

VDMA in general

German Engineering Federation

- VDMA offers the largest engineering industry network in Europe
- With 1,300,000 employees and accounting for sales of roughly € 226 billion (2017) mechanical engineering is the largest employer and one of the biggest industrial sectors in Germany
- VDMA currently represents 3,250 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



First Word

With an average Gross Domestic Product (GDP) growth of more than 7 %, India has emerged as one of the fastest growing major economies in the world. The German industry, with its inherent strength in the 'Mittelstand', i.e. small and medium sized companies, has been a market leader in export of machinery (€ 3.1 billion in 2017) to India.

The Indo–German business contacts have deep-seated roots and have immense potential for rapid growth in the future and offers immense possibilities for successful Indo–German business/trade relationship.

VDMA extended its services with offices in India located in Kolkata, Bangalore, Mumbai and NewDelhi/Noida. The VDMA INDIA team is looking to offer to the member companies local assistance as well as providing the Indian industry useful information and contacts in the German industry.

Your VDMA team!



Rajesh Nath,
Managing Director

Services – To German companies



Markets

- Markets: potentials; trends; evaluations; basic market-information requirements for entry
- Trade fairs and events: observation; collection of data; coordination; contact with organizers; common presentations; observance of conferences
- Marketing: business meetings; symposia; business trips for delegations; common PR; distribution of information material; follow projects; tenders
- Press: contact with trade and economic press; publications in trade magazines
- Net working: Ministries; Associations; industry fair organizers; trade press; working groups
- Representation of interests: observation of legislation

Additional Services Against charges

- Advertisements in VDMA India Newsletters
- Organization of Roadshows
- Local support in visit of companies
- Provision of tender documents
- Information on credit worthiness
- Market analysis (referring to branches)
- Provision of legal- and tax advice, auditing and accounting services
- Translations/Interpretations (German/English)
- Registration of trademarks

Services To Indian industry

- Sector Specific information on the website
- Information on German industry
- Information on sector specific trade fairs in Germany
- Establishing contact with German companies
- Organizing trade delegations
- Business Match Making

