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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,

First of all, I would like to wish you all the best, good health and success for the year 2021 on behalf of the entire team of the Delegation of German Industry and Commerce in Sri Lanka (AHK Sri Lanka). After the very challenging year of 2020, we are confident that the upcoming year will be brighter with growth figures in our two countries. Although 2020 was marked by contractions and the negative impact of the Covid-19 pandemic, 2020 was also a year that drove digitalization processes in companies in an unprecedented way. Despite the pandemic, the IT-sector in Sri Lanka showed its resilience with a stable growth rate of more than 8% in 2020.

For the first half of the year 2021, we already planned a series of digital and physical events, delegations, and conferences. Our yearly key event for German businesses in Sri Lanka will be held on the 2nd of February at the Galle Face Hotel in Colombo if health regulations will allow it. A record number of 172 German brands registered already for Top German Brands 2020/2021, which is an increase of 13% compared to 2019. Supported by the German Ministry of Economic Affairs and Energy, we will continue our activities in the field of energy efficiency with an incoming delegation and an integrated conference with B2Bs in the end of May 2021. Furthermore, we will continue our cooperation with GIZ and the Friedrich Naumann Foundation supporting respectively export oriented organic producers and sustainable supply chains. With regards to sustainable supply chains, we plan to extend our activities from the sectors of apparel/textile, rubber, and food to the sector of tourism. By the end of the first quarter, we will organize in cooperation with CCI Munich an outgoing delegation on vocational training. Until the end of the 2nd quarter of 2021, we plan delegations to globally leading trade fairs for the tire industry (TIRE in Cologne), for exporters of fruits, vegetables, and spices (Fruit Logistica) and for service providers in logistics (Transport Logistics in Munich).

Thanking you a lot for the continuous support during the past years, I wish you a very successful start for 2021!

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 04 January 2020, Sri Lanka accounted for 44,774 COVID-19 confirmed cases, while recovered individuals totaled 37,252 and fatalities related to COVID-19 amount to 213 individuals.

Import Regulations

The Department of Imports and Exports Control published regulation No. 11 of 2020: Gazette 2207/15, dated 24 December 2020.

7 items were added to schedule I of the gazette: milk and cream (under HS heading 04.02), articles of plastic (under HS heading 39.26), ceramic building bricks, flooring blocks and tiles (under HS heading 69.04), and railway/tramway passenger coaches (under HS heading 86.05).

204 items were removed from schedule II of the previous gazette, which included apparel and textile (under HS headings 62.03, 62.04, 62.05, 62.06, 62.07, 62.08, 62.11, 62.13, 62.14, 63.02, and 63.04), non-alloy steel/iron material and structures (under HS headings 72.17, 73.08, 73.17, and 73.18), electrical equipment and fittings (under HS headings 73.22, 85.01, 85.02, 85.04, 85.05, 85.06, 85.07, 85.11, 85.12, 85.15, 85.16, 85.23, 85.28, 85.35, 85.36, 85.39, 85.44, 85.46, 85.47, and 85.48)

and parts of vehicles (under HS heading 87.14).

The following 24 items were newly added to schedule II of Gazette 2207/15: soya-bean oil (under HS heading 15.07), articles of plastic (under HS heading 39.26), new pneumatic tyres (under HS heading 40.11), other articles of leather (under HS heading 42.05), walking-sticks (under HS heading 66.02), and table, kitchen, and other household items (under HS heading 73.23). Additionally, 100 items were added to schedule II of Gazette 2207/15 from Schedule I of the previous gazette, which included the following, and were allowed to be imported on 90-days credit basis: soap (under HS heading 34.01), tableware, kitchen and household articles (under HS heading 39.24), apparel and textile (under HS heading 62.03, 62.04, 62.05, 62.06, 62.07, 62.08, 62.11, 62.13, 62.14, 63.02, and 63.04), structures made of iron or steel (under HS heading 73.08), lamps (under HS heading 85.39). Importation of Bicycles (under HS heading 87.12) were allowed on 180-days credit basis.

Post-budget Import Duties

The post-budget import duties took into consideration a total of 7803 HS codes. 39 categories of goods were excepted from Customs Import Duties, provided that the approval from Secretary to Treasury and Director General of customs is obtained.

Please refer to the following government notification for more information: [Post-Budget Import Duties](#).

Post-budget CESS Duties

The CESS duties of 2575 items were revised in the post-budget CESS duties update.

Please refer to the following government notification for more information: [Post-Budget CESS Duties](#).

FOREX Restrictions extended by 6 months

Effective from 02 January 2021, the Government extended the period of validity of the measures introduced in July 2020 to restrict the outflow of foreign currency, by a period of six months.

Fitch Ratings downgrades Sri Lanka's Long-Term Foreign-Currency Issuer Default Rating (IDR) to 'CCC' from 'B'

According to the ratings action commentary published by Fitch Ratings, the downgrade was attributed to the increasingly challenging external-debt repayment position over the medium term.

S&P downgrades Sri Lanka's Sovereign Rating to 'CCC+' from 'B'

S&P Global Ratings downgraded the long-term sovereign rating of Sri Lanka to 'CCC+' from 'B'. The outlook is stable. The short-term foreign and local currency credit rating was lowered to 'C' from 'B'.

2. Economic Data of Sri Lanka

GDP Growth

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 IMF

According to the International Monetary Fund (IMF), the real GDP of Sri Lanka is projected to contract by -4.6% and grow by 5.3% in 2021.

Forecast by Fitch Ratings

According to Fitch Ratings, Sri Lanka's real GDP is expected contract by 6.7% in 2020 and expand by 4.9% in 2021.

Estimate by S&P Global

The S&P Global Rating Agency estimates the Sri Lankan economy to contract by 5.3% in 2020 and grow by 4.3% in 2021.

Inflation

Headline inflation as measured by the National Consumer Price Index decreased to 5.2% in November 2020 from 5.5% in October 2020. Inflation measured by the Colombo Consumer Price Index (Y-o-Y) increased marginally to 4.1% in November 2020 from 4.0% in October 2020.

Foreign Currency Reserves and Exchange Rates

From the beginning of the year until 01 January 2020, the Sri Lankan rupee depreciated against the US dollar by -2.6% to an average rate of LKR 187.39.

The Sri Lankan rupee depreciated against the Euro by -11.2% to an average rate of LKR 228.93. The Sri Lankan rupee depreciated against the pound sterling by -6.2% to an average rate of LKR 256.42.

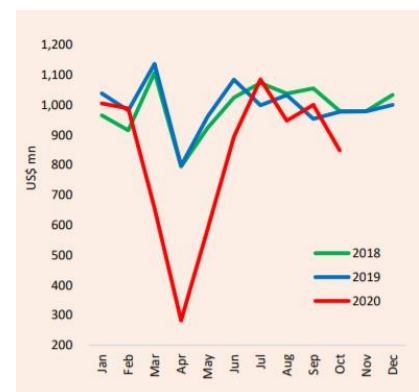
As of 30 November 2020, the Official Reserve Assets amounted to USD 5,555.3 Mn. Foreign currency reserves amounted to USD 5,101.1 Mn.

Foreign Trade

Export Sector

According to statistics published by the Export Development Board, export earnings during the period January to November 2020 amounted to USD 11.84 Bn. Export earnings in November 2020 amounted to USD 748.58 Mn, which is a decline of 20.97% compared to November 2019 and 11.84% compared to October 2020.

According to the Central Bank of Sri Lanka, export volume index declined by 2.8% and the unit value index deteriorated by 10.6% on a year-on-year basis in October 2020.



German Exports to Sri Lanka

German exports to Sri Lanka in January-October 2020 declined by -25.8% to EURO 195,502,000 compared to EURO 263,395,000 in January-October 2019.

German Imports from Sri Lanka

Germany imported from Sri Lanka goods amounting to EURO 601,457,000 in January-October 2020, compared to EURO 649,972,000 in the same period of the previous year, indicating a decline of -7.5%.

Sri Lankan Global Exports

Tea Industry

Export earnings from tea which made up 12% of merchandise exports decreased by 5.17% y-o-y to USD 96.21 Mn in November 2020 compared to November 2019. Between January-November 2020 export earnings from tea amounted to USD 1,127.98 Mn, a decline of -9.08% compared to the previous year.

Rubber and rubber-finished products Industry

Export earnings from Rubber & Rubber finished products have increased by 12.66 % y-o-y to US\$ 69.57 Mn in November 2020. Between January-November 2020 export earnings from the rubber industry amounted to USD 736.68 Mn, a decline of -9.66% compared to the previous year.

Coconut and coconut-based products Industry

Export earnings in November 2020 amounted to USD 56.92 Mn. Between January-November 2020 export earnings from the coconut industry amounted to USD 609.68 Mn, a growth of 7.05% compared to the previous year.

Apparel Industry

Export earnings from Apparel & Textiles declined by 32.75 % to USD 324.92 Mn during the month of November 2020 compared with USD 483.17 Mn recorded in November 2019. Between January-November 2020 export earnings from apparels amounted to USD 3,955.33 Mn, a decline of -22.38% compared to the previous year.

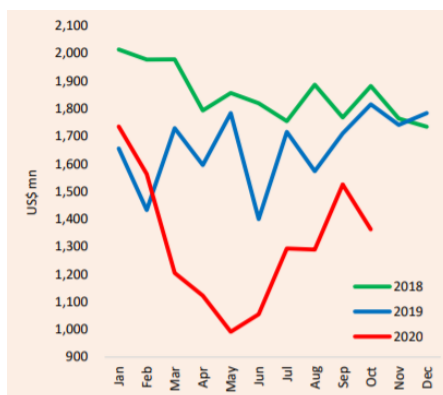
Spice Industry

Export earnings from spices during the period January-November 2020 amounted to USD 302.36 Mn, indicating a growth of 3.46% compared to the previous year.

Sri Lankan Global Imports

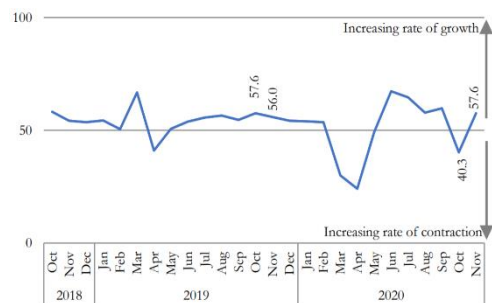
Merchandise imports for the period January-October 2019 declined by -19.9%, to USD 13,145 Mn on a year-on-year basis. Expenditure on merchandise imports in October 2020 amounted to USD 1,363 Mn.

In October 2020, the import volume index and unit value index declined by -12.6% and -14.1%, respectively.



Manufacturing Sector Purchasing Managers' Index (PMI)

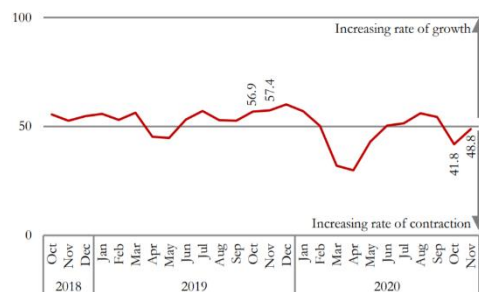
The manufacturing sector PMI in November 2020 increased to 57.6 index points, which is an increase of 17.3 index points compared to October 2020.



Source: Manufacturing Sector PMI, CBSL

Services Sector Purchasing Managers' Index (PMI)

The Services sector PMI amounted to 48.8 in November 2020, which is an increase of 7.0 index point compared to October 2020.



Source: Services Sector PMI, CBSL

Tourism Sector

Under a pilot project, between 28 December 2020 and 02 January 2021, Sri Lanka reopened its borders to 556 Ukrainians. Approximately 3000 Ukrainian tourists are expected to arrive in Sri Lanka on 12 scheduled flights.

According to the State Minister of Aviation and Investment Zone Development, Mr. D. V. Chanaka, the Bandaranaike International Airport is expected to be opened for both foreign and local air travelers on 23 January 2021.

In comparison to January-November 2019, tourist arrivals in January-November 2020 declined by -69.7%, amounting to 507,311.

3. AHK Sri Lanka - Events

3.1 Upcoming Events

Top German Brands in Sri Lanka Event 2020 – 7th Edition

TOP GERMAN BRANDS IN SRI LANKA

Date: 02 February 2021

The 7th edition of the ‘Top German Brands Sri Lanka’ event will grace over 170 German brands established in Sri Lanka. The key flagship event organized by the Delegation of German Industry and Commerce (AHK Sri Lanka) will be attended by the German Ambassador H.E. Holger Seubert, and the Chairperson of Sri Lanka Port Authority – Mr. Daya Ratnayake.

Top German Brands is the annual key event of German businesses in Sri Lanka. German brands and representative companies are invited to join the initiative and to promote German businesses as strategic partners in Sri Lanka. During the event, participating brands will have the opportunity to gather insights from industry stakeholders, strengthen B2B and B2C connections and promote the business among key players.

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

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



Date: 23 – 26 March 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

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

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

Delegation of Sri Lankan Businessmen to Transport Logistic – World's Biggest Trade Show for Logistics, Mobility, IT and Supply Chain Management



Date: 04 – 07 May 2021

Transport logistic is the hub of the global logistics industry. The trade show, which is accompanied by a conference program, presents the

optimal solutions for every requirement.

Transport logistic combines innovative products, technologies, and systems with pooled expertise and a strong sales focus. Over the years, transport logistic has developed into an important institution for establishing business relations between international companies. Within the global logistics industry, stakeholders from industry, trade and services sectors will attend Transport Logistic in Munich in May 2021.

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



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



Embassy
of the Federal Republic of Germany
Colombo



3.2 Past Events

UN Guiding Principles on Business and Human Rights (Certified Online Training)

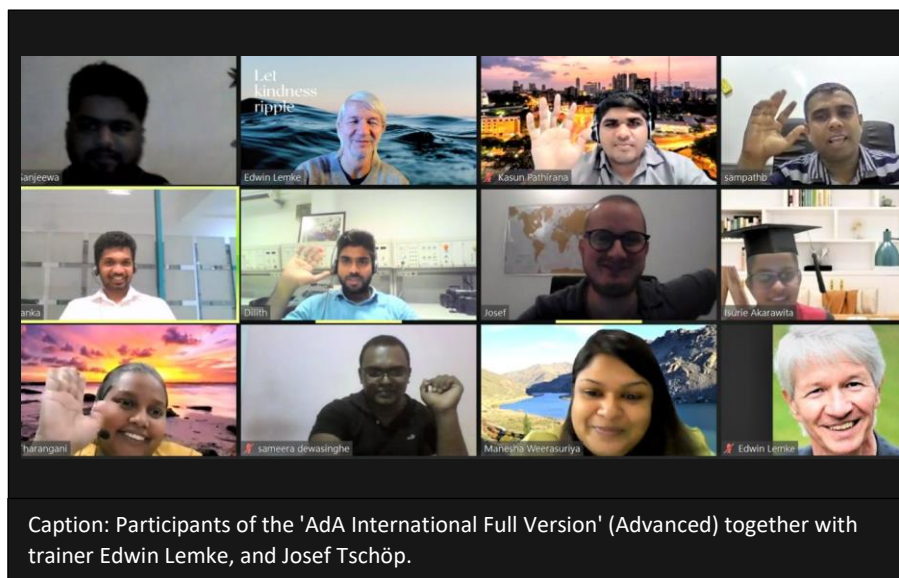


Date: 25 November 2020

In partnership with the Delegation of German Industry and Commerce (AHK) Sri Lanka) and United Nations Development Program (UNDP) Sri Lanka, a certified online training based on the 'UN Guiding Principles on Business and Human Rights' was conducted by Löning Human Rights & Responsible Business, a Berlin-based consultancy and think tank on 25 October 2020.

To develop export-capacities and increase global competitiveness, businesses ought to continuously improve their social and ecological standards and meet international legal requirements as well as the expectations of corporate clients. Hence, the training highlighted the importance of human rights and due diligence in a business context to create value, reduce costs, manage risks, attract business opportunities, uphold a positive reputation, and maintain an ethical-social license.

Speakers in the training Mr. Markus Loening, Ms. Theresa Quiachon and Mr. Priyanga Hettiarachi provided in-depth information on the core elements of human rights and due diligence and expounded on case studies and best practice examples to foster practical understanding on the subject.



Caption: Participants of the 'AdA International Full Version' (Advanced) together with trainer Edwin Lemke, and Josef Tschöp.

Sustainability as a Competitive Advantage – A Sustainable Tourism Industry in Sri Lanka

Date: 03 December 2020

The Delegation of German Industry and Commerce in collaboration with the Friedrich Naumann Foundation and Löning Human Rights & Responsible Business organized an introductory webinar to introduce the certified program for sustainable tourism in Sri Lanka.

During the webinar, participants were briefed on the pre-COVID and post-COVID tourism, and the path to recovery by adhering to the Sustainable Development Goals (SDG's).

Participants in the webinar included tour operators, DMCs, hotels and service providers from the tourism industry.

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

German Train the Trainer Qualification - AdA International Advanced (Blended Learning Format)

Date: 13 November – 18 December 2020

After the successful completion of the Train the Trainer qualification "AdA International Basic" in February 2020, the final session of the Train-the-Trainer course 'AdA International Full Version' (Advanced) together with trainer Edwin Lemke, in cooperation with GIZ and AHK Sri Lanka was concluded in December 2020.

Nine participants were learning and practicing instruction methods, especially virtual ones, for in-company training. The training was organized fully virtually, in a combination of webinars and self-learning, over the course of one month. Successful participants of the final examination will be awarded with the AdA International trainer's certification by AHK Sri Lanka and DIHK.

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 Tschöep: training@srilanka.ahk.de



Allianz once again named the world's #1 insurance brand in Interbrand's Best Global Brands Ranking

- The ranking confirms Allianz's growing brand strength and relevance in people's lives.
- Allianz's resilience and focus on customer centricity is reflected in the success of the brand.

The positive news comes at an especially uncertain time for markets and industries across the globe, as they attempt to navigate the challenges of a worldwide pandemic.

"Our focus on resilience, integrity and customer centricity is paying off. Allianz has once again been recognized as #1 insurance brand globally, which is fantastic news and confirms that we are on the right track," said Oliver Bäte, Chief Executive Officer of Allianz SE.

"We are immensely proud to be the #1 insurance brand, and to have secured our place on the Top40 Best Global Brands list. In just ten years, Allianz has moved from 67th place on the list with a value of \$4.9 billion in 2010, to 39th place with a value of almost \$13 billion in 2020. While half the brands in the Top 100 failed to grow this year, Allianz's valuation increased by 7 percent despite the crisis, taking it to \$12.935 billion," said Christian Deuringer, Head of Brand & Partnerships at Allianz SE. "We have set ourselves a goal to become a Top 25 brand by 2025."

For Allianz, the ranking is more than an encouraging sign of the brand's growing strength. It also points to Allianz's increasing role in people's lives.

"During Covid-19, we worked extremely

hard to deliver on our promise and beyond, taking on an even greater role in the lives of our customers, our employees and our communities, helping secure the future, and giving our customers courage in these difficult times," stated Serge Raffard, Group Strategy, Marketing, Distribution Officer at Allianz SE.

"Our customer centricity and resilience allow us to benchmark ourselves against brands across industries. The diversity of what we offer, for example, with health services like Doctor on Call, or Chat with Allianz Partners, had an immense impact during the pandemic and made the difference," Raffard added. "We are now up to higher summits with our Olympic partnership kicking off worldwide on January 1st, 2021. And we look forward to many more milestones."

Interbrand publishes the Best Global Brands report on an annual basis. Each year's report aims to identify the world's 100 most valuable brands. Interbrand's brand valuation method was the first to receive ISO 10668 certification.

To qualify, brands must be publicly listed and have a global presence. Brands are then evaluated following the economic profit that can be allocated to branded sales, the role of brand, i.e. the extent to which the brand influences the buying decision, and finally the brand's strength, which is established over ten different internal and external factors of brand performance.

For the complete Top 100 ranking and report with comprehensive analysis of growth, sector, and industry trends, visit www.bestglobalbrands.com



DIMO to Enter Agro Tourism with its Agri Techno Park in Dambulla

“DIMO Agribusinesses”, the agriculture arm of DIMO, has selected its Agri Techno Park located in Dambulla (mid-country) to embark on its journey in Agro Tourism.

“DIMO Agribusinesses” owns three Agri Techno Parks which are located in Dambulla (mid-country), Nikaweratiya (low country) and Lindula (up-country wet zone). They operate with the aim of carrying out research & development, seed production, farmer education and training activities while also acting as model farms in each respective region.

The company intends to enter the Agro Tourism market through these parks to cater to the growing number of tourists who are interested in an agriculture-based holiday experience. Tourists will have the opportunity to gain first-hand knowledge and experience about the agricultural way of life in the country while staying in luxury cabanas or holiday bungalows located inside these Agri Techno Parks. The company officially opened two luxury chalets inside the Dambulla Agri Techno Park recently and expects to commence operations soon.

Ranjith Pandithage - Chairman & Managing Director of DIMO stated, “Agro Tourism is a vast area and this is our first initiative in this field. We have selected our Agri Techno Park in Dambulla for this project since it is equipped with high-tech agriculture facilities that enhance sustainable agriculture and is also situated in a beautiful location which will allow us to offer a real agriculture experience to the tourists.”

Gahanath Pandithage - Group CEO of DIMO said, “Agro Tourism is an important factor in the future tourism industry and many countries heavily focus on this area. Sri Lanka also needs to seriously look at Agro Tourism. These types of initiatives will have a positive impact on the companies’ profitability and it is great that DIMO has made its footprint in this sector.”



Caption: Luxury chalets located in Dambulla Agri Techno Park



Caption: The Management of DIMO at the official opening of chalets

Asanga Ranasinghe – Director / CMO of DIMO said, “This is another milestone to reshape the businesses of DIMO. We are into an aggressive growth journey in Agriculture sector and this project will revolutionize the industry. Soon we will venture into agriculture output market and we expect to establish similar types of Agri Techno parks in the strategic locations of the country.”

Priyanga Dematawa - General Manager for Agriculture Special Projects of DIMO stated, “Dambulla Agri Techno Park is the first Agri Techno Park of DIMO. It conducts vegetable seed trials (Local / Imported, Open Pollinated / Hybrid) fertilizer, crop care and other agriculture related trials to improve the quality of the agriculture production in Sri Lanka. This centre is also equipped with a high-tech model farm complete with greenhouses and micro irrigation systems, vegetable seed techno unit and fruit orchard which will enable us to take the agriculture industry to next level.

Once the two luxury chalets are open for business they will offer a true Agro Tourism experience to the patrons.

Urban agriculture enthusiasts may conveniently enjoy plant and seed nurseries, vegetable farms and fruit orchards while learning both modern and traditional farming methods.”

This Agri Techno Park is situated in the Matale District of the Central Province covering 30 acres of land. The Centre promotes and enhances the network of innovation in agriculture practices, education, technology and research. It facilitates knowledge transfer by acting as a coordinating hub to bring together expertise from established institutions and organizations in the areas of plant production, agribusinesses, and technology development. It will also provide planting materials of vegetable and fruit plants registered under the Department of Agriculture. The park will be armed with a Knowledge Sharing Centre for farmers, students and related parties.



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

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.



Introducing SENOK - A highly diversified conglomerate in Sri Lanka

SENOK was established in 1979. The group is among the most diversified organizations in Sri Lanka providing a wide range of products and services. Senok started in the travel industry and expanded into construction machinery, commercial vehicles, and automobiles. The Company's manufacturing arm commenced operations into precast concrete, bitumen emulsion, windows & doors, tea production, construction

of harbours, airport, and turnkey renewable energy operations in mini hydro, wind, and solar sectors.

Senok also provides after-sales services in construction machinery, commercial vehicles, and automobiles and holds operations in aviation and the hospitality industry.

Senok represents German brands such as LIEBHERR, Wirtgen Group, HAMM, Vögele, and Kleeman, and

Senok looks forward to working with AHK Sri Lanka (Delegation of German Industry and Commerce in Sri Lanka) to engage with other varied premium German brands and introduce them to Sri Lanka.

For more information on SENOK:

Tel 00 94 2501 425 or visit www.senoksl.com



Hafele Autotec Sliding Series

Effortless operations, smart ergonomics and elegant aesthetics are considered as essentials when it comes to automatic sliding solutions. Häfele's Autotec Sliding Series not only conforms to the above mentioned expectations but is also the ideal touchless application for entrance doors of public places, ensuring zero exposure to infections!

Loaded with functional features like modern automation, easy customisations, buildable configurations and reliable

operations, the automatic sliding systems falling under this series are compatible for use in different areas like commercial business centers and corporate parks, shopping malls and cafes, hotels and restaurants, airports, and metro/ railway stations.

The computer-supported technology of the Autotec Sliding Series provides diverse functionality and greater reliability with its various options of opening and closing the door. The advanced software structure of these systems consists of a special braking

function that ensures faster opening and closing cycles which inherently minimizes energy loss thereby including by default a permanent, integrated energy saving feature irrespective of the season. In extreme temperature conditions, the half opening mode can also be activated to include an additional energy saving element into the operation.

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Trade Fairs in Germany



<p>BAU 2021</p> <p>13-15 January 2021</p> <p>www.bau-muenchen.com/en/</p>	<p>BAU will be implemented as a digital format in 2021.</p> <p>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.</p>	
<p>IMM</p> <p>18-24 January 2021 in Cologne</p> <p>www.imm-cologne.com/</p>	<p>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.</p>	
<p>BOOT</p> <p>23 – 31 January 2021 in Duesseldorf</p> <p>www.boot.com</p>	<p>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.</p>	
<p>ISPO</p> <p>01 Feb – 05 Feb 2021</p> <p>www.ispo.com/en/munich</p>	<p>ISPO Munich 2021 will be held online. 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.</p>	
<p>ISM</p> <p>31 Jan – 3 Feb 2021 in Cologne</p> <p>www.ism-cologne.com</p>	<p>World's largest trade fair for sweets & snacks. A successful combination between impulses and innovations, exciting networking, first-class exhibitors and competent visitors forms an offer that is unique around the globe. 1674 exhibitors displayed their world class products last year in front of 37,00 visitors.</p>	
<p>FRUIT LOGISTICA</p> <p>18-20 May 2021 in Berlin and Online</p> <p>www.fruitlogistica.com</p>	<p>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.</p>	
<p>INHORGENTA</p> <p>15 – 19 April 2021 in Munich</p> <p>www.inhorgenta.com</p>	<p>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.</p>	
<p>INTERPACK</p> <p>25 February – 3 March 2021 in Duesseldorf</p> <p>www.interpack.com</p>	<p>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.</p>	

PROWEIN 21 – 23 March 2021 in Duesseldorf www.prowein.com	ProWein is the world's leading trade fair for wines and spirits, the largest industry meeting for professionals from viticulture, production, trade and gastronomy. Every year ProWein provides three days of concentrated business and a highly promising ancillary program. 61,500 visitors from 142 countries visited the trade fair & 6900 exhibitors were present at ProWein 2019.	
DRUPA 20 – 30 April 2021 in Duesseldorf www.drupa.com	There is no other industry event that has such great international appeal as the leading trade fair for printing technologies. More than half of its visitors come to Drupa with specific investment projects. 1828 visitors from 54 countries and 1900+ exhibitors were present at Drupa 2016.	
TRANSPORT LOGISTIC 04 – 07 May 2021 in Munich 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.	
TIRE 18-20 May 2021 in Cologne 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.	
Anuga 09 – 13 October 2021 in Cologne www.anuga.com	From 9-13 October 2021, Anuga, the world's leading trade fair for food and beverages, will play a decisive role in bringing together the industry's largest business network and showcasing the solutions and trends for a successful future. It is not just a single trade fair, but 10 trade shows in one. This concept makes Anuga a unique platform of opportunities for exhibitors and trade visitors. Each trade show is dedicated to one of the most significant segments of the food and beverage industry. Anuga will offer you with; a global meeting point, matchmaking, participation opportunities, key contacts and press coverage.	
spoga+gafa 30 May – 1 June 2021 in Cologne 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.	
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.	
For More Information	Malintha Gajanayake Head of Corporate Affairs & Export Promotions Tel: 0094 112314364 Email: Malintha@srilanka.ahk.de	 Delegation der Deutschen Wirtschaft in Sri Lanka Delegation of German Industry and Commerce in Sri Lanka

Our Trade Partners



Trade Fairs in Sri Lanka

<p>Profood Propack & Agbiz</p> <p>6th – 8th August 2021</p> <p>Venue: BMICH, Colombo</p>	<p>“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.</p> <p>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.</p>	
<p>For more information contact:</p>	<p>Malintha Gajanayake Head of Corporate Affairs & Export Promotions Tel: 0094 112314364 Email: Malintha@srilanka.ahk.de</p>	 <p>Delegation der Deutschen Wirtschaft in Sri Lanka Delegation of German Industry and Commerce in Sri Lanka</p>

About Us



AHK Sri Lanka – Team



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Head of Corporate Affairs /
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Manager – Public Projects



Mr. Josef Tschöp
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Mr. Harsha Dinesh
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Ms. Shashi Jayakody
Administration Officer

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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