

MAKE IN INDIA MITTELSTAND!

MIIM has approached >300 companies where 72 are enrolled as official members so far

MIIM Report Card: For The Year (Sept. 2015 – March 2017)

**“Mittelstand companies approached”
to the MIIM programme**

**“Companies expressed interest” to join
the programme**

#307

#83



MAKE IN INDIA MITTELSTAND!

#83

“Personal meetings conducted” by MIIM team to evaluate “fit for MIIM”

MIIM in 1.5 years has enrolled 71 official members where 41 are at advanced stage of investment

#41

#72

“Advanced stage of investment implementation”

“Enrolled as official members of MIIM programme”

MIIM has strategically benefitted both German Mittelstands and Indian economy

MIIM Programme Value-add!!!



German Mittelstands



One-stop source for all market-entry relevant services



Liaising with central and state organisations



Assistance for identifying right partner, manufacturing location



Free workshops and webinars

Indian Economy



Make In India initiative implementation



New technologies introduction



Facilitating sectoral FDI and Employment generation

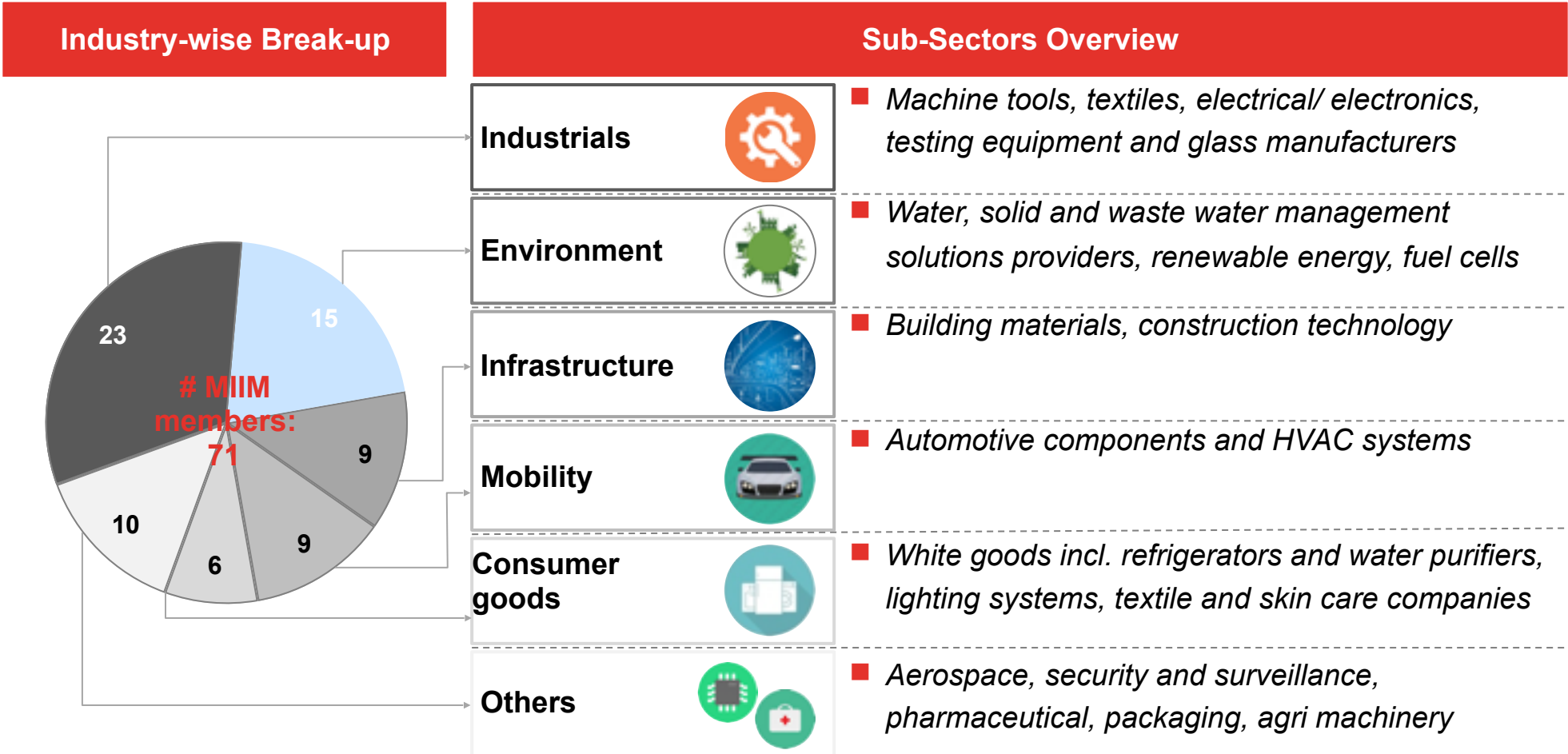


Facilitating Investments in MIIM partner states and more

MIIM is facilitating investments in ~27 sectors in-line with *Make in India* initiative



MIIM Member Companies: Industry Wise



MIIM is supporting “Historically sustained - German technologies” to set up their manufacturing footprint in India



German Technologies Finding Their Way to India!!!



Renewable Energy

(Anaerobic biofuels, 3+ MW turbine wind energy, hydrogen fuel cell technology)

Waste Management

(waste recycling, waste water treatment, packaging)



Engineering Technologies

(Packaging machinery, Machine tools, automation)



Water Technologies

(Water quality assessment, filtering solutions, restoration)



Construction technologies

(Sealants, green building materials)



Agricultural Mechanisation



MIIM is supporting declared investment of ~650 mio EUR and ~4,000 employment



MIIM Results: Investment Planned!!!

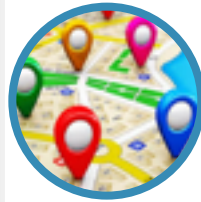
TOTAL INVESTMENT:
being facilitated under MIIM Programme

Investment Avenue

**Approx.
650 Mio EUR**



31 New Manufacturing Plants



11 Expansion Projects
(2nd manufacturing plant, expansion of current set up etc.)



2 Pilot Projects

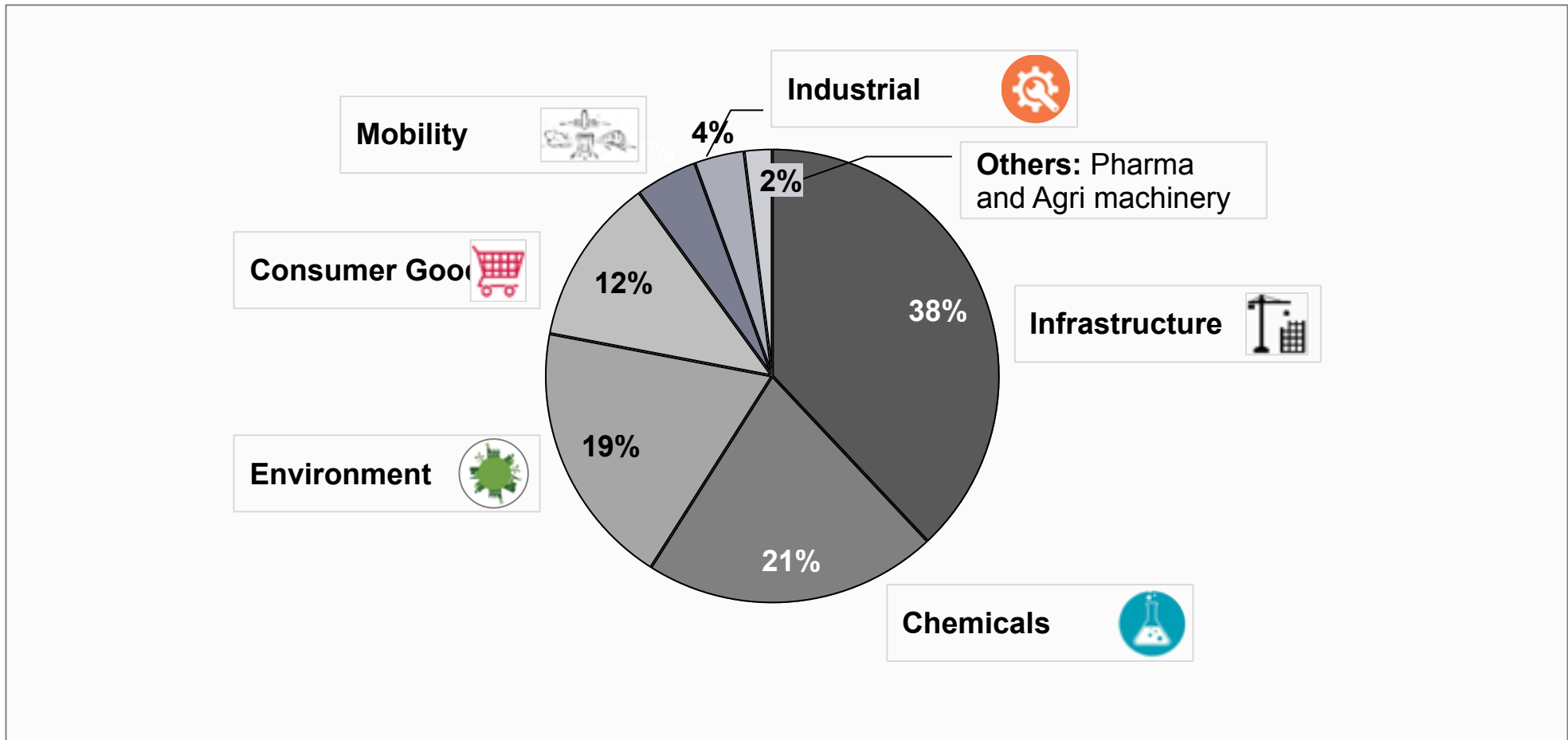
Note: Value refers to 28 companies' confirmed investment plans; other MIIM companies have not yet disclosed investment plans as yet

Employment Generation for ~4,000

Infrastructure, chemicals, environment have 78% of total declared investment



Declared Investments: Industry-wise



Key support requests facilitated: Market assessment, tax and legal, financing, partner identification



MIIM Support for German Mittelstand: Key Topics

The MIIM Hotline:
Mail log

>2,000

of mail
received and
replied in last 12
months

Overview of Key Support Requests and Facilitation



Land Allotment and
Location Analysis



Liasoning with
government a
authorities/ Industry
stakeholders



Market Assessment,
Technical Feasibility,
and Strategy
Formulation



Co-operation models
execution – JVs/
acquisitions



Transparency on Tax
and legal topics
*(custom duty, procedures,
incorporation etc).*



Business visa, MIIM
recommendation letters



Emerging market-entry
financing



Human Resource
Identification and
Recruitment

MIIM conducted 10 workshops and 6 webinars with extremely positive participation



MIIM Support for German Mittelstands: Workshops/ Webinars

- #10 common workshops conducted from Sept 2015
- # 6 Webinars conducted from July 2016



- Also, >25 companies Customised Workshops conducted to provide preliminary industry insights and opportunities

Milestones - investment announcements, incorporations, expansions and JVs etc.

Significant Milestones by MIIM Companies

10 Plant Set-up

- 5 started manufacturing
- 5 are in construction process



5 Joint Ventures

- 3 completed
- 2 JV in process



4 Market Assessments

- 4 companies assessing market attractiveness and potential opportunities



7 Incorporations

- 5 companies incorporated
- 2 companies' incorporation in-progress



3 Expansions

- 2 expansions completed
- 1 company's plans in-progress



MIIM Programme partners provided support including identifying right partners, locations for plant, assisting on tax and legal issues, liaising with state governments etc.