



Investment support for German Mittelstand Enterprises



IN THIS ISSUE:

- *Economic Update*
- *New Logistics Laws*
- *Solar Captive Power Plants In India*
- *Interview with Vishuddh Recycle Private Limited*
- *Indian regulatory approach to mainstreaming sustainability*
- *Roadshows in Düsseldorf and Stuttgart*

Economic Update

For the government, the 'Make in India' initiative to boost manufacturing in the country completes eight years on September 25 with annual foreign direct investment (FDI) doubling to \$83 billion. As per government, on the back of economic reforms and Ease of Doing Business in recent years, India is on track to attract \$100 billion FDI in the current fiscal.

The Commerce and Industry Ministry stated that the 'Make In India' has substantial accomplishments across 27 sectors. These include strategic sectors of manufacturing and services as well. FDI inflows in India were at \$45.15 billion in 2014-2015 and have since consecutively reached record FDI inflows for eight years. The year 2021-22 recorded the highest ever FDI at \$83.6 billion. This FDI has come from 101 countries and invested across 31 UTs and States and 57 sectors in the country.



MAKE IN INDIA @8

- Eight year of Make In India; annual FDI doubles to \$83B
- Govt focus on key sectors like semiconductors
- PLI boost to localised manufacturing, 14 schemes operational

Source: Economic Times, BCCL

There are several trends that mark a shift in Indian manufacturing, which includes increase in domestic value addition & local sourcing, a greater focus on R & D, innovation and sustainability measures.

The Production Linked Incentive (PLI) scheme across 14 key manufacturing sectors launched in 2020-21 is a big boost to the Make in India initiative.

The PLI scheme incentivised domestic production in strategic growth sectors where India has comparative advantage. This includes strengthening domestic manufacturing, forming resilient supply chains, making Indian industries more competitive and boosting the export potential. The PLI scheme is expected to generate significant gains for production and employment, with benefits extending to the MSME eco-system.

Recognising the importance of semiconductors in the world economy, the government has launched a \$10 billion incentive scheme to build a semiconductor, display and design ecosystem in India.

The Commerce and Industry Ministry is working on the second phase of the single window system for giving all approvals to existing businesses. Secretary in the Department for Promotion of Industry and Internal Trade (DPIIT), Mr. Anurag Jain said that the Department is targeting to roll out this system by December 2023.

As per Mr. Jain, right now, the single window is positioned for new investments and you can get your approvals to start a business, if you are making a new investment. For phase-II, the government has started working and it is for existing businesses. For them, it will become a single window and all your returns will be on the single window. The DPIIT have had an inter-ministerial consultation and by and large, everybody is on board. This will make life of existing business simple.



The Government is also working on further improvement in ease of doing business. As per Mr. Jain, earlier, India was ranked low in the parameter of starting a business. The international average for starting a business is 15 days and in India, it was 22 days.

The Department for Promotion of Industry and Internal Trade (DPIIT) has notified credit guarantee scheme for startups for providing collateral-free loans. Loan/debt facilities sanctioned to an eligible borrower on or after October 6, would be eligible for coverage under the scheme, according to the notification.

The central government has approved the 'Credit Guarantee Scheme for Startups (CGSS) for the purpose of providing credit guarantees to loans extended by member institutions (MIs) to finance eligible borrowers being startups as per the DPIIT.

MIs include financial intermediaries (banks, financial institutions, NBFCs, AIFs) engaged in lending/investing and conforming to the eligibility criteria approved under the scheme.

It said that maximum guarantee cover per borrower shall not exceed Rs 10 crore and the credit facility being covered here should not have been covered under any other guarantee scheme.

The government will setup a trust or fund to guarantee payment against default in loans or debt extended to eligible borrowers, managed by the Board of National Credit Guarantee Trustee Company Ltd as the Trustee of the Fund. The Department will setup a Management Committee to oversee the affairs of the trust.

The DPIIT has invited suggestions from businesses and citizens on issues in starting and running a business and decriminalisation of minor violation under different provisions/sections. They informed that the aim is to make 'New India' a preferred investment destination across the globe and ensure hassle-free service delivery to the ultimate beneficiary.

The broad areas include getting permissions and approval, renewal of certificates and licenses, decriminalisation of minor offences, and applying for and payment incentives. Filings/returns, inspections/audits, online systems/process, maintaining registers and records, and procedural/guidelines related issues are the other subjects.

Jamly John, Rödl & Partner

New Logistics Laws

India in the Fast Lane: Between Cheetahs and New Logistics Laws

A few days ago, cheetahs were reintroduced to India after being thought to be extinct for the past 70 years. On the same day, Honorable Indian Prime Minister Narendra Modi announced that he was relaunching the National Logistics Policy after three years of a corona-related moratorium. While the rehabilitation of the cheetahs has been the focus of national and international interest in recent days, the "National Logistics Policy" has been neglected to a certain extent – and wrongfully so. The parallels between cheetahs and logistics laws may not be obvious at first glance, but they are both signs of a progressive new course on the part of the Indian government and they can – at least metaphorically – be linked: India is in the fast lane.

Why is the announced "National Logistics Policy" so relevant for companies that are either already based in India or aspire to expand to the subcontinent in the future?

In recent years, and especially as part of the "Make in India" initiative, the Indian government has gradually made it easier to do business locally through a series of measures. However, even though the logistics costs have fallen significantly due to the introduction of the GST and other measures such as the introduction of the "E-way Bill", they are still relatively high in an international comparison. Producers in India perceive this as a massive competitive disadvantage.

The newly announced framework directive is in the light of simplification, cost and time efficiency:

- Prime Minister Modi announced that logistics costs, which are currently at 13-14%, will be drastically reduced "to a single-digit number" in the next few years.
- According to Prime Minister Modi, the handling time of container ships in ports has already been reduced from 44 to 26 hours.
- In addition, otherwise lengthy, complicated paper-based bureaucratic hurdles have been addressed and are progressively being simplified, for example through the introduction of an online portal to streamline logistics services (ease of Logistics services portal, 'e-log').
- Furthermore, a single digital portal that lists all services associated with the transport sector (Unified Logistics Interface Platform, 'ULIP') has been introduced. Thus, a central interface, which provides a single-point interface for business-to-business and business-to-government dealings, has been created – without compromising on data security.
- Modi also announced the construction of more environmentally friendly waterways as well as wide-ranging improvements to the country's logistics facilities.

The planned measures as part of the "National Logistics Policy" are aimed at further improving India's competitiveness in the global market, making the country an even more appealing, economically viable location for foreign and local companies.

In the midst of massive global challenges – geopolitical divisions, rising energy prices, corona-related supply chain bottlenecks or the acute shortage of skilled workers, to only name a few – this sign from the Indian government is certainly a step in the right direction.

Maja Yadu, Rödl & Partner

One Step Ahead: Solar Captive Power Plants in India

India runs the risk of running into an energy crisis. The energy challenges facing India today are largely from rapid industrialization, economic expansion, increasing population and rising demands. To cope up with these challenges, India needs to keep up with modern technology and innovations. Indian manufacturing companies are increasingly deciding to set-up their own captive power plants (CPPs) for their operations. The reasons for this are high electricity prices, unreliable energy supply and lack of energy infrastructure, especially in remote and rural areas. Particularly clever companies are using solar-powered captive power plants (Solar CPPs).

Concept of Captive Generating Power Plants:

A CPP is a power plant that is being set up by a company for generating their own electricity. CPPs owned by a group or having multiple owners are called Group CPP. A group captive scheme is where someone develops a powerplant for collective usage of consumers. At present under the Indian Electricity Act, 2003 and the Electricity Rules, 2005, a power project is considered 'captive' if the consuming entity or entities consume at least 51% of the power generated and owns at least 26% of the equity. These plants operate off- grid or they can be connected to the electric grid to exchange excess generation. Captive Plants are set up by power-intensive industries where continuity and quality of energy supply are crucial. Different industries have different choices on the type of captive plant they choose to set up.

Further CPP can be classified on various parameters. Heavy industries such as steel, aluminium and smelting industries which are energy intensive, generally set up coal-based power plants. Sugar industries typically setup bagasse-based plants in order to optimally utilize the waste product from their factories. Diesel generators are widely used by a variety of industries, including commercial facilities for supplying peak power and backup power. Several industries are also using cogeneration plants in which the waste heat from the boiler is effectively utilized in heating applications.

PRO & CONTRA SOLAR CAPTIVE POWER PLANT

Pro Solar CPP

- ✓ Saving of electricity cost
- ✓ Self-sufficient electricity
- ✓ Various incentives available
- ✓ Way of reaching carbon neutrality

Contra Solar CPP

- ✓ Initial financing needs to be ensured
- ✓ Availability of land/ rooftop needs to be ensured
- ✓ Additional operational working capacity needs to be ensured
- ✓ Regulatory risk in case of electricity reforms

Concept of Solar Captive Power Plant

Renewable energies, especially wind and solar, are becoming the most sought-after technologies for setting up captive projects.

A solar CPP refers to solar energy solutions, that produce energy on-site, or near-site. In the past, solar power plants were mostly installed to generate power and sell it only to the government at a fixed cost. However, companies are realizing now how to use solar power for their own advantage in their own operations and decide to establish their own solar CPPs.

In general, Solar CPP can be Power Plants which are based on off-grid, on-grid and hybrid systems. Further, it is a common misunderstanding, that solar CPP have to be installed on a rooftop, e.g. as a rooftop solar CPP. This concept is difficult to implement in India, since a lot of industries do not have enough space to install such rooftop solar CPP. In general, Solar CPPs can be ground mounted (off-grid), open access (grid network) or are rooftop (off-grid, net-metered). For every type and mounting method, there are different factors which need to be taken into consideration.

Conclusion:

Despite installing its own solar CPP comes along with a lot of advantages, a lot of industries are still fearing taking this step. One of the main risks that the industry perceives is the regulatory risk, which might create the stranded asset problem for them. India is in the need of undergoing electricity reforms. Many states have already come up with various captive power policies. However, those policies are not yet sufficient to regulate all aspects of CPPs sufficiently. India needs to frame a balanced policy, which increases the overall benefit of the society as a whole. Further, these regulations should encourage industries to look for newer architectures, which are in line with the overall objectives of the reforms such as lowering the cost of generation, more efficient generation etc. Finally, there is a need for a well-integrated power policy which will ensure an overall development of the sector, which will in turn result in the development of the Indian economy.

Nevertheless, the biggest industrial houses of India have already shifted to solar CPP in the past years. Other companies have installed solar power roof top panels while others are investing in Special Purpose Vehicles for solar power captive consumption. It is clear from the above that this is crucial in order to reduce carbon emissions and save electricity costs in the long run.

Ursula Hoffmann-Mukherjee, Rödl & Partner
Akash Valappil, Rödl & Partner

*Interview with
Vishuddh Recycle Private Limited
(Incorporated in Sept 2019
as a social business)*



Mr. Ashutosh Singh

1. When was Vishuddh Recycle incorporated in India and what is the initiative taken towards sustainability and the approach followed to reduce worldwide threat to the environment?

Vishuddh on paper was incorporated in Sept 2019, but the planning and impact planning on this goes back to 2017. The initiative itself is a social business meaning all profits generated will be injected back into the sector or to the stakeholders of the sector. Vishuddh was created with 3 major goals, namely: bring waste plastics back into the circular economy, address the problem of plastic waste in India and lastly address the problem of the waste collection and collectors in India. Cofresco, the parent organization of Vishuddh, has a considerable requirement for recycled plastic not just to reduce the impact on the environment but also to attain the internal commitments of working towards a sustainable future. Considering the waste generation potential of India and the positive impact it can create, India was selected as the destination for this project.

2. How has the Indian operations evolved for Vishuddh Recycle in India? Is there any plan for expansion of your Indian operations?

The operational ramp up has been slow compared to what it was planned due to the Pandemic. The actual groundwork for the operating plant started in March 2022 and within the same month the 1st pandemic lockdown was enforced. Gradually, with lifting of restrictions, the physical work resumed and we started production/export in Q3 of 2021 and will hopefully be at full potential by Q1 of 2023. It is too early to comment on the evolution of Vishuddh as we are still in the phase where 100% capacity utilization is not achieved yet but from the prospective of business landscape evolutions, the story has been very positive. Yes, once the initial project is stabilized to a certain level, we would be expanding operations in India. The potential of the recycling space in India is too large to be managed by just 1 recycling unit.

3. How important is Vishuddh Recycle Private Limited India for the global market for Cofresco & Melitta Group GmbH?

Vishuddh is a beacon project for both Cofresco and Melitta group to align with the group's honest 100 program and the goal to make a considerable impact on plastics and its importance in the circular economy. As part of group ethos, each business unit has its own impact and growth trajectory. For Cofresco, which has most of the business in and around plastic products, the Vishuddh project is a major steppingstone in proving to the world that plastic is not bad, its improper disposal and handling is the actual problem. As a group, we would like to lead with the example of how efficient and convenient can the use of plastics be if done the right way.

4. "It is part of the Melitta Group's ethos to make positive contributions to sustainable development". With your dual role in the management of Yunus Social Business & Cofresco GmbH and with responsibilities overlooking for the recycling centers and processing it into new products, how do you find the sentiments of business changing towards the Indian culture and achieving desired goals of circular economy?

The sentiment towards Indian culture has always been a little mis-understood in my opinion. From being a not good for investment country and culture to becoming a preferred destination for new investments, India and its culture has come a long way. For our line of business as of today, the sentiments are good, we have got a very good supplier system which is developing well along with the regulatory aspects for us in the Indian geography. This is toward the business side of it. If we talk about culture, the sector that we are looking at is waste as similar to all cultures globally, waste is something nobody wants to be involved with because of the dirty nature of the work. That said, we have been closely interacting with all our stakeholders and we see a considerable change in the viewpoint of stakeholder towards us and our line of business. People now are finally realizing, garbage is the new gold.

5. Do you feel that Indian industry is also contributing and moving towards higher sustainability strategy (Reduce, Reuse, Recycle) and aiming for a zero-waste system to make a difference in the world?

As of now Vishuddh is focused on post-consumer waste and not industrial waste so we have not explored this aspect, but that said, we have got very good traction from industries to the 3 R strategies. With the revised EPR framework and larger corporates focusing on ESG, Sustainability and circular economy there are some phenomenal programs and works being executed in the Indian geography. Today for a large MNC its very easy to source local supply chain in India which will be compliant to all global ETI and sustainability frameworks. Local business now understand the importance of sustainability in real sense and this is a huge step towards enhancing the industrial ecosystem in India.

6 Will you agree that the contribution of MSMEs is substantial in developing the sustainable circular economy?

Yes, to be honest 2 of our prime suppliers are MSMEs. MSMEs due to their size and agility, can change and alter course very quickly. For a developing market like India this is critical as global economies are shifting and the Indian economy, which has a substantial MSME offering, is highly competitive and effective to counter these changes. The other essential aspect of MSMEs is that they venture into zones which larger organizations are too risk averse to enter or just too large to bring that change. I could sum the MSME contribution as they are instrumental to create the ecosystem into the circular economy which can be either adopted or absorbed by larger corporations.

7. With more than 63 million MSMEs in India, what do you find are the main challenges to develop the sustainable supply chain faced by Mittelstand or MSMEs in India?

The biggest challenge has been and will be logistics, our connectivity to developing markets is still very focused on larger organizations. For MSME it becomes a challenge to fit into the already established supply chains and networks created by or for large corporations. The smallest example would be the concept of customs bound where houses, for a MSME to comply to the requirements of these even as a trader and not manufacturer is next to impossible. As of today, most MSME partner with larger corporation to overcome the logistics challenges but this then reduces the margin/value add from or to the MSME.

8. What would you like to give as an advice to German companies considering their footprint or expansion in India of existing setups?

India is a complex market and regulatory framework. We have our own accounting system, financial calendar just to name a few. For an expat company which could be working on USGAP or IFRS is becomes very difficult to correlate or understand the Indian system of operations. Hence my advice would be to have good professional advisory firms associated with the organization to help and navigate the complexities of the Indian market.

Indian Regulatory Approach to Mainstreaming Sustainability

Indian policymakers are exhibiting a strong inclination towards driving Indian corporations to adopt Environmental, Social and Governance (**ESG**) practices to build sustainable businesses. India is witnessing a surge in ESG investing which entails investing based on ESG factors in addition to traditional factors. The need for adopting ESG practices and aligning goals with sustainability has never been more prominent than now.

While the regulatory framework pertaining to ESG is not consolidated under any single law in India, various laws address elements of ESG that target specific facets such as environment protection, corporate governance, disclosure and reporting requirements.

In a move to ensure investors have access to standardized disclosures on ESG parameters, The Securities and Exchange Board of India (**SEBI**) has made it mandatory for the top 1000 listed entities by market capitalization to file Business Responsibility and Sustainability Report for the financial year 2022-2023 and onwards. This disclosure is *inter alia* aimed towards interlinking the financial results of a company with its ESG performance. This is also a step by SEBI to stomp down on greenwashing by corporations as heightened data collection would facilitate transparency with the Government and investors.

SEBI is at the forefront of promoting a sustainable approach to investing and has introduced disclosure norms for ESG mutual funds and proposed a regulatory framework for ESG rating providers. SEBI has introduced a Stewardship Code for all mutual funds and alternative investment funds, in relation to their investment in listed equities with a view of aligning the intermediaries with best governance and monitoring across their ecosystems.

ESG investing has also garnered interest from the Reserve Bank of India (**RBI**). After joining the 'Central Banks and Supervisors Network for Greening the Financial System' as a member on 23 April 2021, RBI set up a Sustainable Finance Group to deal with financial risks associated with climate change and to help transition financial systems towards greener economies. The Ministry of Power has notified the Green Hydrogen Policy (**Policy**) which aims to aid the Government in meeting its climate targets and making India a green hydrogen hub. The Policy is aimed at providing clean fuel to the masses and reduce dependence on fossil fuels and reduce crude oil imports.

At the 26th session of the Conference of the Parties (**COP26**) held in Glasgow, India made enhanced commitments towards an environmental conscious lifestyle. The five elements "*Panchamrit*" of India's climate action include: (a) reaching 500GW non-fossil energy capacity by 2030; (b) 50% of its energy requirements from renewable energy by 2030

(c) reduction of total projected carbon emissions by one billion tons by 2030; (d) reduction of the carbon intensity of the economy by 45 per cent by 2030, over 2005 levels; and (e) achieving the target of net zero emissions by 2070.

The Government has released a mission document titled 'National Electric Mobility Mission Plan 2020' to accelerate the use and manufacturing of electric vehicles in India. The Indian Parliament has also passed the Energy Conservation Amendment Bill 2022, which will further enable the transition from fossil-based energy to clean and renewable sources. India's increased focus on clean energy and adoption of electric vehicles are a testament to its commitments made at COP26.

Global commitment towards carbon neutrality and net zero have prompted investments in green debt securities, thereby making India the 6th largest Asia Pacific nation in terms of green bonds issuance. India's ESG commitment has spurred investment in renewable energy which has increased 125 per cent compared to the last financial year and has reached a record high of USD 14.5 billion in the last fiscal (2021-22) as per a report by the Institute for Energy Economics and Financial Analysis.

Additionally, India's impact investing has been growing year-on-year. The sector which has raised the highest funding from investors is technology for development focused impact enterprises. The Indian government has been focusing on impact funds and several government backed funds such as the 'Fund of Funds for Startups' by Small Industries Development Bank of India and 'Self Reliant India Fund' are investing in funds with an ESG tilt in their investment strategy.

There is a clear and pragmatic approach being adopted by the policymakers towards streamlining the process of ESG linked disclosures and shaping the approach to climate risk and sustainable finance.

While great strides are being made in the right direction, it is important to approach the adoption of ESG standards with cautious optimism. India is one of the fastest growing major economies, and it is difficult for industries which are at the inflexion stage to abide by certain global ESG norms because of the varied stages of development. While India is one of the least contributors to the global greenhouse gas emissions, plenty of investment is required to achieve the goals set in COP26. Despite the challenges associated with adoption of ESG practices, based on the policy measures of the Government and the regulators, it would not be an overstatement to say that India is leaving no stone unturned to grow and develop sustainably.

*Divaspati Singh (Partner), Chirayu Heddthale (Senior Associate) and Shambhavi Sinha (Associate),
Khaitan & Co*

Roadshows in Düsseldorf and Stuttgart

After years of Corona-induced moratorium, the "Make in India Mittelstand!" roadshows have started again this year. Under the leadership of the Embassy of India, Berlin, the roadshows are organised by Rödl & Partner as official MIIM Knowledge Partner. Especially in times when rising energy prices, geopolitical challenges and corona-related supply chain bottlenecks force German SMEs to explore alternative investment strategies, it is worthwhile to take a look at India. It was precisely this view of India's potential that the MIIM roadshows clearly demonstrated to the participants.



The roadshow in Stuttgart on 07.10.2022 initiated the line of events, which was organized in cooperation with the Honorary Consulate of India, Stuttgart in the premises of Lapp Holding AG and was visited by a number of company representatives from different industries. In addition to the interesting keynote speech by the Indian Ambassador, Mr. Parvathaneni Harish, which dealt with topics such as (Renewable) Energy, Digitalization and India's demographic potential, the event was also characterized by the interesting exchange of practical experience in the context of a lively panel discussion. In this panel discussion, moderated by Mr. Rahul Oza from Rödl & Partner, the Ambassador Mr. Harish Parvathaneni, Mr. Andreas Lapp from Lapp Holding AG, and Mr. Martin Wörlein from Rödl & Partner shared their practical experiences and perspectives on India's potential with the attending representatives of German SMEs. The program was concluded by the presentation of the "Make in India Mittelstand!" program and its various possibilities to assist German SMEs in setting up or expanding operations in India. This part of the program also provided the opportunity to address individual questions of the company representatives and led to a successful exchange of ideas.

The roadshow was followed by 'networking and snacks', which offered a nice opportunity for personal networking in a smaller group.



As the second of a total of three roadshows - the third will take place in November - the roadshow in Düsseldorf was held on 13.10.2022 in cooperation with the Consulate General of India in Frankfurt, the Chamber of Commerce and Industry (IHK) Düsseldorf and the Chamber of Commerce and Industry (AHK) India. In the premises of the IHK Düsseldorf, this event also provided the attending representatives of German medium-sized companies with a lot of new information, food for thought and practical experience. The attendees were welcomed by Mr. Schlindwein, Managing Director of the International Department of the IHK Düsseldorf. The subsequent keynote speech of the Indian Ambassador was followed by an extensive Q&A session, in which the Ambassador Mr. Parvathaneni Harish together with the Indian Consul General Dr. Amit Telang answered the manifold questions of the attendees and pointed out possible solutions for challenges. This interesting Q&A round was completed with a panel discussion in which Dr. Amit Telang, Dirk Matter, the Managing Director of AHK India, as well as Dirk Niestrat, Managing Director of HORA eTec GmbH, discussed the advantages, but also the challenges of India as a business location and shared their extensive practical experience with the German SMEs present. The "Make in India Mittelstand" roadshow in Düsseldorf also offered plenty of time for personal networking over snacks and drinks at the end.



WEBINARS

1. **Green Energy Webinar:** 24th of November 2022
2. **eMobility Webinar:** 30th of November 2022

Please drop an Email to shalomi.rathod@roedl.com for further information and early registration.

EVENTS

1. **MIIM Networking Meet in Berlin:**
15th of February 2023

Please drop an Email to miim@indianembassy.de for further information and early registration.



Embassy of India
Berlin, Germany



MAKE IN INDIA MITTELSTAND!

Rödl & Partner

About MIIM

MIIM' is a market-entry support programme for German Mittelstand and family-owned enterprises launched by Embassy of India Berlin, Germany in 2015; driven by Government of India's national programme, 'MAKE IN INDIA'.

The objective of MIIM programme is to facilitate investments by German Mittelstand and family-owned companies in India and to provide market entry related services.

The MIIM program has enrolled more than 150 companies which represent a cumulative declared investment of 1.4 bn EUR to India.

As a part of MIIM program members are exposed to a wide range of business support services under a single platform. The program is being implemented with the support of its Knowledge Partner – Rödl & Partner, Facilitation Partners including Central and State Government Ministries in India and also key industry partners who can support the companies in various aspects of market entry into India. Offered services includes Strategy consulting, M&A, operational market entry support, tax & legal support, financial services and other services

LIEBHERR



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And many more members.

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WELCOME ONBOARD

SEPTEMBER 2022

Laempe Mössner Sinto GmbH



Ovesco AG



Paul Vahle GmbH & Co. KG



Programme Partners

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We are proudly introducing our new MIIM-member ...



Laempe Mössner Sinto GmbH - world leading supplier of foundry solutions for core making.

Company

Laempe Mössner Sinto is a German based international supplier of core shooters, equipment, and solutions for core shops in the foundry industry. As the leading company in core making technology, Laempe Mössner Sinto provides a comprehensive product and service portfolio for all relevant branches, e.g., automotive and railway industry, independent and jobbing foundries. State-of-the-art production equipment and technologies assure the quality of our systems, whilst high flexibility characterizes our production and logistics. Fundamental for our success are our qualified and motivated employees. At its German locations in Barleben, Schopfheim and Mannheim, Laempe employs more than 300 employees. Our international customers are supported by our global sales and service network with over 25 representatives worldwide.

Products

Laempe Mössner Sinto is a leading supplier of equipment and services for core making technology. Our extensive range of machines and systems for core shops include core shooters as well as solutions for sand preparation, gassing, subsequent treatment, and tool changing and cleaning. Besides this hardware equipment, Laempe Mössner Sinto offers tailor-made software solutions for most efficient monitoring and controlling of production equipment. We are a strong partner for our customers, helping them to successfully manage even the most challenging of tasks. As well as innovative products, Laempe Mössner Sinto offers top-quality services.

Core Capabilities

Laempe Mössner Sinto was founded in 1980 by Dipl.-Ing. Hans-Joachim Laempe. With the integration of the long-tradition companies Hottinger and Röperwerk in 2010, Laempe has combined great expertise and experience in core shooting of more than 50 years. The production and installation of more than 15.000 core shooting machines, long term customer relationships and continuous communication with foundries, binder suppliers, pattern makers and universities guarantee deep know how and best customer care. In 2015, the world leader in the field of core making technology and the Japanese Sintokogio Co., Ltd ("Sinto"), the world's largest manufacturer of foundry machinery, agreed on a strategic partnership.

We are proudly introducing our new MIIM-member ...



Ovesco Endoscopy AG

Ovesco Endoscopy <https://ovesco.com> has been created by a group of scientists and clinicians leveraging their knowledge and research assets in the field of advanced endoscopic and surgical procedures in the gastrointestinal tract.

Our core competence is to invent endoluminal procedures and technologies that provide significant advantage to patients and clinicians in the field of gastrointestinal diseases. Our employees strive to develop and market products of outstanding quality and customer benefit.

We develop, manufacture and market instruments and systems for the treatment of gastrointestinal diseases. We offer comprehensive procedures, not only products, and support you all the way from training to intervention.

Ovesco's hallmark are innovative endoscopic clipping systems. The OTSC® is our product platform for the treatment of gastrointestinal hemorrhage and for endoscopic digestive organ wall closure. Our clip technology forms a solid basis for many other procedures. Over the years, our portfolio has been expanded by novel resection techniques, such as FTRD® and RESECT+, and also diagnostic sensor capsules, such as the HemoPill®.

Our headquarters is based in Tuebingen, Germany. Furthermore, Ovesco has locations in France and the USA. Patients are treated with Ovesco products in over 70 countries worldwide.

Ovesco Endoscopy products are already been sold in India since 2017 via our Indian distribution partners and currently we have five partners servicing various regions supported by two sales managers. We are excited to set up our India subsidiary office, Chennai soon managed by Devan Kizhakee. This office would serve as our marketing office for customer trainings where in physicians and Technicians would be trained on FTRD®, OTSC®..etc regularly and would pay way for a meaningful customer engagement and increasing our footprint for India market.

We are proudly introducing our new MIIM-member ...



The VAHLE Group - Holistic system provider for mobile industrial applications.

As one of the world market leaders, VAHLE develops high-quality power, data transmission and automation systems that are used in mobile industrial applications worldwide. Quality, dynamics, innovation and passion are the cornerstones of our company.

Founded in 1912 by the inventor of the first conductor rail, Paul Vahle, four generations have since developed the family business into a high-tech company. Then, as now, our mission was to provide intelligent applications that support the needs of our customers. For over 100 years, we led the industry and impacted the world market with our innovations.

In Kufstein (Austria), we operate an innovation and development center with VAHLE Automation GmbH. With production sites at our headquarters in Kamen as well as in Dortmund, we exclusively supply high-quality products "made in Germany". We maintain service locations worldwide so that we can respond to customer inquiries at short notice anywhere at any time.

Our portfolio includes products from the fields of power transmission (vPOWER), data communication (vCOM), positioning (vPOS) and control (vDRIVE). With our flexible solutions, we primarily address customers from the amusement rides, intralogistics, people movers, crane technology, automotive, port technology and general industry.

Your Vision - Our Solution



Embassy of India
Berlin, Germany



MAKE IN INDIA MITTELSTAND!

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MAKE IN INDIA MITTELSTAND!

Investment support for German Mittelstand Enterprises

MIIM Team

MRS. RACHITA BHANDARI

Head MIIM Project Team | Deputy Chief of Mission |
Embassy of India, Berlin

MR. SAKETA MUSINIPALLY

Deputy Head - MIIM Project Team | First Secretary |
Embassy of India, Berlin

MR. MARTIN WOERLEIN

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