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AHK Sri Lanka NEWSLETTER



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



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

 **PartnerInSriLanka**



Dear readers,

The new government announced a set of tax concessions which include the annulment of the Nation Building Tax (NBT), Capital Gain Tax, Withholding Tax and the reduction of VAT from 15% to 8%. A reduction of the Income and PAYE Tax was announced for the first trimester of 2020. The tax reform is meant to conduct to more foreign direct investments and to increase national consumption and export.

Sri Lanka's largest Foreign Direct Investment project, "Colombo Port City" has been officially opened on 7th of December for investors. We are confident that the new landmark of Sri Lanka will be a major hub for the country's economy and attract more FDIs into the country.

To discuss business opportunities and common positions under the new presidency, the Delegation of German Industry and Commerce in Sri Lanka organized a "CEOs Dinner" with the participation of the German Ambassador and CEOs and representatives of German companies in Sri Lanka. German companies are committed to fair business, level playing field and open markets. We are confident that the presence of German businesses could be increased significantly when offering a reliable and longtime business perspective.

We will continue our activities already in January 2020. In mid-January, AHK Sri Lanka will coordinate two Sri Lankan pavilions at the world's leading Agriculture Show Green Week in Berlin and the world's leading show for boats, water sports and sea tourism in Dusseldorf. From 27th to 30th of January a German business delegation on sustainable mobility will visit Colombo. We invite interested companies and institutions to participate to the First German Sri Lankan conference on "Sustainable Mobility".

On behalf of AHK Sri Lanka team I wish you a Merry Christmas and a prosperous New Year!

Yours sincerely,

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

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Our Premier Platinum Partners



New Premier Platinum Partner of AHK Sri Lanka "HÄFELE"

The official signing of the Premier Platinum Partnership between The Delegation of German Industry & Commerce in Sri Lanka (AHK Sri Lanka) and Häfele took place at the AHK Sri Lanka office on Friday, 13th December 2019 in the presence of H.E. Joern Rohde - German Ambassador to Sri Lanka, Mr. Andreas Hergenroether - Chief Delegate of AHK Sri Lanka, Mr. Jurgen Wolf - Managing Director, Häfele South Asia, Mr. Saurav Das - International Business Head - South Asia Häfele and many more dignitaries.

Häfele is a German brand that provides home interior solutions that retain the essence of furniture designs and yet provide true functionality to optimize spaces. The brand offers a plethora of solutions ranging from door hardware to furniture and kitchen fittings and has, related product categories such as home appliances, furniture lighting, sanitary fittings and interior surfaces. This has strengthened Häfele's position as a complete home interiors specialist brand that provides its customers with a convenient and peace-of-mind journey through their entire purchase cycle. Häfele, has been operating in Sri Lanka for over a decade and has earned itself a credible stature of being the go-to brand for any home improvement and design needs.

Mr. Jurgen Wolf - Managing Director, Häfele South Asia; mentioned "partnering with AHK Sri Lanka, company expects to grow its opportunities in the Sri Lankan market by working in collaboration with the chamber. The primary focus area would be to further explore opportunities in Projects & Hospitality sector along with contributing towards the development of the same through active participation in Tourism & Construction committees. Häfele is confident that the tie-up with AHK will ensure a much closer relationship between the organizations will open up new opportunities in the future".



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

HÄFELE



The Chief Delegate of AHK Sri Lanka Mr. Hergenroether stated, "We are delighted to partner with a well-recognized German brand such as "Häfele" as one of our Premier Platinum Partners for year 2020. We are optimistic that Häfele has taken one of the best platforms to enhance their visibility, exposure to enhance their business opportunities in the country. This partnership will strengthen our relationship and we look forward to extending our fullest support to Häfele. AHK Sri Lanka as the official representative of German economy in Sri Lanka is always committed to support German & Sri Lankan companies to grow and succeed.

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

Become a partner of AHK Sri Lanka

<https://srilanka.ahk.de/en/services/partner-programme/>

for more details: dilshan@srilanka.ahk.de



Sector Committee for Transport & Logistics

The Delegation of German Industry and Commerce in Sri Lanka (AHK Sri Lanka) held the 4th sector committee meeting for Transport & Logistics sector on 28th of November 2019, with the participation of top players in the industry.

The meeting allowed all participants to present their interests and comments on the identified topics including the regulatory framework for the sector, vocational training in the logistic sector and opportunities for port infrastructure developments in Sri Lanka. Further, it was highlighted the importance of participation in sector specific trade fairs like "transport logistic China 2020" which is Asia's biggest and most exciting fair for transport & logistic sector. AHK Sri Lanka always develops strategic approaches to promote Sri Lanka at a global level which is proven by the first Sri Lankan pavilion at the world's leading logistics fair "transport logistic 2019" which was organized by the AHK Sri Lanka.

Eventually, the committee agreed to proceed a whitepaper and submit to the present government for their close attention and immediate action towards the identified areas.



Sector Committee for Tourism

The tourism sector committee of AHK Sri Lanka held its 3rd meeting on 28th of November 2019 at the kind invitation of Mr. Andreas Hergenröther, chief delegate of German Industry and Commerce in Sri Lanka. Nine active members took part in the meeting, including a representative from the Ministry of Tourism for the first time.

The committee generally covers the topics of development and sustainability of Sri Lanka's tourism infrastructure, management and training.

During the 3rd gathering, the tourism committee underlined the significance of relaunching a direct flight connection between Colombo and Frankfurt. In order to form a distinctive tourism strategy, all committee participants proposed and discussed the preparation of a position paper regarding the necessary improvements of the tourism sector in Sri Lanka including infrastructure, tariffs and trained staffs. Based on the discussion, the committee identified four key measures which are necessary to restore the Sri Lankan tourism.

- Intensifying communication efforts with tourism offices in Germany
- The continuation and expansion of a nationwide series of roadshows through organizations that have corresponding capacities
- The launch of an innovative and content-driven digital marketing campaign
- Increasing Sri Lanka's visibility as a tourist destination at the global level through the frequent participation in international events.

The AHK sector committee for tourism comprises of representatives from leading hotels, travel agencies and airlines as well as government agencies.

Become a member of AHK Sector Committees

<https://srilanka.ahk.de/en/services/sector-committees/>





As part of the Foreign Market Entry Programme sponsored by the German Federal Ministry for Economic Affairs and Energy (BMWi), the Delegation of German Industry and Commerce in Sri Lanka (AHK Sri Lanka) is delighted to organize its first conference on Sustainable Mobility, Traffic & Public Transport Solutions and Logistics on 28 January 2020 at Hilton Colombo Residences. The conference takes place within the framework of a business delegation trip from Germany to Sri Lanka from 27 – 30 January 2020.

The main objective of the conference is to explore Sri Lankan-German business cooperation in the above-mentioned fields. Participants will have the chance to gain valuable insights into the products and services German companies specifically offer for the Sri Lankan market. Keynote speakers and panelists will additionally provide information on a variety of related issues (e.g. financing opportunities, mobility solutions made in Germany etc.).

In the further course, from 29 – 30 January 2020, local businesses and authorities have the possibility to discuss opportunities for collaboration with German companies through arranged B2B meetings in Colombo. If you are interested in connecting with one or multiple of the German companies shown below, please send your request to: projects@srilanka.ahk.de

AHK Sri Lanka is committed to enhance the bilateral economic relations between both countries and invites those with an interest in sustainable mobility and the objective to establish long-lasting business partnerships.

Overview of Participating German Companies

- Siemens Mobility GmbH – Rail, Road, Intermodal Solutions & Consulting
- MAN Energy Solutions SE – Energy Solutions, Consultation and Financing Support
- HPC Hamburg Port Consulting GmbH – Global Port, Transport & Logistic Consulting
- DB Engineering & Consulting GmbH – Infrastructure, Mobility & Transport Solutions
- Hartmann & König Stromzuführungs AG – High-Grade Energy Solutions, Manufacturer and Supplier of Motor and Spring-Driven Cable Reels, Slip Ring Assemblies and Energy Chains
- Pfeifer Drako Drahtseilwerk GmbH – Steel Wire Ropes for Demanding Applications in Ports and Related Services
- Rolls-Royce Power Systems AG/MTU Asia Pte. Ltd. – Power Solutions and Complete Life Cycle Support with Applications for Ships, the Oil and Gas Industry etc.
- WPS Workplace Solutions GmbH – Software Applications for Transport and Traffic Logistics
- ZF Friedrichshafen AG – Global Technology Company with Integrated Solutions for Established Vehicle Manufacturers, Mobility Providers and Start-Up Companies in the Fields of Transportation and Mobility



Registration now!

Please click [here](#) for the conference registration.

Fact-Finding Mission from Sri Lanka to Germany on Energy Efficiency and Self-Sufficiency in Industry

23.-25. March 2020



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

The Delegation of German Industry and Commerce in Sri Lanka (AHK Sri Lanka) is delighted to organize its second Fact-Finding Mission from Sri Lanka to Germany. The business trip is part of the German Energy Solutions Initiative by the Federal Ministry for Economic Affairs and Energy (BMWi) and strives to acquaint Sri Lankan company representatives and decision-makers from politics and public administration with German energy solutions in the fields of energy efficiency and self-sufficiency in industry. The business trip itself will take place from 23 – 25 March 2020. Participants will have the unique opportunity to gain first-hand insights into world leading technologies and additionally get a better understanding of Germany's industry, which encompasses several thousand SMEs focusing on energy efficiency solutions, smart grids and storage technologies.

Program

The Fact-Finding Mission from Germany to Sri Lanka will be organized and accompanied by AHK Sri Lanka in cooperation with our German partner eclareon GmbH. Participants are scheduled to participate in an exclusive information event in Düsseldorf with experts from the German Ministry for Economic Affairs and Energy (BMWi), the private sector and academia. In the further course, participants will visit the premises and plants of multiple leading German companies with state-of-the-art technology in the Rhine-Ruhr metropolitan region. Detailed information regarding our program for the Fact-Finding Mission to Germany will be published shortly under the following link: <https://bit.ly/2q01DIG>

Costs

This business trip will take place within the framework of the German Energy Solutions Initiative which is coordinated and financed by the German Federal Ministry for Economic Affairs and Energy (BMWi). Yet, all participants have to bear the expenses for their respective flights, visa, board and lodging. In this context, please note that flight costs to Düsseldorf Airport may vary but an amount of about 600-800 Euros (140,000 – 160,000 LKR) can be expected. We kindly ask you to wait with the booking of your flight tickets until the trip has been officially approved by the Ministry for Economic Affairs and Energy in Germany, about which we will keep you informed. A hotel in Düsseldorf will be recommended by AHK Sri Lanka at the given time. AHK Sri Lanka will collect 70,000 LKR (plus VAT) to cover the booking costs for the hotel and the lunches.

In return, AHK Sri Lanka will assist you with the application for your visa and offers an interesting program which grants you and your company the opportunity to learn about new technologies and ways to implement these in the Sri Lankan system.

Registration

If you want to seize this opportunity and participate in this business trip to Germany, kindly register with Mr. Marvin Woischnik-Lange, projects@srilanka.ahk.de

Please note that the participation for the Fact-Finding Mission from Sri Lanka to Germany is limited and that the registration will be binding.

Join the Sri Lankan Pavilion at Boot 2020



Trade fairs in Germany – key instruments for developing new

What do companies require to successfully develop international markets? They need to make contacts with potential customers, they need distribution and service partners, and they need platforms where they can present their products and their business to the public. Achieving these goals requires either a broad palette of instruments, or a single, well-prepared presentation at a trade fair. Trade fairs are by far the most versatile of broad-spectrum marketing instruments. Trade fairs enable businesses to develop and maintain relationships with customers and clients, to search new partners and personnel, and to position themselves within the market. Trade fairs provide a test market for new products and a market research environment. And of course, trade fairs are a place to do business. These factors make trade fairs ideal venues for smaller and newly established companies, which often lack the funds necessary to employ a broad spectrum of marketing tools. For these companies, trade fairs are an effective multi-purpose solution.

German trade fairs meet all these requirements and enjoy a high level of acceptance as purchasing instruments. Many of the visitors to German trade fairs are decision-makers: around 60 % are involved in decision-making processes relating to purchasing. Therefore, exhibiting at a German trade fair provides access to high quality contacts.

The importance of trade fairs for smaller businesses is reflected in the exhibitor mix, with over half of all businesses employing a staff of less than 50 employees.

German trade fairs make it easy for businesses to reach their target groups. From additive manufacturing to construction machinery and from

food to electronic games – there is a specialist trade fair for nearly every industry. Around 170 trade fairs of international or national significance are held in Germany every year.

However, their appeal is not restricted to those wishing to do business with German companies. Trade fairs have become important meeting places for exhibitors and visitors from all over the world. Over half of all exhibitors are from abroad, and one third of these come from countries outside Europe. And around one third of the trade visitors are from abroad.

Foreign companies exhibiting their products and services at trade fairs in Germany can use this opportunity to gain new customers both in Europe and further afield. Importers visiting trade fairs in Germany can explore a spectrum of products from around the globe and compare their quality and pricing.

But the international character of German trade fairs is not the only factor that appeals to exhibitors and visitors from around the world. There are at least six other key factors:

German trade fairs are organised by professionals: the organisers have extensive experience in the development and management of international trade fairs and draw on the services of highly specialised and internationally experienced experts for their marketing, sales, service and engineering requirements.

German trade fair organisers market their services to exhibitors and visitors around the world: The larger trade fair companies maintain a global network of agencies in order to inform exhibitors and visitors locally. More than 500 information centres located around the globe provide easy access to German trade fair organisers.



Exhibitors, visitors and organisers engage in long-term cooperation: One key factor in the success of the German trade fair industry is the close cooperation of the various parties in advisory committees and other bodies. These arrangements ensure that trade fairs are developed and scheduled in line with market requirements.

The services available to exhibitors at trade fairs in Germany are internationally leading: German trade fair companies constantly seek to extend their range of services. They support exhibitors looking for stand construction companies, multi-lingual personnel, travel booking services or press and marketing services.

Germany offers exhibition centres and infrastructures that are among the best in the world. The high quality of Germany's transport infrastructure is a crucial factor in minimizing transport time and costs to and from trade fairs.

Trade fairs in Germany offer excellent value for money: exhibitors enjoy access to a high volume of quality visitors while paying comparatively modest stand rentals. The low per-contact cost ratio enjoyed by exhibitors at German trade fairs compares favourably with both international competitors and other channels.

Therefore, more and more exhibitors and visitors from countries around the world bank on trade fairs made in Germany when planning to develop new markets.



#PartnerInSriLanka

#PartnerInSriLanka is the AHK Brand for the Delegation of German Industry and Commerce in Sri Lanka (AHK Sri Lanka). AHK Sri Lanka offers tailor-made services that are customized to meet client's requirements. Further, AHK Sri Lanka provides services to companies from Germany and Sri Lanka in order to support their foreign business activities.

#PartnerForSuccess

As a partner for success, the Delegation of German Industry and Commerce in Sri Lanka offers a comprehensive range of services for successful market entry in Sri Lanka. We support companies and institutions both in the preparation and implementation of market entry. To do so, we bring prospects together with the right partners and also help in the long term in establishing and expanding business relationships in Sri Lanka.

#PartnerForAdvocacy

Under **#PartnerForAdvocacy**, AHK Sri Lanka aims at improving business relations through addressing the common business challenges within the country. We offer different platforms for the German-Sri Lankan dialogue between businesses and politics to address the current challenges and expedite the solutions.

#PartnerForKnowHow

The German dual vocational education and training (VET) system, with its dual character of 70% on-the-job training and 30% school-based learning, is a successful model. The combination of practice and theory prepares trainees for a successful transition into working life and enables companies to secure their skilled labor supply. While practical training of skilled workers is a unique feature of German VET system, more and more countries and industries abroad have taken on this approach.

In order to support and secure the local labor supply, AHK Sri Lanka offers consulting, coordination and certification of dual vocational training according to German quality standards in Sri Lanka.

Famtrip with TVG (FTI Group)



We had the pleasure to spend the last week travelling around Sri Lanka with our leading Travel Agent Partner TVG, a franchise belonging to FTI. Top Sales Partners of TVG with an outstanding production and revenue increase for TVG and the entire FTI Group were invited to experience the Sri Lankan hospitality and the particular Diversity of the country themselves.

After a warm welcoming by Sri Lankan Tourism Board (SLTB) and the local Agent of the FTI Group, House of Travels and Tourism (H.O.T) at the airport of Colombo, the journey around the country began.

Starting with a Wild Elephant Jeep Safari Tour in the Kaudulla National Park as a great introduction to the treasures that this country has many things to offer, followed by a delicious dinner at Lake Lodge Boutique Kandalama and finishing the day at Amaya Lake Resort with its beautiful and calm jungle scenery, was a perfect start.

The next days were similar exciting and full of diverse experiences. After starting the day off with an incredible view from a hot air balloon (<https://www.srilankaballooning.com>), we took the road to the East Coast to visit Passikudah and had an overnight stay at Sun Aqua Passikudah. Spending some relaxing moments by the pool and some sea breeze in our hair, we left that part of Sri Lanka, to continue our journey to the heart of the island – Kandy. Amazed by its charming old town, we went to see the sacred tooth temple in the center of the city and get a glimpse of local religious traditions. Spending the night at Topaz Hotel Kandy, we were able to experience an impressive cultural show, to dive even deeper into Sri Lanka's traditions. To be closer with the local life, we took a train ride with open doors and wavy hair to Watawala, to see the famous tea fields and experience an authentic day in the highlands of Nuwara Eliya, spending the night at Mirage Kings Cottage with its charming, colonial touch.



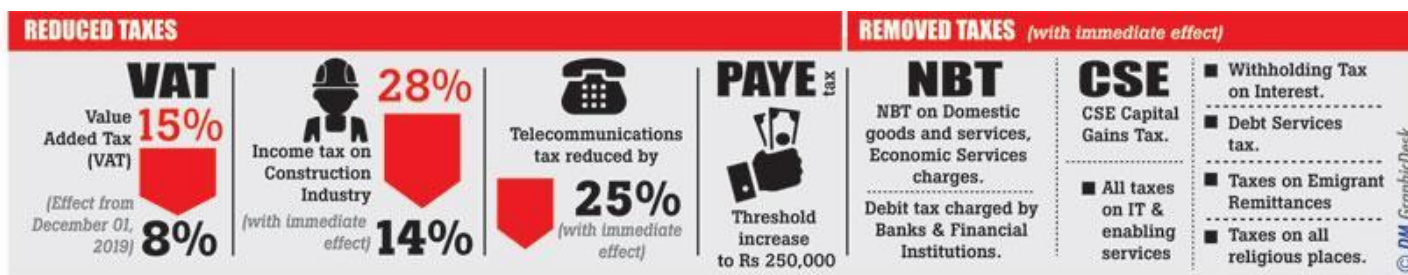
Already amazed by Sri Lanka's diverse sceneries, we took the beautiful road Ella into the south, to spend a few sunny beach days and a night at the calming Anantara Peace Haven Tangalle Resort & Spa.

We also had the pleasure to visit Galle – a charming town with branchy streets, artistic shops and a historical fort, rounded up with a fabulous seafood lunch at Jungle Beach Ahungalla. Taking this trip to a nice end, we spent 2 nights at Cinnamon Bay and experiencing a warm and kind hospitality accompanied by an adventurous dinner and tasty drinks at a beach bar. The last day of this trip we were lucky to fly with Fitsair from Katukurunda to BIA Airport and bringing this colorful, srilankan experience to a bombastic ending.

But that's not all! Due to international donation day and in cooperation with Handicap International, we started a call for donations to the clients of TVG, to spread awareness on the amazing work of Handicap International here in Sri Lanka and its very diverse and very important projects.

After these special days our German travel experts are perfectly prepared to bring the Sri Lanka package into the German market.

New Government announces tax concession galore



The new government announced a heap of tax concessions which included the annulment of Nation Building Tax (NBT), Capital Gain Tax, Withholding Tax and the reduction of VAT to 8 per cent from 15.

The proposal made by President Gotabaya Rajapaksa in this regard was approved by the Cabinet of the new government which held its maiden meeting today.

Announcing the decision, Co-Cabinet Spokesperson and Minister, Dr. Bandula Gunawardana said most of the tax restructuring will come into effect from December 1.

"The proposal made by the President to revive the economy was approved today. Prime Minister and Finance Minister Mahinda Rajapaksa will see to it that laws and regulations are amended to make way for these concessions and issue necessary gazettes by December 1," Minister Gunawardana said at the maiden Cabinet news briefing.

Accordingly, he said the Nation Building Tax, Economic Service Charge, Debit Tax on banking on financial institutions, Capital Gain Tax stock market transactions, VAT on the condominium property, Pay As You Earn Income Tax, Withholding Tax and Debt Servicing Taxes will be removed.

Minister Gunawardana said the NBT which was 2 per cent on goods and services would be removed and the 15 per cent VAT on goods and services will be cut down to 8 per cent.

"Tax-free threshold for turnover for VAT will be raised from Rs.1 million per month to Rs.25 million per month or Rs.300 million per annum to provide immediate relief especially to the small and medium sector enterprises in all sectors. The tourism industry will be treated as export for zero rates provided that 60 per cent of turnover is sourced from local suppliers.

All religious places of worship will be exempted from all forms of taxes, all foreign exchange revenue will be made free from income taxes and the telecommunication tax will be reduced by 25 per cent," he said.

The proposed tax reforms will also make the information technology service free from taxes.

Any form of monthly earning of Rs.250,000, Rs.500,000 and Rs.750,000 and above will be imposed an income tax of 6 per cent, 12 per cent and 18 per cent respectively.

PAYE taxes would be removed for earning on the all-inclusive monthly income of Rs.250,000 in place of the current ceiling of Rs.125,000 per month for all public and private sector employees with effect from January 1, 2020.

In the proposal, President Rajapaksa recommended that imports of tea, pepper, raw rubber, cinnamon and other locally made small industrial products be either placed on negative list or subject to high custom-based taxes.

The proposal also said that items which are not manufactured in any form and also beneficial for the country to have access to global sources will be made duty free. "Machinery and equipment which are not made in Sri Lanka along with advanced technology will be made duty free. Preferential rate under various trade agreements will be reviewed having regard to national interest and obligations in terms of such trade agreements," the proposal said.

Commenting on how the government would increase its income which will go down as a result of tax concessions, Minister Gunawardana said they expect to widen the net of taxpayers so as to increase the income from direct taxes.

Source: Daily mirror, 27/11/2019

Amendments to Ports and Airports Development Levy

New Gazette has been published to amend Ports and Airports Development Levy (PAL) with effect from 6th of December 2019.

Please download the gazette notification from [here](#)



New Cabinet Ministers and State Ministers



State Ministers

		
Lakshman Yapa Abeywardene Information and Communication Technology	Lasantha Alagiyawanna Public Management and Accounting	Kehelva Rambukwella Investment Promotions
		
Mahinda Samarasinghe Public Administration and Internal Affairs	Rohitha Abeygunawardene State Minister of Energy	Sanath Nishantha Perera Fisheries & Aquatic Resources
		
Anura Priyadarshana Yapa Trade and Consumer Welfare	Roshan Ranasinghe Mahaweli Development	Susil Premajayantha International Relations
		
Janaka Wakkumbura Export Agriculture	John Seneviratne Economic Affairs and Policy Development	Susantha Punchinilame Small Medium Enterprise (SME) Development
		
Lohan Ratwatte Roads and Highways Development	C.B. Ratnayake Railway Services	Dayasiri Jayasekara Industries
		
Wilamaweera Dissanayake Wildlife Resources	Thilanga Sumathipala Technology & Innovations	Tharaka Balasuriya Social Security
		
Dilum Amunugama Transport Services Management	Arundika Fernando Tourism	Priyanka Jayaratne Indigenous Medicine
		
Kanchana Wijesekera Fisheries and Aquatic Resources	Chamal Rajapaksa Defence	Vidura Wickremesekera Agriculture
		
Nimal Lanza Social Empowerment and Estate Infrastructure	S.B. Dissanayake Land & Land Development	Mahinda Yapa Abeywardene Irrigation & Rural Development
		
Indika Anuruddha Public Management, Internal Affairs, Provincial Council and Local Government	Gamini Lokuge Urban Development	Vasudeva Nanayakkara Water Supply & Drainage

Cabinet Ministers

- Prime Minister Mahinda Rajapaksa - Minister of Finance, Economic Affairs, Policy Development, Buddha Sasana, Cultural, Water Supply & Urban Development, Housing Facilities
- Nimal Siripala de Silva - Minister of Justice, Human Rights & Legal Reforms
- Arumugam Thondaman - Minister of Community Empowerment & Estate Infrastructure
- Dinesh Gunawardene - Minister of Foreign Relations, Skills Development, Employment & Labor Relations
- Douglas Devananda - Minister of Fisheries & Aquatic Resources
- Pavithra Wanniarachchi - Minister of Women & Child Affairs, Social Security, Health & Indigenous Medicine
- Bandula Gunawardene - Minister of Information & Communications Technology, Higher Education, Technology & Innovations
- Janaka Bandara Tennakoon - Minister of Public Administration, Home Affairs, Provincial Councils & Local Government
- Chamal Rajapaksa - Minister of Mahaweli Development, Agriculture & Trade
- Dullas Alahapperuma - Minister of Education, Sports and Youth Affairs
- Johnston Fernando - Minister of Roads, Highways, Ports and Shipping
- Wimal Weerawansa - Minister of Small and Medium Scale Enterprise Development, Industry and Supply Management
- Mahinda Amaraweera - Minister of Passenger Transport Management, Power & Energy
- S.M. Chandrasena - Minister of Environment and Wildlife, Lands and Land Development
- Romesh Pathirana - Minister of Plantation Industries and Export Agriculture
- Prasanna Ranatunga - Minister of Industrial Export Investment Promotion, Tourism and Aviation

				
Ranjith Siyambalapitiya Education Service	Kanaka Herath Ports Development Affairs	Mohan Priyadarshana Human Rights & Legal Reforms	Jayantha Samaraweera Environment	Nimal Lanza Social Empowerment and Estate Infrastructure
				
Mahindananda Aluthgamage Power	Duminda Dissanayake Youth Affairs	Vijitha Berugoda Women and Child Affairs	Shehan Semasinghe Banks and Loan Schemes	Indika Anuruddha Public Management, Internal Affairs, Provincial Council and Local Government



Colombo Port City opens for investors

Colombo's landmark project, the Colombo Port City, is open to investors from 9th of December 2019, after it was declared open by Prime Minister Mahinda Rajapaksa on Saturday at a colourful ceremony.

Accompanied by the Chinese Ambassador to Sri Lanka Cheng Xueyuan, the Prime Minister officially declare the 269 hectares of land reclaimed from the sea for the project as part of the Colombo District. The Government will follow up this up in the coming months with several programs to be launched attract investors.

Prime Minister Mahinda Rajapaksa delivering short remarks at the ceremony said the Government would support and accelerate the development of the Colombo Port City project. It was also reported the Prime Minister had pledged to accelerate the implementation of regulations tailor-made for the Port City as early as January 2020 and promote it as an attractive investment option for investors at the earliest.

Port City Colombo, an extension of Sri Lanka's vibrant commercial capital, will comprise five different districts, which will include a Financial District, Central Park Living, Island Living, The Marina and the International Island. When completed, Port City Colombo will have over 5.6 million square meters of built space, with the best in design and standards. It aims to attract investments in healthcare, education, entertainment, hotels and restaurants, retail and office spaces with an integrated resort and a marina, offering a best in living experience by the Indian Ocean.

Construction of the \$ 1.5 billion Colombo Port City project was launched on 17 September 2014 in the presence of former President Mahinda Rajapaksa and Chinese President Xi Jinping. The agreement for the Port City was renegotiated and signed in August 2016. The former administration of Prime Minister Ranil Wickremesinghe had planned to establish an International Financial Centre on the share of land allocated to the Sri Lankan Government. It is however, now unclear as to whether this will continue. A \$1 billion project to construct the building to house the International Financial Centre was also approved by Cabinet in late 2017.

Source: Daily FT, 9/12/2020

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October 5-7, 2020

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Sri Lankan electronics and electrical sector excels at Productronica 2019 in Germany

Participation in an international exhibition and fair of this magnitude can undoubtedly give us lots of exposure in terms of new leads, competitors and collaboration possibilities, said Entgra Ltd. Founder and Chief Executive Officer Sumedha Rubasinghe.

Sri Lankan electronics and electrical sector companies benefitted from Sri Lanka's participation in the first-ever Productronica 2019 event in Germany organised by the Sri Lanka Export Development Board (EDB) from 12-15 November at Messe München, Germany, with the assistance of the Sri Lankan Embassy in Germany and the Consulate General of Sri Lanka in Frankfurt.

Four Sri Lankan medium- to large-scale electronics and electrical sector companies, namely Cables Solutions Ltd, Entgra Ltd, Kelani Cables Plc and Vario Systems Ltd, participated as exhibitors at this event with the aim of promoting the electronic and electrical sector, which has been identified as one of the focus sectors in the National Export Strategy (NES).

The total business generated was around \$ 3.3 million to \$ 5.3 million and roughly 65 business linkages are under negotiation and are set to be confirmed by the end of 2020.

The Sri Lankan exhibitors at Productronica 2019 also showcased their products and services at Semicon Europa, the largest European electronics platform connecting industry leaders across the entire manufacturing supply chain from every segment and sector of the European microelectronics industries including Semiconductors, LEDs, MEMS and printed, organic, flexible and other adjacent markets.

Moreover, the EDB is hoping to organise a Sri Lanka pavillion at Electronica 2020 at the same venue for the betterment of the Sri Lankan electronics and electrical sector (<http://www.srilankabusiness.com/electrical-and-electronics/>).

Vario Systems AG stated that the company met new and potential customers, understood what competitors were doing and gained new technological insight while using the event as a platform to invite existing customers. The company said it was important to participate in these kinds of global trade fairs to meet buyers, suppliers and customers in different market segments.

Cable Solutions Ltd. was able to acquire around \$ 0.2-\$ 0.3 million worth of contracts from its maiden participation. It said it understood the importance of presenting at a global exhibition with exposure to the European market. Visitors with whom it had worked had the opportunity to see its product range for the first time. It revealed that the visitor profile and size of the exhibition allowed it to explore new business aspects and opportunities which otherwise would not have been seen with self-marketing.

Kelani Cables Plc said the major benefit of its participation was the broader knowledge gained through the vast European market for wire harnesses. Europe is a quality focus market and it presents a golden opportunity for Sri Lankan companies in the electronic and electrical sector that participated at this trade fair.

Entgra Ltd. was able to connect with highly relevant leads that could possibly be converted into customers. Furthermore, it said participation at an international exhibition or fair of this magnitude could undoubtedly afford exposure in terms of possibilities for new leads, competitors and collaboration.



Source: Sri Lanka Export Development Board



World's Leading Trade Fair for Electronics Development and Production

November 16–19, 2021 | Messe München

DIMO reimagines construction in Sri Lanka with Fischer

Diesel & Motor Engineering PLC (DIMO), one of Sri Lanka's leading diversified companies, together with Fischer, the globally renowned fixing solutions company, recently conducted a product portfolio re-introduction and knowledge sharing session with Sri Lanka's top construction industry companies.

Having tied up with German manufacturing giant Fischer Group of Companies, DIMO has been marketing Fischer products in Sri Lanka for over 15 years. Fischer fixings products are globally renowned to be the specialist for safe and economic fixings and connections on a building site and have become one of the market leaders over the last six decades. With its headquarters in Black Forest in Germany, Fischer Group of Companies has expanded to become a global giant with 40 subsidiaries in 30 countries across 4 continents. The company includes 4 business divisions – Fischer Fixing Systems, Fischer Automotive Systems, Fischer Consulting and Fischertechnik. With a share of sales of around 75%, Fixing Systems are the biggest division in the Fischer Group. Fischer holds the highest number of construction approval certificates in the whole of Europe.

Addressing the audience, Ranjith Pandithage Chairman & Managing Director DIMO stated, "I am thrilled to see so many top professionals from the Construction industry here to grace this occasion. When you look at the DIMO product portfolio, you will realise that we represent world-class products to give Sri Lankans the best of the best. We not only give the best, we look after the best very well. We get our top-class professionals to look after the products we market. With the development in the country and all the progress in the Construction industry, we feel that Fischer will continue to be a very important partner in our journey."

Two representatives from Fischer, Andreas Jester – Export Manager and Constantin Wiegert – Product & Marketing Manager for Passive Fire Protection Systems, explained to the audience about the Anchoring and Fire Protection Systems products offered by



1. From left Eng. Samitha Jayakody Director – Architectural & Buildings of RDC (Pvt) Ltd, Constantin Wiegert – Product & Marketing Manager for Passive Fire Protection Systems (Fischer), Andreas Jester – Export Manager (Fischer), Eng. S. A. Karunaratne – Managing Director of Stems Consultants (Pte) Ltd., Eng. Ananda Senarath – Director of Stems Consultants (Pte) Ltd and Eng. Wijith Pushpawela – Executive Director of DIMO at the panel discussion

Fischer. The two German experts elaborated on how these Fischer products can help boost the Construction industry in Sri Lanka.

After the product presentations, the attention shifted to an informative panel discussion that included leading professionals in the Construction industry in Sri Lanka Eng. Wijith Pushpawela – Executive Director of DIMO, Eng. Ananda Senarath – Director of Stems Consultants (Pte) Ltd. and Eng. S. A. Karunaratne – Managing Director of Stems Consultants (Pte) Ltd., together with the two Fischer representatives. The panel discussion was moderated by Eng. Samitha Jayakody Director – Architectural & Buildings of RDC (Pvt) Ltd.

Wijith Pushpawela commented, "The construction industry contributes 7% GDP of the country. DIMO is well positioned to cater to this industry and ready to take on any challenges. From the point of earthwork onwards, we have solutions for the construction industry – earthmoving machines, construction equipment, ready-mix plants, trucks and scaffolding with new technology. We always bring in new technology to the industry, whichever industry we are in. When it comes to services of a building, we do almost everything in a building starting from power, medium voltage to low voltage, entire external voltage system, CCTV access control and many others. All our products and services are backed by world-renowned brands. When it comes to Fischer products, FireStop is widely used in Sri Lanka in all high-rise buildings while Anchoring and Fixing solutions are also widely used in the

construction industry now. At DIMO, we are not only selling products, we sell solutions. Our products are backed by application specialists who train users on how to use them properly. We are capable of providing solutions to any complex project. Currently, we are one of the largest players involved in the country's single largest investment project – the Waterfront Project."

During the discussion, that also included a Q&A session with the audience, the 3 local panelists shared their insights and observations about the construction industry while the 2 German panelists further educated the gathering on how Fischer products can help to re-imagine the Construction industry in Sri Lanka.

The Fischer Fixing Systems product range varies from chemical systems to steel anchors to nylon plugs. Fischer offers the perfect fixing for every fixing-problem, whether it's heavy duty fixing for the professional or do-it-yourselfer (DIY Range). The product portfolio includes over 14,000 articles including innovative facade fixings, an extensive screw assortment, special assortment for thermal insulation composite systems, and a wide range of sanitary, heating and electric systems, adhesives, sealants, foams or drillers and bits. Fischer products are widely used in many of the benchmark construction projects transforming the skyline of Colombo including Cinnamon Life, ITC Colombo One, Capitol Twin Peaks, 447 Luna Tower, Havelock City Phase 4 & 5, Altair and also the new Defense Headquarters.

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<p>IMM COLOGNE 2019 "The international interiors show"</p> <p>13-19 January 2020 in Cologne</p> <p>https://www.imm-cologne.com/</p>	<p>The 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. The imm cologne is considered as indispensable communication forum, important impetus driver and creative center of ideas.</p>	
<p>Green Week 2020.</p> <p>"The world's biggest fair for food, agriculture and horticulture."</p> <p>17-26 January 2020, Berlin</p> <p>https://www.gruenewoche.com/</p>	<p>Internationale Grüne Woche (IGW) in Berlin is a unique international exhibition of food, agriculture and horticulture. Food and beverage producers from around the world use the fair as a sales and testing market as well as for strengthening their image. Part of the presentations are products such as fruits and vegetables, fish, meat and dairy products. An almost complete wine, beer and spirits offer combined with international culinary specialties leaves no wish unfulfilled. Increasingly, modern services to farmers (such as holiday and shopping in the countryside), and information on renewable energy and renewable resources are also available.</p>	
<p>boot Düsseldorf 2020</p> <p>18-26 January 2020 in Düsseldorf</p> <p>https://www.boot.com/</p>	<p>The "boot" in Düsseldorf is the world's largest and most international indoor fair for boats and water sports. It takes place every year and is a pure public exhibition. At an exhibition area of 220,000 square meters the visitor will be informed about the services and products relating to water sports. In particular, innovations and trends are the focus of the show. Participating and trying is the motto of this fair, the opportunity can be found in elaborately designed theme worlds, where the visitors are given the opportunity to test new products from various fields.</p>	
<p>Wire Düsseldorf</p> <p>30-03 April 2020 in Düsseldorf</p> <p>https://www.wire-tradefair.com/en/Home/Home</p>	<p>As an international trade fair wire Düsseldorf provides exhibitors and suppliers of wires and cables in addition to the latest technology, specialty products and innovative machines concerning wire and cable manufacturing, a unique communication platform. Experts from all over the world use the trade fair not only as an information center for the developments and trends in wire, cable and wire-processing industries. This key fair is also an international forum for the purpose of setting up closer business contacts and for intensifying existing relations with customers.</p>	
<p>Tube Düsseldorf</p> <p>30-03 April 2020 in Düsseldorf</p> <p>https://www.tube-tradefair.com/en/Home/Home</p>	<p>The Tube is the world's leading exhibition for the pipe industry and thus the most important showcase for all professionals manufacturing, processing and using pipes. Focal product groups are including raw materials, pipes and fittings, machinery for pipe manufacturing, process technology tools and related tools, measuring, testing and control technology, profiles and associated equipment as well as used machines for the mentioned areas.</p>	
<p>CIOSH 2020</p> <p>08-10 April 2020 in Shanghai, China</p> <p>http://en.ciosh.com/</p>	<p>The International Occupational Safety & Healthcare Goods Expo (CIOSH) was founded in 1966 to provide a full range of manufacturing safety and health protective equipment to workers in major manufacturing fields, including construction, chemical, metallurgy, mining and medical care. After more than 50 years of development, CIOSH has become an industry spearhead, leading the scientific and technological development of the labor protective equipment industry in China.</p>	
<p>Interpack</p> <p>7-13 May 2020 in Düsseldorf</p> <p>https://www.interpack.com/</p>	<p>Interpack is one of the world's most important fairs of the packaging industry and represents with it offers the entire value chain. The range is from the production and refinement of packaging products and packaging materials of all classes on the packaging and distribution to quality assurance and consumer protection.</p>	

<p>Drupa</p> <p>16-26 June 2020 in Düsseldorf</p> <p>https://www.drupa.com/</p>	<p>Drupa is the world's largest trade fair for the printing and media industry in Dusseldorf. This is where the global suppliers of print and media industry. Here present a large number of international exhibitors, products and services in the areas of print and media pre-press, printing machines, bookbinding, paper processing and Druckaterial. The visitors can inform themselves in depth and comprehensive information on the latest developments, trends, services and products from the different areas.</p>	
<p>THE TIRE COLOGNE 2020</p> <p>09-12 June 2020 in Cologne</p> <p>https://www.thetire-cologne.com/</p>	<p>THE TIRE COLOGNE 2020 is a global event that brings the leading players and innovators in the tire manufacturing world together in one place at one time with one common goal to further expand and improve the incredible science of tire design and manufacturing in all its aspects. It brings together professionals, industry leaders and experts to share valuable experienced knowledge and innovative ideas to make advanced this sector in the global market.</p>	
<p>Transport Logistic China, Shanghai</p> <p>16-18 June 2020 in Shanghai</p> <p>http://www.transportlogistic-china.com/</p>	<p>Transport logistic China, the international trade fair for logistics, telematics and transport, takes place in Shanghai. With nearly 500 exhibitors from 45 countries and an audience coming from nearly all industrial countries worldwide, it has become the most important fair of its kind in Asia over the last years. This is an event organized by Messe München GmbH in the Asian region.</p>	
<p>SPOGA+GAFA 2019</p> <p>06. - 08. September 2020</p>	<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>	
<p>Electronica 2020</p> <p>10-13 November 2020 in Munich</p> <p>https://electronica.de/</p>	<p>Electronica is the international trade show for electronic components, systems and applications and shows as the world's leading trade fair the full range in all its diversity in width and depth. It reflects the high degree of innovation throughout the industry. Exhibitors and users in the areas of systems, applications and technologies of electronics can receive the information of the latest innovations and developments in the fields of system peripherals, power engineering to printed circuit boards or EMS. The exhibition offers ranges from display on sensor solutions, power supplies, electronic design (ED / EDA) to software in electronics.</p>	

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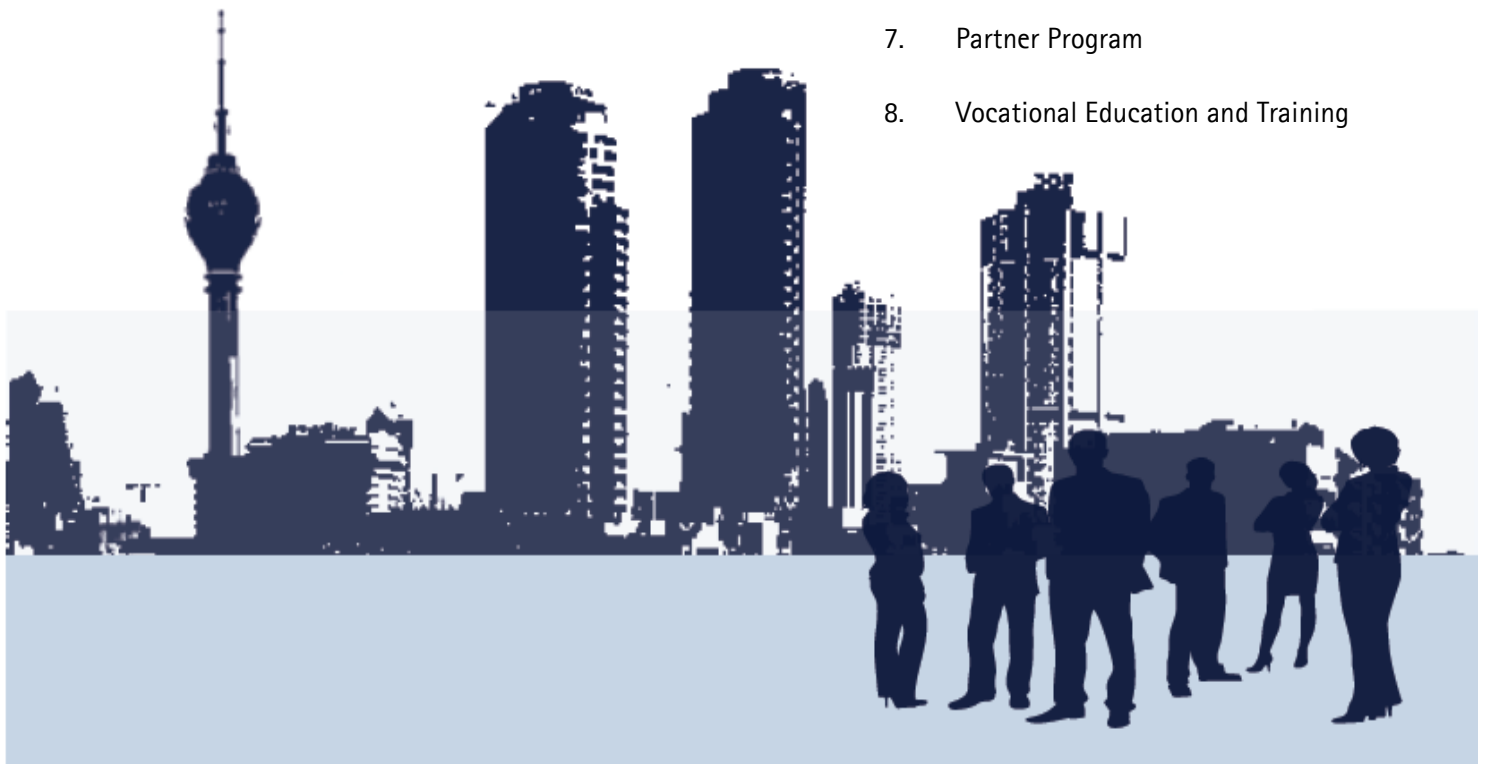


Sri Lankan Pavilion at Green Week 2020, Germany	17 th to 26 th January 2020
Sri Lankan Pavilion at boot 2020	18 th to 26 th January 2020
Business Delegation from Germany to Colombo on "Sustainable Mobility, Traffic & Public Transport Solutions and Logistics"	27 th – 31 st of January 2020
Information trip to Germany on "Energy Efficiency and Self-Sufficiency Industries"	23 rd to 25 th of March 2020



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