



सत्यमेव जयते

BUSINESS NEWSLETTER – JANUARY 2018

Consulate General of India Frankfurt, Germany

CONTENTS

- **Economic Trends**
- **Major Collaborations & Investments**
- **Major Trade Fairs**
- **Trade Enquiries**
- **Germany Economic Growth - Monthly**

Significant Economic Trends between India & the four German States under the jurisdiction of Consulate General of India Frankfurt

The growth trend for the overall trade between India and Germany for the for the month of October 2017 remained positively stable in comparison September. The Bilateral Trade between India and the four States falling under the jurisdiction of this Post witnessed an overall rise by 9.16% in the period of Jan-October 2017 (€ 5693.40) as compared to Jan-October 2016 (€ 5,311.38).

The total bilateral trade between North Rhine-Westphalia and India in Jan-October 2017 witnessed an increase by 23.94% in comparison to the same period in 2016 and was € 3,778.67 million; total bilateral trade between Hesse and India increased by 6.48% and was € 1,022.50 million; the total bilateral trade between Rhineland-Palatinate and India increased by 4.77% and was € 752.53 million; & the total bilateral trade between Saarland and India, increased by 0.89 % and was € 139.69 million. The State of North Rhine Westphalia accounted for 23.9% of the total trade between India and Germany.

The total volume of trade between the two countries stood at € 15,78235 mn in Jan-October 2017 as compared to € 14,458.28 mn in Jan-October 2016. The overall trade increased by 9.16% during this period. Indian exports to Germany during this time increased by 11.30% whilst Indian imports from Germany also experienced an increase by 7.44%. The four states falling under the jurisdiction of CGI accounted for 36.07% of the total trade between India and Germany in Jan-October 2017.

Major Collaborations and Investments: India and Northrhine Westphalia, Hesse, Rhineland Palatinate & Saarland

- [North Rhine Westphalia \(NRW\):](#)
- **Brenntag** expands in India: Chemical distributor Brenntag is stepping up with a purchase in India after forming a Joint Venture with Raj Petro Specialities. In April 2018, Brenntag will first acquire the majority stake of 65 percent. After five years, the purchase of the second tranche of 35 percent is planned. Until then, the company will be run as a joint venture, with the option to extend it by one to two years. The company, headquartered in Mumbai and Chennai, mixes and distributes under its own brand mineral oil products to various customer industries in India and other Asian Pacific countries as well as in Africa and the Middle East. The company expects to generate annual sales of EUR 180 million in the 2017/18 financial year, which ends on March 31, 2018. The enterprise value is estimated at about 92 million euros.
- [Hesse](#)
- **NEEPCO** signs €20 million loan pact for hydel plant in Arunachal Pradesh. The state-run North Eastern Electric Power Corporation Limited (NEEPCO) has recently signed an agreement to secure a €20 million loan from German Bank KfW under the Indo-German Bilateral Development Cooperation for the completion of the Pare hydro-electric plant in Arunachal Pradesh, officials said on Friday. NEEPCO chairman and managing director (CMD) A.G. West Kharkongor and KfW director Christoph Kessler signed the loan agreement which was required to ensure the completion of the 110mw power plant in which all northeast states will benefit, they said. The new loan from KfW is a top-up of the 2008 agreement with Germany in which NEEPCO secured €80 million loan.

List of Trade Fairs under CGI Frankfurt jurisdiction for 2018

<u>Sr. No.</u>	<u>Trade Fair</u>	<u>City</u>	<u>Date</u>
1.	Heimtextil – International Trade Fair for Home Textiles	Frankfurt	09.01.-12.01.2018
2.	IMM Cologne / Living Kitchen – International Furnishing and Kitchen Shows	Cologne	15.01.-21.01.2018
3.	IPM – The Trade Fair for Horticulture	Essen	23.01.-26.01.2018
4.	Christmasworld/Paperworld/Creative-world/Primetime Shoes/Floradecora	Frankfurt	26.01.-30.01.2018
5.	ISM/Pro Sweets – International Sweets & Biscuits Fair	Cologne	28.01.-31.01.2018
6.	Spoga Horse (Spring) – International Trade Fair for Equestrian Sports	Cologne	04.02.-06.02.2018
7.	Ambiente – International Trade Fair for Consumer Goods	Frankfurt	09.02.-13.02.2018
8.	ILM Winter Styles – International Leather Goods Fair	Offenbach	03.03.-05.03.2018
9.	Practical World – International Hardware Fair	Cologne	04.03.-07.03.2018
10.	Beauty Düsseldorf – International Trade	Düsseldorf	09.03.-11.03.2018

	Fair for Cosmetics, Nail, Foot, Wellness, Spa		
11.	Pro Wein – International Trade Fair for Wines & Spirits	Düsseldorf	18.03.-20.03.2018
12.	Light + Building – Trade Fair for Architecture & Technology	Frankfurt	18.03.-23.03.2018
13.	Anuga Food Tec – International Supplier Fair for the Food and Drink Industry	Cologne	20.03.-23.03.2018
14.	h + h Cologne – International Trade Fair for Creative Handicraft + Hobby Supplies	Cologne	23.03.-25.03.2018
15.	Musikmesse + Prolight & Sound	Frankfurt	10.04.-14.04.2018
16.	Tube / Wire Fair	Düsseldorf	16.04.-20.04.2018
17.	IMEX – Exhibition for Incentive Travel, Meeting & Events	Frankfurt	15.05.-17.05.2018
18.	The Tire Cologne	Cologne	29.05.-01.06.2018
19.	Achema – World Forum for Chemical Engineering	Frankfurt	11.06.-15.06.2018
20.	Tendence – International Trade Fair for Consumer Goods	Frankfurt	30.06.-03.07.2018
21.	ILM Summer Styles – International Leather Goods Fair	Offenbach	01.09.-03.09.2018
22.	Spoga Horse / Spoga Gafa (Autumn)	Cologne	02.09.-04.09.2018
23.	Automechanika – International Trade Fair for the Automotive Industry	Frankfurt	11.09.-15.09.2018
24.	Photokina – World of Imaging	Cologne	26.09.-29.09.2018
25.	REHACARE – Trade Fair for Rehabilitation	Düsseldorf	26.09.-29.09.2018
26.	INTERMOT – International Motorcycle, Scooter and Bicycle Fair	Cologne	05.10.-09-10.2018
27.	ALUMINIUM	Düsseldorf	09.10.-11.10.2018
28.	Frankfurt Book Fair	Frankfurt	10.10.-14.10.2018
29.	Glasstec – International Trade Fair Glass Production, Processing, Products	Düsseldorf	23.10.-26.10.2018
30.	MEDICA/COMPAMED	Düsseldorf	12.11.-15.11.2018
31.	Health Ingredients Europe	Frankfurt	27.11.-29.11.2018
32.	India Leather Days	Offenbach	November 2018

Trade Enquiries

CGI Frankfurt received enquiries of Indian companies requesting us for export promotion for the following products in the month of December 2017:

- Agro Products such as Spices, Almonds, Onion & Chilli, Cardamom, Vegetable, Products, Oilseeds
- Brass Products
- Marine Products
- Lemon

We have sent relevant lists of German importers to the Indian companies.

Growth of German Economy in the month of December 2017:

Germany's economy should continue to grow solidly next year on the back of a strong labor market and low interest rates that are boosting the private sector economy. Early data for the final quarter of the year suggests that growth momentum is slowing in the final stretch of 2017. Industrial production contracted in October, and business confidence unexpectedly slipped in December, possibly linked to political uncertainty. However, the PMI surged to a record high in December and indicates the strongest growth in manufacturing activity in six years. Against this backdrop, Martin Schulz' SPD party backtracked and agreed to enter talks with Angela Merkel's CDU; negotiations are expected to be lengthy and complex, but if successful would avert new elections.

Household expenditure, supported by rising wages, should further fuel growth. Downside risks remain, in the prolonged political uncertainty and the strong euro, which could drag on export growth. Analysts see GDP growth at 2.2% in 2018, up 0.2 percentage points from last month's estimate, and 1.8% in 2019. (Source: www.focus-economics.com)

Pratibha Parkar

Consul General of India Frankfurt, Germany