

NEWSLETTER, OCTOBER 2020

INDO-GERMAN CHAMBER OF COMMERCE

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EVENTS

GERMAN DAYS DIGITALES 2020

We are delighted to inform you that IGCC is organising the '**German Days Digitales - The Digital Experience**' from the **3rd to 7th, October 2020**. A digital campaign under the umbrella concept of the German Days in India 2020. It is a first of its kind digital confluence of presentations, discussions, networking and e - showcase of German Industry. The program begins on the 3rd of October, with the celebration of the German National Day.

GERMAN DAYS DIGITALES 2020 will endeavour to cover the following facets:

- *Promote our members by creating a platform to identify services and deliver the requirements of various organizations.*
- *Promote German Excellence in India*
- *Prelude to the 65th year anniversary of the IGCC in 2021*
- *Develop and roll out B2B and B2C virtual market places among the various industries/ sectors participating.*
- *Enable Business matchmaking to bring companies and customers together to bridge gaps of their needs.*
- *Highlight Germany's rich and diverse culture, art, history, culinary among others.*

Tentative outline of the program:

- Saturday, 3rd Oct - The German National Day will be celebrated by the German Embassy in New Delhi launching the German digital days and the platform goes live for a period of one month.
- Sunday, 4th Oct – This will be a purely entertainment day – fun activities, German cooking session, virtual Oktoberfest etc
- Monday 5th to Wednesday 7th Oct - Interactive business days showcasing German Presence and excellence in India. In parallel powered packed knowledge forums covering Industry 4.0, Sustainability, Skilling, Education, Investment summits and much more.

To register kindly visit this link - <https://www.germandays-digitales.com/>

Online Delegation from Germany: Water and Waste Water Management

The Indo-German Chamber of Commerce (IGCC) together with the German Water Partnership is organizing a business delegation to India for German companies in the water sector **from 05th to 09th October 2020**. The program will consist of online information event where the German companies will present about the products and technologies. They are also available for pre-arranged individual meetings between **7th and 9th October 2020**.

For more details please visit: <https://indien.ahk.de/events/event-details/digital-delegation-to-india-water-and-waste-water-management>

Virtual Biogas Training Tour

A digital training tour is being organized on 7th & 8th October 2020 by the Indian Biogas Association (IBA) in coordination with the German Biogas Association (GBA).

This event is supported by Brazil Biogas Association (BBA) and Indo-German Chamber of Commerce (IGCC).

For more details please visit: <https://indien.ahk.de/events/event-details/virtual-biogas-training-tour>

Innovations in Production Technology - Machine Tools from Germany

VDWSymposia India: 20.10-21.10.2020

In cooperation with and on behalf of the **German Machine Tool Builders' Association (VDW)**, we at the **Indo-German Chamber of Commerce (IGCC)** here with cordially invite you to WebSymposia on "Innovations in Production Technology-Machine Tools from Germany" on the 20th and 21st of October, 2020 at Industry Arena portal from 14:00-17:00 hrs. (IST)

TO PARTICIPATE PLEASE REGISTER AT THE LINK GIVEN BELOW:

www.industryarena.com/websessions/symposia-india

Participation in the symposia is free of cost however registration prior to the event is necessary.

Please note that you can also connect to the speakers for B2B matchmaking on the portal.



For any additional information or assistance, you may please contact:

1. Mr. Sumit Sharma, Regional Director, IGCC Bangalore E : sumit.sharma@indo-german.com
2. Ms. Sumati Sud, Director-Business Development, IGCC New Delhi E: sumati@indo-german.com

Doing Business in India – Navigating the New Normal

The Indo-German Chamber of Commerce together with its knowledge partner Cyril Amarchand Partners invite you to an interactive conversation on corporate, employment and regulatory challenges faced by Indian businesses in the post-pandemic world.

Date: Wednesday 21st October 2020

Timings: 2.30pm to 3.30 pm

Participation is free so please do kindly register. Participation link will be uploaded shortly on our homepage <https://indien.ahk.de/>

2021 German Entrepreneurship Award for Development

The competition for the 2021 German Entrepreneurship Award for Development is now open. The award recognises entrepreneurial commitments that benefit the local population in developing countries and emerging economies.

The Award is conferred by Carl Duisberg Gesellschaft e.V. (CDG) on behalf of the German Federal Ministry for Economic Cooperation and Development (BMZ). It recognises companies' existing commitment and, at the same time, provide the impetus for innovative ideas. The competition is open only to German and European companies. Last Entries Deadline: 1st November 2020. Award Prize of € 30,000 to winners from 2 categories.

For more details please visit: <https://indien.ahk.de/news/news-details/2021-german-entrepreneurship-award-for-development>

EDUCATION & TRAINING



amfori

As the leading global business association for open and sustainable trade, amfori brings together over 2,400 retailers, importers, brands and associations from more than 40 countries. We believe in a world where all trade delivers social, environmental and economic benefit for everyone. We call this Trade with Purpose ([Read More](#)). IGCC hosts the representation for amfori in India.

Capacity Building activities for amfori Producers:

Date	Topic
05-Nov-20	Webinar on amfori BEPI
24-Nov-20	Webinar on amfori BSCI
09-Dec-20	Webinar on amfori BEPI

Unleash Opportunity Webinar:

Date	Topic	Location	Time
29.10.2020	Trade Preferences With Purpose	Online	10:00 am - 11:00 am CEST
29.10.2020	Is Sustainable Fashion a Contradiction in Terms: What Can Businesses Practically Do to Make a Real Difference?	Online	11:15 am - 12:15 pm CEST

Training Programme (online webinars) with Alliance for Integrity (AFIN):

Date	Topic
08-Oct-20	Session 8: Financial Access for SMEs in times of COVID

For more information please contact Natasha Majumdar, amfori Network Representative – India Tel: +91-22-6665-2139 E-mail: Natasha.majumdar@amfori.org

Executive Business Management Programme Admissions Open

Your Blueprint for Excellence

The IGTC EBMP is now open to working professionals nationwide. It is offered in two part-time options:

- New Quarterly Format; 6 blocks of 9 days each, once every three months in Mumbai (commencing on 9th January 2021) or the

- Traditional Weekend Format in Mumbai (commenced on 5th September 2020, but few seats still available)

Programme Features at a Glance:

- Attend live classes with entrepreneurially-driven, industry professionals from diverse backgrounds.
- Apply the German Dual System merging German precision and excellence with Indian innovation and agility.
- Learn from India's top Business School faculty with rich corporate and academic exposure.
- Grow with expert feedback and assessment on a live project or an integrated business plan to accelerate the growth and profitability of your organization.
- Earn a Management Certification by the Indo-German Chamber of Commerce (IGCC).
- Access a professional network of over 5,500 IGCC member companies and belong to a global fraternity of over 2000 IGTC alumni.
- Enhance intercultural understanding of 'Business Environment Germany' with an intensive study trip to DHBW Karlsruhe, Germany (optional).

Download EBMP Brochure or **for further information visit www.igtcindia.com or contact Meghna Mody | +91-7045366565 | ebmp@igtcindia.com**

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Train the Trainer certification course “Ausbildung der Ausbilder – International”

6th November – 22nd November 2020 (Basic Version) / 6th December 2020 | Every Fri/Sat/Sun, 4 hours per day | Online

With global competition, it's employees' skills and competence levels that provide a competitive edge to a company. Effective skill development is no longer a task of trainers, but also leaders need to continuously coach their team members on the job.

The flagship training concept “Ausbildung der Ausbilder – International” empowers both these groups to develop and implement impactful skilling measures on the job: The 40-hour **Basic Version** equips leaders and HR professionals with the pedagogic know-how to coach trainees on the job. On successful passing, participants are awarded an internationally recognized certificate by DIHK and IGCC.

For more information and to register, contact Ms. Isabell Jenninger and Ms. Purva Ghotkar | +91 20 41047 -114/-118 | dualpro@indo-german.com.

Examiner Foundations Training

24th – 26th November 2020 | 6.00 – 8.00 PM (2 hours per day) | Online | Free of charge

Independent examinations, overseen and evaluated by experienced practitioners from the industry and vocational schools, are an important pillar and substantial contributor to the high quality of the German dual vocational education system. The foundations training equips professionals interested in becoming examiners with the knowledge, skills and capabilities needed to take on this important role and join a vibrant community of vocational training experts in Pune and Coimbatore

For more information and to register, contact Ms. Isabell Jenninger and Ms. Purva Ghotkar | +91 20 41047 -114/-118 | dualpro@indo-german.com.

Management Development Programme (MDP) on Strategic Financial Management

(Tentative) 4th – 19th December 2020 | 10.00 am – 12.00 Noon | Every Fri/Sat, 2 hours per day | Online | Chargeable

The main features of the programme are:

- Three-week programme for working professionals
- Sessions on Fridays & Saturdays
- Duration of one session: 2 hours
- Experienced faculty member with years of industry background
- Certificate awarded by Indo-German Training Centre at the end of the programme
- Course fee: Rs. 10,000 including 18% GST

The programme will be conducted by Mr. Arijit Chakraborty, Chartered Accountant at Arijit Chakraborty & Associates.

For more information and to register, contact Ms. Madhura Ghosh Mukherjee | +91-9560108249 | madhura@indo-german.com.

BUSINESS ENQUIRIES

1. Indian Daughter Company of renowned German parent is looking out for buyers

A 100% Indian subsidiary of a renowned German company, based in Pune since 2007, is on the lookout for an **“acqui-hire partner”** to take over its well established team.

The German parent is a one of the top 3 global automotive engineering companies and the subsidiary is the “Best Cost Country” engineering design centre for the parent for mechanical engineering topics. The Indian team has competency in powertrain engineering design (combustion engines, transmissions, hybrids, e-drives and battery) and vehicle engineering design (Class-A surfaces, interiors, exteriors and BIW). The team has deep experience of product development from concept to series production release for European OEM’s like Audi, BMW, Bentley, Porsche, Skoda, VW etc.

The team of 14 mechanical engineers working out of Pune has been trained in Germany for up to 2 years and possess an average work experience of 9 years. The rented office in Pune has a TISAX certified data security system, servers, networking infrastructure, access controlled dedicated project rooms and a highly secure network connection to the parent in Germany.

For more details, please contact: mira.dalvi@indo-german.com or chaitra.dole@indo-german.com


2. A German company is looking to source Nicotinamide riboside chloride: CAS 23111-00-4,

Nicotinamide mononucleotide: CAS 1094-61-7, Apigenin: CAS 520-36-5, Betaine: CAS 107-43-7 from India. It requires food-grade products along with a certificate of analysis regarding purity and heavy metals of the products. The company is also open to explore possibilities of contract manufacturing in India for these products.

For more details, please contact chaitra.dole@indo-german.com and denise.eichhorn@indo-german.com

3. German company looking for an established distribution partner in India for their products

A reputed German company which is into manufacturing world-class machines in burner,



heating & cooling technology is looking for an established distribution partner in India for their products, especially for their universal oil burners which are on the market for nearly 30 years and represent a high-quality solution for burning all kind of oils. The distribution partner should have experience in working with European companies, preferably German companies, and it would be great if the partner has established network in the burner & heating sector in India.

If this inquiry interests you and is directly relevant to your company then please write to Mr. Devraj Banerjee at devraj.banerjee@indo-german.com

4. German company looking for an Indian distributor for high-quality dietary supplements and health products

A renowned German company specializing in the production of high-quality dietary supplements and health products for the B2C market is looking for a distributor in India. The distribution partner should have experience in working with European companies preferably German companies and should have an established network in pharmacies, drugstores or food stores. Other main responsibilities of the distributor are listed below:

- Imports, Custom clearance, Registration requirements, Storage, Marketing and Sales of the products
- Should have experience in marketing of pharmaceuticals, medical devices and health care products to pharmacies, drugstores and specialist stores
- Should have an own warehouse and logistics infrastructure, including being versed in the legal requirements for the marketing of food supplements

If this inquiry interests you and is directly relevant to your company then please write to Mr. Devraj Banerjee at devraj.banerjee@indo-german.com

5. A German start-up is looking for a distributor in the Indian market

A German start-up which is into dealing with refurbished ultrasound machines is looking for a distributor in the Indian market. The company is focused on sustainably exporting refurbished ultrasound systems from Germany to India. They need a distributor who is experienced in trading of refurbished medical & similar equipment and has an extensive network with clinics, hospitals & nursing homes.

If this inquiry interests you and is directly relevant to your company then please write to Mr. Devraj Banerjee at devraj.banerjee@indo-german.com

TRADE FAIRS IN GERMANY

BERLIN TRADE FAIRS

ITB Asia 2020, 21 - 23 October 2020, Singapore

The annual three day B2B trade show and convention for the travel industry - ITB Asia now in its twelfth year will take place from 21-23 October 2020 at the Marina Bay Sands, Singapore.

ITB Asia will take place as a virtual event together with MICEShow Asia and TravelTech Asia. The ITB Asia 2020 Virtual Event will be hosted on the new ITB Community platform. ITB Community will facilitate a year-long virtual engagement program for key stakeholders. This will allow exhibitors to continue to forge new partnerships and strengthen existing business relationships with important players in the region. Those who register for a booth at ITB Asia 2021 physical event before 31 October 2020 will receive a **complimentary Virtual Booth Listing package** in ITB Asia 2020 Virtual event, together with benefits worth up to USD 9,200 and many more.

More information on: <https://www.itb-asia.com/>

ITB Berlin 2021 (10-14 March 2021), Berlin, Germany

In these exceptional times, the enthusiasm of the travel industry is unbroken. This is more certain than ever, that there is nothing that can compete with the magic and authenticity of physical meetings. The world's leading travel trade show ITB Berlin will take place in Berlin from **10-14 March**. Countries, cities and regions, tour operators, online booking portals and hotels and many other service providers from over 180 countries present their products and services. This is where top decision-makers, experts, buyers and young professionals from every area of the touristic value-added chain meet to gather information about important topics and the latest trends, establish business contacts and close global deals. In addition, the various halls at ITB are divided into separate segments which reflect the most current topics, thereby making it easier for trade visitors to navigate the show. At the Virtual Market Place® visitors can research exhibitors, products and networking participants – establish contact with them and set up meetings in advance – to optimally prepare their visit. Thus one can experience the whole world of travel at ITB Berlin – all in one location.

The stand registration for 2021 is online & paperless for the first time. Interested companies can log on: <https://www.itb-berlin.de/en/Exhibitors/StandRegistration/index.jsp>

For more information, please visit www.itb-berlin.com

InnoTrans 2021, 27 to 30 April 2021, Berlin, Germany

In order to contain the spread of SARS-CoV-2 the Senate of Berlin imposed a ban on staging large events, in particular trade fairs, until end of October 2020. As a result, InnoTrans will now take place from 27 to 30 April 2021. Organised by Messe Berlin, InnoTrans is the leading international trade fair for transport technology and takes place every two years in Berlin. The broad segments of this fair are Railway Technology, Railway Infrastructure, Public Transport, Interiors and Tunnel Construction. InnoTrans occupies all 41 halls available at Berlin Exhibition Grounds. A unique feature of InnoTrans is its outdoor and track display area, where everything from tank wagons to high-speed trains are displayed on 3500 metres of track. **Website:** <https://www.innotrans.de/en/>

For information on Berlin Fairs, contact Ms. Tanu Ailawadi at 011 47168822 (tanu@indo-german.com) or Ms. Norma Xavier at 022 66652142 (norma.remedios@indo-german.com)

HAMBURG TRADE FAIRS

Digital Event: WindEnergy Hamburg from 1 to 4 December 2020

Hamburg, 23 September 2020 – WindEnergy Hamburg, the leading global trade event, will not be held on the Hamburg exhibition campus this year. Instead, Hamburg Messe und Congress plans to host a fully digital event in response to the coronavirus pandemic and its global impact on trade fairs and international travelling.

WindEnergy Hamburg - the international trade fair for the wind industry that presents the entire value chain in the onshore and offshore sectors. The event is dedicated to bringing the global wind energy industry together, covers the whole value chain of wind energy, and provides a special focus for expertise in its section on storage technologies.

One of the highlights that had been planned for the event, the Premium Conference by WindEurope, will likewise be held digitally: "This year's WindEurope Conference comes in a new form. For the first time, alongside the main conference programme, there'll be a 'Wind TV' channel which will give access to exclusive live and on-demand content. So you won't just be tuning into Teams/Zoom panels!" says WindEurope CEO Giles Dickson. The high-level virtual conference will focus on how to unleash wind's full potential. It'll cover permitting, community engagement, electrification, renewable hydrogen, technology and innovation and the wind energy supply chain.

The range of digital services arranged by WindEnergy Hamburg 2020 will be presented in the near future. Around the same time answers to many questions surrounding the digital event will be posted on www.windenergyhamburg.com.

For information on Hamburg Fairs, contact Ms. Tanu Ailawadi at 011 47168822 (tanu@indo-german.com) or Ms. Norma Xavier at 022 66652142 (norma.remedios@indo-german.com) or Ms. Lea Miram (Lea.Miram@hamburgmumbai.com).

REGIONAL ACTIVITIES/EVENTS



CHENNAI

Office-in-Office Offer

The Indo-German Chamber of Commerce in Chennai (located at: New No.32, G N Chetty Road, T.Nagar, Chennai 600 017) offers the following office space for rent:

1. 575sq ft. of furnished and air-conditioned space available on the 2nd floor
2. A 25-seater meeting room of about 500sq ft. is available for small events, presentations and workshops
3. An air-conditioned single desk executive office cabin of about 30sq ft. available for rent with immediate effect

For more information contact Vikey Nishanth - 044 28340835/36; Email vikey.nishanth@indo-german.com

KOLKATA

IGCC Kolkata office is offering their **Conference Room** to its members for internal meetings or seminars.

For further details contact Sharon Mogose: Tel: 033-22837970/22837962 sharon.mogose@indo-german.com



PUNE

Partner Support Program (PSP)

IGCC provides support to expatriates and their spouses to ease their experience abroad in terms of advice for work and career, intercultural trainings and social work. The program also entails language courses and management degree courses. **For more information contact the IGCC pune@indo-german.com or visit <http://indien.ahk.de/services/partner-support-program/>**

Office-in-Office Offer

The Indo-German Chamber of Commerce in Pune (located Nucleus Mall, Camp) offers the following office space for rent:

1. A 35 theater style seating conference / meeting room / for small events/ presentations/ workshops
2. An exclusive well-lit cabin with space for 2-3 work stations for a small team, with ample storage as well.
Available for rent with immediate effect

For more information contact Mira Dalvi Sahni at mira.dalvi@indo-german.com

SERVICES

Tax filing

Have you filed your Indian Income Tax declaration?

German companies possessing a PAN card and availing the benefit of the tax treaty between India and Germany are obligated to file their income tax declaration in India. IGCC facilitates filing of income tax declarations in India for German companies with the support of tax experts. The deadline for companies to file their declarations for the financial year FY 2019-2020 is **November 30, 2020**. **For more details, please contact Ms. Ummesallama Bhatrri ummesallama.bhatrri@indo-german.com.**

Official delegation visits of Member Companies

IGCC can help organize/coordinate official delegation visits of Member Companies, viz:

For Indian member companies - corporate group visits to Germany and Europe

For German member companies – corporate group visits to India

Programmes could include integration / briefing, seminars with local / international speakers / trainers, company visits, business meetings and dinners, local stay and transport arrangements, etc

For further information and costings, contact events@indo-german.com

Start-ups

We help you explore one of the fastest growing start-up ecosystems India and Germany/ **For more information contact chaitra.dole@indo-german.com / <http://indien.ahk.de/services/startups/>**

German Trade & Information

If you are looking at doing business in Germany, we help you to find the right business partner importers, exporters, manufacturers, suppliers & service providers in Germany. **For more details, please contact chaitra.dole@indo-german.com or call +91 22 66652159.**

Senior Experten Service (SES)

Senior Experten Service (SES) is the Foundation of German Industry for International Cooperation. It is a non-profit organisation. SES is Germany's leading volunteering organisation for experts and executives who are either retired or taking some time off work (Weltdienst 30+). SES Experts are volunteers whose activities are oriented towards quick and pragmatic assistance, predominantly in technical and economic sectors, as well as for providers of vocational training and health care services. Their expert knowledge helps to boost sustainable economic and social development.

For further details contact Ms. Sharon Mogose, SES Representative, Indo-German Chamber of Commerce, Kolkata, Tel.033-22802236(D) /22837970/22837962/9007574312 Email: sharon.mogose@indo-german.com



Apprenticeship and Training Support

Are you looking to train apprentices, equip your team with new skills or retrain existing staff? Through DUALpro, we can assist you in developing and implementing highly effective short- and long-term dual training programs. Using quality standards of the German dual approach of vocational education and training, we guide you along the entire process – whether you need general advice, develop your curriculum, qualify trainers or examine and certify your training participants. **For more information, contract dualpro@indo-german.com**

Hamburg Invest

Hamburg Invest is the one-stop agency for national and international investment in Hamburg as well as the central partner of Hamburg's business sector on all topics relating to business development. We assist foreign companies to set-up their base in Hamburg by providing local business information, advising on company set-up and visa procedures, supporting in office and warehouse search etc. All services are confidential and free of charge. In India, Hamburg Invest is represented through the Hamburg Representation Mumbai and it is located in the Indo-German Chamber of Commerce in Mumbai. **Contact Lea Miram (Hamburg Business Manager) for more information at lea.miram@hamburgmumbai.com or visit www.hamburg-invest.com / www.hamburgmumbai.com**

PUBLICATIONS

INDO-GERMAN ECONOMY

Looking for new business opportunities? Reach out to the Indo-German Business Community through upcoming issues of our Bi-Monthly Business Magazine: the Indo-German Economy.

Advertise in our global magazine focused on Indo-German trade and cooperation. **For further details, email our advertisements department at jennifer@indo-german.com or advertisements@indo-german.com**

Greener, Cleaner World: Business Responsibility Initiatives in Eastern India

The publication titled “Greener, Cleaner World: Business Responsibility Initiatives in Eastern India” is a guide that highlights members’ initiatives, mainly in the environmental and CSR areas. **For details write to calcutta@indo-german.com or call 033-22837979 / 22837962.**

Partners in Progress German Companies in Eastern India

Rich natural resources, a well-educated talent pool and the closeness to South-East Asia are some of the advantages that the Region of Eastern India offers. Since the opening of the Kolkata office in 1957, IGCC has promoted business relations between Germany and the region. **Contact calcutta@indo-german.com or call 033-22837979 / 22837962.**

IGCC Members’ Directory

IGCCs “Members’ Directory”, a database listing 6000 member companies (including over 800 German companies located in India) with over 1400 product/service classifications is available for sale.

IGCC Contract Guide (in English)

The IGCC Contract Guide provides valuable information on Indian contract law and outlines some of its distinctive features. It contains samples of various contracts as Distributorship agreement and Articles of Association. Especially for foreign companies the IGCC Contract Guide serves as a valuable handbook for setting up valid contracts in India.

PUBLIC PROCUREMENT IN INDIA – Öffentliche Ausschreibungen in Indien” (In English & German)

The publication aims to provide an overview of the existing regulations on public procurement in the Republic of India for public entities, as well as bidders in public tenders.



Joint Ventures, Mergers & Acquisitions in India (in German and English)

This book serves as a preliminary guide to German/ Indian companies planning a collaboration in India.

The Business Law Magazine: a co-operation with the Indo-German Chamber of Commerce

The Business Law Magazine is an online English-language magazine primarily aimed at company lawyers, managing directors, judges, prosecutors and attorneys in Germany's leading trade partners. In articles written with real-world legal practice in mind, the magazine explores all important questions related to German corporate, commercial, tax, labour, compliance and IP/IT law: <http://www.businesslaw-magazine.com/>. Articles written by experienced lawyers deal with various aspects of German Labor Law in an international context. http://www.laborlaw-magazine.com/wp-content/uploads/sites/31/2016/05/LaborLawMagazine_1-2016.pdf

To order a copy of the above publications email swapna@indo-german.com or call on Tel.: 022-66652148

If you have any comments or suggestions, please write to Yvonne DSouza at membership@indo-german.com

Branch Offices:

New Delhi | Kolkata | Chennai (Madras) | Bengaluru | Pune | Liaison Office: Düsseldorf