

Territorial NEWSLETTER Europe

EEPCINDIA
ENGINEERING THE FUTURE

Vanijya Bhavan (1st Floor)
International Trade Facilitation
Centre (ITFC)
1/1 Wood Street,
Kolkata - 700016
www.eepcindia.org



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Chairman's Pen



In this issue of the Territorial Newsletter on Europe, we have given spotlight on Germany. In April, Germany is going to organize Hannover Messe, 2016 and EEPC India will be a participant in the fair. EEPC India had been the lead agency for India as a partner country in last year's Hannover Messe. The fair is of immense importance to us since it is a way to make our links with Germany stronger.

Germany is one of the leading trade partners and investors in India. The country is a leader in global manufacturing. The concept of Industry 4.0 which is named as the fourth industrial revolution has been pioneered by the country. All these factors make the country an important partner in India's path of industrial development.

The issue features an interview with the German ambassador, H.E. Dr. Martin Ney. The interview focuses on the various areas of engagement between India and Germany.

I sincerely hope our readers will be benefitted from this issue.

T S Bhasin

EU Territorial Committee Chairman's Note



This edition of the newsletter focuses on India-Germany ties in industry on the background of the upcoming Hannover Messe, 2016 in April. Germany is a crucial partner for India's industrial and overall development given their expertise in industrial processes and smart manufacturing. Germany can help India in realizing the dreams of its Smart City, Digital India and Make in India schemes.

This issue particularly focuses on this India-Germany tie with an interview of the German Ambassador, H.E. Dr. Martin Ney. I sincerely hope that readers will find this edition useful.

R P Jhalani

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EU Section: Basic Facts

Countries: Austria, Belgium, Bulgaria, Croatia, Cyprus, Czech Republic, Denmark, Estonia, Finland, France, Germany, Greece, Hungary, Ireland, Italy, Latvia, Lithuania, Luxembourg, Malta, Netherlands, Poland, Portugal, Romania, Slovenia, Slovakia, Spain, Sweden, United Kingdom (UK), Turkey

Area: 4, 324, 782 Sq. km

Population: 513, 949, 445

GDP: USD 19.18 trillion

Climate: cold temperate; potentially subarctic in the north to temperate; mild wet winters; hot dry summers in the south

Natural resources: Iron ore, natural gas, petroleum, coal, copper, lead, zinc, bauxite, uranium, potash, salt, hydropower, timber

Country Focus- Czech Republic

Excerpts from the interview with Ambassador of Germany, H. E, Dr. Martin Ney



In January, EEPC received crucial feedback from the embassy of Germany on India-Germany trade links. The interview which happened with the German Ambassador to India Dr. Martin Ney mainly dealt with Germany's strength in engineering and its trade links with India. The two countries have cooperated since long in the field of trade and investment especially in engineering given the German expertise. Below are few excerpts from the interview.

The ambassador mentioned that Germany's economy is interconnected with the rest of the world and trade makes up of more than 70% of total GDP of the country. Therefore, participating in German value chain can give big opportunities to the Indian companies to assimilate in global value chains, especially in EU which is also the biggest export market for India. Hence India's participation in major German exhibitions and fairs is of importance. India has already been a partner country in Hannover Messe 2015.

The ambassador further stressed on the point that Germany's engineering expertise makes the country a crucial partner for India in its development process. German technology is already supporting the Indian government's efforts to provide energy for all and facilitate industrial development. On the backdrop of the recent climate summit in Paris, German experience in the renewable energy sector can help the Indian Government reach its ambitious target to markedly increase renewable energy generation. Germany has also been India's crucial

partner in its Smart Cities initiative with focus on cities such as Bhubaneswar, Kochi and Coimbatore. German companies will offer solutions to turn the cities into smart cities

Apart from trade relations, Germany has been one of the major investment partners to India with more than 1700 German companies operating out of India. The Indo-German Chambers of Commerce is currently Germany's biggest chamber of commerce.

Germany has also been partnering with India in the field of skill development. The country is setting up vocational training institutes throughout India to support Indian government's efforts in skilling the youth of the country.

Germany can also prove to be a good investment destination for Indian companies. German industrial scenario is very positive. There is a strong innovative environment and an outstanding research climate with strong synergies between industry and academia. The workforce is highly motivated given that the industry is a world leader in manufacturing. German companies are also excellently positioned in future-oriented areas such as laser, medical, and nanotechnologies.

Industry 4.0, the merger of the real and the virtual world, provides further scope for Indo-German collaboration: Germany's world-class manufacturing and India's famous IT engineering expertise make a fabulous match. Industry 4.0 offers great potential for a win-win partnership between the two countries.

Germany has been already ascribed as a natural partner to India in its development process by our honourable PM Shri. Narendra Modi. India's and more importantly EEPC's participation in Hannover Messe 2016 is another step towards forging of a strong relationship between the two countries. In 2016, Hannover Messe offers again the best stage for companies from all over the world to display their prowess and establish contacts with customers or new business partners. With more than 5.000 exhibitors and more than 200.000 visitors, it is the top international platform and the global showroom for innovations with two thirds of the exhibitors unveiling their latest and brand new products at the Hannover Messe.

We at EEPC India thank Dr. Ney for giving this interview and sincerely hope this event to be success and another stepping stone towards greater collaborations between the two nations. The full interview can be found in the next edition of IE2.

Important Notice: [Exporters risk being blacklisted when new EU rule kicks in](#)

As per the new rules under EU GSP, exporters may have to self certify the origin of their goods, instead of accredited agencies from next year onwards. The Indian government is of the opinion that this may prove to be risky and exporters may get blacklisted if there are errors in self certification. Indian exporters are a major beneficiary of the EU GSP scheme. The certificate of origin, which establishes that an item being exported originates from the beneficiary country, is of key importance as it is a check against third-country exports flowing into the EU at preferential duty rates. Currently agencies such as Export Inspection Council (EIC), the Directorate General of Foreign Trade the Central Silk Board, the Marine Products Exports Development Authority and a number of SEZ development commissioners are authorised to give origin certificates for export to the EU.

The government plans to train exporters as they have to log in to the EU website and go through established procedures to self certify themselves.

Link: <http://www.thehindubusinessline.com/economy/policy/exporters-risk-being-blacklisted-when-new-eu-rule-kicks-in/article8377790.ece>

Trade Trend Analysis- India-EU

The top 5 EU nations which had the highest demand for Indian engineering products during February 2016 in absolute values include:

Country	Export in February 2015 (USD million)	Export in February 2016 (USD million)	Growth (%)
UK	212.30	184.94	-12.89
Germany	162.27	172.60	6.04
Italy	135.82	130.46	-3.94
Turkey	132.79	128.90	-2.93
France	66.85	90.64	35.58

Between February 2015 and February 2016, Germany and France are the only countries among the top 5 export destination to experience a positive growth in India's export.

Some Trends in engineering exports to EU in February 2016

Exports of engineering products to EU in February 2016 decreased by 5.19% compared to February 2015. In value terms, exports decreased from USD 1073.59 million to USD 1017.84 million. During February 2016 EU's share in total Indian engineering exports remained at 11.50%

On the basis of the export data of February 2016, the EU countries which feature in the top 25 export destinations for India include UK, Germany, France, Italy, Turkey, Poland, Netherlands, Belgium and France.

Top 10 panels exported to EU in February 2016 include

Name of the Panel	Export in February 2015 (USD million)	Export in February 2016 (USD million)	Growth (%)
Motor vehicles and cars	91.76	150.89	64.44
Products of iron and steel	143.21	129.17	-9.81
Electrical machinery	98.94	114.43	15.65
Auto components and parts	107.01	104.46	-2.38
Iron and steel	163.10	88.70	-45.62
Industrial machinery	70.55	71.25	1.00
IC engines and parts	91.60	63.60	-30.57
Aircrafts spacecrafts and parts	46.14	60.67	31.50
Medical and scientific instruments	22.35	29.42	31.62
Aluminium and its products	64.04	24.43	-61.84

European Free Trade Association (EFTA) Section: Basic Facts

Countries: Iceland, Liechtenstein, Norway, Switzerland.

Area: 5, 29, 600 Sq. km

Population: 13, 589, 956

GDP: USD 623.5 billion

Climate: cold temperate; potentially subarctic in the north to temperate; mild wet winters; hot dry summers in the south

Natural resources: Natural gas, petroleum, coal, metals

Trade Trend Analysis- India-EFTA

Country-wise exports of India to the EFTA region are given below. As is evident from the below figure exports to almost all EFTA countries have experienced a fall except Iceland.

Country	Export in February 2015 (USD million)	Export in February 2016 (USD million)	Growth (%)
Switzerland	17.24	12.05	-30.12
Norway	2.40	2.88	19.73
Iceland	0.25	0.01	-99.31
Leichtenstein	0.02	0.01	432.81

Between February 2015 and February 2016, engineering exports to EFTA experienced a decline of 24.94%, from USD 19.91 million to USD 14.94 million.

Top 10 panels exported to EFTA in February 2016 include

Name of the Panel	Export in February 2015 (USD million)	Export in February 2016 (USD million)	Growth (%)
Aircrafts and spacecrafts	5.89	2.92	-50.43
Industrial machinery	2.55	2.03	-20.22
Products of iron and steel	1.27	1.43	12.86
Electrical machinery	1.77	1.25	-29.46
Motor vehicles and cars	0.21	0.59	173.39
Air conditioning and refrigeration machineries	0.43	0.59	36.85
Medical and scientific instrument	0.54	0.53	-1.38
Auto components and parts	0.46	0.49	7.12
Aluminium and its products	0.72	0.45	-37.46

News in Focus

PM Modi to attend long-stuck India-EU talks in Brussels

After a gap of four years, India-EU summit will be taking place in Brussels later this month. Prime Minister Narendra Modi will attend the summit in which Free Trade Agreement (FTA) talks will top the agenda.

Link: <http://www.financialexpress.com/article/economy/pm-modi-to-attend-long-stuck-india-eu-talks-in-brussels/224095/>

PM Narendra Modi to hardsell pet projects like Make In India at European Union summit

In his first summit with the European Union in Brussels on March 30, Prime Minister Narendra Modi will hardsell his government's flagship projects — Smart Cities, Skill India, Digital India, Startup India, Make In India, cleaning of Ganges and renewable energy sectors — eyeing partnership with the 28-nation-bloc for them.

Link: <http://economictimes.indiatimes.com/news/politics-and-nation/pm-narendra-modi-to-hardsell-pet-projects-like-make-in-india-at-european-union-summit/articleshow/51464829.cms>

EU trade chief: U.S. campaign rhetoric won't stop TTIP trade talks

Europe's top trade official plans an ambitious push to seal a sweeping U.S.-European free trade deal this year even as bitter U.S. presidential primary races sour voter sentiment towards trade.

Link: <http://www.businessinsider.com/r-eu-trade-chief-us-campaign-rhetoric-wont-stop-ttip-trade-talks-2016-3?IR=T>

Interview: China's Belt-Road initiative to establish Asia-Europe economic zone, strengthen integration: expert

China's Belt and Road Initiative will establish a large Asia-Europe economic zone, providing opportunities for dozens of countries along the "Belt and Road" routes integrating into the global economy, a former World Bank official has said.

Link: http://news.xinhuanet.com/english/2016-03/21/c_135206780.htm

What are the economic consequences of Brexit?

In the first part of a special series, the Financial Times investigates the economic scenarios for the UK if voters on June 23 opt for "Brexit", drawing a line under Britain's four decades in the bloc.

Link: <http://www.ft.com/cms/s/2/70d0bfd8-d1b3-11e5-831d-09f7778e7377.html#axzz43cfSjq92>

Upcoming Events in EEA

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Date of the event	Name of the Event	Location	Industry
10-12 May	CWIEME Berlin	Berlin, Germany	Coil winding, insulation and electrical manufacturing
10-12 May	PCIM Europe	Nuremburg, Germany	Power electronics, intelligent motion, power quality
21-22 May	Elettroexpo	Verona, Italy	Electronics, radian energy instruments
19-22 April	1. Welding 2. BIAM	Zagreb, Croatia	Welding and welded structures Machine tools
19-21 April	Powtech	Nuremburg, Germany	Mechanical processing technologies and instrumentation
10-13 May	<u>Intertool</u> Austria	Vienna, Austria	Metal working, automation and production engineering
10-13 May	1. <u>Elmia</u> Welding and Joining technology 2. Elmia sheet metal 3. Elmia Machine tools	Joenkoeping, Sweden	Welding and joining technologies Sheet metal Machine tools and measurement technology
20-21 April	Pumps and Valves	Antwerp, Belgium	technology and innovation industries for pumps and valves
10-13 May	BIE	Montichiari, Italy	Industrial equipment
31 May – 2 June	Sepem Industries EST	Colmar, France	Equipment and control technology

Tender Information in EEA

Contract Notices

TED Reference	Title	Link
96941-2016	Norway-Arendal: Fire engines	http://ted.europa.eu/udl?uri=TED:NOTICE:96941-2016:TEXT:EN:HTML&src=0
96939-2016	Norway-Oslo: CT scanners	http://ted.europa.eu/udl?uri=TED:NOTICE:96939-2016:TEXT:EN:HTML&src=0
96937-2016	Norway-Stavanger: Laboratory, optical and precision equipments (excl. glasses)	http://ted.europa.eu/udl?uri=TED:NOTICE:96937-2016:TEXT:EN:HTML&src=0
96925-2016	Former Yugoslav Republic of Macedonia-Skopje: Switchgear	http://ted.europa.eu/udl?uri=TED:NOTICE:96925-2016:TEXT:EN:HTML&src=0
96919-2016	Former Yugoslav Republic of Macedonia-Kumanovo: Insulated wire and cable	http://ted.europa.eu/udl?uri=TED:NOTICE:96919-2016:TEXT:EN:HTML&src=0
96807-2016	Poland-Bydgoszcz: Parts and accessories for vehicles and their engines	http://ted.europa.eu/udl?uri=TED:NOTICE:96807-2016:TEXT:EN:HTML&src=0
96805-2016	Germany-Wuppertal: Railway equipment	http://ted.europa.eu/udl?uri=TED:NOTICE:96805-2016:TEXT:EN:HTML&src=0
96801-2016	France-Strasbourg: Furnace burners	http://ted.europa.eu/udl?uri=TED:NOTICE:96801-2016:TEXT:EN:HTML&src=0
96800-2016	Germany-Berlin: Parts of pumps, compressors, engines or motors	http://ted.europa.eu/udl?uri=TED:NOTICE:96800-2016:TEXT:EN:HTML&src=0
96797-2016	Italy-Milan: Mechanical spare parts except engines and engine parts	http://ted.europa.eu/udl?uri=TED:NOTICE:96797-2016:TEXT:EN:HTML&src=0
96793-2016	Estonia-Tallinn: Public-service buses	http://ted.europa.eu/udl?uri=TED:NOTICE:96793-2016:TEXT:EN:HTML&src=0
96791-2016	France-Marseille: Engines and engine parts	http://ted.europa.eu/udl?uri=TED:NOTICE:96791-2016:TEXT:EN:HTML&src=0
96788-2016	Spain-Madrid: Brakes and brake parts	http://ted.europa.eu/udl?uri=TED:NOTICE:96788-2016:TEXT:EN:HTML&src=0
96787-2016	Germany-Eisenberg: Low-floor buses	http://ted.europa.eu/udl?uri=TED:NOTICE:96787-2016:TEXT:EN:HTML&src=0
96786-2016	Austria-Bregenz: Medium-voltage cable	http://ted.europa.eu/udl?uri=TED:NOTICE:96786-2016:TEXT:EN:HTML&src=0
96779-2016	Greece-Athens: Crane and dumper trucks	http://ted.europa.eu/udl?uri=TED:NOTICE:96779-2016:TEXT:EN:HTML&src=0

For more contract notices and notice by country, Please register with EU Tenders Electronics Daily and follow the link: <http://ted.europa.eu/TED/browse/browseByBO.do>

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Contact: Debolina Mukherjee
Email: dmukherjee@eepcindia.net
Phone no: 011-2331 4171