

# Invitation: German technology meets Pakistani textile industry

Karachi, 12<sup>th</sup> & Lahore 14<sup>th</sup> November 2019



## German-Pakistan Business Dialogue

The “Business Development Trip”, is an organized business visit for a delegation of 14 German companies as part of a project sponsored by the German Federal Ministry for Economic Affairs and Energy (BMWi). These highly innovative and technologically-advanced German companies specialized in production technologies along the entire textile value chain from spinning, knitting, weaving, nonwovens and finishing are looking for Pakistani business partners, partners of cooperation and want to present their companies and products to a Pakistani audience, all under the brand “Made in Germany”.

The delegation is looking forward to meeting Pakistani companies, institutions and organizations in Karachi and Lahore. We are seeking forward-looking Pakistani textile manufacturers, institutions, and organizations interested in developing future relationships, creating business contacts, co-operations and meeting potential customers and dealers.

The German delegation visiting Pakistan from November 11<sup>th</sup> – 15<sup>th</sup> 2019 has been carefully selected by the German Federal Ministry, our cooperation partner SBS systems for business solutions and the VDMA Textile Machinery Association in order to represent the best of German technology, innovation and know-how.

The days in **Karachi (12<sup>th</sup> November 2019)** and in **Lahore (14<sup>th</sup> November 2019)** of the business development trip will be dedicated to presentation workshops, where the German delegation members will present their companies, products, technology and services and thereafter meet Pakistani company representatives and delegates of associations for individual B2B meetings, networking and discussion panels. For Pakistani participants, these days will provide excellent opportunities of awareness raising for new advanced technology and products from Germany.

#### Organization



#### Partner



We are looking forward to receiving participation from companies, organizations, and institutions, with genuine interest in meeting the German delegation, from the field of textile machinery accessories, additives and suppliers of production technologies for the textile industry for clothing, home textiles and related units.

### Who will be part of the delegation?

- German CEOs and export managers of 14 textile machinery manufacturing companies (see list below)
- A government expert of the German Federal Ministry for Economic Affairs and Energy
- Representatives of the association VDMA, a renowned German association for mechanical engineering, more specifically for the field of textile machinery
- Representatives of the German Embassy and German Consulate General
- Members of the Board of Directors and project managers of the German-Pakistan Chamber of Commerce & Industry (GPCCI) and the project consultants of SBS systems for business solutions

### Opportunities for Pakistani textile companies

Textile entrepreneurs are welcome to inform themselves about the latest technology trends, processes and new textile applications. Automation, digitization, industry 4.0, sustainability to save energy and raw materials are more than buzzwords to increase the production efficiency. In the end, all these technologies result in saving costs and freeing funds for other uses. German Technology – the investment always pays off.

The days in Karachi and Lahore will be dedicated to personalized business meetings as well as technical, informational and company visits. You will be able to get to know world-class German companies, products, technologies and services.

### Organizers and contacts

The **German-Pakistan Chamber of Commerce & Industry (GPCCI)** is the oldest European bilateral Chamber of commerce in Pakistan. GPCCI's network is broad in Pakistan, Asia and the Gulf region as well as in Germany.

Standard consultancy services are market research, research for suppliers, business and sales partners and the organization of matchmaking events in Pakistan and Germany. GPCCI is also commissioned to supply senior expert services from Germany to Pakistan covering all fields of businesses.

GPCCI has been commissioned with the implementation of the B2B matchmaking event in Pakistan.

For more details please contact:

**Franz Nienhaus**, Advisor to the Board of Directors

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Project Mobile: +92 (0) 300 202 4876

Online Registration: <http://www.german-tech.org/textile-machinery/registration>

Email: [events@gpcci.com.pk](mailto:events@gpcci.com.pk)

Website: [www.gpcci.com.pk](http://www.gpcci.com.pk)

Address: 2<sup>nd</sup> Floor, Plot 7-E, 9<sup>th</sup> Zamzama Commercial Lane, Phase 5, D.H.A., Karachi, Pakistan

**SBS systems for business solutions** has been an experienced consulting firm for renowned international projects since 1999. SBS offers services like market development, customer research and trade fair follow-up for the German and Italian market.

With its offices in Berlin and Rome, SBS stands for 20 years of experience in the development, planning and implementation of international projects, workshops, events and B2B business meetings and individual market entry strategies. SBS generates and successfully coordinates international teams tailored to each target market and sector. In the context of the organization and implementation of each project, SBS acquires and advises German participants, coordinates delegation trips to foreign countries, and organizes technical visits and high-level business meetings.

VDMA, Germany's Mechanical Engineering Industry Association, represents over 3,200 mostly medium-sized companies in the capital goods industry. Under the umbrella of VDMA, there are about 130 textile machinery and components manufacturers affiliated with the Textile Machinery Association. In 2017, the branch exported textile machinery worth about 3.4 billion euros. The professional **VDMA Textile Machinery Association** support the project technically and with regard to contents as international institutional representative. They also assist the initiative through promotion in Germany between sector specific companies.

## Program for Tuesday, 12<sup>th</sup> November 2019, Karachi

<b>Location: Hotel AVARI TOWERS Karachi</b> (Address: Fatima Jinnah Road, Karachi 75530, Pakistan Phone: 111-282-747, www.avari.com)			
09:30	Registration of participants		
	<b>Welcome notes</b> <ul style="list-style-type: none"><li>N.N., GPCCI</li><li>H.E. Mr. Eugen Wollfarth, German Consul General</li></ul>		
10:00 – 11:30	<b>Informational notes and Introduction</b> Benefits of participation in Pakistan-German development projects for the textile sector, N.N., GIZ The German Textile Machinery Industry, Mr. Boris Abadjieff, VDMA		
	<b>Organizational notes</b> Thomas Nytsch, SBS Consult, and Franz Nienhaus, GPCCI		
11:30 – 12:00	Coffee Break		
	<b>Benefits and technological innovations in German textile machinery: 2 parallel seminars</b>		
12:00 – 14:00		<b>Seminar 1</b> Moderation by Boris Abadjieff, VDMA: <b>Latest production technologies for the spinning industry (fibre &amp; yarn)</b>	<b>Seminar 2</b> Moderation by Thomas Nytsch, SBS Consult: <b>Latest production technologies for the finishing industry</b>
	12:00-12:15	Saurer Spinning Technologies	A. Monforts Textilmaschinen
	12:15-12:30	J. Kaulhausen & Sohn	Setex Schermuly
	12:30-12:45	Trützschler Spinning	Weitmann & Konrad
	12:45-13:00	Welker Vakuum	Brückner Textile Technologies
		<b>Latest production technologies for the knitting &amp; weaving industry (fabrics)</b>	
	13:00-13:15	Karl Mayer	Heusch
			<b>Latest production technologies for the nonwovens industry</b>
	13:15-13:30	Mayer & Cie.	Trützschler Nonwovens
			<b>Latest production technologies for the sewing industry</b>
	13:30-13:45	Groz-Beckert	Dürkopp Adler
	13:45-14:00	Q&A	Q&A
14:00 – 15:00	Buffet Lunch		
15:00 – 16:30	<b>Individual B2B meetings between delegation members and Sindh textile manufacturers</b>		
16:30 – 16:45	Coffee Break		
16:45 – 18:15	<b>Individual B2B meetings continued</b>		
<b>Location: Karachi Boat Club</b> (Address: Plot No. 72-A, Boat Club Road, Lalazar, Off M.T. Khan Road, Karachi 7400, Phone: +92 21 35611390, www.http://www.kbc.org.pk/)			
19:00 – 21:30	<b>GPCCI Networking Reception</b> (GPCCI members of Sindh will meet the German delegation and B2B participants of the day)		

## Program\* for Thursday, 14<sup>th</sup> November 2019, Lahore

<b>Location: Hotel Avari Lahore Towers</b> Address: 87, Sharah-e-Quald-e-Azam, Lahore 54000      Phone: +92 42 3603 3561			
10:00	Registration of participants		
	<b>Welcome notes</b> <ul style="list-style-type: none"><li>• N.N., GPCCI</li><li>• H.E. Mr. Bernhard Schlagheck, German Ambassador</li><li>• Dr. Christian Storost, German Federal Ministry for Economic Affairs and Energy (BMWi)</li><li>• N.N., Pakistan Ministry of Commerce, Textile, Industries &amp; Production and Investment</li></ul>		
10:30 – 11:15	<b>Informational notes and introduction</b> <p>Benefits of participation in Pakistan-German development projects for the textile sector, Mrs Romina Kochius, GIZ</p> <p>The German Textile Machinery Industry, Mr. Boris Abadjieff, VDMA</p> <b>Organizational notes</b> <p>Thomas Nytsch, SBS Consult, and Franz Nienhaus, GPCCI</p>		
<b>Benefits and technological innovations in German textile machinery: 2 parallel seminars</b>			
11:15 – 13:15		<b>Seminar 1</b> Moderation by Boris Abadjieff, VDMA: <b>Latest production technologies for the spinning industry (fibre &amp; yarn)</b>	<b>Seminar 2</b> Moderation by Thomas Nytsch, SBS Consult: <b>Latest production technologies for the finishing industry</b>
	11:00-11:15	Saurer Spinning Technologies	A. Monforts Textilmaschinen
	11:15-11:30	J. Kaulhausen & Sohn	Setex Schermuly
	11:30-11:45	Trützschler Spinning	Weitmann & Konrad
	11:45-12:00	Welker Vakuum	Brückner Textile Technologies
		<b>Latest production technologies for the knitting &amp; weaving industry (fabrics)</b>	
	12:00-12:15	Karl Mayer	Heusch
			<b>Latest production technologies for the nonwovens industry</b>
	12:15-12:30	Mayer & Cie.	Trützschler Nonwovens
			<b>Latest production technologies for the sewing industry</b>
	12:30-12:45	Groz-Beckert	Dürkopp Adler
	12:45-13:00	Q&A	Q&A
13:15 – 14:15	Buffet Lunch		
14:15 – 16:15	<b>Individual B2B meetings with representatives of Punjab textile manufacturers</b>		
16:15 – 16:30	Coffee Break		
16:30 – 18:00	<b>Individual B2B meetings</b>		
18:00 – 18:30	Break		
18:30 – 21:00	<b>GPCCI Networking Reception at Avari Hotel</b> (GPCCI members of Punjab, German Delegation, B2B textile manufacturers of the day)		

## Application

Application Link for Online Users: <http://www.german-tech.org/textile-machinery/registration>  
If you are filling in this form instead, please scan and send to: [events@gpcci.com.pk](mailto:events@gpcci.com.pk)

**The event is free of charge but subject to registration!** (For further information, please see note at the end of this form)

*I grant GPCCI and their partner SBS systems for business solutions use of the following information for purposes related to the organization of the delegation trip from Germany:*

### Information about the Organization:

Company name:

Address:

Website:

Phone:

Fax:

Company Email:

### Personal Data:

Last name:

First name:

Position/function within the company:

Direct phone number:

Mobile (used during trip):

Email:

Languages:

### Brief Description of the Organization:

Type of company: ☐ private ☐ public/municipal ☐ association

Business area: ☐ production ☐ providing services ☐ textile related industries  
☐ R&D ☐ others (concise description) (concise description)

Number of employees: ☐ <20 ☐ 20-49 ☐ 50-249 ☐ >250

Annual turnover: ☐ <1 Mio. \$ ☐ 1-5 Mio. \$ ☐ 5-50 Mio. \$ ☐ >250

Main activities of organization (concise description of e.g. business and services and year established):

Current activities in Germany:

### Additional Information:

What equipment / technologies do you want to get to know?

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Which companies/delegation members would you like to meet?

- |  |  |   |  |
|--|--|---|--|
| <input type="checkbox"/> <a href="#">Brueckner GmbH</a>    | <input type="checkbox"/> <a href="#">Duerkopp Adler GmbH</a>         | <input type="checkbox"/> <a href="#">Groz Beekert GmbH</a>  | <input type="checkbox"/> <a href="#">Heusch GmbH</a>   |
| <input type="checkbox"/> <a href="#">Jks Spinning GmbH</a> | <input type="checkbox"/> <a href="#">Karl Mayer GmbH</a>             | <input type="checkbox"/> <a href="#">Mayer and Cie GmbH</a> | <input type="checkbox"/> <a href="#">Monforts GmbH</a> |
| <input type="checkbox"/> <a href="#">Saurer GmbH</a>       | <input type="checkbox"/> <a href="#">Setex GmbH</a>                  | <input type="checkbox"/> <a href="#">Truetzschler GmbH</a>  | <input type="checkbox"/> <a href="#">Weko GmbH</a>     |
| <input type="checkbox"/> <a href="#">Welker GmbH</a>       | <input type="checkbox"/> <a href="#">Truetzschler Nonwovens GmbH</a> |   |  |

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Which seminars would you like to attend?

- ☐ 12th November 2019 - Karachi - Room 1 - spinning, knitting, weaving
- ☐ 12th November 2019 - Karachi - Room 2 - finishing, nonwovens, sewing
- ☐ 14th November 2019 - Lahore - Room 1 - spinning, knitting, weaving
- ☐ 14th November 2019 - Lahore - Room 2 - finishing, nonwovens, sewing
- ☐ No seminars, I only want to attend the b2b events of 12th November 2019 – Karachi
- ☐ No seminars, I only want to attend the b2b events of 14th November 2019 – Lahore

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Which events would you like to attend?

- ☐ I am interested in participating in the evening reception in Karachi (Karachi Boat Club, 12<sup>th</sup> November 2019 – 7 p.m.).
- ☐ I am interested in participating in the evening reception in Lahore (Avari Hotel, 14<sup>th</sup> November 2019 – 7 p.m.).

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This Participant Agreement is put forward in good faith and GPCCI and SBS systems for business solutions agree to use all commercially reasonable best efforts to satisfy the expectations of the participant in the course of this trip.

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Name in capital letters and signature

Place, Date (MM/DD/YYYY)

Application Link for Online Users: <http://www.german-tech.org/textile-machinery/registration>

Please send filled out applications to: [events@gpcci.com.pk](mailto:events@gpcci.com.pk)

### IMPORTANT INFORMATION:

**You will receive a confirmation of your online applications soon and after review of your B2B requests a schedule with your allocated time slots will be forwarded to you. If you cannot keep the registered time slots, please inform immediately so that they can be allocated to other participants. Please note: Time slots for B2B meetings will be reserved on a first come first serve basis. In any case your application is expected until Friday, 18<sup>th</sup> October 2019.**