



Confederation of Indian Industry

Building Business Leadership

Event Report- CII Delegation to Germany

India – Germany Strategic Partners for decades: Minister Anand Sharma / CII and Hamburg Chamber of Commerce hold Business Conference in Hamburg May 12, 2012

India and Germany are celebrating the completion of 60 years of bilateral relations and to commemorate the historic event, Days of India; Connecting Cultures in Germany: Connecting Cultures 2012-13 in Germany was inaugurated in Hamburg, Germany today.

The Days of India in Germany: Connecting Cultures was inaugurated by Mr Anand Sharma, Minister of Commerce, Industry and Textiles, Government of India on behalf of the Prime Minister.

CII has mounted a Business Delegation to Berlin and Hamburg on this occasion. The delegation to Hamburg was led by Mr Deep Kapuria, Chairman Hi-Tech Gears Limited. CII and the Hamburg Chamber of Commerce held a Business conference today which was attended by President of the Hamburg Chamber of Commerce, Mr Horst Melsheimer; Mr Michael Steiner, Ambassador Designate to India, Mr Frank Horch, Senator for Economy, Transport & Innovation and Minister Anand Sharma.

Speaking on the occasion, Mr Horch mentioned that India is an important partner and emphasized on greater cooperation in the areas of Infrastructure, especially ports, Shipping, life sciences, IT & ITeS, Water and waste water management and others. Mr Steiner, Ambassador Designate specified that India and Germany not only traditional ties, but also an extremely dynamic future. The mutual relationship can be reinforced by closely cooperating in areas like research and development; innovation and technology and others.

Mr Deep Kapuria, leader of the Indian delegation, spoke about the opportunities in the manufacturing sector and also pointed out that major investments were now being received in manufacturing, which was very encouraging. He emphasized on the opportunities of collaboration in skill development. He also brought to notice of the German industry members the opportunities in civil aerospace.

Minister Anand Sharma emphasized on the Strategic partnership between India and Germany. He mentioned that although there are challenges in the tough time, these challenges have to be turned to opportunities and the interconnected world economies would be able to overcome these challenges. He emphasized that India was determined to go back to high growth trajectory soon. The Minister said that although India was the third as the investment destination, in three years India will be the first choice of investments.

Financial Services, Logistics, Infrastructure and Partnering each other in businesses were some more areas which were covered during the Business Conference. Addressing the potential areas of cooperation in the Financial Sector, Mr Amit Mehta, Vice President Tata Capital highlighted the growing opportunities in the Indian financial sector. According to him the Indian financial market was witnessing healthy growth, following its liberalisation. There was growing interest in the investment sector, especially in the personal investment segment. He also answered some queries related to Funds Transfer

Covering the Logistics sector, Mr Anil Arora, Managing Director, M. J. Logistics Services Limited, gave a presentation on Logistics: An Indian Overview. He briefed about the current scenario of the Indian industry and also presented basic facts and figures. The presentation also covered the Supply Chain management within the industry. Keeping in perspective the importance of Hamburg as an important destination for the logistic industry, he also briefed the participants on what lies ahead for the industry in the coming 5-6 years.

Mr Vijay Sharma, Chairman, Plan-Q, did a brief on the Indian infrastructure sector. He discussed opportunities in the form of mega projects involving development of ports, roads and other developmental infrastructure. He felt that India and Germany can collaborate closely to leverage opportunities in the sector. He also highlighted the opportunities of India provided. India growing need for infrastructure can be gauged by the fact that the sector needs close to trillion dollars worth of investment by 2017. According to him, India's Tier II and Tier III cities were the goldmine for opportunities in the Infra sector.

Adding value to the discussion on existing and emerging opportunities in between India and Germany, Mr Ulrich Paul Baulmer, Partner, Osborne Clarke, spoke on the aspects of Doing Business with India. He laid down 10 specific points which he thought were critical to establishing and developing ties between Indian and German business. He was of the view that relationship building through people to people contact and integrating work cultures will provide the right impetus to ties between Indian and German firms.

Later in the evening the Hamburg Port festival was officially inaugurated by Minister Anand Sharma and the First Mayor of Hamburg at the deck of the ship 'Rickmer Rickmer'.

Thereafter the India Pavilion and the 'Days of India: Connecting Cultures – May 2012 – March 2013 was inaugurated by Minister Sharma, Senator for Economy Transport and Innovation and the First Mayor of Hamburg. In the speeches it was emphasized that India and Germany have been close partners for decades, however, the year long festival will reinforce the friendship; increase people to people contact, give better understanding of our cultures and charter the growth path ahead.



Mr. Anil Arora presenting at Hamburg Chambers of Commerce



Delegation from India at Germany