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AHK Sri Lanka NEWSLETTER

YOUR TRUSTED PARTNER FOR GERMAN – SRI LANKAN BUSINESS RELATIONS

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

#PartnerInSriLanka

Dear readers,

Top German Brands in Sri Lanka 2021 has been virtually launched in the presence of the German Ambassador on 2nd of February. We are very proud that finally 176 German brands -despite the current pandemic- have joined the Top German Brands initiative, which is an increase of 13% compared to last year. This clearly underlines the strong commitment of German companies to the Sri Lankan market and the long-term approach that German companies generally have. 2020 was a very challenging year for our two economies. Economic growth is forecasted to decrease by 5% in Germany, German exports to Sri Lanka decreased by 26,3% in the year 2020, while Sri Lankan exports to Germany decreased by 5,1%. German exports to Sri Lanka amounted to about 236 Mio. Euro, while Sri Lankan exports were more than three times higher reaching about 718 Mio. Euro.

German global exports declined by 9,2% to 1,205 trillion Euro during the year 2020 while German global imports dropped by 7,1% to 1,026 trillion Euro. With a positive trade balance of 179 bn Euro Germany is the country with the world's largest trade balance.

Germany has been for decades a strategic partner for the economic development in Sri Lanka. 2019 the market German was the third largest export destination for Sri Lankan businesses. German tourists with almost 2.2 Mio. nights spent were ranked third in the country ranking of tourists' nights spent in Sri Lanka. When it comes to FDIs the German portfolio is one of the most diversified in Sri Lanka. From producers of apparel/textile, automotive parts, industrial gases, construction chemicals, solid tires, and organic agriculture to sophisticated service providers in the field of tourism, IT, healthcare, banking, insurance, and logistics, German investments are represented in all key sectors of the Sri Lankan economy.

Yours sincerely

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

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1. Current Developments

COVID-19 Update

As of 10 February 2021, Sri Lanka accounted for 71,211 COVID-19 confirmed cases, while recovered individuals totaled 65,053 and fatalities related to COVID-19 amount to 370 individuals.

Import Restrictions

The Import and Export Control Department issued Gazette 2209/18 on 05 January 2021, and included new pneumatic tyres (under HS heading 40.11) in Schedule I.

Further, the Import and Export Control Department issued operating instructions 05/2021 on 03 February 2021 and continued to suspend the import restrictions on tiles and ceramic sanitaryware products, until further notice.

Taxes on Ceramic Tiles and Sanitaryware Imports

Import duties of ceramic tiles and sanitaryware were increased to 30% from 15%. A flat rate of CESS amounting to LKR 125 per kilo was approved.

Operating instructions for the clearance of imported goods

The Import and Export Control Department issued operating instructions 02/2021 to all commercial banks on advance payments in foreign currency, and the clearing of imported goods to the country. The said instructions are valid till 13 February 2021.

Commercial Banks will pay advance payments of amounts exceeding USD 50,000 if the importation is made within the time stipulated in regulation 8(1) and 8(2) of the Extraordinary Gazette no. 1739/3 dated 02.01.2012.

Private companies are required to submit business/company registration documents; VAT and TIN certificates, agreement between importer and exporter, form 1 and/or form 20 of Department of Company Registration, Article of Association, and confirmation by the importer of the importation date.

Government agencies are required to submit the VAT and TIN certificates if available, agreement between exporter and importer, confirmation by the importer on the importation date, and the recommendation of the secretary to the line ministry.

Commercial banks will release the documents for clearance purpose from Sri Lanka Customs if importation is not made within the period stipulated in the regulation 8(1), 8(2) and 8(3) of extraordinary gazette no 1739/3 dated 02.01.2012.

Commercial banks will make a maximum payment of USD 50,000 as the payment of an importer per two weeks on unpaid import bills relating to the goods imported under Document of Acceptance after the period stipulated in regulation 9(1) of extraordinary gazette no 1739/3 dated 02.01.2012.

Commercial banks will make a maximum payment of USD 50,000 as the payment of an importer per two weeks on unpaid bills relating to goods imported under Open Account after the period stipulated in regulation 11(1 a) of extraordinary gazette no 1739/3 dated 02.01.2012.

Tripartite agreement to pro-rate wages extended till March 2021

The tripartite agreement to pro-rate wages based on the varied of levels of deployment of staff owing to the COVID-19 Pandemic was extended till March 2021. Based on the basic salary, employers will apportion and pay wages for the number of days the employee has worked for. For the number of days that the employee was considered as 'benched' without any work, wages will be apportioned and paid either at the rate of 50% of the basic wage or LKR 14,500, whichever is higher.

New regulation for incoming passengers

Foreigners with tourist visa, Sri Lankans who hold dual citizenship, Sri Lankan family members with a Sri Lanka passport accompanying a foreign national, and foreign passport holder with a valid residence visa will not be subject to a mandatory minimum stay.

Prior to departure it is mandatory for the passenger to have a hotel booking for up to 14 days of stay in a certified Level-1 hotel. It is mandatory to make the PCR-test payment (USD 40 per test) and COVID-19 insurance payment (USD 12 per passenger) to the hotel or travel agent when making the hotel booking.

The said guidelines do not apply to Business Visa Holders and Diplomats.

More information on the Sri Lanka Tourism Safety Protocol guidelines can be referred to in the following link: www.srilanka.travel/helloagain/

Deregulation commission appointed to simplify existing laws

President Gotabaya Rajapaksa appointed an 18-member Deregulation Commission with public sector veterans, private sector leaders, legal experts, and industry professionals to simplify the existing and regulations.

The commission was given 90-days to fulfill the following six key tasks:

1) Review all laws, regulations and circular instructions pertaining to Government finance, revenue laws and circular instructions, licensing and permit arrangements, investments, approvals and building permits, and circumstances influencing such regulations.

2) Assess as to whether the issuance of regulations and circular instructions has resulted in over regulation and deviated from the scope and objectives of original legislations.

3) Assess the relevance of them in the context of global standards and applicability of them in the Sri Lankan context to identify new rooms to adopt to make the most effective modern regulatory systems.

4) Assess the cost of enforcement to the state, compliance cost to the people and potentials for corruption and irregular practices associated with complex and over regulatory systems.

5) Identify areas where simplifications and rationalization could be made to existing regulations and circular instructions and issue directions to do away, modify if required and simplify all such regulations.

6) Study if there is a repetition that occurs due to issuing various approvals, permits and licenses through the national level, Provincial Councils, and local authorities, and take necessary measures to amend such processes appropriately.

To support the deregulation initiative, the Delegation of German Industry and Commerce (AHK Sri Lanka) will collaborate with the Friedrich Naumann Foundation to conduct a survey and submit a report to the deregulation committee.

AHK Sri Lanka will conduct the survey among key stakeholders, industry experts and representative companies. The final report will summarize the key findings from the primary analysis of the survey data.

The aim of the report is to present industry-driven findings and probable solutions to deregulation in Sri Lanka. The study will encompass topics concerning market access – free and fair competition, entrepreneurship and firm ownership, public procurement of goods and services, land acquisition, trade and customs, and sector specific topics that include electricity, water, transport, finance, healthcare, and medical products.

2. Economic Data of Sri Lanka

GDP Growth

Statistics by DCS

According to the Q3 2020 GDP statistics published by the Department of Census and Statistics in Sri Lanka, growth in July-September 2020 was +1.5%, compared to a growth of +2.4% in Q3 2019.

Projections by CBSL

As per the medium-term macroeconomic framework of the Central Bank of Sri Lanka, economic growth in 2020 is projected to contract by -1.7%, compared to a 2.3% growth in the previous year.

The economy is expected to grow by 5.0% in 2021.

Forecast by the World Bank

According to the Global Economic Prospects report published by the World Bank on 01 January 2020, the GDP growth of Sri Lanka is expected to contract by -6.7% in 2020 and grow by +3.3% in 2021 and +2.0% in 2022.

Inflation

Headline inflation as measured by the National Consumer Price Index decreased to 4.6% in December 2020 from 5.2% in November 2020.

Foreign Currency Reserves and Exchange Rates

From the beginning of the year until 09 February 2021, the Sri Lankan rupee depreciated against the US dollar by 4.6% to an indicative rate of LKR 194.36. The Sri Lankan rupee depreciated against the Euro by 3.5% and the pound sterling by 5.3% to an indicative rate of LKR 234.70 and LKR 267.74, respectively.

As of 31 December 2020, Official Reserve Assets amounted to USD 5,665.1 Mn while the Foreign Currency Reserves totaled USD 5,186.0 Mn.

On 25 January 2021, the Central Bank of Sri Lanka suspended hedging instruments offered in the market, including forward contracts and swaps until 25 April 2021.

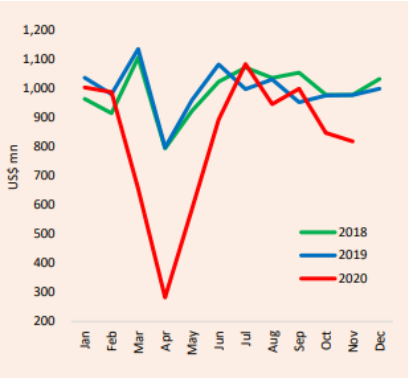
Foreign Trade

Export Sector

According to the statistics published by the Export Development Board, Sri Lanka's merchandise exports remain at USD 9.9 Bn in 2020, compared to USD 11.9 Bn in 2019.

Export Earnings in December 2020 amounted to USD 931.65 Mn, which is a decline 6.91% compared to December 2019. Sri Lanka's export earnings in December 2020 increased by 13.75% relative to November 2020.

The export volume index declined by 7.9% and the unit value index declined by 9.1% in November 2020.



German Exports to Sri Lanka

German exports to Sri Lanka in 2020 declined by -26.3% to EURO 233,510,000 compared to EURO 316,812,000 last year.

German Imports from Sri Lanka

Germany imported from Sri Lanka goods amounting to EURO 717,690,000 in 2020, compared to EURO 756,135,000 in the same period of the previous year, indicating a decline of -5.1%.

Sri Lankan Global Exports

Tea Industry

Export earnings from tea which made up 12% of merchandise exports increased by 6.78% y-o-y to USD 112.97 Mn in December 2020 compared to December 2019. Between January-December 2020 export earnings from tea amounted to USD 1,240.94 Mn, a decline of -7.83% compared to the previous year.

Rubber and rubber-finished products Industry

Export earnings from Rubber & Rubber finished products have increased by 6.22 % y-o-y to US$ 79.52 Mn in December 2020. Between January-December 2020 export earnings from the rubber industry amounted to USD 816.17 Mn, a decline of -8.33% compared to the previous year.

Coconut and coconut-based products Industry

Export earnings in December 2020 amounted to USD 54.88 Mn. Between January-December 2020 export earnings from the coconut industry amounted to USD 664.54 Mn, a growth of 8.27% compared to the previous year.

Apparel Industry

Export earnings from Apparel & Textiles declined by 6.46 % to USD 450.49 Mn during the month of December 2020 compared with USD 481.59 Mn indicated in December 2019. Between January-December 2020 export earnings from apparels amounted to USD 4,405.84 Mn, a decline of -21.01% compared to the previous year.

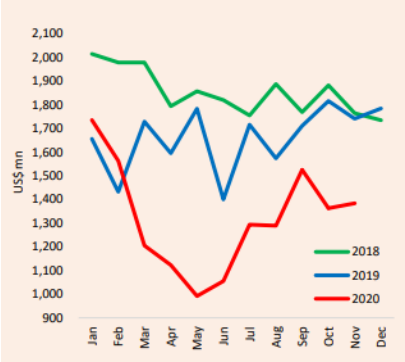
Spice Industry

Export earnings from spices during the period January-December 2020 amounted to USD 335.47 Mn, indicating a growth of 7.12% compared to the previous year.

Sri Lankan Global Imports

Merchandise imports for the period January-October 2019 declined by -19.9%, to USD 13,145 Mn on a year-on-year basis. Expenditure on merchandise imports in October 2020 amounted to USD 1,363 Mn.

In November 2020, the import volume index and unit value index declined by -12.0% and -9.7% respectively.

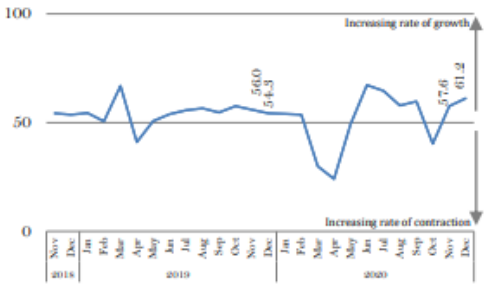


Vehicle Imports

Vehicle imports in November 2020 amounted to USD 0.5 Mn (-99.4% y-o-y). Between January and November 2020, vehicle imports amounted to USD 282.4 Mn, indicating a decline of -61.4 compared to the previous year.

Manufacturing Sector Purchasing Managers' Index (PMI)

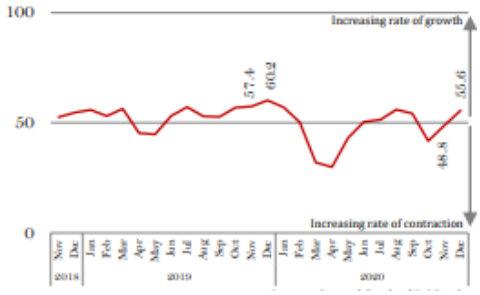
The manufacturing sector PMI in December 2020 increased to 61.2 index points, which is an increase of 3.6 index points compared to November 2020.



Source: Manufacturing Sector PMI, CBSL

Services Sector Purchasing Managers' Index (PMI)

The Services sector PMI amounted to 55.6 in December 2020, which is an increase of 6.8 index point compared to November 2020.



Source: Services Sector PMI, CBSL

Tourism Sector

Sri Lanka reopened its' international borders from 21 January 2021 and resumed commercial flight operations to/from Sri Lanka.

Between January-December 2020, tourist arrivals amounted to 507,704, which is a decline of -73.5% compared to 1,913,702 in the previous year.

3. AHK Sri Lanka - Events

3.1 Upcoming Events

Seminar and Press Conference – Supporting Organic SMEs in Sri Lanka

Date: 16 February 2021

The Delegation of German Industry and Commerce in Sri Lanka (AHK Sri Lanka) together with GIZ Sri Lanka will conduct a seminar with an integrated press conference in Jaffna to raise awareness among potential exporters to increase export capacities of organic products to the EU. During the event, Sri Lankan exporters will be briefed on exporting procedures of organic products to the EU, as well as support mechanisms such as 'develoPPP-program' of the German Ministry of Economic Cooperation.

In attendance will be Mr. Andreas Hergenroether, Chief Delegate of German Industry and Commerce in Sri Lanka (AHK Sri Lanka), Hon. Mrs. P.S.M. Charles, Governor of the Northern Province, and relevant industry representatives.

Please refer to the program here.

For more information, please contact Mr. Malintha Gajanayake - malintha@srilanka.ahk.de

Sustainable Supply Chains as Driver of Global Competitiveness

Date: 24 February 2021

The Delegation of German Industry and Commerce in Sri Lanka (AHK Sri Lanka) together with the Friedrich Naumann Foundation will organize the event 'Sustainable supply chains as driver of global competitiveness' on 24 February 2021 at the Hilton Residence Colombo. The event aims to raise awareness for legally required and industry driven sustainability standards, including social and labor standards, which are essential to remain competitive in EU and US markets.

The event will be opened by Mr. Andreas Hergenröther, Chief Delegate of German Industry and Commerce in Sri Lanka (AHK Sri Lanka), Mr. Hubertus von Welck, Head of Sri Lanka & Bangladesh Office of Friedrich Naumann Foundation for Freedom, and H.E. Holger Seubert, German Ambassador to Sri Lanka and the Maldives.

Please refer to the agenda here.

To register, please submit the following online registration form: https://share.hsforms.com/1m6dQGWRQRMuE9L9IGcTF-w563ae

German – Sri Lankan Fast Track Dialogue

Date: 03 March 2021

The Delegation of German Industry and Commerce in Sri Lanka (AHK Sri Lanka) will organize the German – Sri Lankan Fast Track Dialogue with the objective of addressing the key challenges faced by German enterprises based in Sri Lanka and identify the areas for improvement regarding administrative procedures in order to facilitate and maintain new foreign investments.

During the event, German companies operating in Sri Lanka will have the opportunity to discuss in a result-oriented way with the German Ambassador, the BOI Chairman and representatives of other Sri Lankan authorities, concrete challenges, and opportunities with regards to their existing and future investments.

For more information, please contact Mr. Malintha Gajanayake - malintha@srilanka.ahk.de

Exporting to the European Union – A Practical Guide for Sri Lankan Supplier of Agricultural Products

Date: 01 March 2021

The Delegation of German Industry and Commerce in Sri Lanka (AHK Sri Lanka) and the United Nations Industrial Development Organization (UNIDO) will officially launch the publication 'Exporting to the European Union - A Practical Guide for Sri Lankan Suppliers of Agricultural Products' on 01 March 2021.

The purpose of the publication is to provide Sri Lankan businesses with a simplified overview on the steps required to export to the European Union. The information has been analyzed specifically for the exporters of agri-food and spice products interested in exporting, especially to German and other EU markets.

During the virtual event, a presentation on the key findings in the publication will be presented by Mr. Marvin Woischnik-Lange, Manager –

Public Projects at AHK Sri Lanka and Mr. Sampath Senanayake from UNIDO.

Please refer to the program agenda here.

To register, please submit the following online registration form: https://share.hsforms.com/1jcpdJAMUSFCaPDrAxQQSjQ563ae

Train the Trainer Online Course - "AdA International (Full version)"

Date: 19 March – 7 May 2021

The Delegation of German Commerce and Industry in Sri Lanka (AHK Sri Lanka), in cooperation with GIZ VTSL and Edwin Lemke – Training by Understanding, aims to bridge this gap and we are happy to offer you the Train the Trainer Online course "Ada International".

The course will cover four modules including Analyze, Plan, Conduct, Complete and will alternate between online training and self-learning sessions, with a total duration of approx. 80 hours. The training will conclude with a practical and multiple-choice examination. Participants will acquire valuable information and knowledge concerning online teaching, improve their professional skills, and act as multipliers in your company. Successful participants will receive an official German trainer certificate issued by AHK Sri Lanka and the Association of German Chambers of Industry and Commerce (DIHK).

HR managers and in-company trainers are encouraged to apply. Potential candidates will be required to have adequate IT skills, web access, dedication of approx. 3h daily, and willingness to engage in new forms of communication.

For more information, please contact Mr. Josef Tschöp - training@srilanka.ahk.de

Webinar: "Maritime Industry and Digitalization Trends"

Date: 25 March 2021

The Delegation of German Industry and Commerce together with the Sri Lankan embassy in Germany and the Association of German Chambers of Commerce and Industry (DIHK) have organized the webinar to discuss about the opportunities of cooperation in the field of maritime affairs, Sri Lanka Ports – Potentials of a global maritime hub, and the investment opportunities in Sri Lanka.

The webinar aims to strengthen bilateral relations between Germany and Sri Lanka in the field of maritime industry by facilitating industry-driven dialogue and encouraging the transfer of know-how on renowned maritime digitalization trends and solutions from Germany.

The event will be moderated by Mr. Andreas Hergenröther, Chief Delegate of AHK Sri Lanka. Among other dignitaries, in attendance will be, HE Manori Unambuwe, Ambassador of Sri Lanka in Germany and Dr. Volker Treier, Chief Executive of Foreign Trade & Member of the Executive Board, Association of German Chambers of Commerce and Industry (DIHK).

Please refer to the program here.

For registrations, please contact Ms. Nele Wimmer (DIHK) - wimmer.nele@dihk.de

Sourcing Mission from Germany to Sri Lanka focusing on Apparel and Agricultural Goods (Tea, Rubber, Coconut based Products)

Date: 18 – 22 April 2021

As one of the region's most vibrant export hubs, Sri Lanka offers a wide range of products from varying sectors, including apparel and agricultural goods.

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 Sri Lankan companies. It will also help to establish contacts with decision-makers in the political and business communities of Sri Lanka. The virtual information event will be held in April 2021 with subsequent physical implementation of a conference and B2B meetings in Colombo in September 2021.

For more information, please contact Mr. Marvin Woischnik-Lange - projects@srilanka.ahk.de

Top German Brands in Sri Lanka Event 2021 – 7th Edition

Date: 27 April 2021

The gala-dinner of the 7th edition of the 'Top German Brands Sri Lanka' will take place in the evening of 27th April at the Galle Face hotel. The key flagship event organized by the Delegation of German Industry and Commerce in Sri Lanka (AHK Sri Lanka) will be attended by the German Ambassador H.E. Holger Seubert and high-ranking representatives of the Sri Lankan authorities as well as decision makers of German and Sri Lankan businesses.

176 German brands have joined this year's initiative.

During the event, participating German brands representatives will get the opportunity to underline their role as strategic partners in Sri Lanka, enhance networking prospects among industry players and identify opportunities for future cooperation.

Please refer to the program a here.

For more information, please contact Mr. Malintha Gajanayake - malintha@srilanka.ahk.de

German Business Delegation to Sri Lanka on Energy Efficiency and Self-Sufficiency in Industry

Date: 31 May – 04 June 2021

As part of the German Energy Solutions Initiative by the Federal Ministry for Economic Affairs and Energy (BMWi), German companies will present their technologies from the field of energy efficiency and self-sufficiency in industry (plants, machines, components, EPC) to interested decision-makers from Sri Lanka with the purpose to build long-term business partnerships.

The conference will showcase the expertise and the latest energy solutions from Germany and Sri Lanka. This conference provides a forum for networking, specialist talks, discussing current developments and the policy environment for smart energy solutions. Participating companies will have the opportunity to gain insights into the products and services the participants offer and explore business opportunities with them.

For more information, please contact Mr. Marvin Woischnik-Lange - projects@srilanka.ahk.de

Delegation of Sri Lankan Buyers and Multipliers from the Field of Vocational Training to Germany

Date: 18 – 21 May 2021

AHK Sri Lanka, in collaboration with IHK Munich will organize an information trip to Germany as part of BMWi Market Development Program for SMEs. The delegation to Germany is an opportunity for Sri Lankan buyers and multipliers from the field of vocational training to enhance cooperation.

The information trip will offer information on the dual training system in Germany with practical examples from the Munich Region. During the delegation, delegates from Sri Lanka will visit the Munich Employment Agency for information on career counseling and placement, BIZ (career information center), training companies in Munich for information exchange between management, trainers and trainees and visit a vocational school as well. Further, visits will be facilitated for discussion and networking with SME exhibitors of training and further education services.

For more information, please contact Mr. Josef Tschöp - training@srilanka.ahk.de

Virtual Delegation of Sri Lankan Businessmen to Transport Logistic - World's Leading Trade Fair for Logistics

Date: 04 - 06 May 2021

Transport Logistic is the world's leading trade fair for logistics, mobility, IT, and supply chain management has been taking place in Munich since 1978. Also, part of transport logistic is air cargo Europe the industry gathering for the international air freight industry.

Transport Logistic gives visitors a complete look at the entire process chain of the transport and logistics sector. During the event, more and more exhibitors from Germany and all around the world present their innovative products and services. Transport logistic also features an extensive program of related events and conferences. Furthermore, the trade fair serves as ideal platform for knowledge transfer and networking.

Transport Logistic Online, from May 4-6, 2021, is focused on a high-quality and broad online conference program.

For more information, please contact Mr. Malintha Gajanayake - malintha@srilanka.ahk.de

Delegation of Sri Lankan Businessmen to Fruit Logistica - World's Leading Trade Fair for Fruits, Vegetable, and Spices

Date: 18 -20 May 2021

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

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

For more information, please contact Mr. Malintha Gajanayake - malintha@srilanka.ahk.de

Delegation of Sri Lankan businessmen to TIRE Cologne - World's Leading Trade Fair for the Tire Industry

Date: 18 – 20 May 2021

THE TIRE COLOGNE is the leading global trade fair in the international tyre and wheel industry. The fair boasts more than 500 exhibiting companies from more than 40 countries, as well as more than 16,000 trade visitors from more than 110 countries.

TIRE COLOGNE 2021 will be a "hybrid trade fair" and thus differentiates itself from the previous, classic trade fair format. The compact presence trade fair will be supplemented by a digital element, the TTC@home.

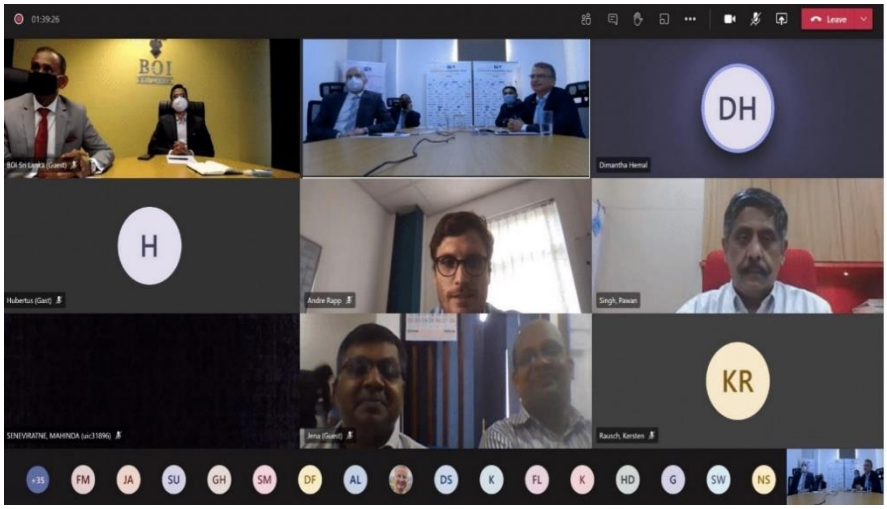
This format ensures that industry participants from around the world, whether exhibitors or trade visitors, can exchange ideas live in Cologne or digitally via a platform developed specifically for this purpose.

For more information, please contact Mr. Malintha Gajanayake - malintha@srilanka.ahk.de

3.2 Past Events

Virtual Launch of Top German Brands in Sri Lanka 2021

Date: 02 February 2021



German Ambassador Holger Seubert and Chief Delegate of German Industry and Commerce in Sri Lanka Andreas Hergenröther launched the 7th edition of Top German Brands in Sri Lanka in presence of the BOI Chairman Sanjaya Mohottala and more than 100 representatives of German brands.

"We are very proud that finally - despite the Covid-19 pandemic- 176 German brands have joined Top German Brands 2021, which is an increase of 13% compared to last year" stated Chief Delegate Andreas Hergenröther. Top German Brands logos will be shown during the upcoming year at the premises of the German Embassy, the Delegation of German Industry and Commerce in Sri Lanka (AHK sri Lanka) and in the frame of multiple events.

German Ambassador Holger Seubert pointed out: "To increase the presence and to encourage further FDIs of German companies, a reliable legal framework and a level playing field are of crucial importance". Referring to the fact that Sri Lankan exports to Germany were three times higher than German exports to Sri Lanka he added:" Germany is committed to free and fair trade. Bilateral trade degenerating into a oneway street is neither free nor fair."

In fact, German exports to Sri Lanka decreased until the end of November by 25.8%, while Sri Lankan exports to Germany decreased by 5.8%. Until the end of November German exports to Sri Lanka were about 215 Mio. Euro in the year 2020, while Sri Lankan exports were more than three times higher reaching about 664 Mio. Euro.

After presentations of BOI Chairman Sanjaya Mohottala on investment conditions in Sri Lanka and Head of Risk Management Solutions of Deutsche Bank Dhakshitha Serasundera on foreign exchange development the participants had the opportunity to continue the discussion with the speakers.

"It has become increasingly difficult for clients to manage their FX exposure, given the unprecedented current market environment and volatility which could continue in the near term. Deutsche Bank has been operating in Sri Lanka for 40 years and has been supporting its clients to meet their daily transaction banking and foreign exchange requirements through many different economic cycles" stated Dhakshitha Serasundera.

In order to support current and future German investments in Sri Lanka, the German - Sri Lankan Fast Track Dialogue, which was initiated in 2019 by former Minister Hon. Malik Samarawickrama, the German Embassy and AHK Sri Lanka, will be continued on 25th of February. German companies will have the opportunity to discuss in a result-oriented way with the BOI Chairman and other Sri Lankan authorities' concrete challenges and opportunities with regards to their existing or future investments.

For more information, please contact Mr. Malintha Gajanayake - malintha@srilanka.ahk.de

TOP GERMAN BRANDS IN SRI LANKA

ORGANIZED BY:

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

SUPPORTED BY:

Embassy of the Federal Republic of Germany Colombo

2021

7TH EDITION

A&R | MANUFACTURING
A&R | TEXTIL
A&R | TEXTIL
Admire
AeroDynamics
ahlers
AKEMI
alltours
Allianz
AMG GRAPHITE
A · M · S
Aqua
auma
B|BRAUN
BASF
BASF
BAYER
BerchTech
BERKY
BIRKENSTOCK
Prestige Automobile (Pvt) Ltd
BOMAG
blocher partners
BOSCH
BURG
CHROMSYSTEMS
CLAAS
Continental
covestro
CRAMER
DB SCHENKER
Dallmayr
DEMAG
DHYBRID
DER Touristik
Deutsche Bank
DHL
Dornier MedTech
Dräger
DURAVIT
ECKART
eco FLEX
BASF
Endress+Hauser
erbe
Eskimo
FAG
FESTO
fischer
FRIEDRICH NAUMANN FOUNDATION
FRESENIUS KABI
FRESENIUS MEDICAL CARE
FRILICH
FT GROUP
GARDENA
GANI MARIANO
GIESSER
GOSSEN METRAWATT
HAAG-STREIT
Häcker
HÄFELE
Hako
HAMM
hansgrohe
Hapag-Lloyd
HEIDELBERG
HEGENSCHEIDT MFD
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Hettich
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LankaCoco PRODUCTS
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LPKF Laser & Electronics
PFEIFFER
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MAN Energy Solutions
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VERIDOS
Villeroy & Boch
VÖGELE
VOITH
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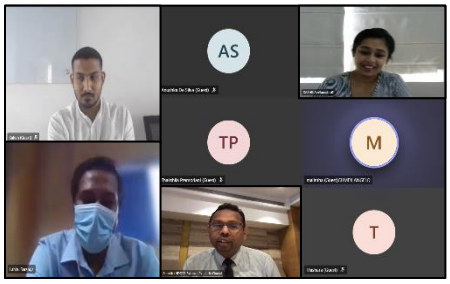
WIRTGEN
WÜRTH
ZEISS
ZIEHER GERMANY

Discussion with Sri Lankan exhibitors for Fruit Logistica 2021



Date: 21 January 2021

The Delegation of German Industry and Commerce in Sri Lanka (AHK Sri Lanka), as the official representative in Sri Lanka of Fruit Logistica – the world's leading trade fair for fruits, vegetables, and spices, organized a discussion with exhibitors from Sri Lankan who will participate in Fruit Logistica 2021.

During the meeting, participants had the opportunity to broaden their understanding with regards to the Fruit Logistica trade fair scheduled to happen on 18-20 May 2021 in Berlin. The Chief Delegate of AHK Sri Lanka, Mr. Andreas Hergenröther informed the participants that the focus was on increasing the awareness of products 'Made in Sri Lanka' in international markets and thereby, increase business opportunities for Sri Lankan fresh fruits, vegetable, and spice exporters.

Further, participants were informed of the support initiatives organized by AHK Sri Lanka such as the common initiative with FNF to promote sustainable supply chains.

For more information, please contact Mr. Malintha Gajanayake - malintha@srilanka.ahk.de

Discussion with AHK Sri Lanka's Health Sector Committee

Date: 21 January 2021

The Delegation of German Industry and Commerce in Sri Lanka (AHK Sri Lanka) organized a virtual discussion with private sector companies of the health sector of Sri Lanka, including the representatives of world-renowned German brands to discuss the prevailing challenges and proposed industry-driven solutions.

During the meeting, the prevailing challenges discussed by the participants included time consuming delays for product registrations and renewals under the National Medicines Regulatory Authority (NMRA), lack of transparency in the tender-bidding process, absence of industry recognized standards to ensure fair competition, as well as the need to enhance the technical expertise to meet global standards.

Represented companies in the discussion included B Braun, Ceylon Oxygen, DIMO Lanka, Ottobock, Hemas Pharmaceuticals, Delmege, MervynSons and Wickramarachchi Opticians.

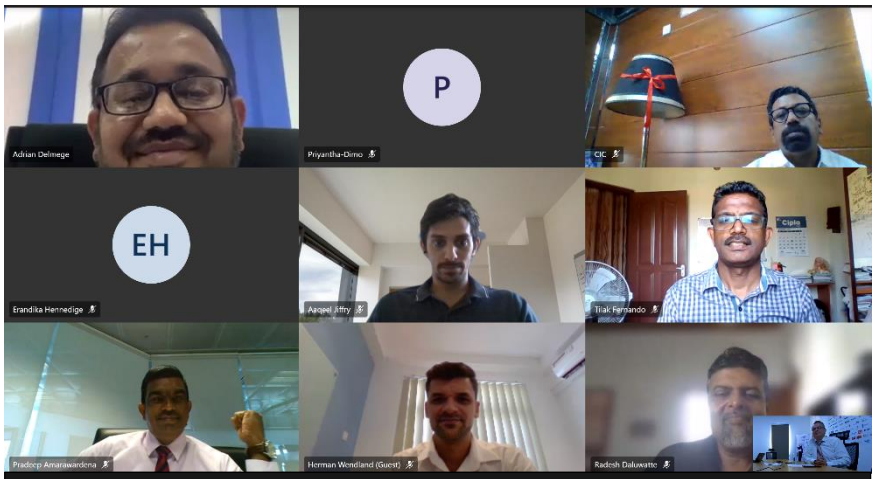
Discussion with German Tour Operators and Sri Lankan Airlines

Date: 07 January 2021

During the meeting with the Head of Worldwide Sales and Distribution at Sri Lankan Airlines, Mr. Dimuthu Tennakoon, and German tour operators, the focus was on the resumption of tourism in Sri Lanka and the revised health guidelines for tourists. Mr. Dimuthu Tennakoon from Sri Lankan Airlines informed the participants about the Frankfurt-Colombo flight schedule as follows:

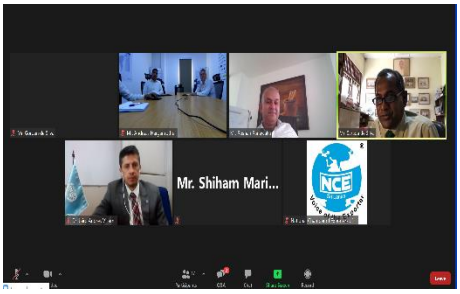
	Departure	Arrival
CMB-FRA	Day: Wed/Sun Time: 2255	Day: Thu/Mon Time: 0520
FRA-CMB	Day: Thu/Mon Time: 2020	Day: Fri/Tue Time: 1055

For reservations and more information, please contact Sri Lankan Airlines: +49 (0) 1805 016 075 - SriLankan.Germany@aviareps.com



Caption: Participants during the Health Sector Committee meeting

Webinar on European Union Regulations on Production of Organic Goods



Date: 25 January 2021

The Delegation of German Industry and Commerce (AHK Sri Lanka) represented by Chief Delegate Mr. Andreas Hergenröther participated during the webinar hosted by the National Chamber of Exporters of Sri Lanka. During the presentation, Mr. Hergenröther highlighted the changes in the EU legislation regarding the import of organic products, a step-by-step process for the export of organic products to the EU market, EU-recognized certifications, and standards as well as the GSP+ trade scheme. The Chief Delegate stressed on the importance of participating in international world's leading trade shows to promote organic products "made in Sri Lanka" internationally.

Other panelists included Mr. Jairo Andrés Villamil-Diaz from UNIDO, Mr. Roshan Ranawaka from Control Union Sri Lanka, and Mr. Gorden de Silva.

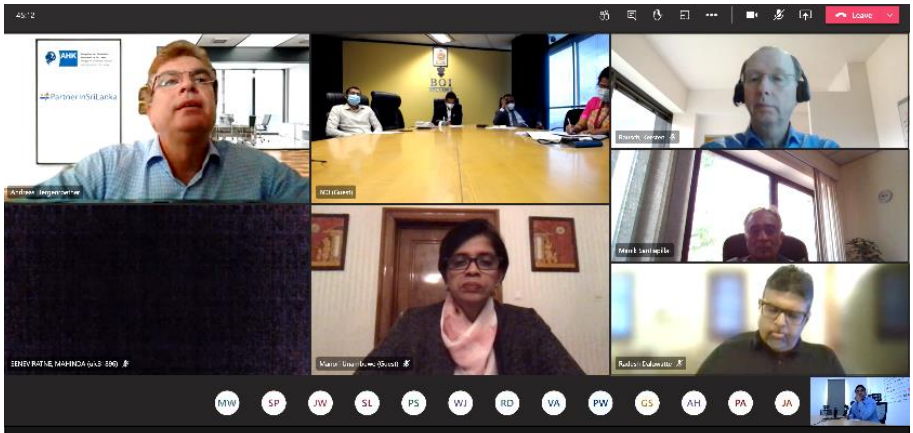
Discussion with the BOI Chairman and Representatives of German Companies

Date: 08 January 2021

The Delegation of German Industry and Commerce (AHK Sri Lanka) headed by Chief Delegate Mr. Andreas Hergenröther, organized a virtual meeting with the Chairman of BOI Mr. Sanjaya Mohottala and representatives of German companies in Sri Lanka. In attendance were the Director General of BOI Mr. Pasan Wanigasekara and Sri Lankan Ambassador to Germany H.E. Manori Unambuwe. The aim of the discussion was to foster dialogue between the German companies and Board of Investment in Sri Lanka whilst strengthening bilateral relations.

During the discussion with the Chairman of BOI, matters such as implementing a practical approach regarding health guidelines for business travelers visiting Sri Lanka, publishing a timeline for the import restrictions and foreign exchange controls, developing a transparent and reliable investment policy, easing import and export procedures, and establishing industry-specific quality standards were highlighted.

Representatives from German companies including Allianz, B Braun, BASF, Bayer Thai, Ceylon Oxygen Ltd, DB Schenker, Deutsche Bank, Eskimo Fashion Knitwear, Eu-Retec, Fresenius Medical Care, Hafele, Hellmann Worldwide Logistics, Kramski, Lanka Leather Fashion, MAN Energy Solutions, Siemens, Siemens Gamesa Renewable Energy and Wurth participated in the meeting. The representatives expressed their willingness and interested to participate in the dialogue to discuss solutions with regards to current investments to explore further opportunities.



Caption: During the discussion with BOI Chairman, Sri Lankan Ambassador to Germany and Representatives of German Companies.

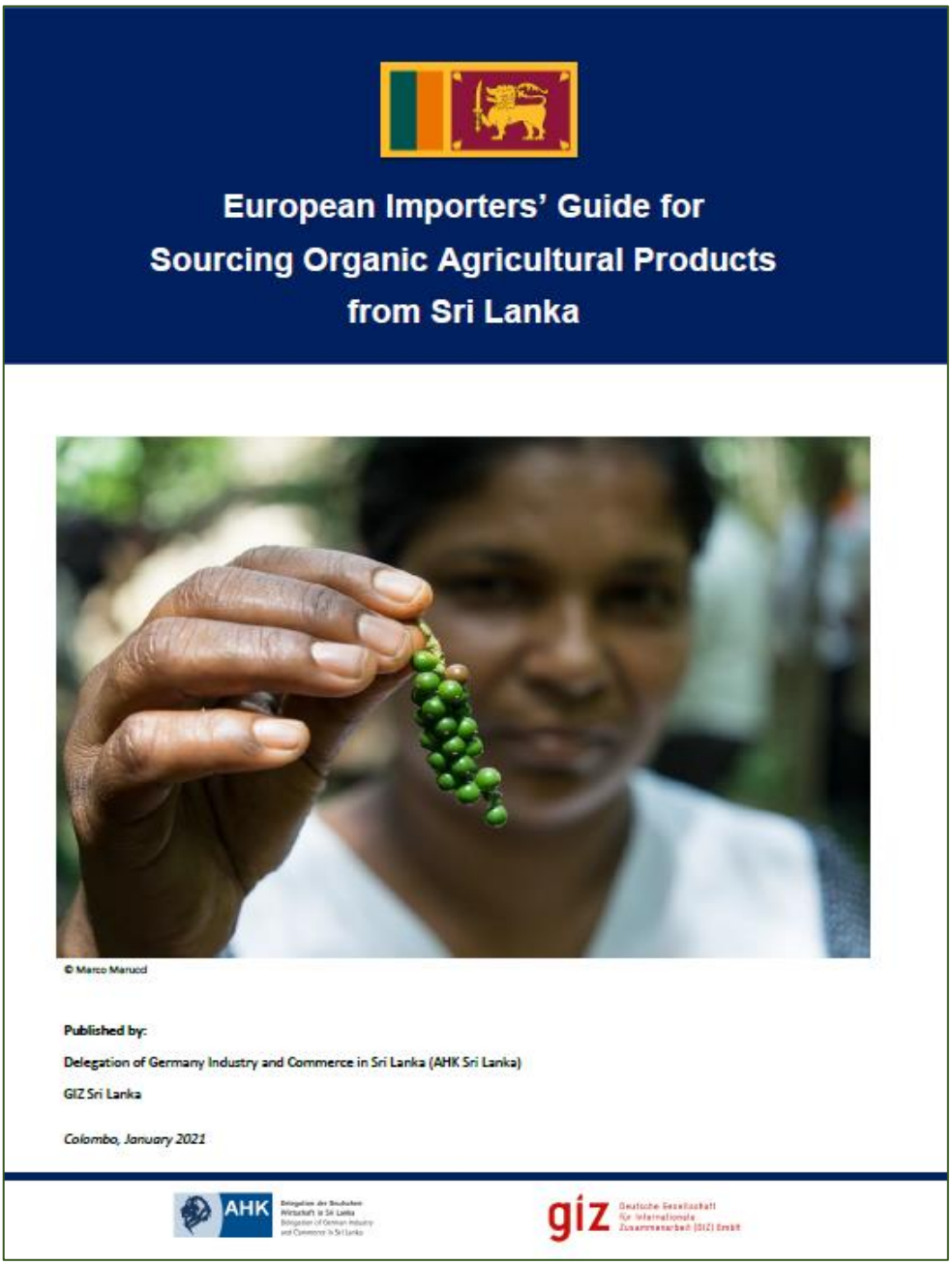
Publication: European Importers' Guide for Sourcing Organic Agricultural Products from Sri Lanka

Date: January 2021

The Delegation of German Industry and Commerce in Sri Lanka (AHK Sri Lanka) in collaboration with GIZ Sri Lanka, published the 'European Importers Guide for Sourcing Organic Agricultural Products from Sri Lanka'. This user-friendly brochure on the organic sector of Sri Lanka highlights the strengths and opportunities in the Sri Lankan organic sector, major organic food products in Sri Lanka, organic certification standards, quality schemes, other certifications, export regulations and the infrastructure of supply chains in Sri Lanka.

Moreover, the importers guide includes information on the support initiatives offered through the develoPPP.de program and other practical information of stakeholders in the industry.

Refer to the Importers Guide: 'European Importers Guide for Sourcing Organic Agricultural Products from Sri Lanka'



European Importers' Guide for Sourcing Organic Agricultural Products from Sri Lanka

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Published by:

Delegation of Germany Industry and Commerce in Sri Lanka (AHK Sri Lanka)

GIZ Sri Lanka

Colombo, January 2021

Senior Experten Service (SES)

Foundation of German Industry for International Cooperation

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

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

Senior Experts

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

Clients

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

Assignment conditions

SES works according to demand and need. It responds to enquiries from clients, checks their requests and concludes separate agreements with the client and the Expert. The work of Experts assigned is of a recommendatory nature. Sole responsibility for the implementation of recommendations lies with the clients. Protecting the intellectual property rights of third parties is one of the most important principles of all SES assignments.

Funding

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

Contact

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

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

New Programme to promote responsible business through cooperation projects:

Business Scouts for Development

The Business Scouts for Development promote sustainable and responsible engagement by the private sector in around 40 countries across the globe, among them in Sri Lanka. They are development policy experts who advise German, European and local companies on the opportunities for promotion, financing and cooperation available through German and European de-elopement cooperation, facilitate networking with potential partners and initiate cooperation projects. In addition, by supporting business and learning partnerships, the transfer of expertise and targeted support for trade fair participation they not only generate new opportunities for trade but also improve prospects for local job creation. At the Delegation of German Indus-try and Commerce in Sri Lanka, Josef Tschöp is working as Business Scout in the field of vocational training.

Within Germany the Business Scouts provide advice directly through Germany's top business associations, such as the Association of German Chambers of Commerce and Industry (DIHK), the Federation of German Industries (BDI), the German Confederation of Skilled Crafts (ZDH) and industry, chambers of crafts and trades, industry associations, state-level associations and – in cooperation with Engagement Global – foundation organisa-tions. In the partner countries they are either integrated into German development cooperation offices or work at German Chambers of Commerce Abroad and Delegations of German Industry and Commerce. The experts therefore bridge the gap between the private sector and development cooperation; companies have better access to new markets, and sustainable development in partner countries receives a boost. The programme is being implemented by the Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH on behalf of the Ger-man Federal Ministry for Economic Cooperation and Development (BMZ).

Are you interested in getting involved in new markets with your company? Please, contact Josef Tschöp, Business Scout at the AHK Sri Lanka, and let us advise you on suitable possibilities and offers to engage with development cooperation!

For more information, please contact Mr. Josef Tschoep, Business Scout for Development, Head of Vocational Training: training@srilanka.ahk.de

Allianz Honours Star Performers at First Virtual Annual Awards

Allianz Insurance Lanka Limited (Allianz Lanka), one of Sri Lanka's leading insurance providers, recognized and rewarded its star performers at its Allianz Annual Awards 2020 recently. The grand annual event was held virtually for the first time ever to protect the health and safety of participants.

A total of 93 members of Allianz Insurance Lanka Limited and Allianz Life Insurance Lanka Limited were recognized for their commitment and relentless efforts at this year's event.

Riyansi Dickman from the City 1 branch and Vasugi Mohanaruban from the Thirunelveli branch were crowned Champion of Champions in the General Insurance and Life Insurance segments, respectively. Three Best Team Leader awards and 13 Best Unit Leader awards in the Platinum, Diamond and Gold categories as well as Best Regional Sales Manager and Best Head of Branch awards were given away to outstanding performers from Allianz Lanka's General Insurance business. Seven Platinum Arena winners from the Life Insurance team who had also become members of the prestigious Million Dollar Round Table (MDRT) in 2020 were honoured at the event.

The award winners were chosen from amongst countless Allianz Lanka team members who continued to push their limits to overcome unprecedented challenges and adverse conditions brought about by the global pandemic and deliver service excellence to the insurer's customers.

Claudia Salem, Chief Executive Officer - Property & Casualty, Allianz Asia Pacific and Alp Altun, Chairman, Allianz Lanka, who took part in the event, virtually, from Singapore joined Gany Subramaniam, Chief Executive Officer, Allianz Insurance Lanka Limited and Non-Executive Director, Allianz Life Insurance Lanka Limited; Jayalal Hewawasam, Chief Executive Officer, Allianz Life Insurance Lanka Limited; and other members of Allianz Lanka's Senior Management team in applauding the award winners' stellar performance and dedication.

Congratulating the winners, Gany Subramaniam said, "Allianz continues to reign as one of the leading insurers in Sri Lanka and around the globe, even in the midst of the challenging times that the world is currently facing. This has been made possible only by the ingenuity and passion of our team members who dare to push the boundaries and rise above all odds to help secure people's lives and to give courage to our customers for what's ahead. Thanking them for their dedication and service at this forum, I look forward to working with them on powering Allianz Lanka to greater heights."

Sharing Gany's sentiments, Jayalal Hewawasam noted, "The performance of our Life and General insurance businesses during these trying times is a reflection of our teams' singular focus on service excellence and their persistent efforts to deliver the same to our customers. Overcoming innumerable challenges resulting from the movement restrictions imposed due to the global pandemic, they continue to help us ensure seamless running of our operations. As the year draws to a close, the Allianz Annual Awards gave us another opportunity to thank them and celebrate their achievements."

DIMO recognised as "Overall Winner" for sixth consecutive year at CMA Excellence in Integrated Reporting Awards 2020

DIMO, one of Sri Lanka's leading conglomerates, continued its remarkable winning run in Integrated Reporting as it took home the "Overall Winner" award for the sixth consecutive year, at the recently-concluded 2020 edition of the prestigious "CMA Excellence in Integrated Reporting Awards" organized by the Institute of Certified Management Accountants. In addition to this main award of the evening, DIMO also won the "Special Award for Best Concise Integrated Report", "Award for the Ten Best Integrated Reports" and "Special Award for Integrated Thinking".

Caption: DIMO's Group CEO, Gahanath Pandithage receiving the Overall Winner award

DIMO's Group CEO, Gahanath Pandithage and Senior Accountant, Ishara Danansooriya attended the event which was held recently.

DIMO's continuous efforts to maintain the highest level of adherence to the Integrated Reporting Framework issued by the International Integrated Reporting Council and how the company has thereby articulated integrated thinking in its recent Annual Report have paved the way for winning these accolades. DIMO is widely known as one of the few companies that redefined integrated reporting in Sri Lanka by adopting the International Integrated Reporting Framework (International <IR> Framework) when it was first introduced. From the very beginning, DIMO's integrated reporting practices were greatly appreciated by different educational institutes allowing the company to indirectly help to improve the Sri Lankan IR practices.

DIMO Chairman & Managing Director Ranjith Pandithage stated, "Winning the most prestigious award of the night once is tough enough given the high standards we have to achieve and the intense competition out there. Therefore, winning it 6 consecutive times is an incredible achievement that speaks volumes of DIMO's commitment to Integrated Reporting and our team's outstanding efforts in adhering to the high standards. We are always searching for new ways to review and adopt best practices in both local and international reporting and disclosure guidelines in both financial and non-financial aspects so that information of the highest quality is given to all stakeholders". He added that each content element of the Annual Report demonstrates how DIMO is geared to deliver the strategy.

Integrated thinking refers to the manner in which organisations consider different elements that affect value creation and their inter-dependencies and interconnections, when managing the organisation. In an Integrated Report, this thinking needs to be articulated by the management in their management discussions and by demonstration of alignment of strategy throughout the report. In the DIMO Integrated Report, commencing from the Chairman's Review itself, it demonstrates its methodical approach to integrated thinking. This reflects when Chairman elaborates on how he promotes a culture where employees consider all aspects that affect value creation and the importance of goal congruence in the recent annual report of DIMO. The Group CEO's review in the annual report portrays how DIMO's brand repositioning would increase the company's future resilience. In addition, the company, with its new brand repositioning, now demonstrates relatively higher strategic focus and integrated thinking. Such changes in corporate climate have also led to improved reports.

The CMA places great importance in the conciseness of the Annual Report and DIMO's Annual Report certainly stands out in this regard. Conciseness is normally measured by total number of pages and number of pages utilised by the non-financial section of the report. Achieving conciseness while maintaining the completeness of information is challenging and by winning this award for several consecutive years, DIMO has demonstrated that it has achieved the ideal balance between conciseness and completeness.

Mercedes-Benz AG recognizes DIMO for Service Excellence in South East Asia

Mercedes-Benz AG awarded DIMO the 'Mercedes-Benz Service Excellence Award 2019' in the Region South East Asia II, for attaining the best Customer Satisfaction Index (CSI) and Net Promoter Score (NPS), at the recently held South East Asia II Service Excellence Regional Virtual Award Ceremony. DIMO reaffirmed its commitment towards exceptional after sales experience for its customers by bagging this prestigious award outshining Philippines and Brunei, the other General Distributor countries in the region.

Caption: Mercedes - Benz Service team of DIMO

The Mercedes-Benz South East Asia II Service Excellence Awards also recognized the Best Service Advisers of Mercedes-Benz AG Authorised Service Centres with an objective to develop competencies among Service Advisers. Three long-standing employees of DIMO's Mercedes-Benz Service Facility, Hirun Koralalage, Shelton Wijerathne and Sahinda Wasalathanthrige, were recognized as 'Top Service Advisers of the Year' in the region at the virtual award ceremony.

Mercedes-Benz AG carries out annual customer surveys in respective countries targeting its distributors and dealerships to push harder at enhancing their quality of after care services and customer engagement. These customer surveys have been specifically created to focus on different aspects of the customer's experience. It all starts with the ability of the customer to conveniently schedule a service appointment with the Mercedes-Benz AG Authorised Service Centre. Subsequently, attributes such as the quality-of-service work performed by the Service Centre, the adherence to international standards by the service facility, the technical expertise and customer care standards demonstrated by the team members, and the safe and timely delivery of the vehicle back to the customer are all thoroughly evaluated by Mercedes-Benz AG in these customer surveys.

DIMO's attention to detail in every facet of their service delivery has helped them make a strong connection with their customers and it has been reflected in these independent customer surveys.

DIMO Chairman & Managing Director Ranjith Pandithage stated, "These regional awards further reiterate that DIMO is the only place you can trust for beloved Mercedes-Benz vehicles and demonstrates our unwavering commitment towards delighting customers, keeping in line with the company's values. These accomplishments also manifest our capabilities of bringing best-engineered marques to Sri Lanka. The introduction of the Service Bookings & Online Payments for Mercedes-Benz Customers via the DeX Automotive App and Dedicated Service Advisor concept are our latest initiatives to enhance customer experience for our valued customers. At DIMO, we always strive to equip our staff with Mercedes-Benz AG global training to enable them to create an exceptional customer journey from start to finish."

As the only authorised Mercedes-Benz AG Service Centre in Sri Lanka, DIMO has invested heavily in their state-of- the-art Mercedes-Benz facility known as DIMO 800, The Mercedes-Benz Centre of Excellence. It is equipped with Mercedes-Benz AG recommended special tools and equipment, software updates, repair guidelines and processes, Mercedes-Benz Service 24h island-wide Roadside Assistance, computerised vehicle maintenance records and many other services, all of which have been deployed with the aim of ensuring that the safety of the vehicle is guaranteed every step of the way.

The usage of Mercedes-Benz genuine parts provides peace of mind for the Mercedes-Benz owners while ensuring safety and performance of the vehicle, an exceptional quality and outstanding price / performance ratio with an extended mileage. DIMO's Mercedes-Benz Service Facility only uses Mercedes-Benz genuine parts for all repairs and services hence guaranteeing the best resale value for the customers. Moreover, DIMO is

the only authorised agent for Mercedes-Benz in Sri Lanka to facilitate the Mercedes-Benz AG Global Manufacturer Warranty for Mercedes-Benz vehicles in the country.

Proper care and handling are of utmost importance for a Mercedes-Benz vehicle and that is why DIMO ensures that only the Mercedes-Benz AG trained technicians / certified members handle and service each and every Mercedes-Benz vehicle. DIMO understands the importance of its well-trained Mercedes-Benz AG certified technicians, hence invests extensively in its human capital to ensure that their customers get the best experience. These training facilities range from regular online training to manufacturer and in-house training via DIMO's Mercedes-Benz Certified Trainers. DIMO appoints a Dedicated Service Adviser to stay in close contact with the customer at all times and provide regular updates throughout the journey of the customer's Mercedes-Benz repair or service. It plays a key role in building and strengthening the trust and relationship between the customer and DIMO.

The genuine care, expert workmanship of Mercedes-Benz AG-trained Technicians and the international standards made DIMO the preferred choice for its valued customers.

Mercedes-Benz service facility of DIMO was recently recognized as the 'Only Mercedes-Benz AG Certified General Distributor' Workshop for Body & Paint Repairs in South East Asia, as well. DIMO is the first General Distributor in South East Asia to receive this certification. DIMO 800 is the only Mercedes-Benz Service facility in Sri Lanka equipped with the latest technology and technical experts to cater to all Mercedes-Benz vehicles according to Mercedes-Benz AG international standards.

Sri Lanka Polonnaruwa National Nephrology Hospital Project

Fresenius Medical Care Lanka makes successful delivery and installation of 50 Fresenius Medical Care Haemodialysis Machines at the newly constructed National Nephrology hospital in Polonnaruwa.

The hospital is being constructed with the assistance of the Chinese government and includes state-of-the-art equipment and all necessary facilities for kidney patients. This new hospital is being built as the largest kidney hospital in South Asia, fulfilling a long-term aspiration to provide services for renal patients.

Chronic Kidney Disease of uncertain aetiology (CKDu) was first reported in the North Central Province of Sri Lanka. The hospital would be a great asset and a gift to the people of Sri Lanka, not only for the people living in the North Central Province but also in other areas.

Fresenius Medical Care is the world's leading provider of products and services for healthcare solutions for patients with chronic kidney failure. In 2019, 52 million dialysis treatments were performed by Fresenius Medical Care around 150 countries worldwide.

We are grateful that our products, therapy solutions are helping the Sri Lankan renal community.

Häfele's Premium Range of Washer Dryers

100% Dry: Just Wash and Wear

After an advanced wash, if clothes are left to dry in the open they are again susceptible to catching infection from the surroundings. This completely defeats the purpose of having a technology-packed washing machine. Hafele offers you the combined advantage of washing and drying results in one machine. **Häfele's Premium Range of Washer Dryers** comes with easy load options and smart programs giving you maximum flexibility for your laundry even with different kinds of clothes like cotton, wool, synthetic as well as delicate fabrics like silk and satin. You also get the freedom from draining water from the condenser box after every wash. Hafele's washer dryer combo is one of the most efficient combo machines with the condenser drying technology giving you maximum flexibility to choose time or energy saving programs.

Key Features

1. 100% Dry, Ready-to-wear Result:

Say NO to the hassles of physically drying your clothes; your clothes come out warm, dry, and ready-to-wear; just remove them, iron them and slip them on!

2. Multiple Drying Levels:

You can select up to 4 drying levels along with selected wash programs to get end to end washing and crisp drying results.

3. 100% Allergen-free Wash:

The program is ideal for sensitive skin, reliably cleans detergent residues and other harmful dirt from your laundry, by special intensive heated rinsing.

4. Intensive Adaptive Stain Removal:

Multiple stain level selection option helps to auto adjust pre-wash cycles and temperature levels based on the fabric and stain-level you select.

5. Customize Your Wash:

The ADD-ON options like extra rinse, pre-wash, extra wash, and anti-crease makes the laundry care more holistic.

6. Quiet and Efficient Brushless DC Motor:

Generates much less heat & noise compared to a standard motor. This results in at least 30% less energy consumption as well as high efficiency and best in class performance.

7. Eco-logic System:

The multiple sensors and microprocessors chipped inside intelligently identify the wash time, water pressure and adjust the wash cycle accordingly.

8. Reload forgotten laundry:

Forgot to add those socks? You can load the forgotten laundry to the machine in the middle of the pre-soak cycle before the detergent is dispensed.

www.hafele.lk | srilanka@hafele.lk | Hotline 0112 055 558

Ace it with Aitken Spence for Multi Country Consolidation in Sri Lanka

Treat your valentine to a romantic evening at Jetwing Colombo Seven this Valentine's Day, replete with wine and a tastefully curated four-course meal to make it one for the memories.

Love is in the air – LKR 20,000 per couple
Room on half board with a romantic 4-course dinner to enjoy in your room.
Two glasses of wine or mocktail

Romance under the starlit sky – LKR 8,000 per couple
Indulge in a 4-course dinner under the starry skies on our pool deck overlooking the Colombo city skyline.
Two glasses of wine or mocktail

For inquiries, please contact
Kanishka 070 7342418 | Mahinda 070 7110979 | Ruwindra 077 4296265
Please note that a 50% advance payment will be required to make a reservation

Jetwing
COLOMBO SEVEN
COLOMBO • SRI LANKA

www.jetwinghotels.com

*Conditions apply

Trade Fairs in Germany

INHORGENTA 15 – 19 April 2021 in Munich www.inhorgenta.com	INHORGENTA MUNICH provides a unique combination of individuality, inspiration, and innovation. Our new strapline uses three magic words to highlight how we are shaping the future for the sake of your success. 1055 exhibitors from 44 countries and 26,000 trade visitors 85 countries have participated in the previous exhibition.	INHORGENTA MUNICH
BOOT 17 – 25 April 2021 in Duesseldorf www.boot.com	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.	boot Düsseldorf
DRUPA Virtual 20 - 23 April 2021 www.virtual.drupa.com	Drupa is the world's leading trade fair, showcase and marketplace for innovations in printing and paper technology. The virtual event will offer a conference area, exhibition space and networking opportunity.	drupa
F.RE.E 21 – 25 April 2021 in Munich www.free-muenchen.de	f.re.e is Bavaria's largest fair for leisure and travel, with the topics of Travel, Cruises & Boat Trips, Health & Wellness, Caravanning & Camping, Water Sports, as well as Outdoors and Bicycles. Visitors are able to book journeys directly and test and experience products right on site. In 2020, f.re.e welcomed around 1,300 exhibitors from 70 countries and more than 130,000 visitors in an area 87,000-square meters large. f.re.e takes place every year on the Messe München exhibition grounds and will next be held as a special edition from April 21 to 25, 2021.	f.re.e
TRANSPORT LOGISTIC 04 – 07 May 2021 Online www.transportlogistic.de	Transport Logistic: The world's leading trade fair for logistics, mobility, IT, and supply chain management has been taking place in Munich since 1978. Also, part of transport logistic is air cargo Europe the industry gathering for the international air freight industry. 2374 exhibitors from 63 countries, 64,000 visitors took part in TL 2019. Transport Logistic Online is focused on a high-quality and broad online conference program.	transport logistic the leading exhibition
FRUIT LOGISTICA 18 - 20 May 2021 in Berlin and Online www.fruitlogistica.com	FRUIT LOGISTICA covers every single sector of the fresh produce business and provides a complete picture of the latest innovations, products, and services at every link in the international supply chain. It thus offers superb networking and contact opportunities to the key decision-makers in every sector of the industry. 3.200 exhibitors and 78.000 trade visitors attend FRUIT LOGISTICA every year to realize their full business potential within the international fresh produce trade – and to write their own success story.	FRUIT LOGISTICA
TIRE 18 - 20 May 2021 in Koelnmesse www.thetire-cologne.com	THE TIRE COLOGNE is the international trade fair for the tire industry. Motor vehicle and tire workshop equipment features prominently in addition to tires and wheels. The offering is rounded off by tire retreading and the recycling and disposal of old tires.	THE TIRE COLOGNE
spoga+gafa 30 May – 1 June 2021 in Koelnmesse www.spogagafa.com	Spoga+gafa is the world's leading international trade fair for the garden and leisure industry and open to trade visitors only. The fair is characterized by the high internationality of exhibitors and visitors, making it the most important platform in the industry to conquer new markets, to find new contacts and to learn about the latest trends and innovations.	spoga gafa cologne

REHACARE 06 – 09 October 2021 in Duesseldorf www.rehacare.com	Rehacare is the world's leading trade fair for rehabilitation, prevention, and care. More than 40,000 potential customers, and over 700 exhibitors from 40 countries partake in the trade fair.	
EXPO REAL 11 – 13 October 2021 in Munich www.exporeal.net	Expo Real is an international trade fair for property and investment, which takes place once a year on the fairgrounds in Munich. As the largest B2B trade fair for the industry in Europe, the fair stands for business-oriented networking for cross-industry and transnational projects, investments, and financing.	
A+A 26 - 29 October 2021 in Düsseldorf www.aplusa-online.com	A + A is the world's leading international trade fair for occupational safety and health at work. Over 2100 exhibitors from 61 countries present a remarkable portfolio of products, solutions and innovative concepts and themes.	
BAZAAR 3 – 7 November 2021 in Berlin www.bazaar-berlin.com	Around 500 exhibitors from more than 60 countries present quality handicrafts, typical regional specialties, fashion with a personal touch, jewelry, accessories, eco-products, fair trade goods, natural goods and many other items.	
MEDICA 15 - 18 November 2021 in Duesseldorf www.medica-tradefair.com	MEDICA is the world-leading medical trade fair, and the industry's number one platform for the suppliers of the medical technology industry. MEDICA 2021 and COMPAMED 2021 will take place as a hybrid event. The hybrid concept consists of combining live platforms for professional visitors to the Düsseldorf trade fair center and digital offers.	
PRODUCTONICA 16 – 19 November 2021 in Munich	Productronica is the world's leading international trade fair for innovative electronics production. About 1560 exhibitors from 43 countries and 44987 visitors from 96 countries partake in Productronica in Munich.	

For More Information	Malintha Gajanayake Head of Corporate Affairs & Export Promotions Tel: 0094 112314364 Email: Malintha@srilanka.ahk.de	

Our Trade Partners

Trade Fairs in Sri Lanka

Lankapack 12 - 14 February 2021 Venue: BMICH, Colombo	Lankapack will be a meeting point for all industry professionals to educate their potential buyers on the modern printing and packaging techniques which are required for the sustainability and value addition to all kinds of products that move into the market. The Exhibition will comprise stalls displaying thousands of brands to meet all kinds of packaging requirements under one roof.	UNPACK POTENTIAL IN PACKAGING LANKAPAK
Build SL - Housing & Construction Expo 14 - 16 May 2021 Venue: BMICH, Colombo	Build - Housing & Construction Expo has 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 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.	build SL Housing & Construction
Profood Propack & Agbiz 6 – 8 August 2021 Venue: BMICH, Colombo	"Profood Propack & Agbiz" is the most comprehensive food, beverage, and packaging exhibition in Sri Lanka. This wide - ranged exhibition provides you a one stop solution with this year's theme " From the Farm to the FORK". 19th edition of "Profood Propack & Agbiz" is scheduled to take place in the presence of over 250+ exhibitors from 20 countries showcasing more than 1000 new products & services in 370 stalls and 28,000+ visitors. Profood Propack & Agbiz 2020 being Sri Lanka's largest trade fair is a ' must not miss' exhibition for all organization involved in processed food and beverage, packaging & agriculture to showcase their products. With the inception of Pro Food Pro Pack in the year 2002 the objective of enhancing Sri Lanka's Food Processing Industry benefited tremendously by way of creating a wide array of opportunities in exposing/merchandising the FPI products locally and internationally. Celebrating the 19th edition this year, Pro Food Pro Pack has emerged as the most looked forward event in the industry calendar.	Profood Propack Agbiz

For more information contact:	Malintha Gajanayake Head of Corporate Affairs & Export Promotions Tel: 0094 112314364 Email: Malintha@srilanka.ahk.de	AHK Delegation der Deutschen Wirtschaft in Sri Lanka Delegation of German Industry and Commerce in Sri Lanka

About Us

#PartnerInSriLanka

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

AHK Sri Lanka – Team

Mr. Andreas Hergenröther

Chief Delegate of German Industry and Commerce in Sri Lanka

Mr. Malintha Gajanayake

Head of Corporate Affairs / Export Promotions

Ms. Semini Satarasinghe

Manager – Marketing and Communication

Mr. Marvin Woischnik-Lange

Manager – Public Projects

Mr. Josef Tschöp

Head of Vocational Training

Mr. Harsha Dinesh

Accountant

Ms. Shashi Jayakody

Administration Officer

Our Premier Platinum Partners

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

+94 112 314364

communication@srilanka.ahk.de

Visit our website for more information updates

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