provide Digital Engineering Solutions in the field of mechanical design. The company offers design services and manufacturing solutions. It is established by a multidisciplinary team with experts from Product Design, FEA, Tool Design, Automotive Manufacturing (BIW), Aerospace, Defence and Industrial Manufacturing domains. Suvish ESPL is a specialist in Process Automation, Computer Aided Design (CAD), Product Design, Tools, Jigs and Fixtures. Our manufacturing expertise contributes to our credibility and helps to maintain a swift production rate. We are also technical work force management providers. We have a state-of-the-art infrastructure for product delivery and our global delivery centres enable us to provide efficient services with flexible delivery time across global time zones by leveraging the latest and advanced tools and technologies.

In case you are interested in exploring business opportunities with Suvish ESPL, please write to anupama.narayan@indo-german.com or visit www.suvishespl.com

19. The Kangaro Group was established in 1959. A humble start at Ludhiana (India) has now turned into a leading stationery manufacturing organisation. We are engaged in manufacturing a wide variety of products including Staplers, Paper Perforators, Staples, Staple Removers, Paper Cutters, Binder Punch, Tape Dispenser, File Clips, scissors, pneumatic tools, Lever Arc Mechanism etc. A broad range of Tackers and Heavy Duty Staples is also manufactured in house. Competitive advantage comes from the dedicated R&D centre at New Delhi. Products are developed under strict supervision of over 100 technocrats and highly skilled people, engaged in developing new designs and concepts, particularly taking care of ergonomics. It is equipped with latest technology and infrastructure. We are looking for new customers in Germany to export our products.

If you are interested in our products, please write to anupama.narayan@indo-german.com or visit <https://www.kangaro.com>

20. **UNIVISION SOFTECH PRIVATE LIMITED** is a company specialised in the field of Industrial Automation, Industry 4.0, Machine Vision, Software Development, Contract Engineering Design & Development for the last 15 years. Our areas of focus are Embedded systems development, Software development services on Microsoft platform, Product design and development, Special Purpose Machine development and manufacturing for quality inspection / sorting automation. We have been exporting our products and services to German companies for last 10 years. We have a team of experienced engineers in the field of IT, Electronics engineering, Electrical engineering and mechanical engineering. Integrity and Trust form the core of our value systems. Our strength is knowledge of the German language & culture. We are interested to form a joint venture and partnership with a German company.

In case you are interested in exploring business opportunities with our company, please write to anupama.narayan@indo-german.com or visit <http://www.univision.co.in> ; <http://www.unisoftsystems.net>

21. **Xoxoday** is an India based one-of-a-kind all-in-one engagement and motivation platform that has been empowering organisations across the globe to improve business efficiency, productivity, performance while optimising costs in employees, sales, channel and consumer engagement. Zu Xoxos. robust technology platform includes three highly scalable, easy to use, plug-n-play products. **Empuls** is an all-in-one employee engagement solution to connect and align employees to shared vision & goals of the organization. **Compass** enables organisations to gamify incentives to effectively engage their distributors, retailers, channel partners, sales agents, and the 'gig workforce'. **Plum** is a digital rewards automation platform which helps business leaders digitise and automate rewards/ incentives/gifting/loyalty programs for employees, channel partners or consumers. We are looking at expanding our business horizons in Germany by adding partners and resellers who can also provide more visibility to our brand.

If this sounds interesting to you, please write to anupama.narayan@indo-german.com or visit www.xoxoday.com

TRADE FAIRS IN GERMANY

BERLIN TRADE FAIRS

ITB Berlin 2021 (10-14 March 2021), Berlin, Germany

In these exceptional times, the enthusiasm of the travel industry is unbroken. This is more certain than ever, that there is nothing that can compete with the magic and authenticity of physical meetings. The world's leading travel trade show ITB Berlin will take place in Berlin from **10-14 March**. Countries, cities and regions, tour operators, online booking portals and hotels and many other service providers from over 180 countries present their products and services. This is where top decision-makers, experts, buyers and young professionals from every area of the touristic value-added chain meet to gather information about important topics and the latest trends, establish business contacts and close global deals. In addition, the various halls at ITB are divided into separate segments which reflect the most current topics, thereby making it easier for trade visitors to navigate the show. At the Virtual Market Place® visitors can research exhibitors, products and networking participants – establish contact with them and set up meetings in advance – to optimally prepare their visit. Thus one can experience the whole world of travel at ITB Berlin – all in one location.

The stand registration for 2021 is online & paperless for the first time. Interested companies can log on: <https://www.itb-berlin.de/en/Exhibitors/StandRegistration/index.jsp>

For more information, please visit www.itb-berlin.com

InnoTrans 2022 (20 to 23 September), Berlin, Germany

InnoTrans is the leading international trade fair for transport technology and takes place every two years in Berlin. The broad segments of this fair are Railway Technology, Railway Infrastructure, Public Transport, Interiors and Tunnel Construction. InnoTrans occupies all 41 halls available at Berlin Exhibition Grounds. A unique feature of InnoTrans is its outdoor and track display area, where everything from tank wagons to high-speed trains are displayed on 3500 metres of track.

Due to the ongoing critical situation concerning the global coronavirus pandemic, Messe Berlin can no longer guarantee the necessary planning certainty which all participants – exhibitors, visitors and organisers – require in respect of InnoTrans, which was already rescheduled from September 2020 to April 2021.



After consulting with the leading market players and industry associations Messe Berlin has therefore decided to postpone InnoTrans again.

InnoTrans will now take place on its next regular dates from 20 to 23 September 2022.

Website: <https://www.innotrans.de/en/>

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

SPIELWARENMESSE eG

Spielwarenmesse Summer Edition (20-24 July 2021)

The Spielwarenmesse at Nuremberg's exhibition centre traditionally opens its doors at the beginning of the year. Scheduled to run from 27 to 31 January 2021, the event has been called off in good time as a direct result of the persisting Covid-19 pandemic. For the first time in its long history, the world's leading toy fair has been postponed until the summer by organiser Spielwarenmesse eG. The decision was made by the supervisory board on 24 September 2020 and comes in the face of rising infection rates and further restrictions on travel. Spielwarenmesse eG together with NürnbergMesse has now announced the new summer dates **20-24 July** for the Spielwarenmesse 2021. In the meantime, the website at www.spielwarenmesse.de will continue to provide exhibitors, retailers and buyers, as well as media representatives with a large offering and a plethora of information about the toy industry. The digital platform is continually being expanded as an extra service and a complement to the physical exhibition experience.

To book your stand for Spielwarenmesse® 2021 contact the IGCC team: tanu@indogerman.com or norma.remedios@indo-german.com

HAMBURG TRADE FAIRS

Digital Event: WindEnergy Hamburg from 1 to 4 December 2020

Hamburg, 23 September 2020 – WindEnergy Hamburg, the leading global trade event, will not be held on the Hamburg exhibition campus this year. Instead, Hamburg Messe und Congress plans to host a fully digital event in response to the coronavirus pandemic and its global impact on trade fairs and international travelling.

WindEnergy Hamburg - the international trade fair for the wind industry that presents the entire value chain in the onshore and offshore sectors. The event is dedicated to bringing the global wind energy industry together, covers the whole value chain of wind energy, and provides a special focus for expertise in its section on storage technologies.

One of the highlights that had been planned for the event, the Premium Conference by WindEurope, will likewise be held digitally: “This year’s WindEurope Conference comes in a new form. For the first time, alongside the main conference programme, there’ll be a ‘Wind TV’ channel which will give access to exclusive live and on-demand content. So you won’t just be tuning into Teams/Zoom panels!” says WindEurope CEO Giles Dickson. The high-level virtual conference will focus on how to unleash wind’s full potential. It’ll cover permitting, community engagement, electrification, renewable hydrogen, technology and innovation and the wind energy supply chain.

The range of digital services arranged by WindEnergy Hamburg **is now available on** <https://www.windenergyhamburg.com/en/>

For information on Hamburg Fairs, contact Ms. Tanu Ailawadi at 011 47168822 (tanu@indo-german.com) or Ms. Norma Xavier at 022 66652142 (norma.remedios@indo-german.com) or Ms. Lea Miram (Lea.Miram@hamburgmumbai.com).

REGIONAL ACTIVITIES/EVENTS

CHENNAI

Office-in-Office Offer

The Indo-German Chamber of Commerce in Chennai (located at: New No.32, G N Chetty Road, T.Nagar, Chennai 600 017) offers the following office space for rent:

1. 575sq ft. of furnished and air-conditioned space available on the 2nd floor
2. A 25-seater meeting room of about 500sq ft. is available for small events, presentations and workshops
3. An air-conditioned single desk executive office cabin of about 30sq ft. available for rent with immediate effect

For more information contact Vikey Nishanth - 044 28340835/36; Email vikey.nishanth@indo-german.com

KOLKATA

IGCC Kolkata office is offering their **Conference Room** to its members for internal meetings or seminars.

For further details contact Sharon Mogose: Tel: 033-22837970/22837962 sharon.mogose@indo-german.com

IGCC together with SREI Infrastructure Finance Ltd and AMRL Hitech City Limited will be hosting a webinar on- Recent Trends in the development of infrastructure projects in India – an infrastructure-driven economic recovery in the face of Covid-19.(Date tbc). For further details contact Sharon Mogose – sharon.mogose@indo-german.com

PUNE

Partner Support Program (PSP)

IGCC provides support to expatriates and their spouses to ease their experience abroad in terms of advice for work and career, intercultural trainings and social work. The program also entails language

courses and management degree courses. **For more information contact the IGCC pune@indo-german.com or visit <http://indien.ahk.de/services/partner-support-program/>**

Office-in-Office Offer

The Indo-German Chamber of Commerce in Pune (located Nucleus Mall, Camp) offers the following office space for rent:

1. A 35 theater style seating conference / meeting room / for small events/ presentations/ workshops
2. An exclusive well-lit cabin with space for 2-3 work stations for a small team, with ample storage as well.
Available for rent with immediate effect

For more information contact Mira Dalvi Sahni at mira.dalvi@indo-german.com

SERVICES

Tax filing

Have you filed your Indian Income Tax declaration?

German companies possessing a PAN card and availing the benefit of the tax treaty between India and Germany are obligated to file their income tax declaration in India. IGCC facilitates filing of income tax declarations in India for German companies with the support of tax experts. The deadline for companies to file their declarations for the financial year FY 2019-2020 is **November 30, 2020**. **For more details, please contact Ms. Ummesallama Bhatni ummesallama.bhatni@indo-german.com.**

Official delegation visits of Member Companies

IGCC can help organize/coordinate official delegation visits of Member Companies, viz:

For Indian member companies - corporate group visits to Germany and Europe

For German member companies – corporate group visits to India

Programmes could include integration / briefing, seminars with local / international speakers / trainers, company visits, business meetings and dinners, local stay and transport arrangements, etc

For further information and costings, contact events@indo-german.com

Start-ups

We help you explore one of the fastest growing start-up ecosystems India and Germany/ **For more information contact chaitra.dole@indo-german.com / <http://indien.ahk.de/services/startups/>**

German Trade & Information

If you are looking at doing business in Germany, we help you to find the right business partner importers, exporters, manufacturers, suppliers & service providers in Germany. **For more details, please contact chaitra.dole@indo-german.com or call +91 22 66652159.**

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 whose 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. Their expert knowledge helps to boost sustainable economic and social development.

For further details contact Ms. Sharon Mogose, SES Representative, Indo-German Chamber of Commerce, Kolkata, Tel.033-22802236(D) /22837970/22837962/9007574312 Email: sharon.mogose@indo-german.com



Apprenticeship and Training Support

Are you looking to train apprentices, equip your team with new skills or retrain existing staff? Through DUALpro, we can assist you in developing and implementing highly effective short- and long-term dual training programs. Using quality standards of the German dual approach of vocational education and training, we guide you along the entire process – whether you need general advice, develop your curriculum, qualify trainers or examine and certify your training participants. **For more information, contract dualpro@indo-german.com**

Hamburg Invest

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

PUBLICATIONS

INDO-GERMAN ECONOMY

Looking for new business opportunities? Reach out to the Indo-German Business Community through upcoming issues of our Bi-Monthly Business Magazine: the Indo-German Economy.

Advertise in our global magazine focused on Indo-German trade and cooperation. **For further details, email our advertisements department at jennifer@indo-german.com or advertisements@indo-german.com**

Greener, Cleaner World: Business Responsibility Initiatives in Eastern India

The publication titled “Greener, Cleaner World: Business Responsibility Initiatives in Eastern India” is a guide that highlights members’ initiatives, mainly in the environmental and CSR areas. **For details write to calcutta@indo-german.com or call 033-22837979 / 22837962.**

Partners in Progress German Companies in Eastern India

Rich natural resources, a well-educated talent pool and the closeness to South-East Asia are some of the advantages that the Region of Eastern India offers. Since the opening of the Kolkata office in 1957, IGCC has promoted business relations between Germany and the region. **Contact calcutta@indo-german.com or call 033-22837979 / 22837962.**

IGCC Members’ Directory

IGCCs “Members’ Directory”, a database listing 6000 member companies (including over 800 German companies located in India) with over 1400 product/service classifications is available for sale.

IGCC Contract Guide (in English)

The IGCC Contract Guide provides valuable information on Indian contract law and outlines some of its distinctive features. It contains samples of various contracts as Distributorship agreement and Articles of Association. Especially for foreign companies the IGCC Contract Guide serves as a valuable handbook for setting up valid contracts in India.

PUBLIC PROCUREMENT IN INDIA – Öffentliche Ausschreibungen in Indien” (In English & German)

The publication aims to provide an overview of the existing regulations on public procurement in the Republic of India for public entities, as well as bidders in public tenders.



Joint Ventures, Mergers & Acquisitions in India (in German and English)

This book serves as a preliminary guide to German/ Indian companies planning a collaboration in India.

The Business Law Magazine: a co-operation with the Indo-German Chamber of Commerce

The Business Law Magazine is an online English-language magazine primarily aimed at company lawyers, managing directors, judges, prosecutors and attorneys in Germany's leading trade partners. In articles written with real-world legal practice in mind, the magazine explores all important questions related to German corporate, commercial, tax, labour, compliance and IP/IT law: <http://www.businesslaw-magazine.com/>. Articles written by experienced lawyers deal with various aspects of German Labor Law in an international context. http://www.laborlaw-magazine.com/wp-content/uploads/sites/31/2016/05/LaborLawMagazine_1-2016.pdf

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

If you have any comments or suggestions, please write to Yvonne DSouza at membership@indo-german.com

Branch Offices:

New Delhi | Kolkata | Chennai (Madras) | Bengaluru | Pune | Liaison Office: Düsseldorf