Consulate General of India Frankfurt ***

General and Bilateral Brief: North Rhine-Westphalia (NRW) - India

North Rhine-Westphalia, commonly shortened to NRW, is the most populous state of Germany, with a population of approximately 17.9 million, and the fourth largest by area. It was formed in 1946 as a merger of the provinces of North Rhine and Westphalia, both formerly parts of Prussia, and the Free State of Lippe. Its capital is Düsseldorf; the largest city is Cologne. Four of Germany's ten largest cities—Cologne, Düsseldorf, Dortmund, and Essen— are located within the state, as well as the second largest metropolitan area on the European continent, Rhine-Ruhr. NRW is a very diverse state, with vibrant business centers, bustling cities and peaceful natural landscapes. The state is home to one of the strongest industrial regions in the world and offers one of the most vibrant cultural landscapes in Europe.

Salient Features

1. Geography:

The state covers an area of 34,083 km² and shares borders with Belgium in the southwest and the Netherlands in the west and northwest. It has borders with the German states of Lower Saxony to the north and northeast, Rhineland-Palatinate to the south and Hesse to the southeast. Thinking of North Rhine-Westphalia also means thinking of the big rivers, of the grassland, the forests, the lakes that stretch between the Eifel hills and the Teutoburg Forest range. The most important rivers flowing at least partially through North Rhine-Westphalia include: the Rhine, the Ruhr, the Ems, the Lippe, and the Weser. The Rhine is by far the most important river in NRW. The state is synonymous with industrial areas and urban agglomerations. However, the largest part of the state is used for agriculture.

2. Demography:

NRW has a population of approximately 17.9 million inhabitants and is centered around the polycentric Rhine-Ruhr metropolitan region, which includes the industrial Ruhr region and the Rhenish cities of Bonn, Cologne and Düsseldorf. 30 of the 80 largest cities in Germany are located within NRW. North Rhine-Westphalia ranks first in population among German states for both Roman Catholics and Protestants.

3. Art and Culture:

The Cologne Cathedral in the state is a major landmark in Germany. NRW has an unparalleled concentration of museums, cultural centers, concert halls and theatres. Film festivals in Oberhausen, Duisburg, Cologne, Lünen, Münster, Bonn, Dortmund and other places in NRW provide quality of the highest standards. Buildings designed by top-notch architects have earned international renown. Every year, the Ruhrtriennale festival (an annual music and arts festival which runs between mid-August and mid-October) attracts visitors from all over the world.

The city of Bonn in NRW is the birth place of music legend, Ludwig van Beethoven. In the year 2020, the state of NRW marked the 250th Birth Anniversary of Beethoven with exhibitions and concerts held through the state.

4. Government:

The last state elections in NRW were held on 14 May 2017 to elect the members of the Landtag of North Rhine-Westphalia. The incumbent coalition government of the Social Democratic Party (SPD) and The Greens led by Minister-President Hannelore Kraft was defeated. The Christian Democratic Union (CDU) became the largest party and formed a coalition with the Free Democratic Party (FDP). CDU leader Armin Laschet was subsequently elected Minister-President.

According to the final result, the CDU got 33.0% (+6.7%), the SPD 31.2% (-7.9%), the FDP 12.6% (+4.0%), the Greens 6.4% (-4.9%), the Left-wing Party 4.9% (+2.4%), and the rightwing populist AfD 7.4%. On forming a coalition with the FDP, the CDU has 72 seats in the state parliament, the SPD 69, the FDP 28, the Greens 14, and the AfD 16. The absolute majority is 100 seats and that is exactly the number of seats that the CDU and FDP have together. Minister President of NRW, Armin Laschet, has been in the race for taking over from Angela Merkel as candidate for Union Chancellor.

5. Trade and Economy:

Among Europe's metropolitan regions, NRW has one of the most powerful economies. Were it an independent country, it would be a world leader in terms of exports. The state is also a national leader. It has always been Germany's powerhouse. It is Germany's No. 1 industrial region. Its livelihood depends on industry. Industry sustains and drives forward research, growth and wealth in the state. Of Germany's top 100 corporations, 37 are based in NRW. Its home to the global players. At the same time, NRW is not only the home of large

companies; it also hosts a significant small and medium business sector. SME account for 99 per cent of business enterprises, 70 per cent of employees and over 80 per cent of employees. Small and medium-sized enterprises is the pillar on which its economy rests. Hundreds of thousands of small and medium businesses are daily proof that NRW is an SME powerhouse.

6. Higher Education:

RWTH Aachen is one of Germany's leading Universities of technology and was chosen by German Research Foundation (DFG) as one of the German Universities of Excellence in 2007 and again in 2012. North Rhine-Westphalia is home to 14 universities and over 50 partly postgraduate colleges, with a total of over 500,000 students. Largest and oldest University is the University of Cologne (Universität zu Köln), founded in 1388 AD, since 2012 also one of Germany's eleven Universities of Excellence.

Important website links for more information on NRW

1. Information portal about North Rhine-Westphalia: land.nrw/en

2. NRW invest: Facts and figures about North Rhine-Westphalia as a business location : www.nrwinvest.com/en/home-nrwinvest/

3. Information for immigrants: Integration in NRW, Advice for international professionals on issues such as work, education and funding: <u>www.integration.nrw.de</u>

4. Recognition authorities and advisory centres: Points of initial contact for having your foreign professional qualifications recognized: <u>www.gib.nrw.de/themen/wege-derarbeit/iq-netzwerk-nrw/erstberatung-anerkennung/kontakte-und-informationen</u>

5. IHK Fachkräftemonitor NRW: Information on staff requirements by regions and industries: <u>www.ihk-fachkraefte-nrw.de</u>

6. welcome.ruhr: Detailed information about living, studying and learning in the Ruhr region. <u>www.welcome.ruhr/en/</u>

7. Welcome Centers: Welcome Center Essen, Service centre for international professionals <u>https://www.essen.de/rathaus/aemter/ordner_33/buergeraemter/welcomecenter/welcomecenter/welcomecenter_1.en.html</u>

India-NRW Relations

1) Overview

North-Rhine Westphalia (NRW) is one of the most important trading partners of India among the 16 German states.

There are around 80 Indian multinational / major companies represented in NRW. Around 50 % of their branches are located in Düsseldorf and Cologne. Major Indian companies

active in NRW, are amongst others, Infosys, TCS, Wipro, Essar Steel, Ashok Leyland, Bharat Forge, Kalyani Group, Arcelor Mittal, Ranbaxy and Group.

The Indo-German Chamber of Commerce has its German HQ in the City of Düsseldorf. The major Chambers of Commerce in NRW are based in Düsseldorf, Cologne, Bochum and Bielefeld.

The trade promotion agency of NRW, 'NRW Invest', maintains an office in Pune. The State of NRW in cooperation with local Chambers of Commerce and Industry has been sending large trade delegations to India under the motto "NRW goes to India".

In February 2019, the Minister for Economics and Digitalization of NRW Prof. Dr. Andreas Pinkwart led a 25-member business delegation to India under this motto.

The next delegation under this motto is scheduled to be organized in the fourth quarter of 2020. NRW.International is planning to take a trade delegation from the sectors of railway technology and public transport to India (Mumbai, Bengaluru and Kolkata).

On 15th January 2020, the Consulate General of India launched two new Initiatives - a series of events under the banner "India meets NRW" and "NRW India Business Forum" to tap the potential of the large Indian business community in NRW. The launch event was organized in Düsseldorf in partnership with NRW.Invest and was graced by the presence of the Minister for Economics and Digitalization of NRW, Prof. Dr. Andreas Pinkwart. The launch saw participation by more than 100 people from the region of NRW including business professionals, government officials and media representatives. The aim of the series is to bring together various stakeholders in NRW including Indian business houses in the region, German businesses dealing with India, local chambers of commerce and various India-German trade bodies. The partners of this new series of events include besides the Consulate General of India and NRW.Invest, the Indo-German Chamber of Commerce, the Düsseldorf Chamber of Commerce and Industry (IHK), NRW International, the City authorities of Düsseldorf and the Confederation of Indian Industry (CII).

2) Major Indian Investments in North-Rhine Westphalia

The major M&A / investment activities of Indian companies in North-Rhine Westphalia over the past years were as follows:

 India Power Corporation (IPCL), a Kanoria Foundation entity, and Germany-based Uniper, a daughter company of Essen-based utility major E.ON, have entered into an agreement to set up a 50:50 service company joint venture named India Uniper Power Services. The company will offer a broad range of flexible and customised services to customers in India, such as full-service arrangements or select individual services including plant operations and maintenance, asset monitoring software and analytical tools, flexibilisation of units, lifecycle extension etc. (September 2016)

- Solar Thermal Federation of India (STFI) and Indo-German Chamber of Commerce (IGCC) will jointly implement a three-year support project for the use of solar thermal energy in industrial processes. The STFI and IGCC have teamed up for the international 'Solar Payback' project, which aims to increase the use of solar thermal energy in industrial processes." according to an STFI statement. (January 2017)
- HIL board approves acquisition of German firm through arm: Building materials firm HIL Ltd (formerly Hyderabad Industries Ltd) will be acquiring Parador Holdings GmbH, Coesfeld Germany. The enterprise value of Parador Holdings GmbH is Rs 687.2 crore. The board of directors of the Hyderabad-based HIL has approved the transactions, the company informed the Bombay Stock Exchange. As part the transaction, 100 per cent stake i.e 100,000 shares of a face value of Euro 1 each in Parador Holdings will be acquired from the existing shareholders through HIL's wholly-owned subsidiary, proposed to be incorporated as HIL International GmbH, Germany, it added. Parador is manufacturer of a range of products for designing floors and walls. (2018)
- Dalmia-OCL the second-largest refractory company in India, with a production capacity of 250,000 tonnes a year has bought Germany-based GSB Group GmbH based in Bochum operating in the same segment. Dalmia-OCL, a unit of Dalmia Bharat Group, makes refractories or heat-resistant substances that are used, among other things, for lining metallurgical vessels that play an important role in steel production. GSB has production sites at Bochum in Germany and Bhilai (Chhattisgarh) in India. (2019)

3) <u>Activities of Selected German Majors (with Headquarters in North-Rhine Westphalia) in</u> <u>India</u>

 DHL launches transportation company; aims to own 10,000 trucks by 2028: The Bonn based world's largest logistics company, Deutsche Post, DHL, is launching a transportation subsidiary in India and aims to invest in a fleet of 10,000 trucks in the next decade. DHL smarTrucking is the company's first official move to accelerate the development of technology-enabled logistics solutions around the world, under its newly formed board department, Corporate Incubations, which was launched in April 2018, a statement said.

- Evonik AG (Essen), one of the biggest German industrial groups with operations in the sectors chemicals, energy, and real estate, has around 550 employees in India and generated consolidated sales of around € 278 million in India 2016. In India, The company has a research center for pharmaceutical formulations and several applied technology labs for various business lines, in Mumbai. The plant of precipitated silica, Insilco, located in Gajraula, Uttar Pradesh, is subsidiary of Evonik in India.
- Thyssenkrup bagged a contract worth around USD 115 million from Doosan Power Systems India (DPSI) to supply material handling plants for two thermal power projects in Uttar Pradesh in 2018. "Thyssenkrupp recently won a contract from Doosan Power Systems India (DPSI). The order is worth a total of around USD 115 million and includes engineering, delivery and installation of two complete coal handling systems, including associated structural and electrical works," the company said in a statement.
- India, the top flavour for German food firm Dr Oetker; to launch new products: The company, which established its presence in India about a decade ago, aims to make FunFoods, a ₹500-crore brand by 2020. The company has now expanded its presence in the dressings segment. The company is expanding the FunFoods brand with the launch of a new range of zero-fat dressings with flavours such as Caesar, Honey Mustard, Zesty Orange, and Sweet Onion. (2018)
- Metro Cash and Carry to digitise 5 lakh stores in the next 3-5 years: German wholesaler retailer Metro Cash and Carry Pvt. Ltd plans to digitize over five lakh kirana stores in India in the next three to five years as a part of its ongoing digitization and omnichannel strategy, a top company executive has said. The wholesaler retailer is aggressively focusing on the business to business (B2B) segment by offering modern fixtures, point of sale terminals and marketing tools to kiranas with the aim of increasing customer traction alongside boosting modernization of its traders and retailers businesses. Metro has partnered with EasyPay that provides the point of sales devices for kirana stores to track daily purchases, sales, inventory and customer details like modern retailers. It claims to have already set up 500 of such terminals and plans to reach all of its 30 lakh registered businesses. Metro is also expected to open its 27th store in Ghaziabad before the end of September and has revised its target of opening 50 stores by 2020 to focus on quality and the omnichannel strategy. (2018)

4) Indo – North Rhine-Westphalia Trade 2016 to 2019 (In million Euro)



Growth of Indian trade to the state of NRW

The total bilateral trade between North Rhine-Westphalia and India in Jan-Dec 2019 witnessed a decrease by 4.22 % in comparison to the same period in 2018 and was \notin 4,583 million. The State of North Rhine Westphalia accounted for 21.50% of the total trade between India and Germany which is the highest among all the states. The four states falling under the jurisdiction of CGI accounted for 34.93% of the total trade between India and Germany in Jan-Dec 2019.The total volume of Indo-German trade stood at \notin 21,316mn in Jan-Dec 2019 as compared to \notin 21,415 mn in Jan-Dec 2018. The overall trade decreased by 0.46% during this period. Indian exports to Germany during this time increased by 4.53%.

| Top 5 Indian Exports to NRW: | Top 5 Indian Imports from NRW: |
|--|--|
| Motor cars & mobile homes Cotton knitted/crocheted apparel Textile products Shell-fruits & dried fruits Apparel from silk or man-made fibres | Machinery & apparatus for electricity production, distribution & control Prefabricated chemicals Machinery for textile, apparel and leather production Machinery, not mentioned elsewhere Chassis, bodies, engines, parts & accessories for motor vehicles, etc. |

5) Major Trade Delegations

i) Delegations from India to NRW

- Hon'ble Minister of Electronics & Information Technology, Shri Ravi Shankar Prasad, accompanied by a high level delegation visited to Germany to represent India at the G20 Digital Ministers Meeting taking place in Düsseldorf, Germany from 6-7 April 2017. On the sidelines of this meeting, Hon'ble Minister held a number of bilateral meetings with his counterparts from other G20 countries. During his meetings and interactions, Hon'ble Minister highlighted the various programmes and apps under the Digital India programme launched by Government of India to transform India. Hon'ble Minister of Electronics & Information Technology, Shri Ravi Shankar Prasad, addressed an Indian Diaspora event at Düsseldorf on 7th April 2017.
- On 7th October 2017, Hon'ble Minister for Food Processing Industries Smt. Harsimrat Kaur Badal inaugurated the World's largest & most important trade fair for food and beverages ANUGA 2017 in the city of Cologne jointly with the Minister for Environment, Agriculture, Conservation & Consumer-Protection of the State of NRW, Ms. Christina Schulze Föcking and the Lord Mayor of the City of Cologne Ms. Henriette Reker at the Koelnmesse fair grounds. India was the Partner Country for ANUGA 2017.
- On 6th November 2017, a large Indian delegation, led by Minister of Environment, Forest and Climate Change, Dr. Harsh Vardhan participated in the 23rd Conference of Parties (COP-23) to the United Nations Framework Convention on Climate Change (UNFCCC) being held in Bonn, Germany from November 6-17, 2017. Consul General attended the inauguration of the India Pavilion on November 6, which was also attended by the Ambassador of India in Germany Ms. Mukta Dutta Tomar, partner Ministries, government departments, multi-lateral and bilateral partners, industry associations, Non-Government organisations and Civil Society Organisations and others. India's theme for COP 23 is "Conserving Now, Preserving Future". Indian Pavilion is also a centre of attraction, because of its interesting theme and creative design, attracting visitors in large numbers.
- Hon'ble Minister, Department of Industries, State of Odisha, Mr. Ananta Das accompanied by 10 member business delegation visited Germany from 3rd-7th July 2018. This post had organized his visits to the cities of Dusseldorf, Cologne and Frankfurt. In Dusseldorf this post in cooperation with Chamber of Commerce (IHK) of Düsseldorf and Indo-German Chamber of Commerce (IGCC) in Düsseldorf organized a road show for the visiting delegation. The visiting delegation also had one-on-one

meeting with the representatives of Lerros Moden GmbH, Networks Mining & Energy Sector, Energy Agency Northrhine-Westphalia, IBC SOLAR Energy GmbH, Tool Steel Global and Applus+ Automotive. The post also organized road shows in Cologne in coordination with German-India Round Table (GIRT) Cologne.

- Hon'ble Minister, State of Uttarakhand, Mr. Madan Kaushik led a political and business delegation comprising in total of 8 members to Germany from 10th to 14th July 2018. During his visit the Hon'ble Minister had 1-1 meetings with representatives from the LRT sector in Cologne and Frankfurt.
- A high profile political and business delegation led by the Hon'ble Chief Minister of West Bengal Ms. <u>Mamata Banerjee</u> visited Germany from 17th-21st September 2018. During the visit, a business roadshow was organised on 18th September to invite businesses to invest in India as well as to given them an opportunity to interact with the business delegates from India. The delegation, also represented by Minister of Finance, State of West Bengal, Dr. Amit Mitra also held a meeting with State Minister for Economic Affairs, Digitization, Innovation and Energy for the State of North Rhine-Westphalia. Prof. Dr. Andreas Pinkwart. Meeting with <u>GIZ</u> and <u>KfW</u> <u>Entwicklungsbank</u> was held by Chief Secretary, West Bengal, Mr. Malay Kumar De. As part of the visit, the delegation also undertook company visits as well as held talks with their relevant business counterparts in Germany.
- In September 2019, a delegation from the Ayush Ministry, led by Dr. Rajesh Kotecha, Secretary, Ministry of AYUSH, along with officials from the Indian Consulate held a meeting with Prof. Dr. Werner Knöss at Bonn. Prof. Knöss heads the Division for Complimentary and Traditional Medicine at the Federal Institute for Drugs and Medical Devices in Bonn. Both the sides shared their experience on research in traditional medicine and acknowledged the need for furthering collaborative research efforts between India and Germany.
- In September 2019, An Indian official delegation from Indian Council for agricultural research ICAR visited the International Cooperation Division, Federal Ministry of Food & Agriculture BMEL Bonn and discussed various avenues for Indo-German cooperation in the fields of Agricultural Education, Research and Development. Ms. Ruby Jaspreet Consul Commerce, Political and Press and members of the Indian Consulate were also part of the discussion session.
- In October 2019, Shri D.V. Sadananda Gowda, Hon'ble Minister of Chemicals and Fertilizers of India (HMCF) visited Germany to participate in the International Trade Fair for Plastics & Rubber in Düsseldorf (K Show -2019). The Hon'ble Minister was

accompanied by a 8 member delegation representing both public and private sector enterprises.

In February 2020, an Indian delegation led by Joint Secretary DPIIT Mr. Anil Agrawal, • visited Germany. The delegation comprised of senior government officers from different states of India including Himachal Pradesh, Madhya Pradesh, Uttarakhand, Andaman&Nicobar, amongst others. The DPIIT also brought 5 Indian Start-up's to participate in the Digital Demo Day 2020 held on 13th February at Düsseldorf The visit aimed at gaining understanding of the start-up ecosystems, share their experiences and exchange ideas on policies with German government bodies to further strengthen the ties between India and Germany. The delegation visit in NRW included a call on the Honourable Economic Minister of NRW, Prof. Dr. Andreas Pinkwart during which they had exchanged ideas on possible collaborations between India and Germany, a call on the Lord Mayor of Düsseldorf Mr. Thomas Geisel and a visit of start-up ecosystems where they exchanged experiences in policy making with government dignitaries. The delegation also took a tour of the DigiHub at Düsseldorf and learnt about their accelerator programs and co-sharing modules as well as of the Vodafone hub on a tour led by Mr Stephan Schneider, Chairman of the Board, Vodafone GmbH. The delegation participated in the Digital Demo Day, where 5 Indian Start-ups have also exhibited their ideas. A workshop, " Spice up your Startup" was held on sharing Indian and German approaches in the Start-up Sector, which saw German & Indian Start-up companies and government bodies sharing their experiences.

ii) Delegations from NRW to India

- Dr. Günther Horzetzky, Vice Minister, Ministry of Economic Affairs, Energy and Industry of the State of North Rhine-Westphalia visited Kolkata from 19 – 21 January 2017 on the occasion of the Bengal Business Summit. As part of the visit, the State Secretary delivered the keynote address at the Summit and held meetings with VDMA India, also held meetings with Mr. Sutirtha Bhattacharya, CMD, Coal India Limited on 19 January 2017 and visited Mr TN Gunaseelan, Director, DMT Consulting & Mr Vimal Prakash, Managing Director, Uniseven Engineering & Infrastructure (Representative of Eickhoff) on 20 January 2017.
- From 3rd to 9th February 2019, the Minister for Economic Affairs and Digitalization of the State of North Rhine-Westphalia, Prof. Dr. Andreas Pinkwart visited India accompanied by a 25-member business delegation. The programme included visits to Delhi, Bengaluru and Kolkata where the delegation participated in the West Bengal Global Investors Summit. The MoU between West Bengal and North Rhine-

Westphalia, which was also signed at the summit, will facilitate cooperation between the two states in many promising areas, such as renewables, manufacturing, training and education, etc.

7) Cooperation in higher education and Vocational Training:

NRW has excellent cooperation with India in the field of education. It has around 40 educational colleges and universities. The universities/institutes with higher enrolment of Indian students are – Technical University in Aachen, Rheinische Friedrich-Wilhelms University of Bonn and University of Duisburg-Essen. Indology is also taught in the universities such as, University of Cologne, University of Muenster and University of Bonn. University of Cologne also has a branch office in New Delhi. In 2009, the program "A New Passage to India" was initiated by the DAAD with the support of the BMBF, which had a positive influence on the development of the academic exchange with India.

An agreement to establish the Indo-German Centre for Sustainability (IGCS) was signed in 2010 between the RWTH Aachen University, German Academic Exchange Service (DAAD) and the Indian Institute of Technology (IIT) Madras. The aim of the new centre was to bring together experts from India and Germany and to collaborate in sustainability research, training and policy advocacy. The research activities of the new Centre focused on energy, water, sustainable land use, and waste management.

To further expand the cooperation, a working group was established in 2014 "Higher education" between the BMBF and the responsible Ministry of Human Resource Development (MHRD) with the participation of the German Academic Exchange Service (DAAD) based in Bonn and the German Rectors' Conference (HRK). During the meeting of the 1st Indo-German Joint Working Group on Higher Education on 18th November 2014 in New Delhi, India welcomed German collaboration in the development of one of the new IITs. Both BMBF and RWTH Aachen were keen that the proposed collaboration should be funded through the route of IGP in order to have assured funding and the collaboration should take a broader spectrum with 9 Technical Universities.

The DAAD and University Grants Commission (UGC) launched "Indo-German Partnership in Higher Education Programme (IGP)" in October 2015. The Joint Working Group meeting on Higher Education was held in June 2016 at Bonn which discussed issues that were prioritized under the "Partnership in Higher Education" at the 3rd IGC and suggested guidelines for future collaboration. In the recently concluded 3rd IGC, both partners proposed to explore further options of collaboration between the newly established IIT-Indore and TU9(An association of the nine most prestigious, oldest, and largest technical universities in Germany). RWTH Aachen is an important partner of TU9. There is also very close bilateral cooperation in vocational education and training (VET). iMOVE (International Marketing on Vocational Training), an initiative of the German Federal Ministry of Education and Research (BMBF) and part of the Federal Institute for Vocational Education and Training (BIBB) in Bonn, has an office in New Delhi.

In 2015, an in-depth agreement (MoU) on German- Indian vocational training operation was signed. As part of its worldwide VETnet project, the German Federal Ministry of Education and Research (BMBF) has also set up a site at the Chamber of Commerce in Pune (India) from 2013 to 2018 in order to establish practice-oriented training courses based on the German dual model.

The Federal Government supports the internationalization of German vocational education and training services in India within the framework of the BMBF Initiative iMOVE. The Government of India - mediated through iMOVE – gets the Indian trainers trained in Germany at the expense of Government of India. As per the data obtained from concerned State authorities, the number of Indian students as on December 2017 in North Rhine Westphalia is 3874. There are many Indian Students associations too in NRW. Like Association of Indian Students in Aachen, Association of Indian Students in University of Paderborn and Indian International Association Hochschule Rhein Waal – IIA HSRW.
