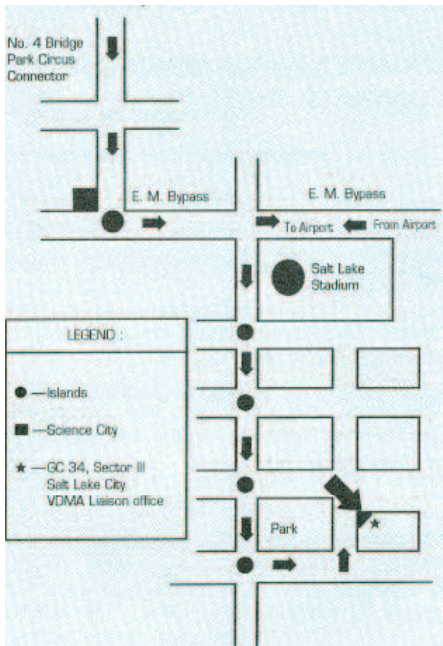


VDMA in general

German Engineering Federation

- VDMA offers the largest engineering industry network in Europe
- Accounting for sales of roughly € 207 billion (2013) and 988,000 employees, mechanical engineering is one of the largest industrial sectors and employers in Germany
- VDMA represents more than 3,100 member companies (mainly small/medium size) in the engineering industry
- VDMA lends a powerful voice to the views of its members both on the national and international level
- Key areas: Markets; statistics; economy; foreign business and exports; law, taxes and wages; management and information systems; marketing and customer service; E-Business and industry portals; research and technical codes; education and recruitment; technology and environment



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VDMA India



Indo-German Bridgehead



Preface

Preface

For many years India has been the second largest market in Asia for the German engineering industry. As an emerging country on a growth path, India offers a great potential for our industry. The demand for modernization of important Indian customer branches continues to provide the drive for further technological development in India. And, the German capital goods industry, the so called "Mittelstand", mainly consisting of small and medium sized enterprises, supports this process by offering excellent solutions.

The Indo-German business contacts have deep-seated roots providing immense possibilities for a successful Indo-German business/trade relationship in the future.

VDMA extended its services with a subsidiary office in India, located in Calcutta, and with additional regional offices in New Delhi/Noida and Mumbai. The offices support in particular those German member companies who are new to the Indian market. The VDMA team offers local assistance to the member companies as well as providing the Indian industry with useful information and contacts to the German industry.

Your VDMA!



Rajesh Nath,
Managing Director

India

Services – Complimentary for VDMA member companies



Markets

- Trends, Evaluations
- Market entry information
- Observation of legislation

Networking/Representation of interests

- Ministries, Associations
- Industry fair organizers, Trade press
- India Management Meetings
- VDMA Mechanical Engineering Summit

Marketing

- Networking with local associations and trade bodies
- Common PR, Business meetings

Trade Fairs and Events

- Collection of data
- Common presentations
- Observance of conferences

Press

- Publications in trade magazines
- Exchange with trade and economic press

Additional Services (against charges)

- Market study/Analysis
- Advertisement in quarterly newsletter/in annual publication
- India business trip (incl. meetings and travel support)
- Organising delegation visits
- Organising road show/Press conference
- Credit assessment
- Mailing of information to Indian industry
- Translation services
- Personnel recruitment
- Provision of auditing- and tax advice
- Registration of trade marks
- Visa invitation letter

Services to Indian Industry

- VDMA Directory "Who makes machinery in Germany"
- VDMA Managers Navigator for India
- German Industry Newsletter
- Information on sector specific trade fairs in Germany
- Business Match-Making services

