

Volume 08  
AHKSL/2019/03  
March 2019

# AHK

# Sri Lanka NEWSLETTER



FIND  
MORE.....

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

Page 3

First AHK Sri Lanka Conference

Page 11

Innovations from Germany



**AHK**

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



Dear readers,

Construction and real estate are major drivers of economic growth in Sri Lanka. We are delighted to inform you that AHK Sri Lanka successfully concluded two key events related to the sector in the month of March 2019.

Being the largest country pavilion at Build SL 2019 Construction & Housing Expo, the German Pavilion showcased highly innovative and state-of-the-art-solutions for construction industries. As the official representative of German business in Sri Lanka, AHK Sri Lanka took the lead to promote 24 German brands of different construction sectors in Sri Lanka. Under one roof and the slogan “the Best from Germany” AHK Sri Lanka positioned German brands as key partners for the Sri Lankan construction sector. We would like to extend our sincere gratitude to all the exhibitors, speakers and panelists who joined the conference, which was co-organized with the Chamber of Construction Industries (CCI).

Furthermore, we conducted the first AHK Sri Lanka - Solar Conference, which was organized in the frame of the program “German Energy Solutions” of the Federal Ministry of Economic Affairs and Energy (BMWi). On the occasion of a German business delegation about 100 representatives of business and government institutions from Germany and Sri Lanka discussed opportunities of cooperation to face the current challenges in the energy sector.

Beginning of May in the frame of the “German Energy solutions” program AHK Sri Lanka will conduct a business delegation from Sri Lanka to Germany focusing on Bio energy, waste-to-energy and system integration.

Yours sincerely,

Andreas Hergenröther  
Chief Delegate  
Delegation of German Industry and  
Commerce in Sri Lanka  
(AHK Sri Lanka)

<b>AHK SRI LANKA NEWS</b>	3-7
AHK SRI LANKA SOLAR CONFERENCE	3
FIRST GERMAN PAVILION IN SRI LANKA	4-7
<b>NEWS ARTICLES</b>	8
HAMBANTOTA OIL REFINERY	8
FIRST ELECTRIC THREE-WHEELER IN SRI LANKA	8
SAGT INVESTMENT ON INFRASTRUCTURE DEVELOPMENT	8
<b>ECONOMIC NEWS-STATISTICS</b>	9
TOURIST ARRIVAL	9
INFLATION IN SRI LANKA	9
<b>CORPORATE NEWS</b>	10-13
<b>TRENDS IN GERMANY</b>	14
<b>TRADE FAIRS</b>	15-16
<b>UPCOMING EVENTS</b>	17

## Our Premier Platinum Partners





# First AHK Sri Lanka - Solar Conference on self-sufficiency of buildings with solar energy in Colombo

On the occasion of the visit of a delegation of German solar experts and business representatives to Sri Lanka, the Delegation of German Industry and Commerce in Sri Lanka (AHK Sri Lanka) and about 100 representatives of businesses and institutions from both countries, attended the conference on self-sufficiency of buildings with solar energy on 26th of March in Colombo.

The event and business delegation are part of the program “Energy Solutions made in Germany” of the Federal Ministry of Economic Affairs and Energy. Besides opportunities for Sri Lankan - German cooperation, crucial technical topics such as system integration, storage technologies and financing instruments were discussed.

Chief Delegate of German Industry and Commerce Andreas Hergenroether highlighted the longstanding success story of Renewables in Germany: “In the first half of 2018 the share of renewable energies in the energy mix was 38% and almost 10% in Solar energy. During the last years highly specialized German solar companies have gained international reputation as market leaders. Sri Lanka with its public commitment to renewables could benefit from the know-how of German solution providers.”

Representatives of the German Section of the International Solar Energy Society (ISES) and the German Association for energy storage technologies (BVES) gave an overview on the latest innovations on system integration and storage technologies. Matthias Ross, CEO of Berlin-based manufacturer AUTARSYS GmbH of containerized energy storage systems (ESS) for renewable energy applications stated: Our technology makes renewable systems more energy efficient and cost-effective,



Lighting of the oil lamp



Delegates from Germany



First panel discussion



Second panel discussion



Third panel discussion



Gathered professionals

with the capacity to increase the share of renewables up to 100%”. Furthermore, German engineering company VSAT GmbH specialized in the installation of micro solar systems and already engaged in a project with the Sri Lankan police, Team Blau GmbH - specialized in energy management consulting and NRG4.you GmbH offering system integration and set up and maintenance of solar power plants were presenting their respective portfolios. All German companies are currently searching for Sri Lankan partners to join efforts to develop solar projects in the country. As a member of the Climate Vulnerable Forum (CVF), Sri Lanka committed itself to

generate the entire power demand of the country by renewable energies until 2050. Several projects in the field of solar energy have been announced lately by Sri Lankan government officials in the media. Current electricity consumption in Sri Lanka increases yearly by more than 5%, electricity cuts have been announced and partially already experienced for 2019. Solar energy could be a short-term alternative to meet the current demand and equally on a long-term basis a sustainable alternative to increase the percentage in energy self-sufficiency.



## First German Pavilion in Sri Lanka at Build SL

*The German pavilion at 'Build SL' was officially opened by Development Strategies and International Trade Minister Malik Samarawickrama along with AHK Sri Lanka Chief Delegate Andreas Hergenroether and Embassy of the Federal Republic of Germany Chargé d'Affaires Andreas Berg on 22<sup>nd</sup> March 2019.*



The Delegation of German Industry and Commerce in Sri Lanka (AHK Sri Lanka) organized the first German Country Pavilion at Build SL 2019-Housing & Construction Expo from 22<sup>nd</sup> to 24<sup>th</sup> March 2019 at BMICH, Colombo, Sri Lanka. The German Pavilion, which is the largest pavilion at the exhibition, covers the entire hall E and showcases highly innovative and state-of-the-art products and solutions for the construction industries. From specialized civil engineering, construction machinery, building technologies, energy efficient materials and chemicals, power tools and customized kitchens to sophisticated logistic solutions.



In parallel with the German Pavilion, AHK Sri Lanka in cooperation with the Chamber of Construction Industries (CCI) organized a conference on "The Future of the Construction of Buildings" focusing on three main topics: Sustainable Planning and Architecture, Building Technology including Smart Building and Building Materials. More than 100 industry experts from Germany and Sri Lanka discussed latest development in different fields of construction as well as opportunities of cooperation.

As the official representative of German business in Sri Lanka, AHK Sri Lanka is committed to support both Sri Lankan and German companies to expand their businesses and increase their market potentials.

Exhibiting German brands of the German Pavilion:

Siemens (building technologies), BASF (construction chemicals), Knauf AMF (gypsum boards, ceiling tiles), Wurth (tools, roofers, plasterers, stucco mason), Aluplast (windows and doors), IGEBA (fogging equipment), Inoutic (windows), Fischer (fixing systems), Ludwig Pfeiffer Hoch-Und Tiefbau GmbH & Co. KG (civil engineering), Stihl (power equipment), OWA (noise insulating fiber ceilings), Parkett Freund (flooring), Continental (tires for construction vehicles), Linde (industrial gases for the construction industry), Luctra (lighting systems, intelligent lamps), SEA Bauformat (kitchen), Thyssen Krupp (elevators), BOMAG (construction machinery), Hellmann (warehousing and logistic solutions), Allianz (insurance), DHL Global Forwarding (freight forwarder with specialized solution) and DHL Express.

THE BEST FROM  
**GERMANY**  
★ ★ ★



## Exhibited German Brands

### Ludwig Pfeiffer

Ludwig Pfeiffer is a German family owned construction company with more than 85 years of experience. They provide turnkey solutions for construction, extension and improvement of new networks, pumping stations and complete treatment plants. Regardless of project type or size, they pursue an intelligent approach using state-of-the-art, sustainable technology for open trench and trenchless construction.



### Würth

Würth is a well known brand in the world, provides assembly and fastening solutions in the trade and construction sectors. They supply fasteners, screws and screw accessories, dowels, chemicals, electronic and electromechanical components, furniture and construction fittings, tools, machines, installation material, automotive hardware, inventory management, storage and retrieval systems.



Represented by : Wurth Lanka (Pvt) Ltd

### Thyssenkrupp

Thyssenkrupp Group's business operations are organised into five key areas - Elevator Technology, Components Technology, Industrial Solutions, Materials Services and Steel. As a global leader in elevators and escalators from Germany, they introduce a product range which includes elevators, escalators, moving walks/travelators and home elevators in Sri Lanka.

Represented by : Diesel & Motor Engineering PLC



### BASF

BASF's Construction Chemicals division offers advanced chemical solutions for the construction industry including water proofing and sealants, concrete admixtures, underground solutions, Industrial flooring, repair and grouts.

Represented by : BASF Lanka (Pvt) Ltd



### BOMAG

BOMAG is the world market leader in the field of compaction technology and manufacturer of machines for the compaction of soil, asphalt and refuse. Stabilizers/Recyclers, milling machines and pavers. BOMAG equipment is used in areas as diverse as horticulture and landscaping to the entire range of road construction and heavy dam construction.

Represented by : Diesel & Motor Engineering PLC



### SIEMENS

As a leading multinational brand, Siemens AG established the Siemens Building Technologies to provide automation technologies and services for commercial, industrial and public buildings and infrastructures.

Represented by : Siemens Ltd



### SEA

SEA offers customized kitchen and wardrobe designs from a conscious selection of hand-picked materials with maximum scratch- and water resistance and UV-light protection. They offer fully factory fitted plywood kitchens "Made in Germany" as well as a range of different wardrobe designs ranging from conventional closets through to sliding door- and walk-in wardrobes.

Represented by : JAT Holdings (Pvt) Ltd



### Knauf AMF

Knauf AMF is a manufacturer of high performance suspended ceiling systems, wall panels, rafts, baffles and associated bespoke products for the global specification market with over 50 years of history. Owned by Knauf, AMF has its head office in Germany with manufacturing plants in Germany, Austria and U.K. and is represented in a further 80 countries worldwide.

Represented by : VVK Alucon Industries (Pvt) Ltd



### Kronotex

Kronotex offers stain- and water-resistant laminate flooring for livingrooms, kitchens and bedrooms as well as offices and hotels, which comes in all kinds of designs. They also offer the required accessories, from skirting boards across impact sound insulation to cleaning aids, all while using eco-friendly production methods.

Represented by : Creation Master Builders (Pvt) Ltd



## Exhibited German Brands

### OWA

OWA produces mineral wool based ceiling systems which protect against fires and moisture, insulate and absorb sound, cool rooms and meet the highest standards of hygiene and cleanliness. OWA is the industry's only ceiling manufacturer to have its own construction and profile system.

Represented by : Creation Master Builders (Pvt) Ltd



### Linde

The Linde Group is a world leading supplier of industrial, process and speciality gases and is one of the most profitable engineering companies. Linde products and services can be found in nearly every industry. In the construction industry, they supply welding equipment and gas apparatus, welding and cutting gases ect.

Represented by : Ceylon Oxygen Limited



### Aluplast

aluplast, is the leading most energy efficient uPVC window and door profiles manufacturing company throughout the globe, the brand is known for its revolutionary innovations and customized product designing across the world. Their technology provides insulation, safety and design in window-, door-, main entrance and sliding window systems.

Represented by : Alumatek UPVC (Pvt) Ltd



### PARKETT FREUND

Parkettfreund, the brand of SGH Metall- und Kunststoff-Technologie GmbH, offers a complete range of profile systems for laminate and parquet floorings and stairs, of installation tools, accessories, repairing products, care products as well as parquet and laminate underlays.

Represented by : Creation Master Builders (Pvt) Ltd



### Inoutic / Deceuninck

Inoutic / Deceuninck GmbH stands for high quality PVC system solutions for windows and doors, facade and roof cladding as well as interior and garden design. The main technology is based on PVC extrusion and the patented wood-PVC composite Twinson.

Represented by : Senok Windows (Pvt) Ltd



### STIHL

STIHL is a German manufacturer of chainsaws and other outdoor, handheld power equipment including trimmers, blowers, cut-off machines and cordless power systems. STIHL products are distributed exclusively through specially trained Approved Dealers.

Represented by : Diesel & Motor Engineering PLC



### LUCTRA

LUCTRA® is the brand for good working light in the office or at home. For this purpose, the table, floor and mobile lamps included in the range provide light which not only illuminates, but also makes people happy, more efficient and simultaneously less tired.

Represented by : Thefullstop (Pvt) Ltd



### Fischer

Fischer gives its customers individual support with a wide range of different services through fischer fixing systems, fischer automotive systems, fischertechnik, fischer consulting and LNT Automation.

Represented by : Diesel & Motor Engineering PLC



### IGEBA

IGEBA is a renowned brand in the pest management industry by increasing the quality standards of fogging equipment. IGEBA Thermal Fog Generators, portable or stationary for a variety of applications.

Represented by : Germania Colombo (Pvt) Ltd





## Exhibited German Brands

### Hellmann

Hellmann Worldwide Logistics is one of the top 10 leading freight forwarding companies in the world. Since it was created in 1871 the multinational company has focused on the design of their customers' complex supply chain requirements by creating comprehensive customized solutions.

Hellmann MAS Supply Chain was created between to globally oriented companies that remain family owned since their foundation. One company being MAS, as the innovative leader in apparel and textile manufacturing in South Asia. The other company is Hellmann Worldwide Logistic as a global supply chain service provider that focuses on comprehensive customized SCM solutions.



### DHL

DHL Express is the market leader in the Express industry offering customers a door to door delivery service. DHL Express delivers to more than 220 countries around the world making it the most international company in the world.

Represented by : DHL Keells (Pvt) Ltd

DHL Global Forwarding (DGF) Sri Lanka is the market leader in the logistics industry, specializing in providing innovative and customized solutions from a single source. DGF offers expertise in Global Air and Ocean freight, In-house Customs Compliance and Logistics Management Services. DGF's international network links to more than 190 countries.



### KACO

KACO offers system technology for solar power plants, in particular solar PV, battery inverter technology and energy storage systems for both residential and commercial energy storage applications. They also offer inverters with integrated data logger and web server for convenient monitoring as well as assistance in finding the optimum system layout.

Represented by : E Green Lanka (Pvt) Ltd



### Allianz

Allianz provides general insurance solutions for both personal and corporate clients. Allianz's broad product portfolio includes insurance services ranging from property & casualty insurance, medical insurance, travel insurance and assistance services to credit insurance.



### Continental

Continental is a German automotive manufacturing company specializing in, brake systems, interior electronics, automotive safety, powertrain and chassis components, tachographs, tires and other parts for the automotive and transportation industries.

Represented by : Douglas & Sons (Pvt) Ltd



## Indian-Omani group strikes \$3.85 billion deal to build Sri Lanka oil refinery

India's Accord Group and Oman's Ministry of Oil and Gas have signed a \$3.85 billion deal to build an oil refinery in Sri Lanka, the biggest single pledge of foreign direct investment ever made in the country.

Sri Lankan officials said the 200,000 barrel-per-day refinery will be built on 585 acres near the site of the new Hambantota international port and a related industrial zone on the nation's southern coast.

The refinery, construction of which is expected to begin on March 24 and be completed in 44 months, is set to produce 9 million metric tonnes of refined products a year for export from the Hambantota port, which serves the busiest East-West shipping route.

Privately owned Accord Group will control 70 percent of the joint venture and the Sultanate of Oman's Ministry of Oil and Gas the rest.

Accord's ownership comes through a Singapore investment vehicle which is 90-percent owned by its Silver Park International Pvt Ltd operation.

The refinery will be Chennai-based Accord's first foray into oil refining. Its current interests include power generation, brewing and healthcare. The joint venture plans to invest \$1.89 billion in share capital and \$1.96 billion via loans.

"With this refinery, our exports will grow by \$7 billion per year," Nalin Bandara Jayamaha, Sri Lanka's deputy minister of development strategies and international trade, told reporters at a news conference in Colombo.



Mangala Yapa, an advisor to Sri Lanka's development strategies ministry, said 200 acres to house the venture's oil tanks were already available and another 385 acres are being acquired, while an environmental impact assessment is underway.

Source: Reuters-Colombo 19/03/2019

## The first electric three-wheeler launched in Sri Lanka



Mahindra Group launched its TREO electric trishaw in Sri Lanka which will reduce pollution and noise in urban areas. At the launch, Minister of Development Strategies and International Trade Malik Samarawickrama mentioned that Sri Lanka's foreign direct investment (FDI) will receive another major boost when Mahindra Group and Ideal Motors open their vehicle assembly plant in Horana in July.

Source: DailyFT 28/03/2019

## SAGT strengthens operating infrastructure capabilities with Rs. 1.6 bn investment

South Asia Gateway Terminals Ltd., the first public private partnership stevedoring container terminal in Sri Lanka, strengthened its operating infrastructure capabilities with the addition of six state-of-the-art Rubber Tyred Gantry (RTG) Cranes recently with an investment of Rs. 1.6 billion.

The addition of the new yard handling equipment will boost the terminal's RTG fleet from 31 to 37. This latest operational enhancement follows the introduction of ten intra-terminal trailers in June 2018.

SAGT was recently awarded the "Best Terminal in the Indian Sub-Continent Region" for third consecutive year and was also awarded the coveted "Best Transshipment Hub Port Terminal of the year" by Singapore-based Global Ports Forum. With a commitment to operational best practice with safety at its core, SAGT continues to set the benchmark for best in class terminal productivity.

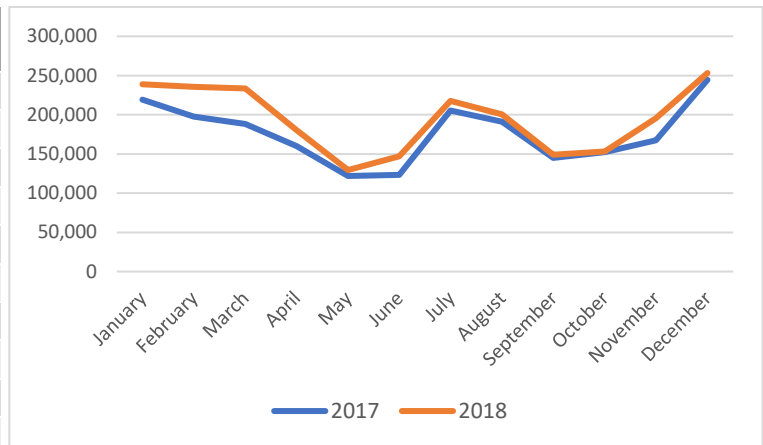
SAGT with a design capacity at inception of 1.1 million TEU (twenty-foot equivalent container units) achieved a throughput of more than 2 million TEUs in 2018. It was the highest number of containers handled by the terminal in a single year, since it began operations in 1999.

Source: DailyFT 27/03/2019



## Tourist Arrivals in Sri Lanka

Month	2017	2018*	% Cha. 2017/18
January	219,360	238,924	8.9
February	197,517	235,618	19.3
March	188,076	233,382	24.1
April	160,249	180,429	12.6
May	121,891	129,466	6.2
June	123,351	146,828	19
July	205,482	217,829	6
August	190,928	200,359	4.9
September	145,077	149,087	2.8
October	152,429	153,123	0.5
November	167,511	195,582	16.8
December	244,536	253,169	3.5
<b>Total</b>	<b>2,116,407</b>	<b>2,333,796</b>	<b>10.3</b>

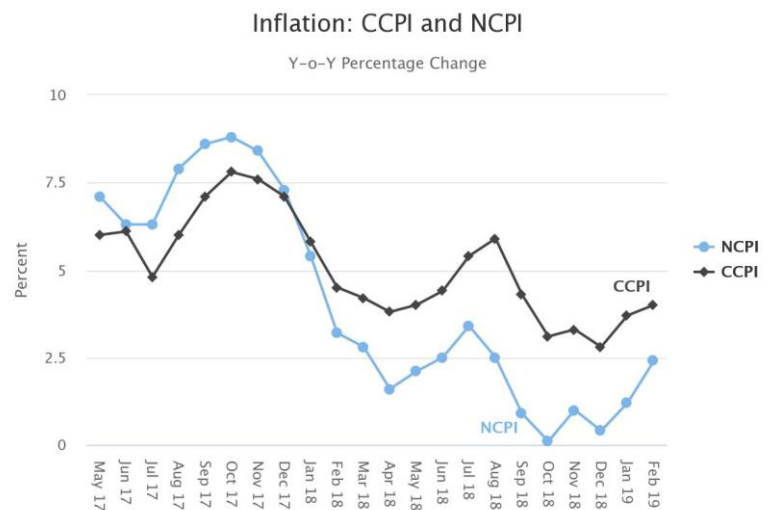


Source: Sri Lanka Tourism Development Authority

Source: Sri Lanka Tourism Development Authority

## Inflation Rate in Sri Lanka

Date	Colombo Consumer Price Index (CCPI)		National Consumer Price Index (NCPI)	
	Headline Inflation (Y-o-Y)	Core Inflation (Y-o-Y)	Headline Inflation (Y-o-Y)	Core Inflation (Y-o-Y)
<b>2019</b>				
January	3.7	5.5	1.2	5.1
February	4	5.4	2.4	5.5
<b>2018</b>				
January	5.8	3.5	5.4	2.1
February	4.5	3.5	3.2	2
March	4.2	3.4	2.8	1.9
April	3.8	3.5	1.6	1.9
May	4	3.2	2.1	1.7
June	4.4	3.4	2.5	1.8
July	5.4	3.9	3.4	2.3
August	5.9	3.7	2.5	2.7
September	4.3	3.8	0.9	3.1
October	3.1	3.8	0.1	3.4
November	3.3	3.4	1	3.1
December	2.8	3.1	0.4	3.1
<b>2017</b>				
January	5.5	7	6.5	7.1
February	6.8	7.1	8.2	7.1
March	7.3	7.3	8.6	7
April	6.9	6.8	8.4	5.9
May	6	5.2	7.1	4.7
June	6.1	5.1	6.3	4.1
July	4.8	4.9	6.3	4.2
August	6	6	7.9	4.8
September	7.1	6	8.6	4.6
October	7.8	5.8	8.8	4.1
November	7.6	5.2	8.4	2.8
December	7.1	4.3	7.3	2.7



Source: Central bank of Sri Lanka

# TOTAL LOGISTICS SOLUTIONS

## OUR EXPERTISE

Hellmann Worldwide Logistics specializes in bringing your industry solutions to your business

## PRODUCTS AND SERVICES

Airfreight  
Seafreight  
Customs Brokerage  
Contract Logistics  
Supply Chain Management



Hellmann Worldwide Logistics  
[www.hellmann.net](http://www.hellmann.net)  
Sri Lanka Tel +94 11 2316700

## CMC Engineering - Competency in Machinery, Spare Parts and Industrial Chemicals

Since 1981, CMC Engineering serves the Sri Lankan market by importing leading technologies from Europe and Asia with a strong commitment to quality and service. As part of the German Melchers Group with over 50 subsidiaries and 150 years experiences in Asia trading, they share the expertise, reliability and financial stability of a strong group.

Their dedicated specialists offer machines, spare parts as well as industrial chemicals to a wide range of industries. Quality maintenance is part of CMC Engineering's customer care management which keeps your machines running in top condition throughout the entire life cycle. The company handles a wide range of products & services to different industries including the following:



### Industries:



### **After Sales Service:**

- Installation, start up and commissioning of machines
- Warranty and repair services
- Product and application-training for the end user

If you need more information, please contact us directly or visit our websites - [www.cmcenglk.com](http://www.cmcenglk.com) / [www.melchers.com](http://www.melchers.com)

### Contact details:

CMC Engineering Export GmbH

(Branch Office of the Melchers Group)

Tel: +0094 112 806 7769 / Email: [colombo@cmc.slt.lk](mailto:colombo@cmc.slt.lk)





# MAXIMISING THE POTENTIAL OF GLOBAL E-COMMERCE WITH DHL



The explosion in online shopping extends across borders, with international purchases set to increase threefold by 2020. Having more than 50 years' experience in the international express business, a global reach of over 220 countries and territories and local expertise, we are your trusted logistics partner to support your global growth.

## Harness the advantages of a DHL Express partnership

- Express options
- Duties and taxes paid options and customs expertise
- Late pickups
- Easy return solutions

## REACH MORE CUSTOMERS WITH FLEXIBLE DELIVERY

Consumers expect everything 'on demand' – anytime, anywhere. Over 90% of online consumers look at available delivery options before checkout. Offering a range of flexible delivery options gives you a competitive edge in growing your business. DHL On Demand Delivery lets your customers choose where and when they want their deliveries and keeps them informed of the progress real-time through any mobile device.

## 6 CONVENIENT DELIVERY OPTIONS



DHL EXPRESS SERVICEPOINT



SIGNATURE RELEASE



SCHEDULE A NEW DELIVERY DATE



LEAVE PACKAGE WITH A NEIGHBOUR



DELIVER TO ANOTHER ADDRESS



30-DAY VACATION HOLD

Visit [discover.dhl.com](https://www.discover.dhl.com) to find out more about how we can help you go global with ease and speed, maximising the potential of international e-commerce.

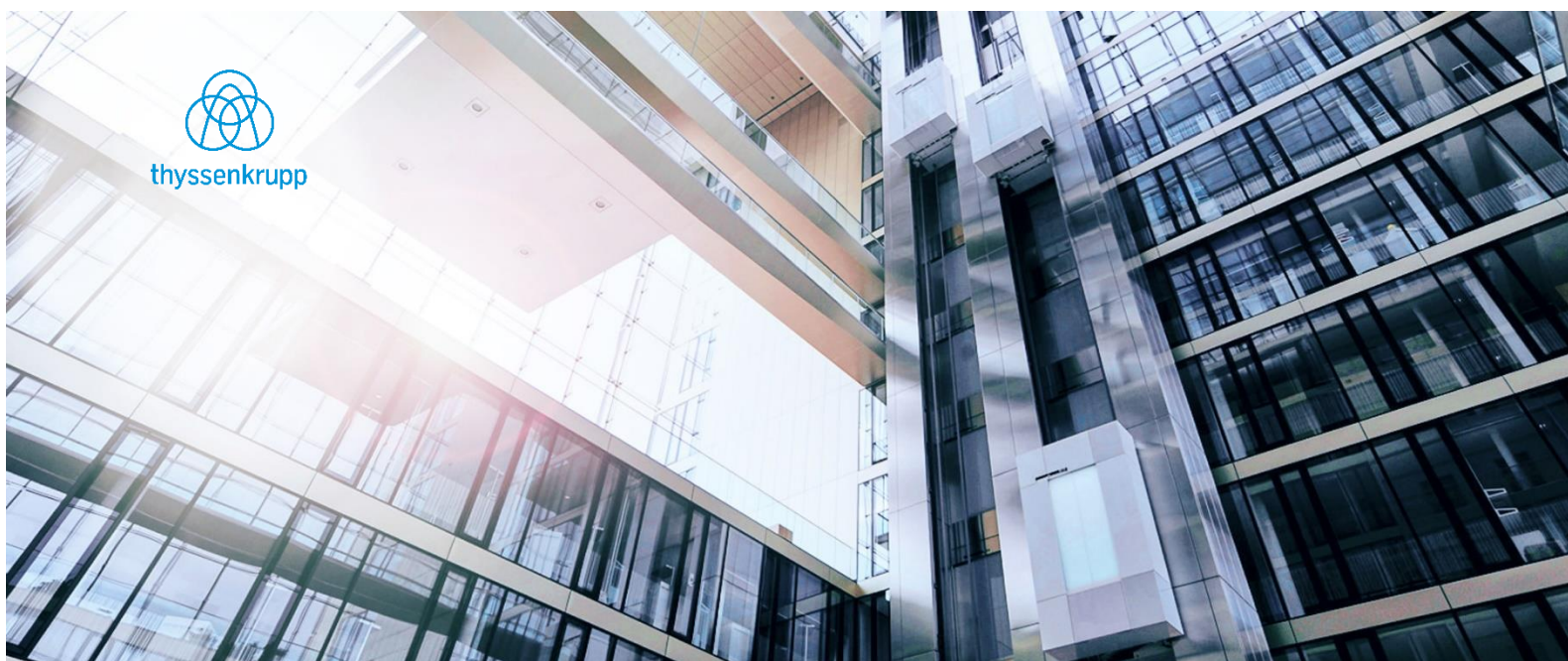
## ***DIMO secures University of Colombo project for thyssenkrupp Elevators***

Diesel & Motor Engineering PLC (DIMO) been the sole distributor, installer and service provider in Sri Lanka and Maldives for thyssenkrupp elevators, makes the footprint in government sector by successfully securing Pre- Clinical Department project of Faculty of Medicine in University of Colombo.

The main contractor is Sanken Construction (Pvt) Ltd, whereas Sate Engineering Corporation (SEC) is the consultant of the project. The project scope is to supply and install of 04 Bed Elevators, 02 Passenger Elevators, and 01 Observation Elevator which is to be completed by December 2019.

Last year DIMO was appointed as the sole distributor, installer and service provider in Sri Lanka and Maldives for thyssenkrupp Elevators. The new partnership has paved the way for introducing innovative thyssenkrupp elevators, escalators, moving walks/travelators and home elevators to Sri Lankan Market.

DIMO's sound engineering background and experience in handling many reputed global brands, including numerous German brands, provides a significant advantage to the company in taking the state-of-the-art German technology of thyssenkrupp to the local market. DIMO ensures precise, high-quality installation at client locations backed by reliable, timely after-sales service and 24-hour call out response.

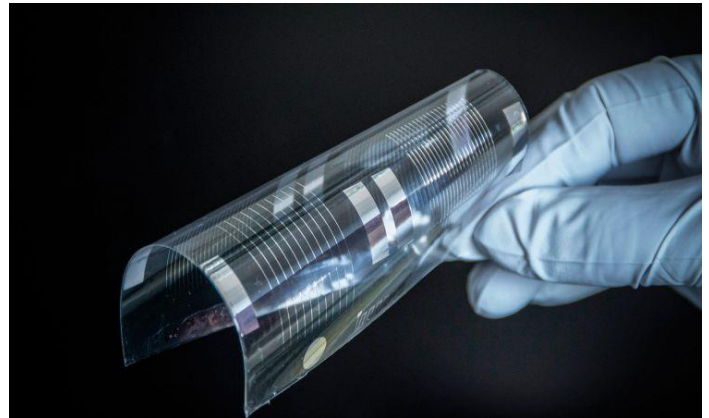




## *Three ideas for a better future- innovations from Germany*

### Compostable Electrical Waste

In a project designed by the Fraunhofer Institute for Organic Electronics, Electron Beam and Plasma Technology (FEP) in Dresden, scientists from numerous disciplines are developing biodegradable electronics, in other words electronic components that can be broken down completely. This avoids producing waste and spares the environment. In addition to this, the new process opens up new applications in medicine: for instance, implants that dissolve in the body tissues after a certain time and thus make further surgical procedures unnecessary. This lowers risks and costs.



Biodegradable electronics  
Photo Source: Fraunhofer FEP/Jan Hesse

### Computer programme for individual cancer therapies

A data analysing process is aiming to help doctors find the best possible therapy for each individual cancer patient. But personalized cancer medication procedures present a problem: numerous anti-tumour drugs only affect certain processes in cancer cells which can actually differ greatly in each particular patient. This is where the DrugTargetInspector can help: the computer programme that is being developed by bioinformaticians at Saar University analyses the genetic information contained in the patient's tumour cells. Then, international pharmacological, biological and medical databanks are consulted to discover the tumour's key characteristics and thus support the doctors' in their choice of the best medications.



Photo Source: iStock/gorodenkoff

### V-Industry - platform for collaborative industry 4.0

Share machinery and save money: companies can network and access technologies together via an Internet platform. V-Industry is a start-up enterprise in Ostfildern near Stuttgart that offers the right software and hardware solutions. The idea is that companies can be digitally linked via a platform that tells them when machinery is standing idle and can be used by another company. This does away with cumbersome commission enquiries, and idle resources can be used efficiently. This system of mutual users saves time and money, and it lowers environmental impact.



Digital industry - the dream of Industry 4.0 is proving hard to make real

Photo Source:

<https://enterpriseiotinsights.com/20180416/channels/news/automation-doesnt-cost-jobs-says-report-taq40>



<b>BAUMA 2019</b>  <b>8-14 April 2019 in Munich</b>  <a href="https://www.bauma.de/index-2.html">https://www.bauma.de/index-2.html</a>	<p>Bauma is an international trade fair for construction machinery, building material machines, mining machinery, construction vehicles and equipment and has firmly established itself as the world's leading trade fair of the industry. The exhibition is divided into four areas: construction sites, production of building materials, mining with raw material extraction and processing and component and service suppliers.</p>	
<b>PHOTOKINA 2019</b>  <b>8-11 May 2019 in Cologne</b>  <a href="http://www.photokina.com/">http://www.photokina.com/</a>	<p>Photokina is the leading international trade fair of the entire photographic and imaging industry. As the only event worldwide, it offers the comprehensive presentation of all visual media, all imaging techniques and all imaging markets - for professionals and for consumers. The photokina is divided into five theme worlds: Capture your world - cameras, lenses and equipment, Light up your world - light, flashes and tripods, Share your world - store, connect and transfer, Create your world - input, treatment and processing, Show your world - finishing, printing and presentation.</p>	
<b>INTERSOLAR GERMANY 2019</b> <b>THE SMARTER EUROPE 2019</b>  <b>15-17 May 2019 in Munich</b>  <a href="https://www.intersolar.de/en/home.html">https://www.intersolar.de/en/home.html</a>	<p>Intersolar Europe is the world's leading exhibition for the solar industry and its partners and takes place annually at the Messe München exhibition center in Munich, Germany. The event's exhibition and conference both focus on the areas of photovoltaics, solar thermal technologies, solar plants, as well as grid infrastructure and solutions for the integration of renewable energy.</p>	
<b>TRANSPORT LOGISTIC 2019</b>  <b>4-7 June 2019 in Munich</b>  <a href="https://www.transportlogistic.de/index-2.html">https://www.transportlogistic.de/index-2.html</a>	<p>Transport Logistic is the world's leading trade fair for logistics, mobility, IT, and supply chain management, and global industry gathering in Munich. It provides visitors a complete look at the entire process chain of the transport and logistics sector. At the trade fair, more and more exhibitors from Germany and all around the world present their innovative products and services. Transport Logistic Munich also features an extensive program of related events and conferences. Furthermore, the trade fair serves as ideal platform for knowledge transfer and networking.</p>	
<b>GIFA 2019</b>  <b>25-29 June 2019 in Düsseldorf</b>  <a href="https://www.gifa.com/">https://www.gifa.com/</a>	<p>GIFA is an international exhibition for foundry, foundry products and foundry technology and one of the world's largest and most competent fairs of this kind. The focus of GIFA is on the subjects foundry equipment, raw materials and supplies, die-casting technology, foundry chemicals, suppliers, loading and processing technology.</p>	
<b>SPOGA+GAFA 2019</b>  <b>1-3 September 2019 in Cologne</b>  <a href="http://www.spogagafa.com/">http://www.spogagafa.com/</a>	<p>Spoga+gafa takes place every year in Cologne and is the 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>	
<b>REHACARE 2019</b>  <b>18-21 September 2019 in Düsseldorf</b>  <a href="https://www.rehacare.de/">https://www.rehacare.de/</a>	<p>Rehacare is one of the world's leading international trade fairs for rehabilitation, prevention, care and inclusion. It takes place once a year in Düsseldorf and looks back on 30 years of expertise. The fair is an information and communication platform for people with disabilities, need of nursing care, for the elderly and the chronically ill people. Whether mobility and daily living aids, outpatient or inpatient care aids, communication equipment, barrier-free living concepts or sports, travel and leisure ideas, visitors of the Rehacare will find everything under one roof.</p>	
<b>ANUGA 2019</b>  <b>5-9 October 2019 in Cologne</b>  <a href="http://www.anuga.com/anuga/index-2.php">http://www.anuga.com/anuga/index-2.php</a>	<p>Anuga ("General Food and Drink Trade Fair") - is a large-scale trade show for the food catering, retail and trade industries. The event takes place every two years and its last edition in 2017 was attended by 165,000 visitors. Additionally, over 7,400 exhibitors presented top culinary delights from across the globe.</p>	

<b>EXPO REAL 2019</b> <b>7-9 October 2019 in Munich</b> <a href="https://www.exporeal.net">https://www.exporeal.net</a>	<p>EXPO REAL is the working and networking trade fair for the decision-makers of the property and investment sector. 41,775 participants from 75 countries used the 2017 show to initiate new projects, close new deals and make contacts on the decision-making level—throughout the life cycle of a property: From development, financing and implementation to marketing, operation and use. This is where the who's who of the property industry meet. It makes EXPO REAL the unmissable platform for generating new business and maintaining contacts.</p>	
<b>K- MESSE 2019</b> <b>16-23 October 2019 in Düsseldorf</b> <a href="https://www.k-online.com/">https://www.k-online.com/</a>	<p>K Düsseldorf (plastics fair Düsseldorf) is an international trade fair for plastics, rubber, plastics processing and plastics manufacturing worldwide. The exhibition offers of the more than 3,000 national and international exhibitors of K Messe Düsseldorf (plastics fair Düsseldorf) including machinery and equipment, raw and auxiliary materials as well as semi-finished products, technical parts and reinforced plastic products. The leading trade fair Düsseldorf K Messe is supplemented by a supporting program with a special show.</p>	
<b>A+A 2019</b> <b>"Safety, Security and Health at Work International Trade Fair with Congress"</b> <b>5-8 November 2019 in Düsseldorf</b> <a href="https://www.aplusa-online.com/">https://www.aplusa-online.com/</a>	<p>A-A Congress is a 4-day event being held from 5th to the 8th November 2019 at the Fairground Düsseldorf in Düsseldorf, Germany. This event showcases work safety, health at work, high-risk prevention, operational environmental protection, avoid damage and deterioration, metrology prevention of accidents. safety engineers -and commissioned manager, entrepreneur, operational, staff councils, occupational physicians, occupational physicians, supervisory bodies, governmental and BG Set.</p>	
<b>MEDICA 2019</b> <b>18-21 November 2018 in Düsseldorf</b> <a href="https://www.medica-tradefair.com/">https://www.medica-tradefair.com/</a>	<p>MEDICA is the world's largest event for the medical sector. The event is the largest medical trade fair in the world - it attracted more than 5,100 exhibitors from 70 countries in 17 halls.</p>	

## OUR TRADE FAIR PARTNERS

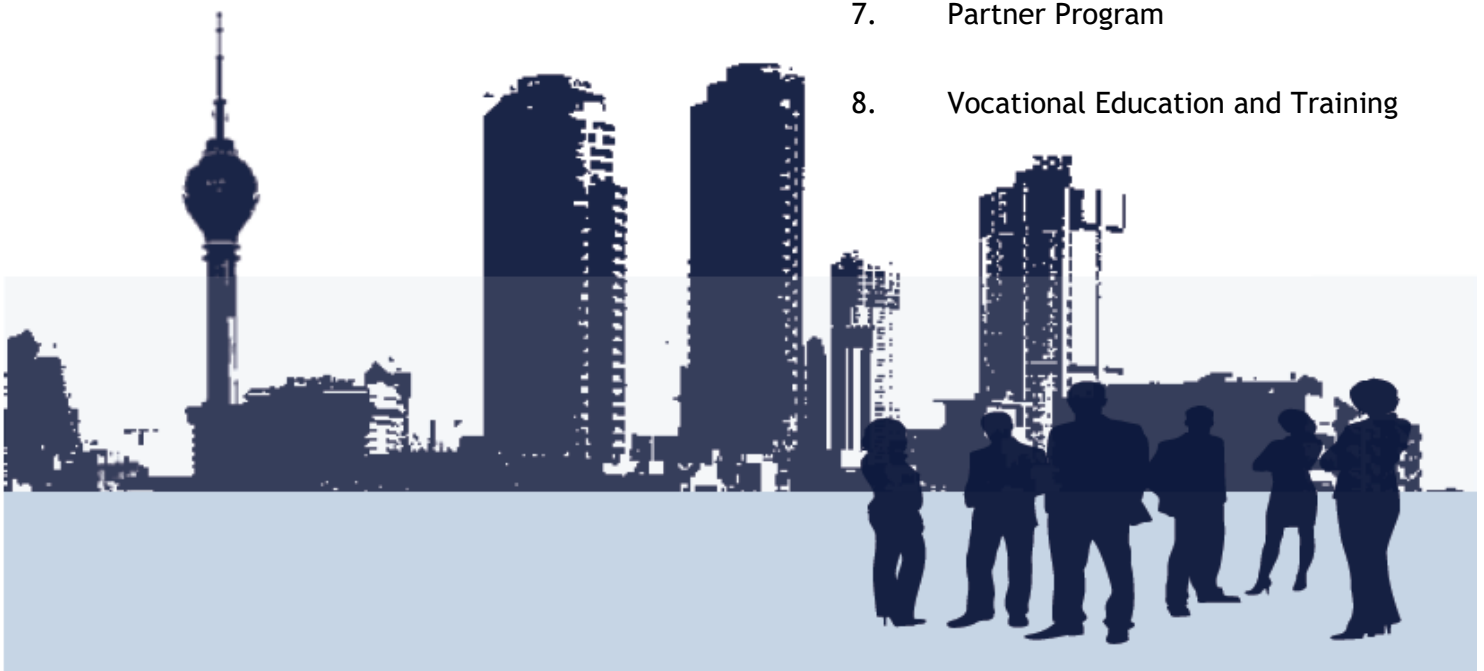


Informational business trip to Germany on “Renewable Energy Technologies”	6 <sup>th</sup> - 10 <sup>th</sup> May 2019
Delegation visit to Transport and Logistic fair in Germany	June 2019
German Sri Lankan Logistic Conference	July/August 2019
Initiation of business trip from Germany to Colombo on “Sustainable Mobility, Traffic & Public Transport Solutions and Logistics”	December 2019

# Partner In Sri Lanka

## Services offered by AHK Sri Lanka

1. Market Entry Support
2. Legal & Investment Services
3. Trade Fair Services
4. Sector Committees
5. Placement Support
6. Translation Services
7. Partner Program
8. Vocational Education and Training







**Mr. Andreas Hergenröther**  
*Chief Delegate of German  
Industry and Commerce in  
Sri Lanka*



**Mr. Malintha Gajanayake**  
*Head of Corporate Affairs  
/ Export Promotions*



**Mr. Dilshan Nawanjana**  
*Manager- Business  
Development / Market Analyst  
Editor*



**Ms. Lucy Schulze**  
*Manager- Public Projects &  
Vocational Training*



**Ms. Shashi Jayakody**  
*Administration Officer*



**Ms. Rushanka Thejani**  
*Accountant*

**Our Premier Platinum Partners**



6th Floor, 161 A, Dharmapala  
Mawatha, Colombo 07, Sri Lanka



+94 112 314364



dilshan@srilanka.ahk.de



Visit our website for more  
information updates



Follow us to stay tuned for further



Tweet us

AHK Sri Lanka Newsletter subscription is available in this [Link](#)

Copyright © 2019 Delegation of German Industry and Commerce in Sri Lanka

All rights reserved.