



# NEWSLETTER

APRIL-JUNE 2024 |

ISSUES #02

## VISIT TO INDIA BY PROF. DR. DIRK MUELLER, HOCHSCHULE FLENSBURG

According to a recent DAAD (Deutscher Akademischer Austauschdienst or German Academic Exchange Service) report, Indian students are now the largest international community on German campuses. The number of Indian students in Germany stands at 42,997 for the Semester Year 2022-23. According to the report, 60 % of Indian students are pursuing engineering courses, 22 % are in management and law, 14 % in mathematics and natural science, and 4 % are pursuing other courses.



Due to low fees, and high return on investment, Germany is becoming one of the most sought-after places for education by international students. There are other factors also. Throughout the world, a "Made in Germany" seal is regarded as a seal of quality. German engineering is well respected. Career prospects within Germany are also becoming very attractive as there is a growing manpower shortage, especially in several critical areas. Another notable trend is that more and more women are also opting for degree courses in engineering.

IGEP had the pleasure of hosting Dr. Dirk Mueller from Hochschule Flensburg (University of Applied Science) during his visit to India in the 1st week of March 2024.

Dr. Mueller had interactions with educational institutions in India including schools and colleges. Dr. Mueller spoke about Hochschule Flensburg which is one of the leading Universities in North Germany. Hochschule Flensburg not only offers courses in the regular technical streams but also in frontline technologies such as renewable energy, data science, and biotechnology. According to Dr. Mueller, Indian students can gain exposure to these cutting-edge technologies which in turn can enable them to pursue a successful career in these fields.

Hochschule Flensburg also allows international students to do a bridge course through Studienkolleg. The Studienkolleg (preparatory college) is a German-wide program that enables participants from non-EU to acquire a German university entrance qualification within one year. It provides participants with linguistic and technical training, scientific methods, and thought processes that are common in German academia.

## IGEP ORGANIZES MEETINGS FOR THE INDIAN MONUMENTS MANUFACTURERS ASSOCIATION (IMMA) WITH THE GERMAN AND AUSTRIAN EMBASSIES



**Mrs. Sharda Subramaniam (Director, IGEP), Mr. Gunasekaran (G.R. Granites), Mr. R. Muthusankar (Arkay Glenrock Pvt Ltd) Mr. Michael Pal (Director, Austrian Cultural Forum, New Delhi), Mr. P. Narendran (Siva Granite Products) & Dr. Dietrich Kobschull (Chairman, IGEP)**

The Indian Monuments Manufacturers Association (IMMA) is the umbrella organization of Indian granite exporters. In April 2024, IGEP organized a meeting for the IMMA delegation with the Austrian Embassy (with Michael A. Pal, Director, Austrian Cultural Forum New Delhi) and the German Embassy (with Dr. Stephan Hesselmann and Jonas Madsen of the Department of Economic and Global Affairs). The IMMA team appraised them about the work of IMMA in promoting Indian stone exports and its strict adherence to global social and environmental standards. IGEP is assisting IMMA members to comply with social and environmental standards that are accepted in the EU and other world markets.

## IGEP ORGANIZES MEETINGS FOR THE INDIAN MONUMENTS MANUFACTURERS ASSOCIATION (IMMA) WITH THE GERMAN AND AUSTRIAN EMBASSIES



Sridhar Subramonyan (Director IGEP), Mr. P. Narendran (Siva Granite Products), Mr. R. Muthusankar (Arkay Glenrock Pvt Ltd), Mr. M. Gunasekaran (G.R. Granites), Dr. Stephan Hesselmann (Minister Counsellor, Embassy of Germany, New Delhi), Mr. Jonas Madsen (attaché, Embassy of Germany, New Delhi), Sharda Subramaniam (Director IGEP) and Dr. Dietrich Kechsull (Chairman, IGEP)



## IGEP SIGNS MOU WITH SHARDA UNIVERSITY, AGRA



Sharda Subramaniam (Director, IGEP), Dr. Dirk Troendle (Investment Trade Marketing GmbH), Dr. Dietrich Kebschull (Chairman, IGEP), Prof. (Dr.) Jayanthi Ranjan (Vice Chancellor, Sharda University, Agra), Mr. Atul Narang (Asst. Prof Dean), Prof. M. H. Wani (Registrar, SUA) & Mr. Mohammed Arif (Asst. Prof, SUA).

Sharda University Agra is part of the Sharda Group of Institutions and has been a provider of world-class education since 1996. It is the largest educational group based in Uttar Pradesh, having 17,000+ students and 900+ faculty strength. It currently has over 26,000 alumni who are doing well professionally in various careers in India and abroad.

IGEP signed a Memorandum of Understanding (MoU) with Sharda University. The MoU aims at fostering academic collaboration between German universities and Sharda University Agra. This MoU encompasses student exchange programs, faculty collaborations, and resource-sharing initiatives, laying the foundation for enriching cross-cultural experiences and enhancing academic excellence.

## IGEP SIGNS MOU WITH SHARDA UNIVERSITY, AGRA



**Dr. Dirk Troendle (Investment Trade Marketing GmbH), Dr. Dietrich Kebschull (Chairman, IGEP), Prof. (Dr.) Jayanthi Ranjan (Vice Chancellor, Sharda University, Agra), & Mr. Atul Narang (Asst. Prof Dean, SUA)**

Due to the high cost of labour in Germany as well as other EU countries, several German companies are looking at India to source products from India especially involving metal working. This presents a good opportunity for Indian companies, especially MSMEs. Indian companies are in a position to execute sub-contracting orders to provide complete solutions in metalworking, manufacturing a wide range of standard and customized fabricated and machined parts.

The product portfolio can also include press-stamped and sintered metal parts. Many Indian MSMEs also have in-house design and development expertise, which enables them to provide highly customized solutions as per customer requirements.

One of the German companies that is looking at India as a sourcing destination is Holm & Laue GmbH & Co. KG from the state of Schleswig-Holstein. The company is a specialist supplier of farm equipment especially for the dairy industry.

A team from Holm & Laue consisting of Hans Holm, Managing Director, and Hannes Holm, General Manager visited India in June 2024. IGEP organized meetings for the company with specialized vendors in Chennai and Coimbatore. According to Mr. Holm, the visit was an eye-opener. The team is confident that Indian suppliers can fulfill their requirements in terms of both cost and quality.



## IGEP SIGNS MOU WITH SHARDA UNIVERSITY, AGRA



**Dr. Dirk Troendle (Investment Trade Marketing GmbH), Dr. Dietrich Kepschull (Chairman, IGEP), Prof. (Dr.) Jayanthi Ranjan (Vice Chancellor, Sharda University, Agra), & Mr. Atul Narang (Asst. Prof Dean, SUA)**



**Mr. Hans Joachim Holm (MD, Holm & Laue), Mr. K. Vivekanandan (MD, Faraday Ozone) and Mr. Hannes Holm (GM, Holm & Laue)**



**Mr. Hannes Holm (GM, Holm & Laue), Mr. K. Vivekanandan (MD, Faraday Ozone), Dr. S. Chandrasekar (Director, Roots Group), Mr. Hans Joachim Holm (MD, Holm & Laue) and Sridhar Subramonyan (Director, IGEP)**



## IGEP SIGNS MOU WITH SHARDA UNIVERSITY, AGRA



Mr. Hannes Holm (GM, Holm & Laue), Mr. K. Vivekanandan (MD, Faraday Ozone), Dr. S. Chandrasekar (Director, Roots Group), Mr. Hans Joachim Holm (MD, Holm & Laue) and Sridhar Subramonyan (Director, IGEP)



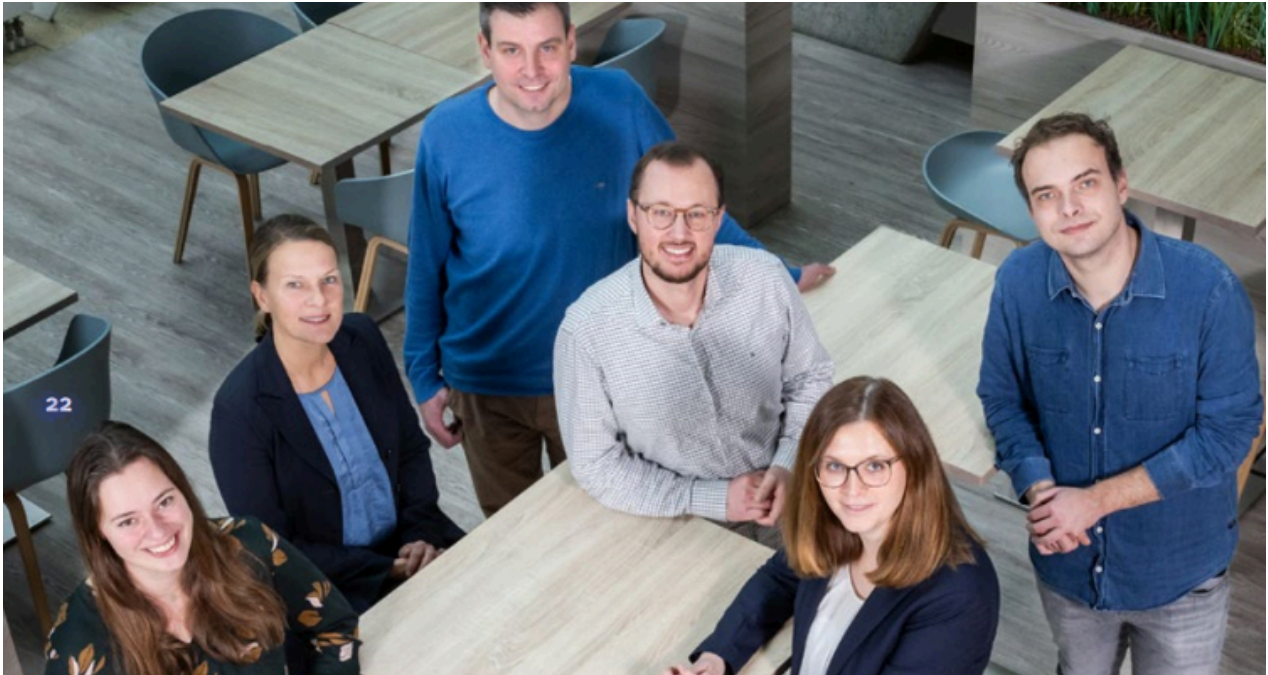
Mr. Lars Dettmann (Head of Sales, Exakt Advanced Technologies), Brig (Dr.) Ram Murti Sharma (Medical Superintendent, Sharda Hospital) & Sridhar Subramonyan (Director, IGEP)

Exakt Advanced Technologies GmbH, based in Norderstedt, Schleswig-Holstein, is a leader in the development of three roll mills, ointment mills, as well as cutting and grinding devices. EXAKT devices and technologies have been in use across industries and for a manifold of applications worldwide. You can find EXAKT machines and devices in medical laboratories, (compounding) pharmacies, and in Research & Development departments for industrial production.

Exakt plans to boost its presence in the Indian market. Mr. Lars Dettmann, Head of Sales of Exakt paid a visit to India in May 2024. IGEP introduced Mr. Dettmann to potential distribution companies that operate in the Indian market. The company will exhibit some of its leading products in the trade fair productronica India 2024 which will take place from Sept 11 – 13, 2024 in India Expo Centre, Greater Noida.



## SCHLESWIG-HOLSTEIN WELCOMES SKILLED WORKERS TO BRIDGE LABOR GAP



The Schleswig-Holstein Welcome Centre team (from left to right) - Sunniva Först, Alexandra Hüssler, Andreas Wilken, Jakub Czarnecki, Marieke Fischer, Matthias Guist

Germany, like many nations in Europe, has been experiencing declining birth rates for many years. This means that there will be a growing shortage of workers and skilled workers in the coming years.

In the state of Schleswig-Holstein alone, 25% of all employed people will retire in the next ten years. The younger age group cannot replace this in terms of numbers, and even an increasing level of automation will not close the gap. It is estimated that by the year 2035, the state of Schleswig-Holstein will face a skills gap of at least 180,000 people.

To address the challenges of this demographically related shortage of labour and skilled workers, the state government has set up a dedicated department called "Schleswig-Holstein Welcome Center" to strengthen the state's competitiveness and to support companies in recruiting skilled workers from abroad.

The center has a team headed by Alexandra Hübler to provide advice and support to facilitate the recruitment process of foreign skilled workers. IGEP is working closely with the Schleswig-Holstein Welcome Center to facilitate the supply of qualified Indian professionals seeking opportunities in Schleswig-Holstein.





## ISES 2020 PROMOTION IN VARIOUS TRADE FAIRS

IGEP is a regular exhibitor in some of the leading stone fairs in the world. These events provide IGEP with the perfect interactive place to create awareness in society on ethical practices through social compliance.

### Stone+tec, Nuremberg (19 - 22 June 2024)

Covering four days from 19 – 22nd June, around 250 exhibitors from over 20 countries presented their products, services, and innovations at Stone+tec in Nuremberg. Stone+tec is regarded as the international competence forum for natural stone and stone technology and takes place every two years at the Nuremberg Exhibition Centre.

Germany is one of the largest importers of granite and other stones from India. For that reason, Stone+tec is an important meeting place for German buyers and Indian suppliers. IGEP is a regular participant in Stone+tec. It is an opportunity to meet and inform German buyers how the stone industry has adopted social and environmental standards in its production processes. Information about the ISES 2020 standards was also disseminated by the IGEP team.



Dr. Dietrich Keschull (Chairman, IGEP) with visitors in the IGEP stall



Dr. Dietrich Keschull (Chairman, IGEP) with visitors in the IGEP stall

## ISES 2020 PROMOTION IN VARIOUS TRADE FAIRS

### StoneMart 2024, Jaipur (1 – 4 Feb 2024)

Stonemart 2024 was held at the Jaipur Exhibition and Convention Centre, Sitapura, Jaipur from 1- 4 February 2024. It was organized by the Centre for Development of Stones (CDOS) which is the apex stone industry organization of the Government of Rajasthan. CDOS is working with a mission to develop, promote, and support the Indian stone industry. IGEP is a regular participant in StoneMart.

StoneMart important event for Indian exporters who get the opportunity to meet their international clients face-to-face. The event receives excellent coverage in the local media. There is strong international participation with exhibitors coming from Germany, China, Italy, Portugal, Spain, Austria, Egypt, and Türkiye.

For IGEP, which was instrumental in establishing this fair in the 1990s, it always gives an opportunity to strengthen its contact with Indian exporters as well as provide information about its ISES 2020 certification process.



Mr. Praveen Kumar (Auditor, IGEP) with visitors in the IGEP stall



## IGEP'S ISES 2020 CERTIFICATION

**The ISES 2020 certification comprises ILO norms as well as Indian laws, covering the following activities:**

- ✓ Perform certifications and audits against child labour and adherence to social and environmental standards.
- ✓ Offer regular and comprehensive systematic control and monitoring of the entire value chain in the natural stone sector.
- ✓ Conducting audits for German buyers for the past 28 years.

### **How to get Certified?**

- Inform IGEP about your company and quarries: that you work on ISES 2020 and agree upon controls.
- Meet the IGEP team and get informed about the auditing procedures.
- Have the first round of inspection done in the whole chain from the quarry, processing, and packaging till shipment.
- Perform social and environmental audits and certify companies for ISES 2020.

The certificate will be valid for one year and can be renewed through one simple re-audit.

### **What does it cost?**

Indian companies provide 0.25 % of the export value (FOB) mainly for the control (audit) work. The importers give 1 % to buyer groups and association rebates are possible. The money is primarily used for social projects, mainly in the fields of education, training, and health care.

All expenditures and income are subject to strict controls by the financial authorities. Full transparency is guaranteed.