YOUR TRUSTED PARTNER IN SRI LANKAN – GERMAN BUSINESS RELATIONS
Dear readers,

We are delighted to state that the economic growth rate of 3.7% in the first quarter 2019 was exceeding the official forecasts. After the terrible Easter Attacks, the Sri Lankan economy currently seems to recover faster than predicted. According to First Capital Research the 4th quarter 2019 corporate earnings will grow and according to the LMD-Nielsen Business confidence index, business confidence of the country is growing again. In comparison, the Index stood at 102 a year ago while the average for the last 12 months is 10 basis points higher.

The Delegation of German Industry and Commerce in Sri Lanka (AHK Sri Lanka) in cooperation with the German Embassy was able to initiate a fast way to resolve the challenges of German businesses. The first Sri Lankan German Fast Track Dialogue was held on 27th June 2019 at the Ministry of Development Strategies and International Trade. The event was organized by the AHK Sri Lanka in collaboration with the Ministry of Development Strategies and International Trade to create a better platform where the German businesses could address their current challenges and expedite the solutions. In addition to the representatives of the German companies, several leading government agencies participated in the meeting to contribute to the dialogue in relation to specific areas under their portfolio.

As a follow up of the visit of Hon. Sagala Ratnayaka, Minister of Ports and Shipping, to Munich and Berlin, AHK Sri Lanka is organizing the First German Sri Lankan Logistic Forum on 29th of August in Colombo.

“Top German Brands in Sri Lanka”, the major event for German businesses and their partners, has been scheduled to be held on 18th of September 2019 from 18.30 onwards at the Hilton Colombo Residences. This time, the event will consist of two highlighting occasions namely “the best German commercial video” and the launch of the German business directory.

AHK Sri Lanka has continued to intensify its engagement in Vocational training. End of June the first according German standards certified train the train course (ADA) has been successfully completed in cooperation with GIZ.

Yours sincerely,

Andreas Hergenröther
Chief Delegate of Delegation of German Industry and Commerce in Sri Lanka (AHK Sri Lanka)
The first Sri Lankan German Fast Track Dialogue was held on 27th June 2019 at the Ministry of Development Strategies and International Trade. The meeting was co-chaired by Development Strategies and International Trade Minister Malik Samarawickrama and German Ambassador H.E. Jörn Rohde as well as assisted by Chief Delegate of the Delegation of German Industry and Commerce in Sri Lanka Mr. Andreas Hergenröther.

In addition to the representatives of the German companies, several leading government agencies participated in the meeting to contribute to the dialogue in relation to specific areas under their jurisdiction.

During the meeting, it was stated that as a recovery plan of the tourism industry, a tourism promotion campaign will be held in Berlin to address tourists and travel agents and educate them about Sri Lanka. Furthermore, four tourism road shows will be held in Berlin, Stuttgart and other German cities.

The issues specific to German investors to which solutions were being sought include the registration of disinfectant products under the National Medicine Regulatory Authority (NMRA), VAT refunds for several German Companies, issues relating to the recovery of the tourism industry, issues relating to Cargo handling, outstanding payments for German Companies, tender procedures and payment of demurrages. Many of these outstanding matters were resolved or studied for a solution to be arrived at under a timeframe to solve them.

The German Sri Lankan dialogue will be held once in every three months.

In the meeting, the discussions were mainly focused on the promotion of the country’s strategic geographic location along with the future potentials & expansions of the industry, the development of the Port of Colombo as a logistics & distribution hub and the planned Logistic Conference in Sri Lanka. By addressing the gathering, Mr. Andreas Hergenröther stated that the German Sri Lankan Logistic Conference which is scheduled to host in August 2019, will be another step to strengthen the industry perspectives. Further he mentioned that the Logistic Conference will address some of the key topics including Maritime Strategies in Sri Lanka & the opportunities for cooperation and E-Commerce/Express.

Additionally, members of the committee added their interest and ideas on the proposed delegation and the Sri Lankan Pavilion at the Transport logistic China which is one of the international trade fairs organized by Messe München GmbH in Shanghai. The transport logistic China will take place on three days from Tuesday, 16th of June to Thursday, 18th of June 2020 in Shanghai.

If you are interested in joining with a sector committee please visit: https://srilanka.ahk.de/en/services/sector-committees/
First AHK-GIZ Train-the-Trainer AdA International–Basics course successfully conducted.

The Delegation of German Industry and Commerce in Sri Lanka (AHK Sri Lanka) coordinated the first “Train-the-Trainer Ada International–Basics” course which was held from 17th of June to 22nd of June 2019 in Colombo, Sri Lanka in collaboration with the Deutsche Gesellschaft für internationale Zusammenarbeit (GIZ) GmbH. The one-week long training conducted by the internationally experienced and ISO-certified coach Mr. Edwin Lemke revealed the basic concepts and methodology of quality training to 14 participants that work at multiple companies such as Dimo, Kramski, Nikini, Hellmann MAS, Leema Creations and CINEC. The goal of the training was to upgrade the 14 inhouse trainers' and mentors' knowledge and skills regarding their individual training and teaching skills by familiarizing them with new teaching concepts that are based on German standards.

For decades, Dual Vocational Training (DVT) has been the success factor for German companies, providing them with highly skilled and professional apprentices that are developed and educated inhouse. Important to consider in this context is that the apprentices' personal and professional development is crucially dependent and based on well-educated and trained inhouse trainers.

Being aware of this importance, the given course prepared its participants to train their company internal apprentices more effectively in future and included topics such as teaching methods for breaking down complex tasks, learning styles, apprenticeship structure, and many more. The complete training consisted of four modules that ensured a holistic learning from the analysis and definition of training, to its profound preparation, conduction and the final completion and evaluation.

Mr. Viraj Hewathanthri, Manager for Special projects & Didactic at Nikini appreciated the unique teaching approach of the course. In addition to group activities such as discussions, new techniques like “Vernissage” and “professional visualization” were applied, designing the training in a varying way through which inspirations for future inhouse trainings could be already obtained by the learners.

The 40 hours basic course followed German training standards and was adjusted curriculum-wise to the Sri Lankan working environment. The participants received learning and study material during the workshop and had to pass a 90 minutes written examination as well as a 30 minutes oral examination in the end where they had to practically show in a presentation how they implement the newly learnt content.

Out of the 14 participants, 11 inhouse trainers successfully passed the examination and received their certificate on 26th of June during the official “Certificate Handover Ceremony” at the premises of the AHK Sri Lanka office in Colombo. Mr. Andreas Hergenröther, Chief Delegate of German Industry and Commerce in Sri Lanka and Dr. Karsten Feuerriegel, Senior Adviser at GIZ, congratulated the participants on their successful passing and highlighted the importance of continuous training for the quality assurance in vocational training in Sri Lanka.

The successful completion of the training provides the graduate with the international certification for inhouse trainers accredited by the Association of German Chambers of Commerce and Industry (DIHK).

With this first successful AHK-GIZ Train-the-Trainer course, an important milestone regarding market-oriented vocational education and training to strengthen the Sri Lankan inhouse training was created.

A subsequent training to deepen the generated knowledge in the form of an AdA Full version is highly requested and already in its preparation phase. It is planned for the end of 2019.

About the coach

Edwin Lemke received his degree in Teaching Training in 1986 and has an extensive experience in “Train the Trainer” programs in multiple sectors among IT, Communications, Training and Consulting and more worldwide. In addition, he had been working for several international companies in Europe and Asia.
AHK Sri Lanka officially announced the date and venue of the 6th edition of “Top German Brand in Sri Lanka” initiative which provides an idea platform for German companies and German brand representatives to enhance their visibility and market potentials. The 6th edition of the “TOP GERMAN BRANDS IN SRI LANKA 2019” event will take place on 18th September 2019 with Chief Guest Hon Malik Samarawickrama, Minister of Development Strategies and International Trade and H.E Jörn Rohde, German Ambassador at the Hilton Colombo Residences from 6.30pm – 9.30pm.

The 5th edition was successfully concluded with more than 100 German brands and the keynote speech was delivered by Dr. Ruediger Schaefer, Regional COO Allianz Singapore, who presented an analysis of current opportunities in Sri Lanka with special attention being paid to the economic development and the regional impact of the island and its economic activities. This year, the keynote speech will be delivered by Mr. Sameer Goel, Managing Director & Head of Asia Macro Strategy of Deutsche Bank Singapore.

For the first time, there will be an award ceremony for “The Best German Commercial Video” which will be selected by an independent jury and the best 10 commercials will be displayed during the Top German Brands event.

In parallel to the event, German Brands directory which will includes the details of German companies and agents, will be launched during the event. The directory will be circulated on 19th of September 2019 along with Daily FT newspaper.

For registration and more details, please contact: Dilshan Nawanjana/dilshan@srilanka.ahk.de

German Sri Lankan Logistic Conference
-to strengthen the maritime and logistic industry-

The first German Sri Lankan Logistic Conference which will be held on 29th August 2019, is an essential gathering for the transport, logistics chain and supply chain sector to achieve their own goals. Mr. Steffen Bilger, Parliamentary State Secretary, Federal Ministry of Transport and Digital Infrastructure, Germany and Hon. Sagala Ratnayaka, Minister of Ports and Shipping & Southern Development will be joining as the chief guests at the inauguration.

The conference will be consisted of four keynote speeches and four panel discussions which will be delivered by industry experts, decision makers from the private and public sectors, on the current topics including maritime strategy in Sri Lanka, opportunities for E-commerce, logistic of the future and project logistics.

AHK Sri Lanka is always committed in promoting the bilateral business relations and this event is one of the initiatives to strengthen the Logistic and Maritime sector in Sri Lanka.

If your need more information about the event, please contact: Malintha Gajanayake/ malintha@srlanka.ahk.de

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A Productive visit to CINEC campus

His Excellency Mr. Jörn Rohde – German Ambassador, Mr. Andreas Hergenröther -Chief Delegate, Delegation of German Industry and Commerce in Sri Lanka and Dr. Karsten Feuerriegel, Senior Advisor at GIZ, Vocational Training in the North and East of Sri Lanka visited CINEC Campus Malabe on Wednesday 26th June 2019. They had fruitful discussion with the senior management of CINEC regarding the potential collaborations in the vocational training and introduce the German standards to the local curriculum. Additionally, the delegation had an opportunity to visit the simulators, workshops, ship in Campus, Lear Jet and other facilities of the campus.

About CINEC

The Colombo International Nautical and Engineering College (CINEC) is one of Sri Lanka’s largest non-state sector higher education institutes in Sri Lanka. The CINEC campus was established in 1990 and it is currently operating branches in Nugegoda, Trincomalee and Jaffna, and caters for over 20,000 students, annually, who follow a range of over 185 study and training programmes on offer, all leading to highly sought-after opportunities of employment in the fields of Maritime, Engineering, Information Technology, Logistics and Transportation, Aviation, Law, English, Hospitality & Vocational Training.
FTI Touristik Operation in Sri Lanka

With over 35 years of experience the group offers a vertically integrated business model, servicing the client from the start to the end of the journey.

Some Key Facts about FTI Group:

- FTI Touristik is a leading German Tour Operator, based in Munich, Germany.
- Source markets are Germany, Austria, Switzerland, France, UK and the Netherlands.
- 10.000+ employees worldwide
- FTI Touristik offers travel experiences in over 120 countries on five continents - one destination is Sri Lanka.
- FTI Group is operating four tour operators, FTI Touristik, the Last-Minute Engine 5 vor Flug, BigXtra and Windrose Finest Travel.
- The FTI Group is the distributor of sonnenklar.tv and Touristik Vertriebsgesellschaft TVG with more than 300 franchise travel agencies across Germany.

FTI Touristik clients are hosted by the local Destination Management Company (DMC) “House of Travels and Tourism – The Destination Insider Sri Lanka” upon their arrival until the departure. German mother tongue and very well German speaking employees take care about every single client in a very personal way and help to make every stay a memorable one.

Round Tours

As a worldwide Tour Operator, FTI Touristik operates with assorted round tour packages all over Sri Lanka with best planned and organized tours. Packages can be arranged as private or group tour as per the customer’s individual requirement. Explore the local traditions with Cultural Tours, treat your eyes with shimmering Nature, take place in breathtaking and thrilling Adventurous trips across the island followed by a soothing Ayurvedic and wellness tour or a relaxing Beach Stay to enjoy the wonderful paradise.

A la carte

Customize the tour to your own individual requirements and become it your private tailor-made trip. There is the option to select any hotel or any type of transfer and FTI Touristik offers the package through the A-la-Carte method tailor-made to every customers requirement. Let us know your personal travel wishes – we will fulfill your requirement.

Find more details: FTI Group [https://www.fti-group.com/en/home/]  House of Travels & Tourism [https://hottourism.lk/]
AHK Sri Lanka conducts a business delegation to “spoga+gafa” which is the world’s leading trade fair for the garden and leisure sector. The fair will be participated by high internationality of exhibitors and visitors. The fair will be held from 1st to 3rd of September 2019 in Cologne and the fair will be organized by the Koelnmesse GmbH. The delegation will consist of exhibitors and visitors from the Sri Lankan business sector. If you are interested in joining the delegation, please contact: Malintha Gajanayake/malintha@srilanka.ahk.de

Product segments:

- garden living (Garden Furniture, Decoration & Equipment, Sports & Games, Camping & Leisure)
- garden creation & care (Landgard Concept Days, Plants & Flowers, Biochemistry & Soils, Machines & Accessories, Tools & Accessories, Garden Equipment & Sheds, Water & Light)
- garden bbq (The world’s largest barbecuing fair - Grill & BBQ, outdoor kitchens & accessories, Outdoor Kitchen World)
- garden unique (exclusive presentations in the outdoor living section)

Figures of the previous event (2018):

Exhibitors : 2,152 from 61 countries
Gross exhibition space : 230,000 sqm
Visitors : 40,000 from 114 countries
K 2019, known as “The World’s No. 1 Trade Fair for Plastics and Rubber” and scheduled to take place in Düsseldorf from 16th to 23rd of October 2019. As the official representative of Messe Düsseldorf, AHK Sri Lanka will organize a delegation visit to the trade fair to promote the relevant industries in both countries.

K is the performance barometer for the entire industry and its global marketplace for innovations. For eight days, the “Who’s Who” of the entire plastics and rubber world will meet here to demonstrate the industry's capabilities, discuss current trends and set the course for the future.

K was first organized by Messe Düsseldorf in 1952 and takes place every three years. The last K in 2016 joined 3293 exhibitors from 61 countries on more than 173,000 m² of net exhibition space and 232,053 trade visitors, 71% of whom came from abroad.

For more details, contact Malintha Gajanayake/malintha@srilanka.ahk.de
For the first time in Sri Lanka, Delegation of German Industry and Commerce in Sri Lanka organizes a Sri Lankan pavilion at the productronica 2019 and will be leading a delegation to the trade fair. The event will be starting from 12th of November 2019 and the last day will be 15th of November 2019. As the world’s leading trade fair for electronics development and production, productronica offers to its exhibitors and visitors: world premieres and products, solutions and innovations spanning the entire value chain.

For more details, contact Malintha Gajanayake/malintha@srilanka.ahk.de
An across-the-board expansion in Agriculture, Industries and Services propelled first quarter growth in 2019 to 3.7% in the first quarter of 2019, the Census and Statistics Department said yesterday with the strongest showing of 5.5% growth posted by agriculture.

Issuing a communique on releasing National Accounts Estimates for the first quarter of 2019, DCS states that the economic growth rate of the country is estimated as 3.7% for the first quarter of 2019. The Gross Domestic Product at constant prices for the first quarter of 2019, was recorded as Rs.2,326,273 million, and GOP reported for the first quarter of 2018 was Rs.2,242,552 million. Growth in the fourth quarter of 2018 was just 1.8% following the Constitutional crisis.

The four major components of the economy viz. Agriculture, Industry, Services and Taxes, have contributed their shares to the GOP at current price by 6.9%, 31.6%, 53.9% and 7.7%, respectively, in this quarter.

The agricultural activities further expanded favorably by 5.5% compared to the expansion of 5.1% recorded in the first quarter of 2018. The industrial activities expanded satisfactorily by 3% in the first quarter of 2019 compared to the 1.7% recorded in the first quarter of 2018. Service activities reported further expansion of 4.1% during the first quarter of 2019, compared to the first quarter of 2018.

Among the sub-activities of Agriculture, 'Growing of rice' has expanded by 13.1% in this quarter compared to the first quarter of 2018. 'Growing of Oleaginous fruits including coconut' achieved an outstanding growth rate of 35.6% in this quarter compared to the recorded negative growth rate of 15.7% in the first quarter 2018. Meanwhile 'Animal production', 'Growing of fruits', 'Plant propagation activities and support services to agriculture', and 'Growing of vegetables' recorded substantial growth rates of 9.4%, 8.1%, 6.9%, and 4.7%, respectively, in the first quarter of 2019 compared to the first quarter of 2018.

The sub-activities of 'Growing of cereals, 'Marine fishing', and 'Growing of tea' showed contractions of 12.9%, 2%, and 1.7%, respectively, within the first quarter of 2019.

In industrial activities, the sub-activities of 'Construction' and 'Mining and quarrying' grew by 6.9% and 5.8%, respectively. Within the Manufacturing activities, 'Manufacturing of coke and refined petroleum products' reported a considerable expansion of 94.8%, while 'Manufacture of furniture', 'Manufacture of food beverages and tobacco products', 'Manufacture of textile, wearing apparel, and leather products', and 'Manufacture of rubber and plastic products' reported expansions of 5.7%, 2.3%, 1.9%, and 1.6%, respectively, within the first quarter of 2019.

Meanwhile 'Manufacture of wood and wood products', 'Manufacture of paper products, printing, and reproduction of media products', and 'Manufacture of basic metals and fabricated metals' reported considerable contractions of 23%, 11.2%, and 10.5%, respectively, within this quarter compared to the first quarter of 2018. The two activities, 'Electricity, gas, steam and air conditioning supply' and 'Water collection, treatment and supply' expanded by 0.6% and 6.4%, respectively, in this quarter.

Among the service activities, 'Telecommunication' and 'IT programming consultations and related activities' achieved considerably high growth rates of 15.1% and 11.7%, respectively, in the first quarter of 2019. Meanwhile 'Financial service activities', 'Programming and broadcasting activities', 'Insurance reinsurance and pension funding activities', 'Other personal services', 'Accommodation, and food and beverages services', 'Wholesale and trade', and 'Transportation of goods and passengers, including warehousing' have expanded by 9.8%, 8.1%, 8%, 4.6%, 4.5%, 4.4 %, and 1.8%, respectively, in the first quarter of 2019 compared to the first quarter of 2018.

DCS stated that a detailed report on the National Accounts estimates for the first quarter of 2019 has been published on the DCS website: www.statistics.gov.lk

Source: Daily FT, June 20, 2019
Colombo Dockyard PLC (CDPLC) delivered the first ever modern Cable Laying Vessel built for Kokusai Cable Ship Co. Ltd. (KCS) Japan, last Friday. The high-technology ‘KDDI Cable Infinity’ is meant for subsea operation and cable installation and repair works of optical cables as well as power cables.

This is the biggest ever vessel, price-wise as well as length-wise, built by Colombo Dockyard in its journey of shipbuilding excellence and the first ever ship built ‘in its class’ from Sri Lanka to Japan.

Gracing the occasion, Minister of Ports and Shipping and Southern Development, Sagala Ratnayaka said the foreign exchange and employment opportunities are more important for a country to achieve a sustainable economy. Thus, this kind of challenges needs to be taken which in turn assist the development of the country and save the foreign exchange spent on them.

Further he added, the ministry would try to persuade the removal of the prior experience condition which at present needs to be fulfilled by a ship building company to bid on an order.

“We are so proud of the Colombo Dockyard for building this without any prior experience in building this kind of ships and we believe that the CDPLC is capable of taking new challenges” Minister Sagala.

According to the geographical location of the country, development of the shipping industry is vital for the economic development whereas the Colombo Dockyard plays a major role in developing the shipping industry of the country.

“We believe that we will achieve an investment of USD 20 billion from the Port City. Thus, we will be able to increase the per capita income of the country by about USD 1,000.” Minister of Megapolis and Western Development, Patali Champika Ranawaka said.

The Managing Director, CDPLC, D.V Abeyesinghe said that among many other competitors from Japan, Singapore and Malaysia, the CDPLC was awarded this for the best performance showed by them in building ships.

Abeyesinghe also mentioned that the yard wants to bid for a dredger which Sri Lanka Land and Development Corporation (SLLRDC) is to buy. The dredger is to be used for sand mining to meet the growing requirements of the construction industry as sand stocks on land get depleted.

However, a contract condition specifying previous building experience restricted the CDPLC from bidding for the dredger deal.

The KDDI Cable Infinity built within two years by the CDPLC is based on a design supplied by VARD Designs, Norway. The vessel has many special features including low resistance hull lines designed for higher speed and low fuel consumption.

The CDPLC, established in 1973, collaborated with Onomichi Dockyard Co.Ltd of Japan since 1993. Having manufactured about 243 ships, they have exported about 70, to countries like India, Myanmar, Singapore and Saudi Arabia. They excel in ship repairing, ship building and heavy engineering.

Source: Daily News, June 24, 2019

Sri Lanka national inflation slows to 3.5-pct in May

According to the information of Central Bank of Sri Lanka, nationwide inflation slowed down to 3.5 percent in the 12-months to May 2019, for the first time in six months, from 3.6 percent in April.

The fall in the National Consumer Price Index compiled by the Census and Statistics Department in May 2019 was owing to the high base in the same month of the previous year.

In the food category prices contracted by 0.4% in May 2019 from a year ago while non-food inflation was 6.7%.

A statement said that when the monthly change is considered, the National Consumer Price Index (NCPI) increased by 1.1% in May 2019 with increases seen in prices of items in both Food and Non-food categories.

Core inflation, which reflects the underlying inflation in the economy, remained unchanged at 6.3% in April 2019 compared to the year before.

Source: ECONOMYNEXT, 21 June, 2019
First Capital expects improvement in corporate earnings towards 4Q19

The sharp decline in interest rates and resultant lower finance costs is likely to improve the earnings of listed corporates towards 4Q19 amid faster than expected recovery in the country’s economic outlook and lower rates, according to First Capital Research.

“The heavy decline in interest rates is expected to lower finance costs, thereby improving earnings of most listed entities towards 4Q19. In addition, lower Fixed Income returns may lead investors to hunt for alternative investment options with higher returns, of which equity investments is likely to be a more probable option considering the current attractive valuations. Thereby we expect an improvement in demand for stocks leading to a possible re-rating of the market,” -First Capital Research-

The equity research house also said despite the Easter Sunday attacks, Sri Lanka’s economic outlook has shown signs of resilience and ability to recover quickly as economic activities were seen returning to normalcy with the removal of travel advisories faster than anticipated.

“Though the unfortunate attacks and the subsequent events are likely to have impacted all sectors directly or indirectly affecting earnings of most companies, we believe that the impact has now been factored into the market and an accelerated recovery is more likely.”

Meanwhile, First Capital Research said the successful and early issuance of the US $ 2.0 billion sovereign bond by the Central Bank was a major confidence booster. The issue was oversubscribed three times.

“While most economic indicators such as inflation, credit growth and liquidity suggest decline in yields, strong reserve position supports sustainability of the lower yields. In line with expectations bank 1-year fixed deposit ceiling has fallen to 9.83 percent as of 1st July 2019,” First Capital Research.
Based in Germany we provide our member companies with any support they need for a successful business in Asia:

Exchange of experiences
Know-How
Contacts

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visit our website at www.oav.de
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 machine comes with a Corn cracker that helps in crushing the grains properly, thus producing quality silage. This machine has a capability to harvest 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, Mahinyanganaya. 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).

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For more details, contact: dilshan@srilanka.ahk.de/+94 11 2314364
| **SPOGA+GAFA 2019** | Spoga+gafa takes place every year in Cologne and is the 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. |
| 1-3 September 2019 in Cologne | http://www.spogaga.com/ |

| **REHACARE 2019** | Rehacare is one of the world’s leading international trade fairs for rehabilitation, prevention, care and inclusion. It takes place once a year in Düsseldorf and looks back on 30 years of expertise. The fair is an information and communication platform for people with disabilities, 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. |
| 18-21 September 2019 in Düsseldorf | https://www.rehacare.de/ |

| **ANUGA 2019** | 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** | 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. |
| 7-9 October 2019 in Munich | https://www.exporeal.net |

| **K- MESSE 2019** | 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. |
| 16-23 October 2019 in Düsseldorf | https://www.k-online.com/ |

| **A+A 2019** | A-A Congress is a 4-day event being held from 5th to the 8th November 2019 at the Fairground Düsseldorf in Düsseldorf, 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. |
| “Safety, Security and Health at Work International Trade Fair with Congress” | 5-8 November 2019 in Düsseldorf | https://www.aplusa-online.com/ |

| **MEDICA 2019** | 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. |
| 18-21 November 2018 in Düsseldorf | https://www.medica-tradefair.com/ |
German Sri Lankan Logistic Conference

Top German Brands in Sri Lanka 6th edition

Delegation visit to spoga+gafa 2019, Germany

Business delegation to Bavaria on “Energy Efficiency in the Construction Sector 2019”

Delegation visit to K Show 2019, Germany

Delegation visit to Productronica 2019, Germany

Initiation of business trip from Germany to Colombo on “Sustainable Mobility, Traffic & Public Transport Solutions and Logistics”

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<tr>
<td>1. Market Entry Support</td>
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<tr>
<td>2. Legal &amp; Investment Services</td>
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<tr>
<td>3. Trade Fair Services</td>
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<td>4. Sector Committees</td>
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<td>5. Placement Support</td>
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<tr>
<td>6. Translation Services</td>
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<td>7. Partner Program</td>
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<tr>
<td>8. Vocational Education and Training</td>
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