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AHK

Sri Lanka NEWSLETTER



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GERMANY TO PHASE OUT COAL

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



AHK

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

 **Partner In Sri Lanka**



Dear readers,

We started 2019 very successfully. During the first month of the year, AHK Sri Lanka organized three business delegations to the leading trade fairs (IMM-the world's leading furniture, BAU- the world's leading fair for construction and architecture and Green Week-the world's leading trade fair for Agriculture) which were held in Cologne, Munich and Berlin. While visiting the fairs, Sri Lankan companies were able to meet their potential customers and enhance their knowledge in the respective industries. On 31st of January we organized the second CEO-dinner with Hon Minister Malika Samarawickrama, German Ambassador Joern Rohde and 25 CEOs of German companies in Sri Lanka.

Since AHK Sri Lanka is always committed to enhance the business potentials in both countries, we encourage companies to do more promotional and marketing efforts to position their products and services within the country. Therefore, AHK Sri Lanka is planning to set up a German Pavilion at Build SL from 22nd to 24th of March 2019 in support of renowned German brands in the construction and construction related industries. In parallel to the exhibition, AHK Sri Lanka will conduct conferences on future topics including Smart City building and Green building. This is the first time in Sri Lanka, organizing a German pavilion at any kind of exhibition. Please take the opportunity to visit our German Pavilion.

We wish you a lot of success and prosperity for 2019!

Yours sincerely,

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

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Successful Start for Sri Lankan - German Business Relations in 2019

The Delegation of German Industry and Commerce in Sri Lanka (AHK Sri Lanka) accompanied three Sri Lankan delegations to three of the world's leading international trade fairs held in Germany from 13th - 19th January 2019.

“IMM 2019” trade fair in Cologne

The furniture sector in the country has lots of potential but requires international exposure and latest technologies to expand their capacities in order to enter the international market. A Sri Lankan delegation consisting of twelve members from the Sri Lankan furniture sector (exporters, manufacturers, distributors) had this great opportunity to visit the world's largest trade fair for furniture “IMM 2019” in Cologne on 14th & 15th January 2019. IMM is purely a business (B2B) trade fair held in a 240,800 sqm space, where 1200 exhibitors from 50 countries, and 125,000 trade visitors come together under one roof. The Sri Lankan delegation was warmly welcomed in Cologne by a representative of Koelnmesse with a brief introduction. During the two-day program AHK Sri Lanka organized individual meetings with international suppliers of living room, bedroom and bathroom furniture, mattresses and sleep systems, home textiles, wall coverings, floor coverings, lighting, accessories as well as bathroom fixtures and fittings. Visiting OTTO GmbH (Germany's largest retail company for furniture) &

Ambista (one of the world's leading trading platforms) at the trade fair was another highlight for the Sri Lankan delegation. Delegates from RM Furniture, Alucare, A Wood Lanka, Creation Master Builders and State Timber Corporation were forming this Sri Lankan delegation.

“BAU 2019” trade fair in Munich

Infrastructure and high-rise buildings are currently developing in the country and AHK Sri Lanka was delighted to accompany a high-ranking business delegation (13 members) for the 1st time to the world's leading trade fair for architecture, materials and systems in the construction industry “BAU 2019” in Munich, Germany. Chairmen, CEOs, Directors of the leading local construction companies such as Sanken, ICC, LTL Holdings, Siam City, Alucare, and Solico International were present at the BAU 2019 on 16th & 17th January. BAU is an international trade fair with more than 250,000 visitors, and 2000 exhibitors from 42 countries. Once again, the Sri Lankan delegation was warmly welcomed by the director of BAU 2019. During the two-day program AHK Sri Lanka organized more than 10 individual meetings for the delegation with potential partners from all over the world. Focus areas of these meetings were transfer of know-how, latest technology, latest materials and latest safety equipment used in the construction sector. Furthermore, the

Sri Lankan delegation not only had the privilege of meeting the CEO of German Sustainable Building Council (DGNB) but also had the opportunity to establish a bilateral platform with the local construction chamber.

“International Green Week” in Berlin

Following the two delegations to IMM and BAU, AHK Sri Lanka accompanied a delegation to the 84th International Green Week (IGW) in Berlin. IGW is the world's leading trade fair for food, agriculture and gardening industries with 1715 exhibitors from 65 countries, 630 media representatives, and 400,000 visitors covering a total area of 115,200 sqm at Messe Berlin Germany from 18th & 19th January 2019. The two-day program consisted of individual meetings, visits to country pavilions, as well as the introduction to potential buyers and distributors. Intense discussions with CLAMA & IPD regarding the potential for products such as organic tea, organic coconut products and spices posed a great opportunity for the company.

As the official representative of German - Sri Lankan business relations, AHK Sri Lanka is always committed to enhance business opportunities for both countries. In the past AHK Sri Lanka organized several in-bound & out-bound delegations covering various business sectors and it will continue to fulfill its main objective of supporting business in both countries.

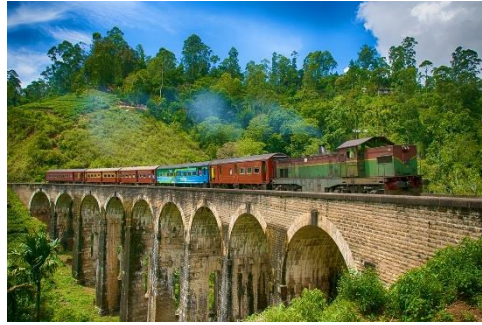


Sri Lanka: The No.1 country in the World to visit in 2019

By Devendra Francis
Ada Derana Biz



Colombo in Sri Lanka has been recently named the 'must-photograph' travel destination of 2019 in a new study. Research of more than 1.3 million social media posts found the Asian city is the location travellers most want to take a picture of, followed by Yokohama in Japan and Mgahinga Gorilla National Park in Uganda.



annually to 607,000 jobs (7.1% of total employment) in 2027.

Lonely Planet named Sri Lanka the number one country in the world to visit in 2019 and with vast tea terraces, an abundance of wildlife, and stunning beaches make Sri Lanka a truly unforgettable destination. The South Asian island is a diversity of experiences, incredible food, and a burgeoning tourism industry. Sri Lanka has the highest density of elephants in Asia, amounting to around 5,800 wild elephants wandering around the country's national parks. One of the best places to witness these gentle giants is Udawalawe National Park, which is home to about 600 elephants that roam in herds of up to 50.

Sri Lanka's Adam's Peak (Sri Pada) climbs 2,243 metres (7,359 feet) into the air and is known for its depression at the peak, which Buddhists believe to be the footprint of the Buddha.

As one of the world's largest economic sectors, Travel & Tourism creates jobs, drives exports, and generates prosperity across the world. In Sri Lanka the direct contribution of Travel & Tourism to the GDP was Rs. 631.8 billion (US \$ 4.4 billion), 5.1% of the total GDP in 2016 and is forecast to rise by 5.1% in 2017, and to rise by 6.6% annually, from 2017-2027, to Rs. 1,255 billion (US\$ 8.7 billion), 6.3% of the total GDP in 2027. In 2016 Travel & Tourism directly supported 406,000 jobs (4.8% of total employment). This is expected to rise by 3.6% in 2017 and rise by 3.7%

Government authorities have recently said that existing economic development and peace in the country will largely benefit Sri Lanka to target over 4.5 million foreign tourist arrivals by 2020. Sri Lanka is currently reaping fruitful results from Tourism due to the arrival of a large number of tourists, and Sri Lanka Tourism has planned to develop the sector by helping local and foreign investors to construct more and more hotels in every part of the country. Nearly over 2.5 million foreign tourists arrived in the county last year and during the past few months of this year over 2.3 million tourists have arrived so far according to statistics.

Tourism is a major industry that contributes to the economic and social development of Sri Lanka by way of foreign exchange earnings, employment generation, income creation and generation of government revenue. Tourist traffic to the country soared from 1968 onwards until the eruption of ethnic conflict in 1983. Arrival plunged sharply due to the ethnic conflict from that year but arrival increased sharply with the improvement of the security situation in the early 1990s. Since 2009 with the end of War against Terrorism, Sri Lanka is now emerging to reap the benefits of a thriving Tourism Industry. From breathtaking coastlines, rivers, waterfalls, manmade tanks and a lakes and other wetlands, Sri Lanka could be positioned as the most popular tourism destinations for even water sports. In modern context Sri Lanka's present development drive that includes Mega

Star Class Hotels, Leisure Centres and Cultural Centres, Performing Arts Theatres and Medium and Up market City Centres including Shopping Malls had also boosted country's tourism with local travelers as well as foreign travelers increasing their sightseeing around the Mega Structure sites or nearby cities. On the other hand Sandy Golden Beaches such as Negombo, Mount Lavinia, Kalutara, Beruwela, Bentota, Pasikudah & Kalkudah, Unawatuna, Mirissa, Weligama, Polhena, Dickwella, Hikkaduwa, Koggala, Tangalle, Trincomalee, Nilaveli, Batticaloa, Arugam Bay, Casuarina Beach, Kilaaly Beach, Vankalai, and even Kalpitiya are major tourism attraction zones. Those areas have contributed vastly to the economic development of the country and to the boom of the country's tourism industry. And in fact, the present government had considered 'Tourism' as a major sector to drive Sri Lanka's economic growth whilst the several new leisure projects are in the pipeline across Sri Lanka's coastline. Many of them are 5-star properties and tourism authorities are also mulling to promote Sri Lanka as a preferred holiday destination for emerging middle class in two of the world's largest economies - India and China.



German travellers to Sri Lanka

According to statistics each year, more than 5.5 million Germans travel to countries outside Europe and the Mediterranean. Until recently, Sri Lanka

scarcely appeared on the tourist map but now, it's one of the destinations reaping the benefits. Entering Sri Lanka is relatively trouble-free by South Asian standards, as more and more Germans are discovering. In scarcely any other country in the world has the number of German tourists risen so steeply in the past five years as in this island nation off southeastern India.

Germans are very experienced travelers and like to seek out destinations they haven't been to before. Since 2010, the number of German arrivals in Sri Lanka has risen by about 20% or more nearly every year - from 46,000 to more than 125,000. The long-distance travel trend among Germans is continuing.

The highest tourist source markets for Sri Lanka are namely India and China, they claimed almost one third of the total tourist traffic to the country during the 2017. United Kingdom was the third major source of tourists to the Sri Lanka amounting in 9.53% of total arrivals, while Germany and France retained their fourth and fifth positions. Canada dropped from the top ten ranking list. The top ten markets accounted for almost 66.13% of the total tourist traffic to the country in 2017. In 2018 during the month of December alone, India, United Kingdom, China, Germany and Australia were Sri Lanka's top five international tourist generating markets. India was the largest source of tourist traffic to Sri Lanka with 18% of the total traffic received in December 2018. United Kingdom accounted for 11% of the total traffic, while China, Germany and Australia accounted for 7%, 7% and 6% respectively. A total of 156,888 Germans had visited Sri Lanka from January to December 2018, and total of 133,275 Germans visited Sri Lanka in 2017 compared to 130,227 Germans in 2016.

Way Forward for Sri Lanka

The country has yet to reap its benefits from the Tourism industries growth

potential and be a part of Asian growth story that is happening for the next 100 years of world's timeline. Sri Lanka's tourist arrivals rose 4.9% in August 2018 compared to the same period last year, according to the data released by the Sri Lanka Tourism Development Authority (SLTDA). The month recorded 200,359 tourists arriving in the country compared to the 190,928 arrived in August 2017. As at 31st August, 1,582,835 tourists had visited Sri Lanka for this year. It is a 12.5% growth over last year when 1,406,854 tourists had visited the country during the same period of the last year. Asia and Pacific continued to be the largest source of tourist traffic to Sri Lanka with 47% of the total traffic received in August 2018. Europe accounted for 41% of the total traffic, Middle East 6%, America 5% and Africa 0.5%. India, China, United Kingdom, France and Germany remains Sri Lanka's top five international tourist generating markets whilst over 2.1 million tourists arrived in Sri Lanka in 2017 contributing US \$ 3.9 billion of earnings to the government revenues.

Sri Lanka is on course to develop into a major tourist destination. Analysts also note that in the long term, with the entrance of more international brands and maturing of the tourism industry, Sri Lanka is set to change from a budget destination to a more exotic one offering a variety of experiences to a diverse segment of travelers. Meanwhile the government of Sri Lanka has recently informed that it is looking at revenue from tourism in the excess of US \$ 5.9 billion for 2018 end and US \$ 6.5 billion for 2019 end and a target of US \$ 7 billion for 2020. The Tourism sector has been given priority by the government to push growth and also to earn foreign exchange.

It is significant to note that Sri Lanka Tourism has recently announced that it is carrying out multi-platform promotional campaigns whilst a digital campaign has also been announced focusing on key international markets

including Europe, the Middle East, China, India, APAC and the USA. From May 2017 to April 2018, over 30 social media travel influencers have visited Sri Lanka, resulting in an overall social media reach of 65 million and a total engagement of 12.5 million on social media platforms including Instagram, YouTube and facebook. Several TV documentaries about Sri Lanka have been also aired on leading TV channels including Channel 9 (Australia), WDR (Germany), 3SAT (France), CCTV (China) and ARTE (France/Germany) in 2017, describing about the country's beautiful tea estates, beaches, culture and exotic wildlife.

In addition to earned publicity advertising and branding, paid print media publications which featured Sri Lanka including Food and Travel Magazine, Escapism magazine UK, Abenteuer und Reisen & Reise Germany, Voyagers & Grand Reportages of France, and the Gulf newspaper, UAE. Report highlight that in 2017 via the visiting travel writers' and TV programme a viewership of 75 million (both TV and magazine) have featured Sri Lanka in the recent past, reaching target audiences in key markets such as UK, France, Germany, China, and India which are important markets for Sri Lanka in terms of tourist arrivals and investments.

Therefore, it is noteworthy that Sri Lanka's government has taken preliminary efforts to make Sri Lanka's Tourism as competitive product in the modern times.



Tax and policy incentives for Port City soon



When completed, it is estimated to have some 5.65 million square meters of built-up space, with Grade A offices, medical facilities, educational facilities, resorts, retail destinations, hotels, and various lifestyle developments.

178 hectares of the 269 hectares will be

Government incentives given for Port City investors will be announced in the coming weeks, while regulations for the Colombo International Financial City (CIFC) are also to be presented to Cabinet after presentation to the Prime Minister, Economic Reforms and Public Distribution Minister Dr. Harsha de Silva said.

De Silva, who chaired the Cabinet-appointed CIFC Steering Committee on Soft Infrastructure for the Port City project, told Daily FT that the incentives given for investors in Sri Lanka's first manmade city would be announced in the coming weeks.

"We have made major progress on tax and investment incentives and they were already finalized to be announced in the budget, but the coup prevented it," said Dr. de Silva.

The committee, which has been reassigned under the Ministry of National Policies and Economic Affairs headed by Prime Minister Ranil Wickremesinghe, is to be reappointed, de Silva confirmed.

The Port City Project was gazetted under the Megapolis and Western Development Ministry when the Cabinet was reappointed in December.

However, the Policy Formulation Committee that was earlier under National Policies and Economic Affairs Ministry was not gazetted under any ministry. This committee will be reappointed under Prime Minister Wickremesinghe's portfolio and is expected to be headed by de Silva, Daily FT learns. "All legal and regulatory frameworks will be handled by the Prime Minister's Ministry. These are clearly matters dealing with national policies and economic affairs and coordinated among many ministries, particularly the Ministry of Finance," de Silva said.

"In terms of the legal framework, former Attorney General Yuwanjan Wijetelleke is the Head of the Legal Task Force and there have been multiple discussions and deliberations on the matter," he said.

Disputes over land ownership and sales have been ironed out, de Silva said. The legal framework is to be presented to the Cabinet "without further delay," he said.

Source: Daily FT 30/01/2019

The Plan of the Port City

The Port City project envisions five different precincts on the reclaimed 269 hectares of land.

marketable land, CHEC Port City Colombo (Pvt) Ltd.

Public land—that is roads, public spaces, and utility areas etc.—are allocated 91 hectares of the reclaimed area, while approximately 45 hectares will be set aside for a public park.

A length of 1.5km will be set aside for a public beach area, while total protected water areas for public use i.e. for recreation and watersports is 125 hectares.

It is expected that the marina will hold a total of around 150-200 boats, based on size.

Resident population, as envisaged over 25-30 years is 75,000, while resident and transient population over 25-30 years is expected to reach 250,000.

Approximately 60-65% of the reclaimed land will be used as an open space—i.e will not be occupied by buildings.



Germany to phase out coal by 2038 in move away from fossil fuels

Germany is planning to shut down all of its coal-fired power plants by 2038 at the latest, a government-appointed commission said on Saturday, proposing at least 40 billion euros (\$45.7 billion) in aid to regions affected by the phase-out.

The roadmap proposals, a hard-won compromise reached early on Saturday after more than 20 hours of talks, must now be implemented by the German government and 16 regional states.

They embody Germany's strategy to shift to renewables, which made up more than 40 percent of the energy mix last year – beating coal for the first time – and follow a 2011 decision to halt nuclear power.

Chancellor Angela Merkel's cabinet welcomed the plan hammered out by the commission that included 28 voting members from industry, academia, environmental groups and unions, plus three non-voting members from the ruling parties.

"Less CO2, more new jobs, a secure power supply and affordability: a strong signal," Economy Minister Peter Altmaier said on Twitter.

'HISTORIC ACCOMPLISHMENT'

The panel, which began its work in June, said at least 40 billion euros in aid should be provided for coal-mining states affected by the exit, less than the roughly 60 billion euros they had sought. "This is a historic accomplishment," Ronald Pofalla, one of four commission leaders, told reporters in Berlin. He said the deal would allow Germany to meet its climate change targets for 2030, which call for significant cuts in carbon emissions.



FILE PHOTO: Water vapour rises from the cooling towers of the Jaenschwalde lignite-fired power plant of Lausitz Energie Bergbau AG (LEAG) in Jaenschwalde, Germany, January 24, 2019. REUTERS/Hannibal Hanschke/File Photo

Another chair of the commission, environmental professor Barbara Praetorius said the plan would also guarantee "affordable and secure energy supplies."

Armin Laschet, the premier of North Rhine-Westphalia, Germany's biggest coal-producing region and most populous state, said it would pave the way for an economically viable "future without coal" for regions now heavily dependent on it.

He said it was up to the German government and the states to translate the recommendations into policy and law. Environmental groups vowed to hold the government to account on the targets, saying they would push for an even earlier exit. Business leaders, who had warned that a too-hasty exit from coal could inflate power prices, generally welcomed the plan, though RWE, Germany's top electricity producer, said 2038 was too soon to shut all coal-fired plants. "It's a compromise that hurts everyone. That's always a good sign," added Andreas Scheidt, a member of both the commission and the executive board of the ver.di trade union.

COMPENSATION FOR CONSUMERS

In a first step, plant operators including RWE, Uniper, EnBW and Vattenfall will be asked to shut down about 12.7 gigawatts (GW) of

capacity by 2022, equivalent to about 24 large power station units, said the report, seen by Reuters. Under the proposed plans, coal power capacity in Germany would more than halve to 17 GW by 2030.

It said compensation and other shutdown details should be agreed with the operators on a contractual basis. In a blow to RWE, the commission said preserving the contested Hambach forest was "desirable", hitting the group's key source of lignite where mining operations have already been halted following a court order.

If implemented, the proposals would be the second major intervention in Germany's energy market within a decade. The German government decided in the wake of Japan's Fukushima disaster in 2011 to stop producing nuclear power by 2022.

While the 2038 date to exit coal was in line with expectations, the report said the phase out could be completed by 2035 – a decision that would be taken in 2032.

Compensation for companies and household consumers facing higher power bills due to the phase-out should be two billion euros per year, with the exact amount to be set in 2023, the report said.

Stanislaw Tillich, former premier of the coal-producing Saxony region in eastern Germany, said the accord would be exemplary in Europe, by showing that new industries and jobs could be developed even as coal was phased out.

Source: BERLIN (Reuters) 26/01/2019

Thef;llstop launches human-centric, daylight simulating LUCTRA® lamps from Germany



A range of ground-breaking lighting products based on cutting-edge scientific research on the dramatic effects of light on the body and mind, has been launched in Sri Lanka by Thef;llstop, the country's only specialist in fine stationery and office products from leading global brands. Scientifically proven to disseminate biologically-effective light that is closest to natural light, the products are from LUCTRA®, the multi award-winning German brand that specialises in human-centric lighting that balances the user's body clock and natural circadian rhythm.

Recently appointed sole distributor in Sri Lanka for LUCTRA, Thef;llstop said they will offer the whole range of lamps, two table lamps, two floor lamps, FLEX and VITAWORK®.

Elaborating on the science behind these lamps, a spokesperson for the company said: "Workplaces have changed dramatically in the last decade, taking into consideration that constant connectivity, over-stimulated senses and frequent travelling generate physical and mental stress leading to fatigue, mood swings, unexplained weight gain, insomnia and similar conditions."

"Research has established that light can regularise our internal clock to improve productivity and wellbeing by helping produce hormones like the sleep hormone Melatonin, which aids relaxation and sleep. A growing body of research is examining the adverse health effects of a disrupted circadian rhythm or internal body clock. Acknowledging the importance of this field, three researchers who studied the molecular mechanisms controlling circadian rhythm were awarded the 2017 Nobel Prize for physiology and medicine." The latest findings on the impacts of light on wellbeing have inspired the LUCTRA lamps.

Built with a combination of high grade stainless steel and aluminium, the LUCTRA 'TABLE' and 'TABLE PRO' lamps come in black, white and aluminum colours. Four LEDs inside the lamp heads generate a combination of warm white and cold white light which supports a well-balanced personal day-and-night rhythm. The self-locking joints on these lamps do not require any locking screws or complicated mechanisms. These lamps bring light into any desired position without jerks while standing firm, and withstand up to 50,000 hinge movements without readjustment. Both lamps can be adjusted in height: the TABLE model is designed to have an ideal height of 60cm, and the TABLE PRO, LUCTRA's premium table lamp, can be adjusted in height up to 75cm.

Besides consuming very little power, the LEDs in the lamps have a lifespan of up to 50,000 hours, the equivalent of about 17 years at eight hours of use per day.

The LUCTRA Floor lamp is a standing lamp with a maximum height of 190cm. It can be used for direct and indirect lighting, and is available in two striking designs.

The light generated by both the TABLE PRO and the FLOOR lamp can be adjusted intuitively to suit individual needs. A downloadable app called VITACORE, makes for both lamp models fully flexible lighting options. On the basis of five simple questions about the user's daily working habits, the app calculates the user's personal light curve, which is transmitted to the lamp via Bluetooth. The intensity and colour of the light are then regulated automatically as the day progresses. The brightness and colour of the light are also adjustable by simply placing a finger on the lamps' touch panels powered by the intelligent VITACORE electronics.

This sleek and unobtrusive interface only becomes visible when touched. Described as "the brand for good working light in the office or at home," LUCTRA says its goal is to provide every user with the best possible light anywhere at any time. The lamps provide light which not only illuminates, but promotes alertness, higher activity levels and restful sleep for its users. All LUCTRA lamps are developed and assembled manually in Germany.

The leading distributor of branded stationery and office products in Sri Lanka, Thef;llstop serves as a platform to launch new products and improve the image of the brands it represents. The company said it hopes to offer more products that help improve wellbeing and combat the negative consequences of the stressful nature of modern office work. Many of the products Thef;llstop represents are retailed via leading supermarkets, stationers and bookshops while others are exclusive to the company's showroom at Crescat. The company's brand portfolio includes Esselte of Sweden, Leitz of Germany, Maped of France, Maruman of Japan, Daycraft of Hong Kong, Plus of Japan, Derwent of the UK, Kensington of the USA and now LUCTRA of Germany.



Sri Lanka takes a Giant Leap in Mechanization of Agriculture DIMO introduces the CLAAS JAGUAR to Crysbro

There are continuous expectations and growing demands for greater productivity, more choices, more comfort & more yield in the agriculture industry - around the world and in Sri Lanka. Mechanization is a crucial input for agricultural crop production and one that has historically been neglected in the context of developing countries. DIMO has been in the forefront in introducing modern agricultural equipment to Sri Lanka to facilitate farm mechanization. And recently, DIMO enabled a giant leap in mechanization of agriculture in Sri Lanka by introducing CLAAS Jaguar - a self-propelled state-of-the-art forage harvester built by German agricultural machinery manufacturing giant, CLAAS.

Presently, the chronic shortage of feed coupled with the poor quality of fodder is widely regarded as the major constraint in animal milk production in Sri Lanka. Prolonged preservation of fodder in the form of silage becomes the key to overcoming the increasing constraints in green fodder availability.

Realizing the growing demand of Sri Lankan Dairy Farming Industry for quality silage, CLAAS, the leading agricultural equipment manufacturer, has introduced its world-renowned JAGUAR series of forage harvesting machines. Prior to this, various options have been tried in order to produce quality fodder, but none of them have delivered the expected results. The stationary chopper used was unable to crush grains properly resulting in poor silage and could only harvest 3-4 acres per day.

The JAGUAR 850 with ORBIS 450 is a technically sophisticated machine that offers more productivity, more choice, more comfort and extra yield. The

machine comes with a Corn cracker that helps in crushing the grains properly, thus producing quality silage. This machine has a capability of harvesting 20-25 acres per day, increasing the productivity while maintaining excellent chopping quality.

The first ever CLAAS Jaguar harvester was recently delivered to Golden Grains (Pvt) Ltd., a part of Crysbro Group of Companies, established in 2003, and with two separate locations in Kantale and Mahiyanganaya. Golden Grains is the first Company in Sri Lanka to introduce corn silage bales to Sri Lanka and cultivate corn in a land mass of 850 acres for corn silage production.

Mr. Ranjith Pandithage (Chairman & Managing Director - DIMO) mentioned "DIMO is aggressively pursuing initiatives which will take Sri Lanka's mechanization of agriculture to the

next level. CLAAS Jaguar is a giant step forward in that endeavour." According to Mr. Mohamed Several dignitaries from CLAAS, Crysbro Group and DIMO took part at this important handing over, which took place at Rotalawala, Mahiyanganaya. Dr Jens Oeding (Regional President-Asia), Mr Jay Singh (Managing Director - CLAAS Agricultural Machinery Pvt Ltd.), Mr Prem Kumar (Head Sales - India & SAARC) and Mr T Pavan (Regional Business Manager - North India & SAARC) represented CLASS. Crysbro Group was represented by Mr Mohamed Imtiaz and Mr T. Imtiaz. DIMO was represented by Mr Ranjith Pandithage (Chairman & Managing Director), Mr Viranga Wickramaratne (Chief Operating Officer-DIMO Retail), Mr Gihan Fernando (Head of Agriculture Machinery Division) & Mr Amal Tilakaratne (Sales Manager, Agriculture Machinery Division).



Photo: Representatives from Crysbro, CLASS and DIMO at the handing over ceremony

Sri Lankan outdoor gets a boost DIMO announces partnership with STIHL Germany

Diesel & Motor Engineering PLC (DIMO) has recently announced its partnership with the world - renowned German power tool brand, STIHL.

DIMO has been chosen as the authorized distributor of the STIHL products nationwide further exemplifying its leadership in world class brand introductions to Sri Lanka. Founded in 1926, the STIHL Group manufactures power tools for professional forestry, agriculture, gardening, landscape maintenance, construction sector and demanding private users.

The introduction of the innovative STIHL products range to its dealership covering Sri Lanka was ceremoniously held at Waters Edge recently, graced by the presence of the Management of DIMO and STIHL. Over 50 dealers representing different parts of the island took part in the event. The dealers were educated on the STIHL product range and the technical aspects of it. Moreover, they were also given an opportunity to experience the products at the ceremony.

Chairman and Managing Director of DIMO, Ranjith Pandithage, commenting on the latest partnership said "DIMO always partners with world's best brands to bring the best to our customers with our exceptional after sales care. DIMO is renowned for representing the best engineered brands in Sri Lanka and has won the trust of our partners over the years. We are proud and honoured to announce our partnership with STIHL from Germany and we are extremely confident that this affiliation will bring the best to our customers and benefit them in changing their quality of life". STIHL has been the world's top chain saw brand since 1971. STIHL products are circulated exclusively through authorized dealers, including 37 sales and marketing subsidiaries,



STIHL Senior Sales Manager (Middle East, India and Sri Lanka) Peter Wesner explaining product features to DIMO Chairman and Managing Director Ranjith Pandithage and DIMO Group CEO Gahanath Pandithage at the ceremony. DIMO Assistant General Manager of Power Tools Division Kumar Rodrigo

than 45,000 servicing dealers in over 160 countries globally. Additionally, STIHL has manufacturing plants in seven countries around the world: Germany, USA, Brazil, Switzerland, China, Austria and the Philippines. In 2016, it achieved a total worldwide sales volume of 3.46 billion Euros alongside a workforce of 14,920.

Through this partnership DIMO will distribute STIHL's range of power tool products throughout Sri Lanka using its dealer network and expertise in modern trade and other distribution channels. The association ensures the providence of chainsaws, brush cutters, weeders, high pressure washers, vacuum cleaners, earth augers and the like to local customers. DIMO is especially recognized for its after-sales service and its proficiency in marketing power tools. These are the key factors for choosing

DIMO as the authorized distributor of STIHL products in the island.

Parind Prabhudesai, MD, STIHL South Asia added, "We find assurance and have confidence in DIMO to be an excellent distributor of our products in Sri Lanka. They have always been a leader in the automobile industry and have been committed to responsible and ethical business strategies which will be hugely beneficial to this association."

As the nation's premier supplier of automobiles and automobile solutions, DIMO has always been a cut above the rest when it comes to identifying the needs of the community. Consequently, DIMO adds value to the world's most sought after and best engineered brands through its local strengths and capabilities.



Quintessential Kitchens from JAT Furnishing



SEA 
GERMANY
expand your horizon

JAT
25 Years of
TRANSFORMING SPACES™

It has been said that a kitchen is a reflection of the woman (or the man!) that cooks in it. With our modern lifestyles, it is perhaps more of a reflection of just how busy we are. To minimize the hassle and improve functionality, yet keep the elegant and stylish look of a designer kitchen, JAT Furnishings introduces SEA Kitchens.

Making its debut at the recently concluded Architect's Exhibition at BMICH, SEA Kitchens now has its own state-of-the-art space at The Colts Building, 241 Castle Street, Colombo 8.

The SEA Signature Kitchen was displayed at the Architect Exhibition 2018. SEA also presented a live test of their unique PLYFORM - Plywood kitchen range made in Germany. Visitors to the stall had the unique opportunity of witnessing the durability, strength and perfection of the product which is 100% water proof and has a thermal stability up to +150°. The kitchen display was the show stopper at the fair. Alex Sofalvi - Managing Director, Inga Buchholz - Strategic Manager, and Sarah Schmidt - Interior Designer from SEA Kitchens were present at the stall to help visitors truly understand the capabilities of the product.

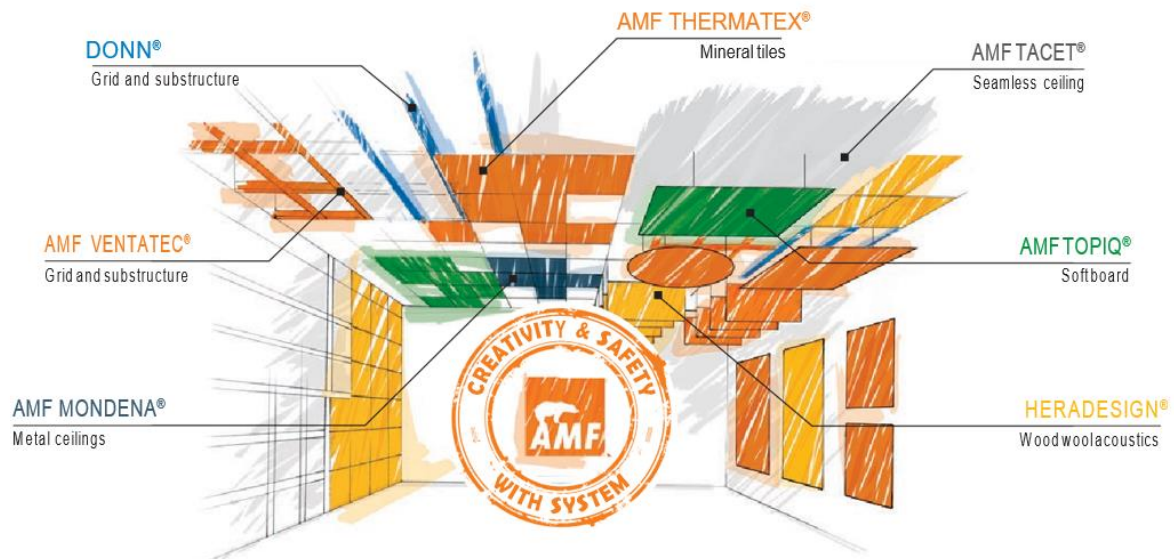
The new showroom space delivers a unique experience to the customer who would want to visualize, touch and feel their personalized kitchen before making the investment. Housing exceptional kitchen designs, the SEA Kitchens showroom designed by JAT Holdings also boasts unparalleled customer service and outstanding quality. SEA Kitchens' unique designs use materials and finishes that mirror nature and are inspired by the elements. Glass, ceramic, wood or even lacquer finishes make up bespoke kitchens that truly reflect the personality of the homeowner. Made to the most stringent international quality

standards, SEA Kitchens are durable and are true value for money. In order to personalize every minute detail of the kitchen unit and ensure adaptability with Sri Lankan conditions, a fully in house stationed, SEA Team with designers, showroom manager and master carpenters all from Germany, will undertake and oversee the installation, logistics and after sales services. Only JAT Holdings can offer this team of experts, who will be present at the showroom to create unique custom-made kitchens that fit your requirement and budget.



For more information please visit the SEA Kitchen Showroom or call 011 5 288 662.

Knauf AMF System Solutions



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Acoustic Ceilings



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KACO Inverters from Micro PC Systems (Pvt) Ltd

KACO new energy is a German company with high quality and standard established in 1914 in Heilbronn. The company started operating in the solar industry in 1994 with the knowledge accrued in 30 years of experience in the relay technology field and today is a DIN EN ISO 9001/2 certified manufacturer. Today, KACO Inverters are highly recognized internationally.

The Micro PC Systems (PVT) Ltd started importing KACO Inverters to Sri Lanka in 2016. They proudly mention that they were able to maintain a very healthy relationship with the KACO new energy company as well as their valuable Sri Lankan PARTNERS since Micro PC believes product availability and position the brand are the most important factors in the distribution business.

Micro PC also has a KACO trained team of technicians and the required repairing spares to provide their customers with the best service available and appointed service partner for the region by KACO GMBH. Our technical team has succeeded in giving quick solutions to KACO Inverters in Sri Lanka.

About the company

In the era of Sri Lanka's rapidly processing Energy, ICT industry, an infant company with the pure intention of serving the due diligence, entered into the business industry. The infant company was named as 'Micro PC Systems' and was established in 1996. Since then Micro PC systems was involved in a foremost role in helping to characterize the role of responsible distribution of high-quality ICT products in Sri Lanka.

The company's unique sales and marketing approach with service excellence skills has assured the industry high quality service with social responsibility. Today Micro PC Systems has an exceptionally skilled and qualified team of service personal and marketers devoted to maintaining the highest level of competitiveness and quality. Believing in continue development and service improvements, the company is dedicated to invest in becoming accustomed and gain knowledge. Accordingly, to team up with the various new principles and synergize to achieve set common goals.

Possessing over a decade of experience in the industry and with the most innovative products from world renowned brands, makes Micro PC Systems undoubtedly the market leader in the industry. Hence, Micro PC systems has grown from strength to strength and thereby has become one of Sri Lanka's leading ICT Solutions and Electronics Company and has received several prestigious awards in the region. For an exceptional service and business development activities, besides the civil war conditions, Micro PC systems was recognized by and has won the Presidential award for service excellence for 2006, 2007 and 2008 consecutively, for the north region.



K A C O 
new energy.



aluplast, Pioneering Solutions for uPVC windows and door profiles

aluplast, is the leading most energy efficient uPVC window and door profiles manufacturing company throughout the globe, the brand is known for its revolutionary innovations and customized product designing across the world! Currently, the company has its strong hold over 80 countries with its 1400 business partners, multiple sales offices & production sites, along with enormous number of satisfied consumer base internationally. We are a universally trusted name in the fenestration industry beyond the international boundaries, tend to produce and offer finest engineered products matching the international standards.

Company Background

A leading innovator in just 30 years the company was founded by Manfred J Seitz in 1982, headquartered in Karlsruhe, Germany, the brand is one the top manufacturers in Europe for doors and windows profiles. Currently the company has its multiple operational offices, production plants and subsidiaries globally and has received the TOP100 award for being one of the 100 most innovative medium-sized companies in Germany in 2016.

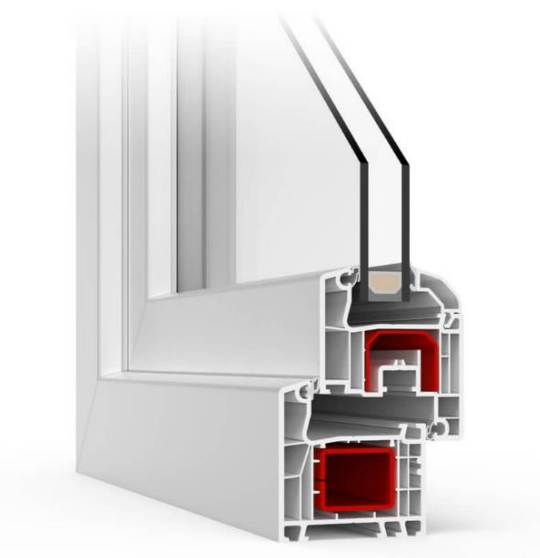
About aluplast India

aluplast India, a fully owned Indian subsidiary, has been successfully marketing our uPVC fenestration solutions throughout the country since 2008. Since 2016 we are supplying both from Germany directly as well as from Asia's most modern uPVC profile extrusion plant in Vadodara, Gujarat. Mr Arun Sharma, Managing Director, **aluplast India Pvt. Ltd**, in his kind and experienced mentorship company is running on its forefront since then. Previously, our director, Arun Sharma was associated with HT Troplast which is also a German brand in India, one of the leading companies in PVB films used for Laminated Safety Glass and Trocellen Crossed Linked PE foam, for 15 years. Also, he is a founding member of and General Secretary of **IFF - International Fenestration Forum** (www.i-f-f.org), an international forum (NGO/ Non-profit organization) to spread knowledge on glass, windows and façade technology.

Technologically advanced product

- **COEXTRUDED GASGETS** Excellent insulation against heat, noise, rain and pollution as well as Energy Saving
- **LEAD FREE AND ENVIRONMENTALLY FRIENDLY** Profiles made from uPVC raw material and 100% lead free Nontoxic and harmless for humans and nature, easy to recycle
- **SAFE AND SECURE** Excellent burglary resistance Self-extinguishing in case of fire
- **COLOUR PROOF AND HIGHLY DURABLE** No change in color and top UV protection due to tropical mix and resistant against termites, rotting corrosion- low maintenance
- **CERTIFIED QUALITY** Made in accordance to EU Quality Standard EN 12608 for uPVC window profiles Internationally tested and certified

aluplast is a synonym of innovation and technology - We openly promise to provide "the best" products and services in the market with our five principles - Safety, Security, Solar, Sound and Sustainability.



INHORGENTA MUNICH 2019 22-25 February 2019 in Munich https://www.inhorgenta.com/index.html	Inhorgenta Munich is an international trade fair for jewelry, watches and lifestyle and can now confirm its role as one of the leading trade fairs in the sector. The annual exhibition is open to trade visitors only. At the Inhorgenta exhibitors show the latest jewelry and watch collections for the coming season. Exhibitors include watchmakers, goldsmiths and silversmiths, appraisers, gemologists, mineralogists, jewelry designers, engravers, opticians and electroplating companies.	
PROWINE 2019 17-19 March 2019 in Düsseldorf https://www.prowein.com/	"ProWein" is the leading trade fair for the wine and spirits industry, which takes place once a year in Düsseldorf. It is aimed exclusively at trade visitors from the retail, wholesale and foreign trade, gastronomy, hotel and manufacturing industry. Internationally renowned wineries present their exquisite creations made of many different grape varieties. Accompanying themed tastings, interesting and diverse presentations, informative talks and culinary events at the booths themselves as well as in the ProWein forum and the tasting area Munus Vini expand the offer of the fair.	
BAUMA 2019 8-14 April 2019 in Munich https://www.bauma.de/index-2.html	Bauma is an international trade fair for construction machinery, building material machines, mining machinery, construction vehicles and equipment and has firmly established itself as the world's leading trade fair of the industry. The exhibition is divided into four areas: construction sites, production of building materials, mining with raw material extraction and processing and component and service suppliers.	
PHOTOKINA 2019 8-11 May 2019 in Cologne http://www.photokina.com/	Photokina is the leading international trade fair of the entire photographic and imaging industry. It offers as the only event worldwide the comprehensive presentation of all visual media, all imaging techniques and all imaging markets - for professionals and for consumers. The photokina is divided into five theme worlds: Capture your world - cameras, lenses and equipment, Light up your world - light, flashes and tripods, Share your world - store, connect and transfer, Create your world - input, treatment and processing, Show your world - finishing, printing and presentation.	
INTERSOLAR GERMANY 2019 THE SMARTER E EUROPE 2019 15-17 May 2019 in Munich https://www.intersolar.de/en/home.html	Intersolar Europe is the world's leading exhibition for the solar industry and its partners and takes place annually at the Messe München exhibition center in Munich, Germany. The event's exhibition and conference both focus on the areas of photovoltaics, solar thermal technologies, solar plants, as well as grid infrastructure and solutions for the integration of renewable energy.	
TRANSPORT LOGISTIC 2019 4-7 June 2019 in Munich https://www.transportlogistic.de/index-2.html	Transport Logistic is the world's leading trade fair for logistics, mobility, IT, and supply chain management, and global industry gathering in Munich. It gives visitors a complete look at the entire process chain of the transport and logistics sector. At the trade fair, more and more exhibitors from Germany and all around the world present their innovative products and services. Transport logistic Munich also features an extensive program of related events and conferences. Furthermore, the trade fair serves as ideal platform for knowledge transfer and networking.	
GIFA 2019 25-29 June 2019 in Düsseldorf https://www.gifa.com/	Gifa is an international exhibition for foundry, foundry products and foundry technology and one of the world's largest and most competent fairs of this kind. The focus of GIFA is on the subjects foundry equipment, raw materials and supplies, die-casting technology, foundry chemicals, suppliers, loading and processing technology.	
SPOGA+GAFA 2019 1-3 September 2019 in Cologne http://www.spogagafa.com/	Spoga+gafa takes place every year in Cologne and is the leading international trade fair for the garden and leisure industry. It is an internationally-oriented trade fair 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.	

REHACARE 2019 18-21 September 2019 in Düsseldorf https://www.rehacare.de/	Rehacare is one of the world's leading international trade fairs for rehabilitation, prevention, care and inclusion. It takes place once a year in Dusseldorf and looks back on 30 years of expertise. The fair is the information and communication platform for people with disabilities, with need of nursing care, for the elderly and the chronically ill people. Whether mobility and daily living aids, outpatient or inpatient care aids, communication equipment, barrier-free living concepts or sports, travel and leisure ideas, visitors of the Rehacare will find everything under one roof.	
ANUGA 2019 5-9 October 2019 in Cologne http://www.anuga.com/anuga/index-2.php	Anuga ("General Food and Drink Trade Fair") - is a large-scale trade show for the food catering, retail and trade industries. The event takes place every two years and its last edition in 2017 was attended by 165,000 visitors. Additionally, over 7,400 exhibitors presented top culinary delights from across the globe.	
EXPO REAL 2019 7-9 October 2019 in Munich https://www.exporeal.net	EXPO REAL is the working and networking trade fair for the decision-makers of the property and investment sector. 41,775 participants from 75 countries used the 2017 show to initiate new projects, close new deals and make contacts on the decision-making level—throughout the life cycle of a property: From development, financing and implementation to marketing, operation and use. This is where the who's who of the property industry meet. It makes EXPO REAL the unmissable platform for generating new business and maintaining contacts.	
K- MESSE 2019 16-23 October 2019 in Düsseldorf https://www.k-online.com/	K Düsseldorf (plastics fair Düsseldorf) is an international trade fair for plastics, rubber, plastics processing and plastics manufacturing worldwide. The exhibition offers of the more than 3,000 national and international exhibitors of K Messe Düsseldorf (plastics fair Düsseldorf) including machinery and equipment, raw and auxiliary materials as well as semi-finished products, technical parts and reinforced plastic products. The leading trade fair Düsseldorf K Messe is supplemented by a supporting program with a special show.	
A+A 2019 "Safety, Security and Health at Work International Trade Fair with Congress" 5-8 November 2019 in Düsseldorf https://www.aplusa-online.com/	A-A Congress is a 4 day event being held from 5th to the 8th November 2019 at the Fairground Dusseldorf in Dusseldorf, Germany. This event showcases work safety, health at work, high-risk prevention, operational environmental protection, avoid damage and deterioration, metrology prevention of accidents. safety engineers -and commissioned manager, entrepreneur, operational, staff councils, occupational physicians, occupational physicians, supervisory bodies, governmental and BG Set.	
MEDICA 2019 18-21 November 2018 in Düsseldorf https://www.medicatradefair.com/	MEDICA is the world's largest event for the medical sector. The event is the largest medical trade fair in the world - it attracted more than 5,100 exhibitors from 70 countries in 17 halls.	

<p>MEDICARE 2019</p> <p>1-3 March 2019 in Colombo</p> <p>15-17 March 2019 in Jaffna</p> <p>http://www.medicare.lk/</p>	<p>Medicare 2019, Colombo consist of three exhibition Hall featuring Healthcare Expo, International Medical Tourism Expo and Ayurveda Expo.</p> <p>This milestone event will consist up to 220 local and International stalls in the medical sector to showcase their product and services, in order to educate more than 15,000 general public.</p> <p>‘MEDICARE - Healthcare Exhibition’s primary objective is to provide general public with timely, accurate and important information and updates on; health issues as well as the state-of-the-art healthcare technology, proper disease prevention methodologies, recent changes in the health sector, effective treatment methods, the best services available in hospitals, laboratories and much more.</p>	
<p>DYE+CHEM SRI LANKA</p> <p>07 - 09 March 2019 in Colombo</p> <p>https://www.cems-dyechem.com/</p>	<p>Dye+Chem Sri Lanka is an exclusive fair of chemicals and technologies for surface treatment. The fair is open to trade visitors from all over the world and offers the opportunity to get information about the latest technologies and developments.</p>	
<p>BUILD SL 2019</p> <p>22-24 March 2019 in Colombo</p> <p>http://www.buildsl.com/</p>	<p>Build SL 2019 - Housing & Construction Expo is organized by the Chamber of Construction Industry Sri Lanka (CCI), with the objective of providing a platform to the construction industry stakeholders to display their products, services, new technologies and capabilities to the potential customers and general public.</p>	
<p>GENTEX 2019</p> <p>25-27 July 2019 in Colombo</p> <p>http://www.gentexfair.com/index.html</p>	<p>GENTEX fair is organized with the intention of bringing all the textile manufacturers under one roof to display their products and expand into international markets. The fair is all about textiles and will focus on yarns, apparel fabrics, trims & accessories, denims, allied services and garment machinery.</p>	
<p>PROFOOD PROPACK 2019</p> <p>2-4 August 2019</p> <p>http://www.profoodpropack.com/</p>	<p>“Pro Foods/Pro Pack & Agbiz 2018” the most comprehensive Agriculture based processed food /packaging exhibition is back with a new look with a complete one stop shop solution, the theme is “ From the Farm to the Kitchen”. Sri Lanka's only Agriculture, Food & Packaging industry event, Pro Foods/Pro Pack &Agbiz will attract all stakeholders from the retail and wholesale Food/Beverage service sectors generating new connections and new business for everyone involved.</p>	

Delegation visit from Germany to Colombo on the topic “Solar Energy as Energy Source for buildings”	25 th - 28 th March 2019
German Pavilion at Build SL 2019	22 nd - 24 th March 2019
Informational business trip to Germany on “Renewable Energy Technologies”	6 th - 10 th May 2019
Initiation of business trip from Germany to Colombo on “Sustainable Mobility, Traffic & Public Transport Solutions and Logistics”	24 th - 27 th June 2019



Services offered by AHK Sri Lanka

1. Market Entry Support
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