

Volume 21  
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May/June 2020

# AHK Sri Lanka NEWSLETTER



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



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

 **Partner In Sri Lanka**



Dear readers,

I hope that you are in good health and that you had a successful restart to business.

After the relaxation of the lockdown, most companies were able to restart their business gradually. According to the Sri Lankan government, almost all new COVID-19-infections during the last weeks were Sri Lankan returnees or Sri Lankan Navy personnel. The Directorate General of Health (DGHS) stated that the situation seems to be largely under control. To maintain this great achievement, we pledge companies and employees to strictly follow the governmental health protection guidelines.

During the lockdown, we have continuously extended our digital support portfolio to Sri Lankan and German companies. From online matchmakings, product presentations, media briefings, sector committee meetings, online discussions, webinars to training, we adapted our services according to the current requirements. We sincerely thank the Chairmen of the Board of Investment (BOI) and the Sri Lankan Port Authority (SLPA) for having conducted continuous solution-oriented dialogues with AHK-related companies and ourselves.

For the upcoming trimester of 2020, most AHK-events will be conducted in a digital way. Regarding the last trimester, we are planning to organize in cooperation with the Asia Pacific Association of German business (OAV) an incoming sourcing delegation covering various sectors, such as for example PPE, apparel, rubber, and food. Furthermore, we are planning to organize several business delegations to trade fairs as for example the Occupational Safety and Health Exhibition for Asia (OS+HA), which will be organized by Messe Düsseldorf Asia from 9th to 11th of December 2020 in Singapore. In the field of vocational training, a Train the Trainer (ADA) certification according to the German Vocational standard (AEVO) is scheduled for the month of October 2020.

Wishing you all the best, health, and good business!

Andreas Hergenröther

Chief Delegate of German Industry and Commerce in Sri Lanka

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# 1. The Impact of COVID-19 on the Sri Lankan Economy

As of 3 June 2020, 1,683 individuals were tested positive for COVID-19. According to the Ministry of Health, 849 individuals have recovered, and 11 deaths were reported.

## **Curfew Regulations**

With the objective of restoring normalcy in civilian life, existing curfew regulations were relaxed and imposed between 10PM and 4AM since 26 May 2020. Upcoming instructions for selected public activities and work settings published by the government for the control of COVID-19, can be retrieved from the [AHK Sri Lanka Homepage](#).

Sri Lankan health authorities have set out guidelines that must be strictly adhered to during the operation of factories, institutes, offices, shops as well as public transportation. These guidelines include wearing face masks in public, strictly following disinfecting hands prior entering commercial and public premises, and maintaining social distance of minimum (3 feet = 1 Meter).

Heads of public and private sector entities are expected to decide on the number and categories of

workers to be called for work in consideration of the nature of the services they provide whilst fully adhering to health guidelines. Free traveling between districts except in the two districts of Colombo and Gampaha is permitted. The government expects the public to refrain from unnecessary gatherings.

The COVID-19 Prevention Task Force Committee proposed to the Sri Lankan President to reopen Sri Lanka's international airport for foreign tourists from 1 August 2020 as the country is gradually returning to normalcy. As the proposal was set out to revive the tourism sector, initially, all hotels and restaurants registered with Sri Lanka Tourism were entitled to commence for in-house dining. Based on its progress, steps will be taken to gradually open unregistered eateries under the assistance and supervision of the Army and Public Health Officials.

An advocacy brief on the resumption of public activities during gradual exit from existing restrictions for COVID-19 in Sri Lanka was published on the 27<sup>th</sup> of May 2020 with the collaboration of

the Ministry of Health and Indigenous Studies, WHO, Government Medical Officers association, and Sri Jayawardenapura Kotte Municipal Council. The brief entails the timelines for resumption and the instructions for selected public activities / work settings for the prevention and control of COVID-19 (Please refer the [Advocacy Brief](#) published by the Ministry of Health in Sri Lanka.).

## **Measures by the Government**

### **Re-financing facility by CBSL**

In March 2020, the monetary authority of Sri Lanka decided to establish a re-financing facility of LKR 50 Billion to support businesses and individuals affected by the pandemic.

The deadline for application for the above-mentioned re-financing facility was on 15 May 2020. Accordingly, licensed commercial banks, licensed specialized banks, and finance companies were eligible to participate in the re-financing facility and offer the concessions announced.

The concessions availed to:



- SMEs engaged in manufacturing, services, agriculture, construction, value addition and trading businesses including authorized domestic pharmaceutical suppliers with turnover below Rs 1 Bn, and

- those affected by COVID-19 related repercussions, which includes tourism, direct and indirect export related businesses including apparel, IT, tea, spices, plantation and related logistic suppliers adversely affected by work disruption and overseas lockdowns, self-employment businesses and individuals who have lost their jobs/income, and foreign currency earners who have repay loans in foreign currency and whose incomes/businesses have been adversely affected.

For 2-months working capital requirements, working capital loans were being offered at an interest rate of 4% per annum with a maximum period of 24 months. Investment purpose loans were granted for 5-years at an interest rate equal to maximum AWPLR +1.5 with the amount not exceeding LKR 300 Mn. Other concessions include discontinuing charges on return cheques, late payment fees on credit cards and other facilities.

#### **Debt Moratorium**

As part of the debt moratorium, a 6-months moratorium on lease rentals, personal loans granted to private sector non-executive employees, a 3-months moratorium on personal loans, leasing rentals of value less than LKR 1 Mn and a 6-month debt moratorium for affected industries were provided. If the credit facilities were in the non-

performing category as at 25 March 2020, a debt moratorium will be granted until 30 September 2020.

#### **Measures for the Banking and Finance Sector**

On 15 May 2020, the Central Bank issued directions to the banks for the implementation of loan to value ratios in respect of credit facility granted by licensed commercial banks for the purpose of purchase or utilization of motor vehicles. According to this Banking Act Direction No 04 of 2020, Loan to Value Ratio for credit facilities granted for importation or purchase of motor vehicles under permits on concessionary terms shall be computed based on the proforma invoice value, instead of the market value of the vehicle.

Due to the implementation of the re-financing facility, the Central Bank of Sri Lanka has implemented regulatory measures to provide liquidity to banks while ensuring continued supply of credit. Some of these measures include:

- Providing additional funding under the re-finance or other credit operations enabling the banking sector to provide working capital and other loans at concessionary rates of interest, to spur demand in the economy, and

- Up to 30 June 2020, licensed banks are permitted to consider certain assets as liquid assets in the computation of the Statutory Liquid Assets Ratio (SLAR) subject to conditions while the minimum requirement of Liquidity Coverage Ratio and Net Stable Funding Ratio to be 90% with enhanced supervision and frequent reporting. In order to strengthen the liquidity

position of the banking sector, the Monetary Board has decided to restrict certain discretionary payments of licensed banks, such as declaring dividend or repatriation of profits, engaging in share buy-backs, increasing management allowances and payments to the Board of Directors until 31 December 2020.

#### **Import Restrictions**

Gazette Extraordinary No. 2176/19, dated May 22, 2020 was published to amend the regulations stipulated on Gazette Extraordinary No. 2171/5, dated 16 April 2020 on the amendment of the Import and Export Control Act. Accordingly, imports of non-essential goods including imports of certain industrial goods and some raw materials continue to be suspended (Please refer to the Gazette Extraordinary Notification No. 2176/19, dated May 22, 2020 published on the AHK Sri Lanka homepage for more information).

With the 'operating instructions 08/2020' dated 29 May 2020, for the importation of vehicles, when on-board date comes on or before 21 May 2020, such consignment can be released from Sri Lanka Customs subjected to effect payment after 90 days from the on-board date. The banks shall execute payments accordingly after 90 days. For items included in Schedule II of the gazette, when on-board date comes on or after 22 May 2020, items can be imported with a credit period of 90 days or 180 days as. HS codes of the items which are needed to be imported with 180-days credit period are attached [here](#).

## 2. AHK Business Outlook

The key findings of a survey conducted by AHK Sri Lanka among 160 CEOs and representatives of German companies.

### 1. The greatest risks for economic development over the next 12 months

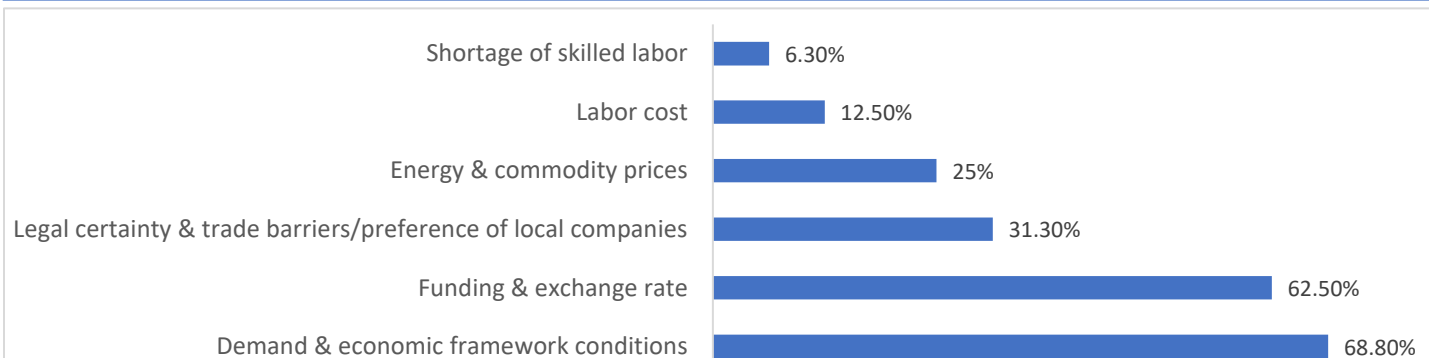


Figure 1

### 2. What effects do you expect or already have from the coronavirus pandemic?

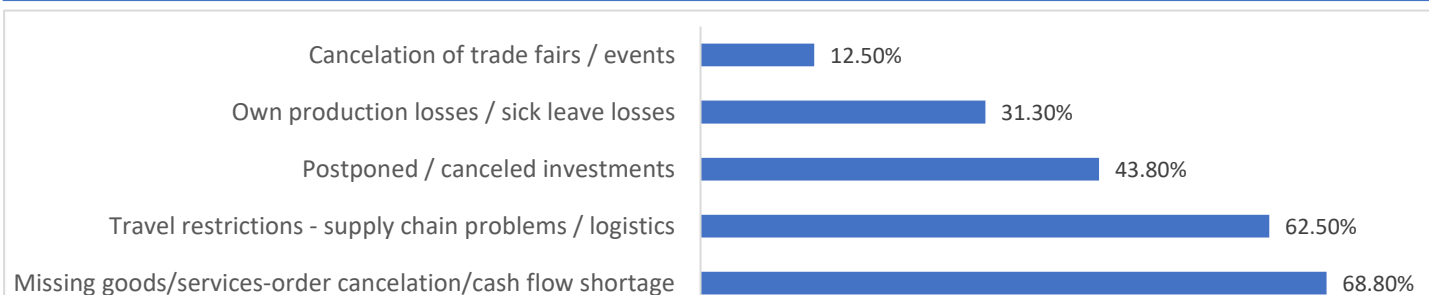


Figure 2

### 3. Changes in revenue due to Covid-19

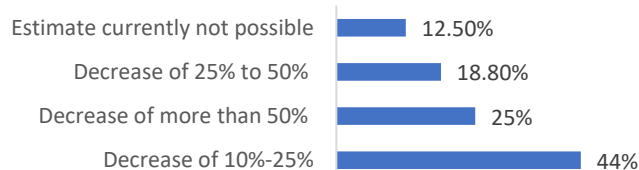


Figure 3

### 4. How do you assess the medium-term economic development in Sri Lanka?



Figure 4

### 5. Expectations of development of business in the next 12 months

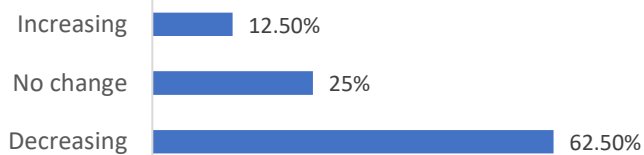


Figure 5

### 6. Company's expenditure on local investments expected to develop over the next 12 months?

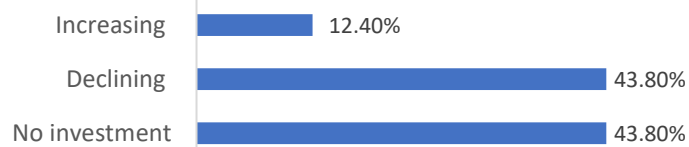


Figure 6

### 7. Which measure do you plan to minimize losses in your company?

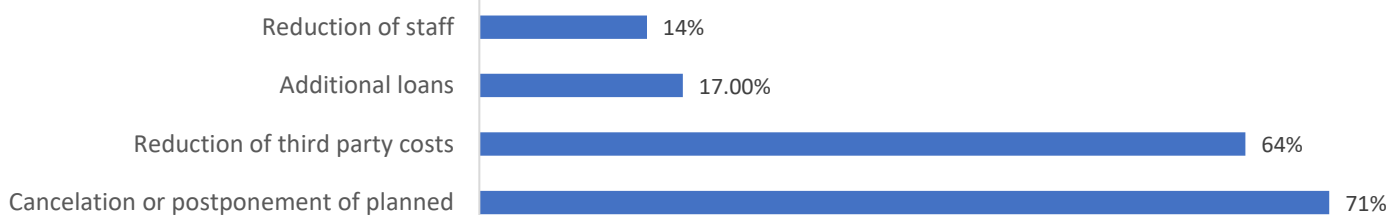


Figure 7

### 8. Which initiatives to stimulate business do you consider most important?



Figure 8

### 9. How will your number of employees change over the next 12 months?



Figure 9

### 10. How high will be your demand for skilled workers post-Covid-19?



Figure 10

### 11. How do you assess the current business situation of your company?

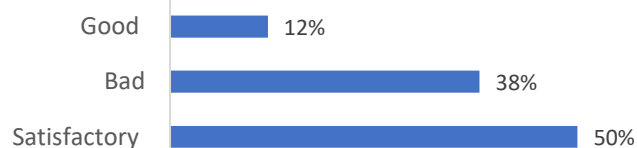


Figure 11

### 12. Do you consider offering in-company vocational training (apprenticeship)?



Figure 12

### 13. Respondents Industry Sector



Figure 13

### 14. Numbers of employees of respondents' respective company worldwide

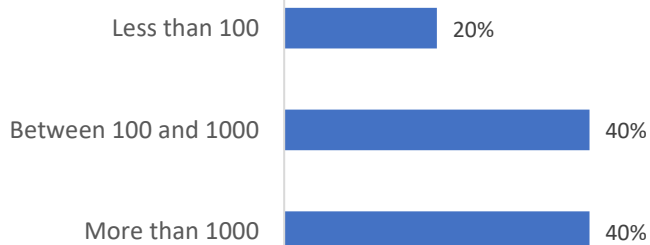


Figure 14

### 15. Numbers of employees of respondents' respective company in Sri Lanka

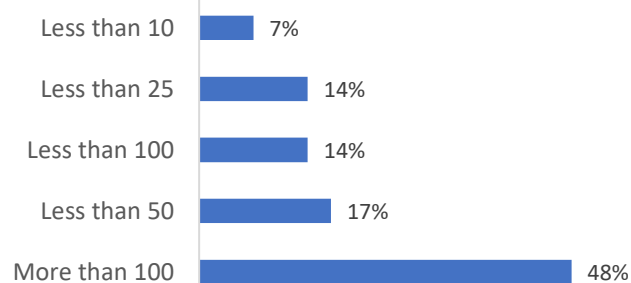


Figure 15

### 3. Economic Outlook for Sri Lanka

#### GDP

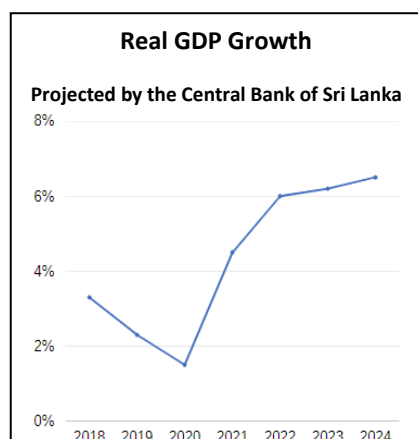
With regards to the GDP growth projections for Sri Lanka under the prevailing situation, significant differences in the estimates were identified.

#### Projections by the Central Bank of Sri Lanka

According to the CBSL, a positive real GDP growth is projected.

Year	Real GDP Growth
2019	2.3%
2020	1.5%
2021	4.5%
2022	6.0%
2023	6.2%
2024	6.5%

Source: CBSL (2020)



Source: CBSL (2020)

#### Projections by the IMF

According to the World Economic Outlook Report published by the IMF, the GDP of Sri Lanka will contract by 0.5%, which is a decline from the earlier positive projection of 4%.

#### Projections by Deutsche Bank

As per Deutsche Bank Research, Sri Lanka's growth forecast for 2020 is negative (-1.5%) (Y-o-Y). The first half of the year 2020 is likely to see a decline in economic activity by 4% - 5% (Y-o-Y) on average.

#### Projections by the World Bank

The World Bank estimates the real GDP of Sri Lanka to contract by -3%.

#### Sri Lanka's sovereign credit rating

S&P Global downgraded Sri Lanka's sovereign credit rating to 'B-'. According to S&P Global, it is expected that the COVID-19 outbreak will push Sri Lanka's economy in recession in 2020.

#### Sri Lanka's long-term foreign and local currency issuer default rating

Fitch Ratings has downgraded Sri Lanka's Long-Term Foreign and Local Currency Issuer Default Rating (IDR) to 'B-' with a negative outlook.

#### Inflation

Headline inflation based on the Year-On-Year change in the National Consumer Price Index (NCPI) reduced to 4.0% in May 2020 from 5.2% in April 2020. According to the Central Bank of Sri Lanka this was solely driven by the statistical effect of the high base prevailed in May 2019. Food inflation based on the Year-On-Year change declined to 9.9% in May-2020 from 13.2% in April-2020. Further non-food inflation based on the Year-On-Year change also declined to 1.6% in May-2020 from 2.1% in April-2020.

The core inflation (Y-o-Y) declined to 2.9% in May 2020 from 3.1% in April 2020.

#### Foreign Trade

The Export Development Board of Sri Lanka has revised its 2020 export forecast by 42% to USD 10.75 Bn from the original target of USD 18.5 Bn.

#### Merchandise Sector

Between January - April 2020, merchandise export earnings declined compared to the previous year from USD 3,888 Mn to USD 2,853 Mn.



For March 2020 in particular, foreign trade of textiles and garments declined by 41.3%, rubber declined by 58%, gem and jewelry 73% and tea declined by 50%. Export and Import Performance as of March 2020 is reflected in the graph shown below.

### Apparel Exports

In April 2020, the apparel exports fell by 82% to USD 64.91 Mn compared to USD 356.20 Mn in the previous year. Despite this significant drop in exports, the apparel industry attracted orders amounting to USD 500 Mn to produce Personal Protective Equipment (PPE) in May 2020. According to the BOI Director General Sanjaya Mohottala, more orders are expected, which will surpass USD 1 Bn.

### Tea, Rubber and Coconut Exports

Earnings from tea exports declined by 21% to USD 78.37 Mn in April 2020 compared to USD 98.97 Mn in the previous year. Rubber-product exports in April 2020 declined by 53% amounting to USD 55.37 Mn, while coconut-product exports fell by 35.2% in April 2020 (Y-o-Y).

According to Export Development Board Chairman, Mr Prabhash Subasinghe, the decline in exports during the month of April 2020 is attributed to the shutdown of many operations and strict measures taken by the government to control the situation.

### Services Sector

According to Fitch Rating's Report, Fitch-rated Sri Lankan corporates, in consumer goods, retail, construction, and tourism industry will be the most affected. Accordingly, non-essential goods

and services will be severely hit in the 2nd Quarter of 2020.

### Tourism Industry

According to the Tourist Arrivals Report April 2020, published by the Sri Lanka Tourism Development Authority, International tourist arrivals in March decreased by 70.8% (Y-o-Y) while in April no tourist arrivals were recorded due to the termination of all incoming passenger flight and cruise arrivals.

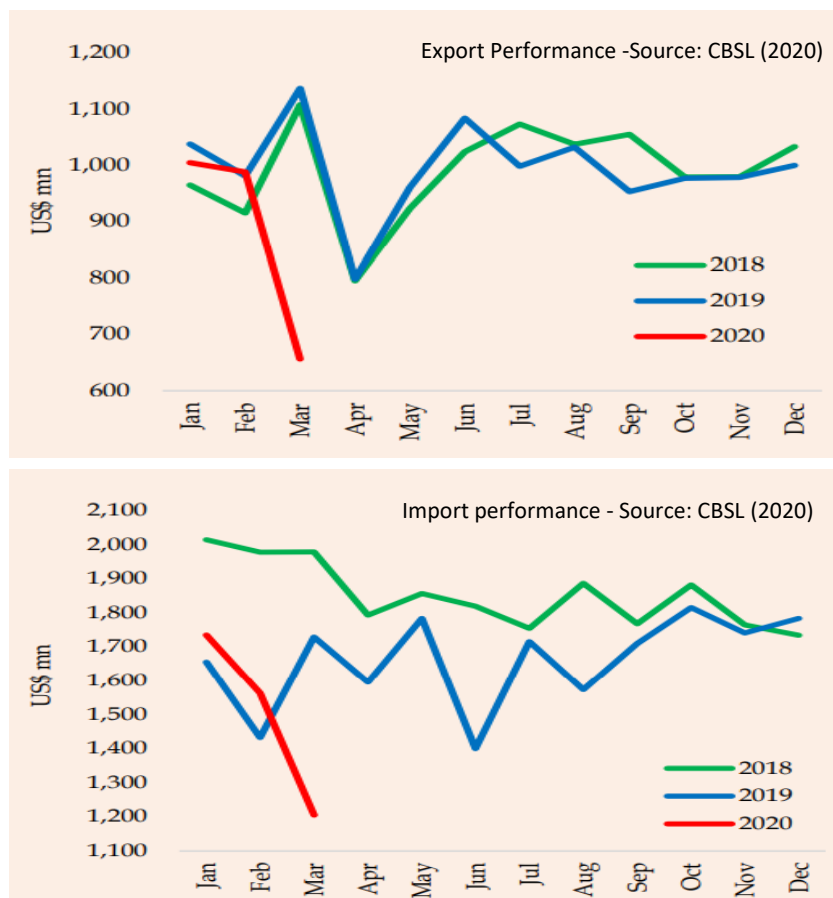
### Purchasing Manager's Index (PMI)

Sri Lanka's Manufacturing Purchasing Manager's Index (PMI) recorded an index value of 24.2 in April 2020, which is a fall of 5.8 index points compared to the

previous month. According to the Central Bank of Sri Lanka, the decline in the index was driven by new orders, production, and employment, which declined at record rates.

According to a press release published in May 2020 by the Central Bank of Sri Lanka, the Service Sector Purchasing Manager's Index (PMI) declined to 29.9 index points in April 2020, compared to 32.0 in March 2020. Business Activities sub index declined to 8.6 index points attributed to the impact of the pandemic on services activities. Since February 2020, slower expansion in new businesses, business activity, and expectations for activity were observed.

### Export and Import Performance – March 2020





## 4. AHK Sri Lanka - Events

### 4.1 Upcoming Events

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

**Date: September - November 2020**

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

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

Participants will start going through 8 online modules, alternating between guided learning webinars and self-learning sessions. This will be followed by 3 days of on-site training, to deepen the learned content and practice new instruction methods and tools to be used by the trainers during their daily work.

Please contact Mr. Josef Tschoep, Head of Vocational Training, under [training@srilanka.ahk.de](mailto:training@srilanka.ahk.de) for more information on this course.

#### **Save-the-date: Sourcing Mission to Sri Lanka**

**Date: 30 November – 4 December 2020**

Focus: Apparel/textiles and agricultural goods sector.

Sri Lanka offers a wide range of products from different kind of sectors. Sri Lanka is known for its sustainable and ethical manufactured apparel and textiles of high quality. Many renowned brands from Europe and the US are sourcing their products here, especially in PPE, sportswear, lingerie, swimwear and childrenswear. Agricultural products such as Ceylon tea and spices, rubber and rubber-based products and coconut-based products make up a large share of the exports as well. The delegation trip jointly organized by OAV and the Delegation of German Industry and Commerce in Sri Lanka will show German companies clear business opportunities during tours of companies and networking events in Colombo. It will also help to establish contacts with decision-makers in the political and business communities of Sri Lanka.

Please contact Mr. Marvin Woischnik-Lange for further information: [projects@srilanka.ahk.de](mailto:projects@srilanka.ahk.de)

#### **Business Delegation on Energy-Efficiency in Industrial Production**

**Date: 2 – 5 November 2020**

Focus: An opportunity to connect with Suppliers of Germany’s World Leading Energy Solutions.

As part of the German Energy Solutions Initiative by the Federal Ministry for Economic Affairs and Energy (BMWi), AHK Sri Lanka is organizing a Fact-Finding Mission to the Rhine-Ruhr metropolitan region in Germany on the topic of Energy Efficiency and Self-Sufficiency in Industry. The Fact-Finding Mission strives to acquaint Sri Lankan decision-makers from politics and industry with Germany’s world leading energy solutions. Participants will be provided with answers on the question of how to save energy in industrial production and gain first-hand insights while taking part in exclusive site-visits to renowned German companies with state-of-the-art technologies. AHK Sri Lanka cordially invites industry and public sector representatives to seize this opportunity in order to foster the transfer of energy expertise and to ease the strain on Sri Lanka’s electricity grid.

Please contact Mr. Marvin Woischnik-Lange for further information regarding the format and registration: [projects@srilanka.ahk.de](mailto:projects@srilanka.ahk.de)

## 4.2 Past Events

### First Online Examiner Training in Cooperation with AHK India

**Date: 26 – 28 May 2020**

Examinations and examination boards (also called examination committees) are a crucial element of AHK Sri Lanka's quality management for Vocational Training. An examination board consists of at least 3 examiners, who are honorary appointments, and to reach a quorum it needs a 2/3 majority. But which qualifications should examiners bring? Of course, they should have knowledge in the respective field of examination and be familiar with the latest developments in their occupation. They should also be suitable for the examiner role, in terms of their personality, and be enthusiastic about working with adolescent learners.

What are the advantages of an examination board? Overall, examination boards can help strengthen vocational training within a country, as more and more people from all walks of life become involved and therefore contribute to make TVET more attractive and a good choice of career for youth. Furthermore, examiners are experts and can therefore ensure quality during the examination process. They should be from the industry, if possible, from employer and employee side, as well as from vocational institutes. Also, it is important that examiners are not related to the examinees and that they are impartial, to ensure a fair examination for each participant.

Therefore, AHK Sri Lanka is glad to

have overall 6 examiners (including 3 substitute examiners) for the Automobile Mechatronics Examination Board.

To give these examiners a sound footing for their role in the examination board, a 3-day online examiner training, in cooperation with our TVET colleague Philip Bauer, Senior Manager for Vocational Training at the Indo-German Chamber of Commerce, was conducted from 26.-28.05.2020.

During the training, the examiners got an insight into German dual vocational training and its examination specifics. Moreover, they learned about their role as examiners, their role model function, to be positive, and not threatening, to be fair and motivating and to be able to perceive, categorize and evaluate the thoughts, feelings and attitude of the examinees. We thank our examiners for their participation and congratulate all of them for taking on this social responsibility in bringing vocational training forward in Sri Lanka.

### Discussion with Chairman SLPA & the AHK Sri Lanka Logistics Sector Committee



**Date: 22 May 2020**

During the videoconference with the Chairman of SLPA, General Rtd. Daya Ratnayake, topics including challenges in LCL clearance, demurrage charges and

digitalization, co-loaders collect liner, and congestion in de-stuff the console containers were discussed. Refund applications for demurrage fees related to Covid-19 – templates are available at AHK Sri Lanka and SLPA could be forwarded to covid-19.info@slpa.lk.

Corporates including DHL, DB Schenker, K+N, Hapag Lloyd, Fresenius, DIMO, Mercmarine, SAGT, Hemas Holdings, Hamburg Port Consulting, Hellman worldwide logistics, Hellmann MAS, M&M Miltitzer & Muench and Aqua Dynamics took part in the discussion.

### Discussion with Chairman BOI & the AHK Sri Lanka Investor Committee



**Date: 13 May 2020**

During the virtual meeting with the Chairman of BOI, Mr. Susantha Ratnayake, the focus was on the impact of the Covid-19 crisis on German investors, and, on producing exporting companies that face challenges under the import ban which has reduced production capacities.

Participants at the discussion included corporates such as Allianz, Aqua Dynamics, BASF, Bayer, Continental, Deutsche Bank, DIMO, Eskimo, Fresenius, Hafele, Lanka Coco, Linde, and TUI & Würth.

### Allianz: A Friend in Need



Amid a raging pandemic, how did Allianz support customers and communities in their battle for survival? Here are some highlights...

'Social' could well be the word of this century so far – the context swinging between 'media', 'distancing' and 'responsibility' over the past couple of months.

For companies, the coronavirus pandemic has moved the spotlight sharply to the 'S' aspect of ESG (Environmental, Social, Governance). Rightly so – how can business thrive without an equitable society? At a time when COVID-19 is disrupting life, health and livelihood across countries, the 'social' responsibility of corporate citizens has assumed greater importance than ever before.



Echoing the sentiment, Allianz entities worldwide have mobilized resources and launched initiatives - small, big and everything in between – to support each other in this difficult time.

From joining hands to protect the SMEs in Germany, to providing personal protective equipment in Thailand and France, Allianz entities are working hand in hand with communities across the world. Allianz has also made donations to build intensive care units in Italy and to equip hospitals in France. As always, we support creators and startups, in the same spirit, Allianz Spain has become the main sponsor of the OxyGEN project by the startup Protofy who came up with a device that automates the process of manual ventilation to patients in emergency situations.

We at Allianz Sri Lanka initially joined hands with the University Hospital of Sir John Kotelawala Defence University (KDU) to provide a High Performance Real Time Quantitative PCR (RT-qPCR) machine that would detect COVID – 19 accurately and help flatten the curve as detection is the first step to cure.

While the medical staff fight the battle at hospitals, our armed forces soldiered to save lives in every aspect possible, so we decided to be their friends in need. Our teams identified 96 checkpoints across the island and handed over essential packs with water, drinks and other easy to consume food items to help them through their long and tiring days.

We strive to keep customers at the heart of all our decisions at Allianz, hence despite of the fact that Pandemics are usually not covered via insurance schemes, we stood by our promise to customers and took swift action to include COVID-19 coverage to all our existing and new Life Insurance policy holders.

Anyone who has ever done air travel knows you must put on your own mask in an emergency before helping others. This is true at Allianz too.

Whilst we supported communities outside our workplace, we had a family of our own who needed our support like never before. Hundreds of Allianz employees were working tirelessly to ensure Allianz is there for customers when they need us the most. As we started to distance ourselves the team stood together as one big family to support each other, while the management did everything in their power to provide work from home facilities to critical and vulnerable members of our team to ensure their safety and wellbeing.

Even though encouraging signs are emerging, the coronavirus pandemic is far from over. Opinions are divided on when the threat will pass, when we can return to normalcy and what the new normal would be.

The crisis is a stark reminder that unexpected events await us at every turn. As an insurer, Allianz is in the business of protecting customers from unforeseen problems, across geographies and business lines.

Securing your future – today, tomorrow and beyond.



# Partner with us to grow your footprint in Sri Lanka.

We have a successful history of facilitating the setting up of export oriented manufacturing operations of German Companies, in Sri Lanka. Few examples would be Eskimo Fashion Knitwear, Dial Tex Industries, Veru Lanka & North Sails.

## **The World's Leading Engineering Brands have kept their faith in us.**

Since 1939, DIMO has been one of the leading and most respected public limited companies in Sri Lanka. DIMO today has diversified into many other engineering verticlas namely Industrial (Power, Fluid, Construction, Marine), Agriculture, Healthcare, Retail and Distribution. DIMO takes pride being the only representative in Sri Lanka for some of the best engineering brands from Germany such as Mercedes-Benz, Siemens, Bomag, Carl-Zeiss, MTU, fischer etc. and around from around the world such as TATA, Jeep, Komatsu, Black & Decker to name a few.

## **Why Sri Lanka?**

### **Strategic Location and Access to Key Markets**

Sri Lanka is positioned between the main maritime routes that connect West and the East. The Colombo Port (the main port in Sri Lanka) is listed amongst the top ports in the world. Further expansion of the Colombo Port and the development of the Southern Port (in Hambantota), indicate the impetus placed by the country to take advantage of its position as a trading hub.

### **Talent Labour Force**

Country's literacy rates are above 90%, and a notable percentage pursue vocational qualifications, after completing primary and secondary education.

We invite you to join hands with us, to establish your export oriented manufacturing operations in Sri Lanka. We will facilitate the entire setting up process (proposition, business setting up and operations).

Write to our Head of Business Development [rakhita.gunasekera@dimolanka.com](mailto:rakhita.gunasekera@dimolanka.com) or call him on +94778926241 to have a discussion.



[www.dimolanka.com](http://www.dimolanka.com)





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- FB: Rs.7,000

With flexible cancellation policies and unlimited date changes, this package can be adjusted to suit your availability as well as the unpredictability of everyday life. Tours, flights and other transport options are also available at nominal rates. Menus will be tailor made to indulge any preference.

## Book

Bookings are open till 30 June 2020  
25% payment required to book

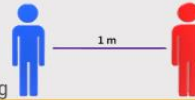
## Stay

Stay anytime up to 15 December 2020

## Change

Unlimited date changes  
Cancel free up to 7 days prior to arrival

- \* Rates are per person on twin sharing basis
- \* Valid for Sri Lankan residents and expats
- \* Subject to room availability
- \* Terms & conditions apply










Fox Resorts practices social distancing

Email: [info@foxresorts.com](mailto:info@foxresorts.com)  
Call: 076 308 4518, 077 885 7778  
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## Trade Fairs in Germany

<p>SPOGA+GAFA 2020 06 - 08 September 2020 in Cologne <a href="http://www.spogagafa.com">www.spogagafa.com</a></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>EXPO REAL 05 – 07 October 2020 in Munich <a href="http://www.exporeal.net/en">www.exporeal.net/en</a></p>	<p>EXPO REAL is the most important meeting place for the real estate industry, which is recognized as the biggest B2B trade fair in Europe. International experts for the entire supply chain of the real estate life cycle visits this fair. 2189 exhibitors from 45 countries, 46,767 visitors from 76 countries and over 600 related conference take place parallel to the fair.</p>	
<p>ASIA FRUIT LOGISTICA 16-18 September 2020 in Singapore <a href="https://www.asiafruitlogistica.com/">https://www.asiafruitlogistica.com/</a></p>	<p>ASIA FRUIT LOGISTICA, Asia's leading fresh fruit and vegetable trade show, where every link of the international fresh fruit and vegetable supply chain meets face to face each year to make contacts and do business.</p>	
<p>BAZAAR 2020 4-8 November 2020 in Berlin <a href="https://www.bazaar-berlin.com/">https://www.bazaar-berlin.com/</a></p>	<p>Bazaar Berlin is the successful realization of the concept of global market - local goods. The manufacturers and distributors of craft and handicrafts from all over the world to present the buyer ethno-quality natural products. The exhibition offers visitors the subdividing Natural Living, Art + Style at Home and winter a good overview.</p>	
<p>ELECTRONICA 2020 10-13 November 2020 in Munich <a href="https://electronica.de/">https://electronica.de/</a></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>	
<p>MEDICA 2020 16-19 November 2020 in Düsseldorf <a href="https://www.medica-tradefair.com/">https://www.medica-tradefair.com/</a></p>	<p>MEDICA is the world's largest event for the medical sector. For more than 40 years it has been firmly established on every expert's calendar. There are many reasons why MEDICA is so unique. Firstly, the event is the largest medical trade fair in the world – it attracted more than 5,500 exhibitors from 71 countries in 17 halls. Furthermore, each year, leading individuals from the fields of business, research, and politics grace this top-class event with their presence — naturally alongside tens of thousands of national and international experts and decision-makers from the sector.</p>	
<p>WIRE &amp; TUBE 07 – 11 December 2020 in Düsseldorf <a href="http://www.wire-tradefair.com">www.wire-tradefair.com</a> <a href="http://www.tube-tradefair.com">www.tube-tradefair.com</a></p>	<p>World's most important trade fair for the wire and cable industry. At wire 2018 1.440 exhibitors from all over the world showed their developments and solutions like wire manufacturing and finishing machines, auxiliary process technology materials and test engineering for example. The world's most important trade fair for the tube and tube processing industry. At Tube 2018 1.246 exhibitors from all over the world presented their developments and solutions like raw materials, tubes and accessories, tube manufacturing machinery and process technology tools and auxiliaries for example.</p>	



BAU 2021 11- 16 January 2021 in Munich <a href="https://bau-muenchen.com/en/">https://bau-muenchen.com/en/</a>	BAU is a trade fair for architecture and building materials in Munich. This presents a number of international exhibitors, materials and systems to the industry and established American, housing and interior. Here are all leaders in the industry represented, so that the trade fair is the most important event in the European construction industry is. In addition, numerous events on the main themes of the building instead.	
GREEN WEEK 2021 15-24 January 2021 in Berlin <a href="https://www.gruenewoche.com/">https://www.gruenewoche.com/</a>	This event showcases products like The IGW features a comprehensive range of international foods and luxury items. Also, fresh products of all types product markets, beer, wine and champagne, meats and sausages, seafood, teas, herbs and spices agricultural and horticultural machinery and equipment, seeds, greenhouses and gardening supplies, breeding stock, pets, hunting and fishing supplies etc.	
IMM 18-24 January 2021 in Cologne <a href="http://www.imm-cologne.com/">www.imm-cologne.com/</a>	IMM cologne is an international furniture fair, which takes place once a year in Cologne and has firmly established itself as the leading trade fair for the furniture industry. It presents the latest global furniture and interior design trends for the coming season and inspires every year with many marketable innovations. Exhibitors will be offered the opportunity for product and market tests on the final consumer.	
BOOT 23 – 31 January 2021 in Duesseldorf <a href="http://www.boot.com/">www.boot.com/</a>	Boot Düsseldorf is the leading water sports trade fair and boat show worldwide. 2000 exhibitors from 70 countries, 250,000 visitors from 90 countries participated at BOOT 2020.	
ISPO 31 Jan – 3 Feb 2021 in Munich <a href="http://www.ispo.com/en/munich">www.ispo.com/en/munich</a>	The largest trade fair for sports business. Snowsports, Outdoor, Health & Fitness, Urban, and Team sports take part at this fair. 2.800 exhibitors and more than 80.000 visitors visit ISPO annually.	
ISM 31 Jan – 3 Feb 2021 in Cologne <a href="http://www.ism-cologne.com/">www.ism-cologne.com/</a>	The largest trade fair for sports business. Snowsports, Outdoor, Health & Fitness, Urban, and Team sports take part at this fair. 2.800 exhibitors and more than 80.000 visitors visit ISPO annually.	
FRUIT LOGISTICA 3-5 February 2021 in Berlin <a href="https://www.fruitlogistica.com/">https://www.fruitlogistica.com/</a> logo attached	FRUIT LOGISTICA covers every single sector of the fresh produce business and provides a complete picture of the latest innovations, products and services at every link in the international supply chain. It thus offers superb networking and contact opportunities to the key decision-makers in every sector of the industry. 3.200 exhibitors and 78.000 trade visitors attend FRUIT LOGISTICA every year to realize their full business potential within the international fresh produce trade – and to write their own success story.	
INHORGENTA 19 – 22 February 2021 in Munich <a href="http://www.inhorgenta.com">www.inhorgenta.com</a>	INHORGENTA MUNICH provides a unique combination of individuality, inspiration, and innovation. Our new strapline uses three magic words to highlight how we are shaping the future for the sake of your success. 1055 exhibitors from 44 countries and 26,000 trade visitors 85 countries have participated in the previous exhibition.	
INTERPACK 25 February – 3 March 2021 in Duesseldorf <a href="http://www.interpack.com">www.interpack.com</a>	The world's leading trade fair for packaging industry covering all sectors food, beverages, confectionery, pharma, baked items, cosmetics. Latest machinery display is one of the highlights of the fair for the participants.	
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#### Our Trade Partners





## Trade Fairs in Sri Lanka

COMPLAST 20th – 22nd August 2020 www.neventum.com Venue - SBMEC	COMPLAST Sri Lanka is an international trade fair for plastics and will be held in Colombo. This exhibition is communication and information platform in the industry and offers the exhibiting companies the opportunity to present to an audience of experts here. Visitors can find in depth and comprehensive information here about the latest developments, trends, products and services in various fields.	
FACETS SRI LANKA 1st – 5th September 2020 www.facetssrilanka.com Venue – BMICH, Colombo	FACETS Sri Lanka is the flagship event of the Sri Lanka Gem and Jewelry Association and it has become a benchmark for the Gem & Jewelry industry. 28 years of showcasing Sri Lanka's unique Gem and Jewelry products to the world, by paving a way to exports for local entrepreneurs, by building strong local and international trade linkages at every level of the industry.	
BUILDCON 11th – 13th September 2020 www.srilankabuildcon.com Venue – SBMEC, Colombo	BUILDCON was initially conceptualized to bring together architects and builders, contractors, engineers and civil engineers, fabricators, manufacturers, interior decorators, importers, dealers, distributors, traders, govt. departments, and other industry experts under one roof for displaying and sourcing products and services expediently. More than 100 brands from Sri Lanka as well as overseas participated in the expo.	
BUILDSL 02nd – 04th October 2020 www.buildsl.com Venue – SBMEC, Colombo	Build SL 2020 - Housing & Construction Expo is organized by the Chamber of Construction Industry Sri Lanka (CCI), with the objective of providing a platform to the construction industry stakeholders to display their products, services, new technologies and capabilities to the potential customers and general public. In addition, this Expo will highlight the recent development projects undertaken in the country with an insight towards the plans for building a new Sri Lanka.	
LANKAPAK 8th – 10th October 2020 www.lankapak.com Venue – SBMEC, Colombo	Lankapak 2020 - The Premier International Packaging, Processing, Printing and Plastic Exhibition in Sri Lanka. This event was initiated by the Sri Lanka Institute of Packaging in the year 1981 with the objective of facilitating the printing and packaging industry to showcase their valued products and services to various other industries that require their services on a large scale. This event will be a meeting point for all industry professionals to educate their potential buyers on the modern printing and packaging techniques which is required for the sustainability and value addition to all kinds of products that move into the market.	
INTEX SOUTH ASIA 18th – 20th November 2020 www.intexsouthasia.com Venue – SBMEC, Colombo	Intex South Asia is the biggest and most successful international textiles sourcing show of the South Asia region. It was created to fulfil the growing demand for innovative, smart, and trendy textiles for the developing textiles and apparel industry of our region which caters to large domestic as well as export markets. Intex South Asia is active in transforming the region into leading textiles.	
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### Services offered by AHK Sri Lanka

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

### Our Premier Platinum Partners



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