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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 Ladies and Gentlemen,

The system of German dual vocational training combines in-company training in the workplace with education in vocational schools or training centers, which prepares trainees for the successful transition to working life. The hands-on training of skilled workers is a unique feature of German dual vocational training. AHK Sri Lanka offers various vocational training services, such as consultation and organization of dual vocational training courses, examinations, Train-the-Trainer courses (AdA), and certification according to German quality standards.

Accredited by AHK Sri Lanka, the DIMO Academy for Technical Skills (DATS) is the only dual vocational training partner to offer category A certified VET courses in Sri Lanka. DATS will continue to offer trainings in the fields of automobile mechatronic technicians and Plant Engineering for Sanitary Heating and Air Conditioning (PESHA). The graduation of the first batch of automobile mechatronics concluded successfully in March 2022 and subsequent batches are ongoing.

AHK Sri Lanka, GIZ VTSL, and the partner companies are cooperating to develop and implement a comprehensive and practice oriented cooperative training for warehouse operators. A pilot course is being conducted with logistic-sector front runners Aitken Spence, Hayleys, John Keells, EFL Global, and Hellmann MAS. The second phase of the project commenced on 25th April 2022 with Aitken Spence and Abans Logistics.

Together with GIZ VTSL and J.M. Wickramarachchi & Co. (PVT) Ltd, AHK Sri Lanka is providing a comprehensive and practice-oriented training course on ophthalmic technicians (NVQ Level 3) and optometrists (NVQ Level 5).

The graduation ceremony of the “Technipreneurs” program will be held on 05 May 2022 with graduates comprising welding technicians and electrical technicians. The project focuses on enhancing the professionalism and entrepreneurship of Sri Lankan craftsmen.

Lastly, AHK Sri Lanka in cooperation with GIZ VTSL and Edwin Lemke – Training by Understanding will commence a Train the Trainer online course “Ada International Basic” in May 2022. HR managers and in company trainers are encouraged to apply.

Stay safe,

Ms. Piyumi Sirigampala
Manager - Vocational Training
Delegation of German Industry and Commerce in Sri Lanka

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1. Current Developments

COVID-19 Update

As of 03 May 2022, Sri Lanka accounted for 774 active COVID-19 cases, while recovered individuals totaled 646,129 and fatalities related to COVID-19 amount to 16,505 individuals.

Ceylon Cinnamon receives GI Certification from the European Union

On 27 April 2022, the European Union (EU) handed over the Geographical Indication (GI) certification to Ceylon Cinnamon, Sri Lanka's first GI-certified product. The GI application was organized by Sri Lanka Export Development Board (EDB) and supported by the EU under the EU-Sri Lanka Trade Related Assistance Project and through technical assistance from UNIDO and the International Trade Centre (ITC). The joint support from private and public stakeholders has been instrumental in achieving Sri Lanka's first GI certification.

Sri Lanka is the world's largest producer and exporter of cinnamon accounting for 90% of the global market share. Although there are many varieties of cinnamon, Ceylon Cinnamon is pure and considered superior due to its delicate

taste and properties that contribute to many health benefits.

Import Regulations

Imports and Exports Control Regulation No 06 of 2022 was published on 09 April 2022; imposing the requirement for an Import Control License (ICL) to import selected items.

According to the regulations, among others, items such as food and beverages (under HS headings 03.04, 04.02, 04.03, 04.05, 04.06, 08.05, 08.06, 08.08, 08.10, 11.04, 11.05, 11.07, 11.08, 18.06, 19.02, 19.04, 20.09, 22.02, 22.03, 22.04, 22.05, and 22.08) consumer goods, including shampoo, makeup and detergents (under HS headings 33.03, 33.04, 33.05, 33.06, 33.07, and 34.01), apparel and rubber products (under HS headings 40.11, 40.12, 40.16, 42.01, 42.02, 42.03, 42.05, 61.17, 62.15, 62.17, 63.03, 63.04, 63.05, and 43.04), construction and furniture (under HS headings 44.21, 57.02, 57.03, 57.05, 69.12, 70.13, 73.21, 73.23, 73.24, 76.15, 82.15, 83.05, 83.06, 94.03, and 94.05,) electrical/electronic items (under HS headings 84.14, 84.15, 84.18, 84.50, 85.08, 85.09, 85.10, 85.13, 85.16, 85.17, 85.25, 85.27, 85.28, 85.29, 85.39) require a

valid import control license issued by the Controller General of Imports and Exports Control prior to importation.

Related government regulations and other information can be referred to in the [AHK Sri Lanka Homepage](#).

Fitch Downgrades Sri Lanka to 'C'

Fitch Ratings has downgraded Sri Lanka's Long-Term Foreign-Currency Issuer Default Rating (IDR) to 'C' from 'CC'.

The downgrade of Sri Lanka's Long-Term Foreign-Currency IDR reflects Fitch's view that a sovereign default process has begun. This reflects the announcement by the Ministry of Finance on 12 April 2022 that it has suspended normal debt servicing of several categories of its external debts, including bonds issued in the international capital markets and foreign currency-denominated loan agreements.

CBSL Annual Report 2021

The 2021 Annual Report of the Central Bank of Sri Lanka was released on 29 April 2022 and can be referred [here](#).

2. Economic Data of Sri Lanka

GDP Growth

Statistics by DCS

According to the 2021 GDP statistics published by the Department of Census and Statistics in Sri Lanka, the GDP growth in 2021 indicated a growth rate of 3.7%. In quarter 4 2021, GDP growth amounted to 1.8%. Agriculture, Industry, Services contributed to the GDP by 9%, 27.8%, and 57.5% respectively.

Forecast by the IMF

According to the International Monetary Fund (IMF), Sri Lanka's GDP real GDP forecast is expected to be 2.6% in 2022, compared to the previous forecast of 3.3%.

Estimate by World Bank

According to the recently published estimates by the World Bank, GDP growth in Sri Lanka is estimated to be 0.3% in 2022.

Forecast by Asian Development Bank

As per the GDP forecast by ADB, Sri Lanka's economic growth will dip to 2.4% in 2022 and improve marginally to 2.5% in 2023.

Inflation

Headline inflation as measured by the National Consumer Price Index increased from 17.5% in February 2022 to 21.50% in March 2022.

March Inflation based on the Colombo Consumer Price Index increased from 15.1% in February 2022 to 18.70%.

Foreign Currency Reserves and Exchange Rates

As of 31 March 2022, the Official Reserve Assets in Sri Lanka amounted to USD 1,917 Mn, and the Foreign Currency Reserves amounted to USD 1,702 Mn.

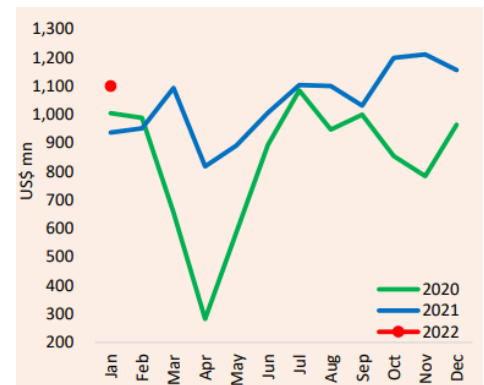
From the beginning of the year up to 29 April 2022, the Sri Lankan rupee depreciated against the US dollar by 41.4%. The Sri Lankan rupee depreciated against the Euro by 36.9% and depreciated against the pound sterling by 36.5% during the same period.

Foreign Trade

Export Sector

According to the statistics published by the Export Development Board, Sri Lanka's merchandise exports in February 2022 amounted to USD 1,046 Mn, indicating y-o-y growth of 9.91%.

Merchandise Earnings in January 2022 amounted to USD 1,101 Mn, which is an increase of 17.5% compared to the previous year. The export volume index increased by 20.1% and the unit value index increased by 2.2% in January 2022.



German Exports to Sri Lanka

German exports to Sri Lanka in Jan-Feb 2022 decreased by 11.6% to EURO 37 000,000 compared to EURO 32 701,000 during the previous year.

German Imports from Sri Lanka

Germany imported from Sri Lanka goods amounting to EURO 126 503,000 in Jan-Feb 2022, compared to EURO 152 691,000 in the same period of the previous year, indicating an increase of +20.7%.

Sri Lankan Global Exports

Tea Industry

Export earnings from tea decreased by -10.04 % to USD 192.09 Mn in February 2022, compared with the same period of 2021. All export categories of tea, including tea packets (8.6%), bulk tea (11.44%), instant tea (20.7%) and green tea (24.66%) declined in the said period.

Rubber and rubber-finished products Industry

Export earnings from Rubber & Rubber finished products increased by 7.41 % y-o-y to USD 180.28 million in February 2022. Export of pneumatic & retreaded rubber tyres and tubes (12.55%) was the highest contributor from exports in the rubber industry.

Coconut and coconut-based products Industry

In February 2022, export earnings from the coconut industry amounted to USD 136.20 Mn, indicating a growth of 18.87% compared to the previous year.

Apparel Industry

Export earnings from Apparel & Textiles increased to USD 1,009.23 Mn in February 2022, indicating y-o-y growth of 16.96%. Export of apparel and woven fabrics expanded by 17.88% and 40.9% while exports of made-up textile articles, yarn and other textile articles were down by 14.87% and 9.63%.

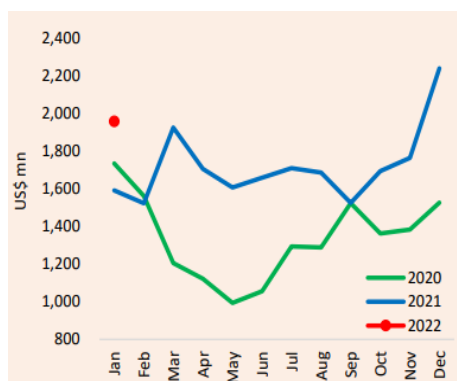
Spice Industry

Export earnings from spices in February 2022 amounted to USD 62.12 Mn, a decrease of 17.82% compared to the corresponding period of the previous year.

Sri Lankan Global Imports

Merchandise imports for the period January 2022 amounted to USD 1,959 Mn, indicating a growth of 23.1% y-o-y.

In January 2022, import volume increased by 2.3% and the unit value indices increased by 20.3% y-o-y.

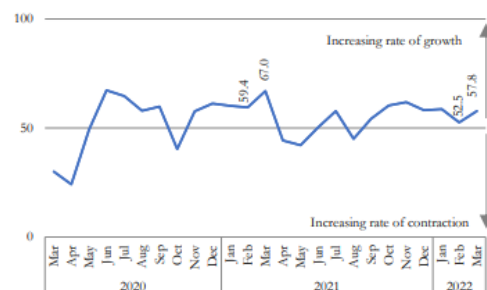


Vehicle Imports

Personal vehicles imported in January 2022 amounted to USD 0.7 Mn, indicating a y-o-y increase of 31.9%.

Manufacturing Sector Purchasing Managers' Index (PMI)

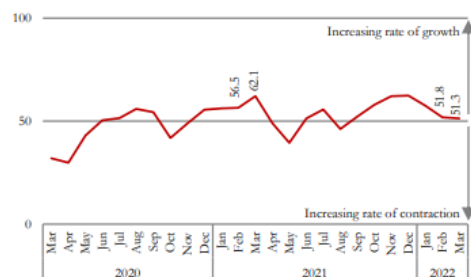
The manufacturing sector PMI in March 2022 amounted to 57.8, which is an increase of 5.3 index points compared to the previous month.



Source: Manufacturing Sector PMI, CBSL

Services Sector Purchasing Managers' Index (PMI)

The Services sector PMI amounted to 51.3 in March 2022, which is a decrease of 0.5 index points compared to February 2022.



Source: Services Sector PMI, CBSL

Tourism Sector

In March 2022, 106,500 tourist arrivals were recorded in Sri Lanka, indicating a growth of 10.4% from February. During the same period, German tourists were among the top 3 tourist arrivals by country.

3. AHK Sri Lanka - Events

3.1 Upcoming Events

Train the Trainer Online course “Ada International Basic”

German – Sri Lankan Water Week 2022

UNDP Human Rights and Environment Due Diligence Training



Date: 17 – 30 May 2022

The Delegation of German Commerce and Industry in Sri Lanka (AHK Sri Lanka), in cooperation with GIZ VTSL and Edwin Lemke – Training by Understanding, is happy to offer the Train the Trainer Online course “Ada International Basic”.

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. 40 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.

The training is free of charge. HR managers and in-company trainers are encouraged to apply.

For more information, please contact Ms. Piyumi Sirigampala - tvvet@srilanka.ahk.de

Date: 27 May – 01 June 2022

The Delegation of German Industry and Commerce in Sri Lanka (AHK Sri Lanka) together with the German business association German Water Partnership e. V. and the National Water Supply and Drainage Board (NWSDB) will organize a training program. This program aims at an active know-how transfer that will enable the Sri Lankan water board representatives to build capacity sustainably to advance the development of a safe and urgently needed water supply system.

In addition to an integrated conference in Colombo with decision-makers from the public sector and the Sri Lankan economy, the German experts will be visiting various water projects in Sri Lanka. The initiative is supported by the Federal Ministry for the Environment, Nature Conservation, Nuclear Safety and Consumer Protection (BMUV).

For more information, please contact Mr. Niklas Schiffers - projects@srilanka.ahk.de

Date: 29 June and 27 July 2022

The Delegation of German Industry and Commerce in Sri Lanka, UNDP and Loening Human Rights & Responsible Business will organize a training series aimed at empowering businesses to embark on a structured approach to human rights and environmental due diligence in line with the UN Guiding Principles on Business and Human Rights and relevant international standards and legislations.

Participants will broaden their knowledge with a basic understanding of principles for responsible business conduct and sustainable supply chain management. The training series will focus on the Apparel and Agri-Food sector. Companies will be able to develop and implement operational and strategic processes (or build on pre-existing processes) within their own operations. Participation in the virtual training sessions is free-of-charge.

For more information, please contact Ms. Semini Satarasinghe – communication@srilanka.ahk.de

‘Technipreneurs Lanka’

- Graduation Ceremony



Date: 05 May 2022

‘Technipreneurs Lanka’ which is co-funded by Würth Lanka and German Development Bank DEG/KfW, is a project that aims to recognize the importance and increase the professionalism and entrepreneurship of craftsmen in Sri Lanka. The project intends to create skilled and economically independent craftsmen for Sri Lanka. This time, 27 students qualified as Electricians and Welders will graduate under the Technipreneurs Project.

The Delegation of German Industry and Commerce in Sri Lanka (AHK Sri Lanka) is the certification partner of the project and is responsible for monitoring and certifying the training according to agreed standards, based on German standards, in regard to entry requirements, examination structure, content, and passing marks. The AHK-certification is aimed to increase the competitiveness of Sri Lankan craftsman. The project is facilitated by VTA Sri Lanka and implemented by Nucleus Foundation.

For more information, please contact
Ms. Piyumi Sirigampala -
tvvet@srilanka.ahk.de

‘Energy Managers 2022’

- Graduation Ceremony



Date: 05 May 2022

The inaugural ‘Energy Managers’ course kicked off in March 2022. The program featured participants from various local industries with the aim to empower them to implement good energy practices in their respective organizations.

Over the course of the past 2 months participants were taken through various models including the basics of energy management- local guidelines, funding programs available, efficient energy procurement techniques for SMEs, basics of the energy market and much more. The course was conducted by Elena Orth, who is an international expert in the field and Janaka Gunatilake - a national expert who brings special local knowledge to this area of study. The course was conducted in cooperation with the Sri Lanka Sustainable Energy Authority (SLSEA). The rigorous training module ended with a written examination and all successful participants are now Certified Energy Managers.

For more information, please contact
Mr. Niklas Schiffrers -
projects@srilanka.ahk.de

MEDICA 2022 – World’s Leading Medical Trade Fair



Date: 14 – 17 November 2022

The medical technology industry right now needs the MEDICA and COMPAMED as strong platforms for international exchange, joint ventures, and business. MEDICA 2022 will reflect the entire medical technology value and process chains and present a comprehensive range of medical products, devices and instruments. In 2021, both events had a total of 46,000 professional visitors (73% international).

The focal points of the MEDICA trade fair include Lab technology and diagnostics, medical technology and medical electronics (imaging and diagnostic/ medical equipment and devices), supplies and consumables, physiotherapy and orthopedic technology, as well as IT systems and IT solutions.

Participation in the trade fair is the ideal opportunity for networking with industry stakeholders, as well as for staying on top of current industry trends and novelties in the world of medical technology and its dynamic development.

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

3.2 Past Events

Warehouse Operator Training - Workshop

Date: 29 March 2022

A workshop with the VET teachers and in-company trainers from the logistic sector was organized on 29th March to conclude the first batch of the Warehouse Operator Training initiative.

The training aimed to empower general managers, HR-representatives, VET teachers and in-company trainers from logistic companies to identify necessary amendments in the teaching and training materials, understand the characteristics and techniques of effective learning and teaching, and prepare an action-oriented lesson plan; to ultimately enhance their in-house skill-based training capabilities. In cooperation with Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH Sri Lanka, the Delegation of German Industry and Commerce in Sri Lanka (AHK Sri Lanka) and the Tertiary and

Vocational Education Commission (TVEC), leading logistic companies in Sri Lanka such as Aitken Spence Logistics, Expo Lanka - EFL Global, Hayleys Advantis Limited 3PL, John Keells Logistics, Hellmann MAS Supply Chain and CINEC Campus joined the initiative.

The second batch of the Warehouse Operator training series commenced on 25 April 2022.

DIMO Academy for Technical Skills Graduation Ceremony

Date: 14 March 2022



The graduation ceremony saw nine students receive Diplomas in Automobile Mechatronics; that were certified according to German Dual Vocational Education Standards.

The Diploma in Automobile Mechatronics is initiated by the DIMO Academy for Technical Skills (DATS) and aims to increase the competitiveness of Sri Lankan automobile mechatronic technicians in the wider field of the automobile sector.

Offering the latest technological developments to its students upholding German TVET standards, the DIMO Academy for Technical Skills (DATS) is accredited by the Delegation of German Industry and Commerce (AHK) and is the only Dual Vocational training partner to offer category A certified VET courses in Sri Lanka.

AHK vocational training services in this category largely conform to the quality requirements of the dual vocational training system as described in the German Vocational Training Act, as well as regulations for training and examinations. This relates to the standards governing the training system and content, with only marginal adjustment to local conditions.



Caption: Warehouse Operator Training Workshop

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 the Delegation of German Industry and Commerce in Sri Lanka: tvvet@srilanka.ahk.de



Allianz Lanka Awards Winners of First-Ever Internal Retail Sales Competition



Gany Subramaniam, CEO, Allianz Insurance Lanka Ltd (fifth from left) hands over the grand prize to the competition winner P. Brinthapan of Wellawatte Branch, Allianz Insurance Lanka Ltd, in the presence of S. Karnan, Head of Branch, Wellawatte, Allianz Insurance Lanka Ltd, Sri Vijayakanthan, DGM- Zonal Sales, Allianz Insurance Lanka Ltd, Ranga Dias, Chief Sales Officer- Corporate, Allianz Insurance Lanka Ltd, Mangala Bandara, Chief Marketing Officer, Allianz Insurance Lanka Ltd, Asanka Perera, Chief Operating Officer, Allianz Insurance Lanka Ltd, Jude Shanmugam, Chief Financial Officer, Allianz Insurance Lanka LTD, Dennis Hewagama, Chief Sales Officer- National, Allianz Insurance Lanka Ltd, Prasanna Kodikara, Deputy General Manager - National Head of Retail, Allianz Insurance Lanka Ltd, A Niranjana, Senior Regional Sales Manager- Jaffna, Allianz Insurance Lanka Ltd, and Anura Perera, Chief Underwriting Officer, Allianz Insurance Lanka Ltd.

In a bid to provide a mechanism to recognize its top performers and incentivize exceptional excellence, Allianz Lanka, a premier provider of insurance in Sri Lanka, carried out a Retail Competition for its Sales teams in 2021. Marking the first time in Allianz Lanka's history that such a competition was held, the Retail Competition 2021 considered top and notable performances with regard to acquiring new customers, along with the renewal of insurance policies across customer categories such as Retail Motor, Non-Motor and SME. The winners of the competition were recognized and honoured at a special awards ceremony held recently, under the patronage of Allianz Lanka's Senior Leadership Team.

Discussing the programme, Gany Subramaniam, CEO at Allianz Lanka said, "As one of the best insurance companies in Sri Lanka, we are constantly striving to create opportunities for our people, in this case, our sales professionals, to achieve excellence in their work lives.

We do this by investing in our people through training programmes, upskilling initiatives and also various internal competitions, in order to help us all develop that sense of professionalism, commitment and passion that is unique to Allianz Lanka. Together, these efforts help us to succeed in a highly competitive and challenging environment. The Retail Competition 2021, which we held for the first time, builds on these efforts, and provided a further avenue and inspiration for our Sales teams to genuinely go above and beyond. On behalf of Allianz Lanka, I take this opportunity to congratulate the winners and encourage all our people to aim for excellence, every day."

A total of 28 winners emerged from the Allianz Lanka Retail Competition 2021. The overall winner of the Competition, P Brinthapan of Wellawatte Branch, walked away with the grand prize of a KUV 100 SUV.

The 1st and 2nd Runners Up, AJD Sharon of Vavuniya Branch and RC Amarasinghe of Colombo Metro Branch, respectively, walked away with handsome cash prizes for their exceptional efforts. 25 other top achievers were also honoured at the awards ceremony and received generous cash prizes in line with the achievements.

Allianz Insurance Lanka Ltd. and Allianz Life Insurance Lanka Ltd., known together as Allianz Lanka, are fully-owned subsidiaries of Allianz SE, a global financial services provider with services predominantly in the insurance and asset management business, headquartered in Munich, Germany.

The global strength and solid capitalization of the Allianz Group, coupled with local expertise and business know-how, have been Allianz Lanka's powerful formula for success.



DIMO further strengthens Sri Lanka's Healthcare sector with the highest market presence in the MRI domain

DIMO, a leading diversified conglomerate in Sri Lanka, in its quest to strengthen the local healthcare sector with latest technology, along with its long-standing partner Siemens Healthineers, a global meditech company, has now secured the highest market presence in the nation's Magnetic Resonance Imaging (MRI scanners) domain. The high market presence further enables local healthcare professionals to make well-informed diagnosis.

DIMO secured almost 41% of the market share in MRI sphere covering both the private and public sectors. All Siemens Healthineers MRI scanners installed by DIMO around the country, perform 56,160 scans a year. The Siemens Healthineers MRI scanners provided by DIMO are renowned for providing exceptional image quality, efficiency, speed and patient comfort. DIMO also offers an unparalleled 24-hour after-sales service for all installations across the country.

Government hospitals such as National Hospital - Colombo (NHSL), Lady Ridgeway Hospital for Children, Sri Jayewardenepura General Hospital, Teaching Hospital - Jaffna, Dr. Neville Fernando Teaching Hospital and the Army Hospital - Colombo 05 as well as several private sector hospitals including Durdans Hospital, Lanka Hospitals PLC, Nawaloka Hospitals PLC and the Northern Central (Pvt) Hospital are all equipped with Siemens Healthineers MRI scanners provided by DIMO.

Wijith Pushpawela, Executive Director at DIMO, who also oversees the Medical Engineering business of the Group, stated, "Both the government and private sector healthcare providers are keen on adopting the latest technology to upgrade their service quality.

We have seen a higher demand coming from the government to improve the public healthcare sector across the country. When it comes to the local MRI sector, the government is planning to obtain 3 to 4 MRI scanners annually and the annual requirement of the private sector is approximately 3 scanners. With DIMO's purpose of 'Fuelling Dreams and Aspirations' of all the communities we serve in; we are proud to be able to assist in the process of elevating the overall healthcare sector of the nation."

The key differentiators of DIMO's Medical Engineering business from its competitors are, the availability of DIMO's very own factory trained Bio Medical Engineers for all models on offer and most importantly, they are constantly updated with all the latest technology through training provided by the principal company, enabling them to carry out every installation without the onsite presence of the

principal. As global expertise is also available locally, the time taken to rectify any issues is minimal, which is an added benefit for customers.

Priyantha Dissanayake, General Manager of DIMO Healthcare Solutions said, "Our after-sales service strategy comprises regular corrective service and maintenance personnel visits to ensure the smooth function of these machines. Our global partner Siemens Healthineers provides tremendous support in improving the local healthcare landscape with their fast 24-hour spare parts dispatch service, which creates a competitive edge for DIMO in the industry as well. Training and Development assistance provided by Siemens Healthineers is also the prime focus in offering a world-class service to the local healthcare industry. As a result, DIMO is equipped with the highest number of factory-trained technicians with over a decade of experience at minimum."





DIMO Lighting Solutions powers Sri Lanka's mega infrastructure projects

DIMO, a leading diversified conglomerate in Sri Lanka, has established its position at the forefront of Engineering excellence in Sri Lanka by providing world-class end-to-end solutions across multiple domains including Building Management, Fluid Management and General Engineering solutions.

DIMO has rapidly become the leading source of lighting solutions in the country by providing cutting-edge solutions that help illuminate mega infrastructure projects, through DIMO Lighting Solutions. These include airports, expressways and stadiums as well as large-scale commercial buildings. DIMO Lighting Solutions operates in the business domain of creating a positive visual impact in spaces where people live, work, travel, play and relax; through design, supply, installation, testing and commissioning of lighting solutions for commercial, hospitality, industrial and infrastructure applications. The product portfolio includes architectural, commercial, industrial, street, stadium, facade lighting solutions, lighting control systems and exquisite range of switches and sockets. By partnering with world-renowned European brands such as Jung, LEDVANCE (formerly OSRAM), RZB, Trilux, and Vossloh Schwabe - all German brands and also Italy's Disano, Sri Lanka's DIMO Lighting Solutions is able to provide solutions that are on par with the highest of international standards.

Among the many DIMO lighting projects that are currently nearing completion is the large-scale lighting infrastructure project at the Bandaranaike International Airport (BIA) to supply, install and commission an aeronautical ground lighting system on taxiways. This project also includes supply, installation and commissioning of apron floodlighting system in the new apron.

The lighting division of DIMO has also commenced the second phase of the airport development project to supply, install and commission the flood light system and roadway as well as the landscape lighting at the BIA. Continuing to spread its wings into airport lighting, the design, supply, installation, testing and commissioning of solar powered simple approach LED runway lighting system project of the Ratmalana Airport was successfully completed by the division.

Further contributing towards building national infrastructure to the highest of international standards, DIMO is actively involved in providing lighting solutions for expressways and roads such as Marine Drive and several others, and have provided its expertise for many projects of the Road Development Authority (RDA), including installation of digital media screens on expressways.

Similarly, DIMO is at the forefront of developing sports infrastructure in locations such as R. Premadasa (formerly known as Khetarama Stadium) and Pallekele International Cricket Stadiums as well as the Racecourse Rugby Stadium where they were provided with stadium flood lighting systems. In 1991, R. Premadasa stadium was one of the first stadiums in Asia to introduce a flood lighting system to promote night cricket matches. At the time, DIMO expertise was brought in to provide a one-of-a-kind flood lighting system for the entire stadium with the support of DIMO's renowned international Principals.

NSBM, a university complex designed in accordance with green building concepts, is another noteworthy project that benefitted from DIMO's state-of-

the-art lighting solutions, having been provided with over 15,300 light fittings. DIMO is also involved in the John Keells Group's Cinnamon Life project which is expected to elevate Colombo into a regional hub with multifaceted entertainment, performing arts, commercial and business experiences. The division also provides high-end light fixtures for the residential apartments and office complex at Cinnamon Life as well as an exquisite range of switches and sockets for the entire project with a lighting control system. Other notable private sector projects include Colombo City Centre, Parkland Building at Park Road and the Hemas Logistics Centre, Kerawalapitiya.

DIMO Lighting Solutions has also expanded its services beyond the shores of Sri Lanka, providing Lighting Control Systems for 3 resort hotels in Maldives and supplying indoor and outdoor light fittings, architectural switches and sockets as well. Currently, the division is also working on lighting control systems at two new resort hotels in Maldives.

Wijith Pushpawela, Executive Director DIMO, who also oversees the lighting projects business of the Group, stated, "The new infrastructure development projects will demand greater energy efficient lighting solutions. Proposed commercial and apartment buildings will also increase the need for architectural and energy efficient light fittings. We are also making plans to expand our significant market share in both indoor and outdoor segments. With our purpose of Fuelling the Dreams and Aspirations of the communities we serve in, we will be able to go from strength to strength in Sri Lanka as well as regionally thanks to our core competences in design, supply, installation, testing and commissioning of state-of-the-art lighting solutions, hand-in-hand with world-renowned light fitting manufacturers."



Hafele Sri Lanka 12th Anniversary Event

Hafele celebrated its 12th anniversary and the many milestones through its journey in Sri Lanka on 25th March 2022 at Taj Samudra Hotel, Colombo. The event was attended by a host of distinguished guests including Hafele Project Partners, Trade associates, OEM customers, Architects, Designers and Media Personnel who have over the years supported Hafele in different capacities. Through this event, Hafele celebrated its journey in Sri Lanka from humble beginnings in 2010 to its transformation as the leading interior solutions brand that it is today.

Häfele is a German brand that provides home interior solutions that retain the essence of furniture designs and yet provide true functionality to optimize spaces. The brand offers a plethora of solutions ranging from door hardware to furniture and kitchen fittings and has, related product categories such as home appliances, furniture lighting, sanitary fittings and interior surfaces. This, together with a strong solution-based approach as well as a clear focus on service, has strengthened Häfele's position as a preferred interiors specialist brand that provides its customers with a convenient and peace-of-mind journey through their entire purchase cycle.

Mr. Jurgen Wolf (Managing Director, Häfele South Asia), whose vision paved the way for Sri Lanka operations, says "When Hafele started operations in Sri Lanka in 2010, we knew that we had entered a market with huge potential and enormous growth opportunities. It is therefore no surprise that what started as a small home-office set-up

with 2 employees back then has today grown into full-fledged regional operations with over 50 employees, a head-office, design showrooms, training and logistic facilities and a growing clientele of loyal and appreciative customers. We remain committed to our customers through continuous growth and expansion in this region and strive to remain the preferred choice for all our partners as the only brand that not only has superior solutions but also superior services."

The Chief Delegate of AHK Sri Lanka Ms. Alexandra Voss stated, "On behalf of the Delegation of German Industry and Commerce in Sri Lanka (AHK Sri Lanka), I want to extend our sincerest congratulations on the 12th year anniversary of Häfele in Sri Lanka. During the past 12 years, Häfele has outlasted the competition and contributed a great deal to the furniture fittings and architectural hardware sector of Sri Lanka. As a reputed German brand and longstanding premier platinum partner of AHK Sri Lanka, Häfele will be continually supported by AHK Sri Lanka to increase its' market reach and uphold trade relations between Germany and Sri Lanka. We wish you all the best for your continued success."

The chief guest of the evening was Eng. Maj. Ranjith Gunatilleke - B.Sc.Eng., CEng., MICE(Lond), MIE(SL), MSSE. (SL) - Managing Director of Sanken Construction (Pvt) Ltd who spoke highly of Häfele's contribution to the construction industry and the country as a whole.

Hafele's 12th anniversary event was not just a celebration of the many milestones it has achieved through this journey but also a strong testament of its on-going commitment and focus towards this market. The company is gearing for expansion through a new Design Showroom in Kandy as well as more trade footprint across the country.



HAYLEYS TRAVELS



Important Notice for passengers arriving in Sri Lanka

As per the latest update from the authorities, following changes are applicable for passengers arriving in Sri Lanka.

- Submission of Health Declaration Form is **NOT** required.
- Quarantine is **NOT** required for passengers who are fully vaccinated or arriving with a negative COVID-19 test.

Unvaccinated/partially vaccinated travellers aged 12 years and above should carry :

- a negative COVID-19 PCR test report done within 72 hours.

Or

- a Rapid Antigen Test (RAT) report which was done within 48 hours from the departure time into Sri Lanka (self-swabs are not allowed).

Such passengers will be exempted from on-arrival testing.

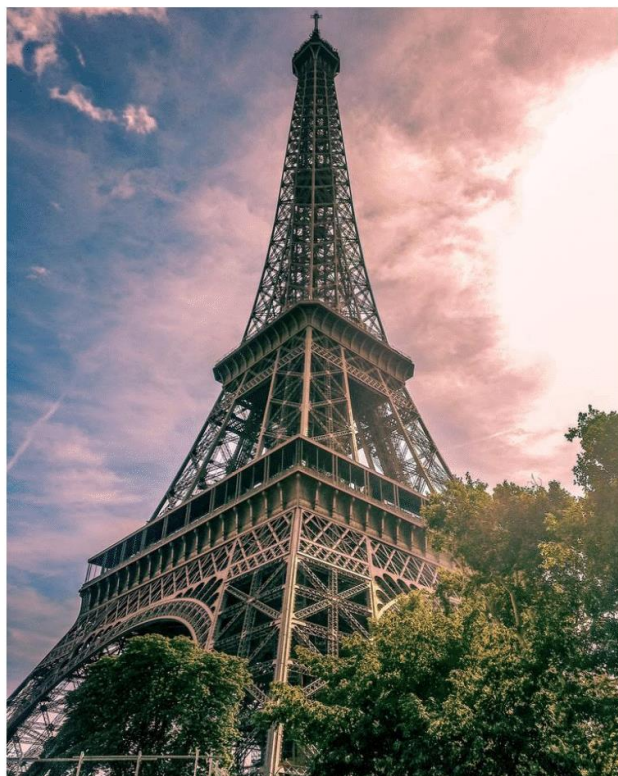


Thailand Pass for travellers entering Thailand

Registration will be opened on Thailand Pass for travellers entering Thailand from 1st May 2022 under the new entry measures. COVID-19 test, both prior to and after arriving in Thailand, is no longer required for vaccinated passengers.

Travellers who have been already issued with a QR code from Thailand, do not need to register for a new pass.





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Hapag Lloyd Lanka strikes Gold at the National Logistics Awards

Hapag-Lloyd Lanka, a subsidiary of Aitken Spence PLC, and the Local representation for Hapag-Lloyd-AG-Hamburg was presented the Gold award in the Ocean Carriers Sector, under the Main Liner Operators Sub Sector Medium Category in recognition of its recent performance at the National Logistics Awards ceremony held under the patronage of Hon. Prime Minister Mr. Mahinda Rajapaksa and the Hon. Mr. Gopal Baglay Indian High Commissioner for Sri Lanka.

The award ceremony is organised by Sri Lanka Logistics and Freight Forwarders Association (SLFFA). The awards are held with the objective of uplifting the standards and service level of the industry to coincide with its 40th anniversary. The winners are selected based on broad criteria including the quality of the service, compliance with international standards, social responsibility, and the academic and professional qualifications of the staff members.

Winning this Gold award reflects the success of several customer-centric initiatives led by Hapag-Lloyd Lanka over the recent years, to align its competitive strategy with Hapag-Lloyd Strategy 2023.

Hapag-Lloyd Lanka delivers its services in a highly professional manner with the active contribution from their dedicated teams. The company introduced several customer-centric innovative products to enhance its service levels and professionalism.

Hapag-Lloyd Lanka is the first liner agency company in Sri Lanka to receive both ISO 9001:2015 and ISO 14001:2015. These dual certifications demonstrate its commitment to upholding international benchmarks in quality and environmental standards.

“Receiving the Gold award as a Main Liner Operator during a pandemic period is a significant achievement, and it is a reflection of the strength and agility of Hapag-Lloyd Lanka to provide an uninterrupted service using modern technology, including the latest Robotic Process Automation techniques and process re-engineering,” commented Mr. Lalith Witanachchi, Asst. Vice President Hapag-Lloyd Lanka.

“Aitken Spence Maritime performed remarkably well during the financial year 2021-2022 despite a negative impact of the global pandemic situation towards a macroeconomic situation,” added Mr. Iqram Cuttilan, Managing Director Aitken Spence Maritime.

Hapag-Lloyd-AG is one of the world’s leading container shipping lines based in Hamburg, Germany, and is ranked the 5th Largest Liner Shipping company in the world, operating one of the largest shipping container fleets and today ranks among the top 4 mainline carriers to the Port of Colombo. Hapag-Lloyd currently operates services to Colombo on a



Caption:

Mr. Lalith Witanachchi (Director) Dr. Geeth Kumarasinghe (General Manager) and Mr. Mindaka Dassanayake (DGM Liner) receiving the Gold award from Mr. Iqram Cuttilan, Immediate Past Chairman of CASA

weekly and regular basis, using Colombo Port as a transshipment hub in the region.

Hapag-Lloyd Lanka is a joint venture between Aitken Spence Maritime and Hapag-Lloyd-AG. Aitken Spence Maritime is a pioneer in the industry and was the first in Sri Lanka to undertake port efficiency enhancement management overseas with its entry into the African continent and subsequently South Pacific Islands. The company handles all areas of maritime services from ship agents and cargo handlers to liner agencies, cruise vessels, port management, and development, chartering services, and maritime education.



Online Global MBA From Germany - For Your International Career

SRH Mobile University, which has just been voted Germany's most popular distance-learning university for the 4th time in a row (2019-2022), offers a 1-year online MBA programme in English for Sri Lankan students who wish to enhance their careers in Sri Lanka, Germany or worldwide. For this purpose, they have partnered up with CINEC University in Malabe, Sri Lanka, among several other prestigious institutions worldwide.

This is your SRH Mobile University

SRH Mobile University is a university of applied sciences specialised in part-time distance learning. They are officially approved by the German government, permanently system-accredited and the first institution in Germany to receive FIBAA's new premium seal "Excellence in Digital Education". Furthermore, they are a full member of EFMD Global, the largest international network of business schools and corporations, and they are one of few climate-neutral universities in Germany.

They have developed unique study programmes with a high demand in the international market, taught fully online, thus guaranteeing the highest flexibility to their students. SRH Mobile University offers both, high-quality education and excellent service and close support for their students.

The centrepiece of the programme is their innovative online campus, which enables students to successfully complete their studies alongside their career, family responsibilities or competitive sports – wherever they are, whenever they want. In optional live lectures, students can deepen their knowledge, get answers to all their questions, and communicate with their fellow students and professors. All live sessions are recorded and uploaded into the online campus.

The Global MBA

SRH Mobile University offers a part-time Global MBA (Master of Business Administration) to all students with a first university degree wishing to boost their international careers. The programme is taught fully online, allowing you to integrate the studies smoothly into your personal and professional life while remaining fully independent as you can study at any time and place you wish.

The two-semester Global MBA (60 European credit points) provides you with a premium German degree after only one year. The Master's programme is focused on application and highly relevant to real-life business practice, designed to communicate the specialist expertise, skills, and attitudes necessary for successfully assuming managerial responsibility. The programme will prepare you for a range of managerial business roles in the international job market. Graduating as a Master of Business Administration (MBA) will set you up in the best possible way for taking the next big step up the international career ladder.

All modules – including Human Capital Management, Marketing, Accounting and Strategic Management – are taught entirely in English. SRH Mobile University also offers you the opportunity to take part in optional study weeks in Heidelberg, Germany, as well as optional online German language training and online career services to prepare you for the German and European job markets.

By simply extending the standard study period, you can adapt the two-semester online programme to suit your own requirements. On completion of the programme, SRH MU will award the internationally recognised academic title

Master of Business Administration (MBA).

Your career prospects

After obtaining your German Master's degree and equipped with general business and management skills, you are entitled to apply for a 6-month job-seeking visa to start your career in Germany and Europe. Although German language skills are not required for the visa, SRH Mobile University offers optional online language training (in German and 12 other languages) as well as online job placement services to prepare you for the German and European job markets. Find the perfect job for you at one of their numerous strong corporate partners. You can also spend optional study weeks in Heidelberg, Germany, or other attractive locations in Europe to gain a first impression of the region and get to know SRH staff and international fellow students.

Further information & enrolment

If you want to boost your international career with a prestigious MBA from Germany, you need to have a first degree (Bachelor or equivalent), at least one year of work experience and sufficient English language skills.

New students are admitted every quarter (1st of April, July, October, January).

If you want to learn more about the programme and SRH Mobile University, you can view one of their monthly online information sessions. Find the dates and times here: www.mobile-university-global.com

Contact

Nazra Rajudean, responsible for Student Support at SRH MU's partner university CINEC is available for you: Nazra.Rajudean@cinec.edu

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Trade Fairs in Germany

<p>ProWein</p> <p>15 – 17 May 2022 in Dusseldorf</p> <p>www.prowein.com</p>	<p>"ProWein" is the leading trade fair for the wine and spirits industry, which takes place once a year in Dusseldorf. It is aimed exclusively at trade visitors from the retail, wholesale and foreign trade, gastronomy, hotel, and manufacturing industry.</p>	
<p>wire Düsseldorf</p> <p>20 – 24 June 2022 in Dusseldorf</p> <p>www.wire-tradefair.com</p>	<p>As an international trade fair wire Düsseldorf provides exhibitors and suppliers of wires and cables in addition to the latest technology, specialty products and innovative machines concerning wire and cable manufacturing, a unique communication platform.</p>	
<p>The Tire Cologne</p> <p>24 – 26 May 2022 in Koelnmesse</p> <p>www.thetire-cologne.com</p>	<p>THE TIRE COLOGNE is the world's leading international trade fair for the tyre industry. Motor vehicle and tyre workshop equipment features prominently in addition to tyres and wheels. The offering is rounded off by tyre retreading and the recycling and disposal of old tyres.</p>	
<p>IFAT</p> <p>30 May – 03 June 2022 in Munich</p> <p>www.ifat.de</p>	<p>IFAT is the World's Leading Trade Fair for Water, Sewage, Waste and Raw Materials Management. 3,305 exhibitors from 58 countries and regions, and 142,472 visitors from 162 countries and regions participated in IFAT 2018.</p>	
<p>Transport logistic</p> <p>15-17 June 2022 in China</p>	<p>Transport Logistic: The world's leading trade fair for logistics, mobility, IT, and supply chain management. 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.</p>	
<p>spoga+gafa</p> <p>19 – 21 June 2022</p> <p>www.spogagafa.com</p>	<p>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.</p>	

<p>Medica</p> <p>14 – 17 November 2022 in Dusseldorf</p> <p>www.medica-tradefair.com</p>	<p>MEDICA 2022 and COMPAMED 2022 will again reflect the entire medical technology value and process chains and present a comprehensive range of medical products, devices and instruments. In 2021, both events had a total of 46,000 professional visitors (73 percent international).</p> <p>Focal points of the MEDICA trade fair include Lab technology and diagnostics, medical technology and medical electronics (imaging and diagnostic/ medical equipment and devices), supplies and consumables, physiotherapy and orthopaedic technology, as well as IT systems and IT solutions.</p>	
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<p>For More Information</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>
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Our Trade Partners



Trade Fairs in Sri Lanka

<p>Build SL - Housing & Construction Expo</p> <p>Venue: BMICH, Colombo</p>	<p>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.</p>	
<p>Profood Propack & Agbiz</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>

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AHK Sri Lanka – Team

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. Translation Services



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Chief Delegate (Interim)



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