



Karachi Chamber of Commerce & Industry (KCCI)

کراچی چیمبر آف کامرس اینڈ انڈسٹری

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Safar 7, 1440

October 17, 2018

MEETING WITH GERMAN BUSINESS DELEGATION FROM FEDERAL REPUBLIC OF GERMANY

A German Business Delegation from Germany, headed by Mr. Ulrich Konstantin Rieger, Senior Ministerial Consul from the Bavarian State Ministry of Economic Affairs Energy & Technology, Germany, accompanied by Mr. Eugen Wollfarth, German Consul General in Karachi will visit the Karachi Chamber and hold a B2B / Networking meeting with members, on **Monday, the 22nd of October, 2018 at 3:00 pm at KCCI.**

The Delegates belong to the sectors of NGO, IT, Industry / Production, Health & Pharma, FMCG, Finance & Investment, Energy, Education, Consulting & Commerce & Trade.

Members are requested to kindly make it convenient to attend the meeting on the date and time indicated above.

S.M.H Rizvi

Secretary General

German Business Delegation to Pakistan, October 21-26, 2018

- sorted by industry -

	Company/ Adress	CONTACT	SECTOR	PROFILE/ TARGETS	NOTES	
Political representatives	1	Bavarian State Ministry for Economic Affairs and Media, Energy and Technology Prinzregentenstraße 28 80525 Munich	Ulrich Konstantin Rieger	ORGANISATION OF DELEGATION	ORGANISATION OF DELEGATION	CONFIRMED
	2	Honorary Consulate of the Islamic Republic of Pakistan Habenschadenstraße 13 82049 Pullach	Dr. Pantelis Christian Poetis Honorary Consul Murad Mehmood Assistant to the Consul	ORGANISATION OF DELEGATION	Company Profile: Dr. Poetis was appointed Honorary Consul of Pakistan in 2009. He initiated the Economy Talks on the occasion of the annual Munich Security Conference (MSC) in Munich in 2011. In 2014, he founded the organisation G.A.T.E. to Pakistan (German Association for Trade and Economy) to further bilateral business collaboration. He has signed a Memorandum of Understanding on 10th November 2014 in the presence of the former Prime Minister of Pakistan Nawaz Sharif in Berlin establishing a Special Economic Zone for German companies in Pakistan. Besides his business activities, Dr. Poetis has been involved in numerous charitable projects for the benefit of the Pakistani people, in particular in regards, flood recovery, medical care and education. Projects / Projects / Objectives on the delegation trip: Convert the Economy Talks Munich to Pakistan and establish German Special Economic Zones in Pakistan in order to materialize the vision „Made in Pakistan with German Engineering“.	CONFIRMED
	3	Bayern International	Martina Maschauer Managing Director	Export Promotion	ORGANISATION OF DELEGATION	CONFIRMED

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NGO	4 humedica e.V. Goldstr. 8 87600 Kaufbeuren	Heinke Rauscher Referentin	humanitarian assistance	Company Profile: Humanitarian organisation. In collaboration with Partnerorganisation in Pakistan „Mission Society“. Active in Shangla for reconstruction support and catastrophe prevention as well as in Khipro concerning hygiene and drinking water supplies. Projects / Projects / Objectives on the delegation trip: would like to present projects to delegation. Are interested in making a trip to humanitarian projects.	CONFIRMED
IT	5 AVIANET GmbH Josephspitalstraße 15 80331 Munich	Arshad Mughal General Manager	IT Solutions/ VR	Company Profile: AVIANET is the global technology partner to global businesses and governments. Having own offices in 66 cities across 48 countries, we design, build, & operate the technology platforms that advance global businesses. We offer several powerful technology platforms—including Virtual & Augmented Reality, Mobility, Machine-2-Machine, IoT, Cloud, Applications, & Security. These services address the entire IT value chain including strategy, governance, program, project, quality & service management. Projects / Projects / Objectives on the delegation trip: Partnering with tech solutions for Governance, Infrastructure, & Security landscape. Smart City Solutions, Surveillance & Command Control. Consolidated platform for health sector. Smart Airport Technology based on IoT, VR & AR, Smart Kiosk Terminals.	CONFIRMED
	6 e.sigma Systems GmbH Max-Planck-Straße 4 85609 Dornach bei München	Josef Müllner Managing Director	Development, implementation and integration of interactive simulation and training systems, military applications	Company Profile: e.sigma specializes in the manufacture of complex simulation systems and training solutions, mainly for military training facilities, as well as creating cloud-based IoT applications and Smart City solutions. Find out more about us at www.esigma-systems.com < http://www.esigma-systems.com > and esic.cloud . Projects / Projects / Objectives on the delegation trip: Building business relations and cooperation with companies and organizations working in field of training and communication systems, as well as cloud based IoT applications and Smart City solutions.	CONFIRMED
	7 MVE SARL Schweizer Strasse 6 60594 Frankfurt am Main	Imran Khan Managing Partner	Cyber Security	Company Profile: We provide German security and intelligence technology and services to our clients in Germany, France, Monaco, Middle East and Africa. We provide project management services, sensitive equipment, software, training and installation services. Projects / Going / Goals on the delegation trip: We are interested to offering our services to the Pakistan's ministries, security and intelligence authorities. We would like to contact the relevant authorities during our visit to explore joint opportunities. We work with Dallmeier Regensburg.	CONFIRMED
	8 Grandega Jägerstr. 13 1/2 85077 Manching	Shakor Nasir Managing Direktor	Consulting	Company Profile: Consultancy in Innovation and IT Projects / Projects / Objectives on the delegation trip: Interested in IT sector of Pakistan, built a network	CONFIRMED

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	Company/ Adress	CONTACT	SECTOR	PROFILE/ TARGETS	NOTES	
Industry / Production	9	Gummiwerk KRAIBURG Elastik GmbH & Co. KG Göllstraße 8 84529 Tittmoning	Walter Englbrecht Export Manager Asia	rubber floors	<p>Company Profile: KRAIBURG has established itself as an expert specialist in the rubber business since 1947 with about 2,000 employees worldwide. Since 1968 we have been developing and manufacturing rubber mats for animal husbandry in Tittmoning/ Germany. Today about 200 employees exclusively concentrate on this Market. Rubber mats are subject to high stress in animal husbandry. We have been manufacturing high-quality rubber mixtures with an unique process for 50 years now.</p> <p>Projects / Projects / Objectives on the delegation trip: We look for potential customers as large Dairy Farms. Distributors who have a good Connection and relationship to the very large Farms and Investors. We export "Made in Germany " and give the Support.</p>	CONFIRMED
	10	SMD-Taping & Manufacturing Karlstraße 19 91522 Ansbach	Shamshad Ahmad Dipl. Ing. Engg. TU-Berlin	Carrier tape manufacturer	<p>Company Profile: Manufacture of Carrier Tapes, Cover Tapes, Reels, Taping of Semiconductors, Bake & Dry, Vacuumpack.IC's</p> <p>Projects / Going / Goals on the delegation trip: Business Development: Electronics, Electrical, Mechanical, Ceramics, Aero- Space, Industrial Plants, Design, Development & Technology Transfer.</p>	CONFIRMED
	11	ILF Beratende Ingenieure GmbH Werner-Eckert-Straße 7 81829 Munich	Jens Kottsieper Market & Strategy Manager Abdul Hadi Shah		<p>Company Profile: The ILF Group is an international engineering and consulting firm that helps its clients successfully execute technically demanding industrial and infrastructure projects. LF helps clients in the Energy & Climate Protection, Water & Environment, Transportation & Structures and Oil, Gas & Industrial sectors.</p> <p>Projects / Projects / Objectives on the delegation trip:</p>	CONFIRMED
	12	Krones AG Böhmerwaldstraße 5 93073 Neutraubling	Danuta Kessler-Zieroth Psonal Assistant to the Managing Director	Industrial engeering, engine construction	<p>Company Profile: Krones designs and implements complete lines for beverages and food, which cover each individual production process step – starting from product and container production, filling and packaging all the way up to material flow and container recycling.</p> <p>Projects / Projects / Objectives on the delegation trip: looking for building up a network, seeking for projects and possible JV Partner</p>	CONFIRMED
	13	Rohde & Schwarz International GmbH Mühlendorfstraße 15 81614 Munich	Barbara Jerg	Aerospace Defence Security/ Broadcast/ Cybersecurity/	<p>Company Profile: Rohde & Schwarz is a close, long-standing partner of government authorities, armed forces and leading companies in the aerospace and defense industry.</p> <p>Projects / Going / Goals on the delegation trip:</p>	CONFIRMED
	14	ETS International UG Bickenbach Str. 39 51643 Gummersbach	Jahangir Mirza	Cleaning Products	<p>Company Profile: ETS is working on the development of environmentally friendly, highly efficient cleaning Products for Deep Cleaning , De-greasing , Corrosion & Rust Removing and Prevention and distributes these internationally in cooperation with local partner companies.</p> <p>Projects / Going / Goals on the delegation trip: Replace Hazardous Products with Nature and Environment Friendly Products in Pakistan.</p>	CONFIRMED

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		Company/ Address	CONTACT	SECTOR	PROFILE/ TARGETS	NOTES
Health and Pharma	15	Siemens Healthcare GmbH Henkestr. 127 D-91052 Erlangen	Khurram Jameel	Healthcare	<p>Company Profile: leading medical technology company with over 170 years of experience and 18,000 patents globally. With more than 48,000 dedicated colleagues in over 70 countries, we will continue to innovate and shape the future of healthcare.</p> <p>Projects / Going / Goals on the delegation trip: looking for building up a network, seeking for projects and possible JV Partner</p>	CONFIRMED

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	Company/ Adress	CONTACT	SECTOR	PROFILE/ TARGETS	NOTES
FMCG	16 Serena's UG (Startup) Leopoldstraße 37A 80802 Munich	Marina Andresen Managing Director	Financial services/ fast moving consumer goods	<p>Company Profile: Serena's offers a proprietary financing API solution to provide easy and fast access to financing without complicated proof and verification of credit ratings. The current product focus is on luxury fashion brands from Italy and France in order to make fashion available and affordable for all women. The company started in 2017 and is a current member of the summer batch of Munich's "Entrepreneurship Center" Accelerator at LMU.</p> <p>Projects / Going / Goals on the delegation trip: We want to elaborate the market potential of Fintech within the Pakistani market and are interested in various kinds of contacts, especially in the sector of finance, retail and fashion.</p>	CONFIRMED
	17 König Ludwig International GmbH & Co.KG Schloßstraße 8 82269 Geltendorf / Schloss Kaltenberg	H.R.H. Prince Luitpold of Bavaria Managing Director	Beverage / JV opportunities	<p>Company Profile: König Ludwig International GmbH & Co. KG is engaged in the area of fast moving consumer goods with special focus on edible and beverage. The company thus assumes responsibility for global brand management including the management of numerousness trademarks. Today, König Ludwig International GmbH & Co. KG is running license partnerships in more than 16 countries.</p> <p>Projects / Projects / Objectives on the delegation trip: König Ludwig International GmbH & Co. KG is looking for suitable license partners for a market entry in Pakistan.</p>	CONFIRMED
	18 NOVA GmbH (Startup) Heßstraße 89 80797 Munich	Judith Gampe CEO	Fashion / IT Product solutions	<p>Company Profile: Nova Products GmbH is a company enabling elegance, comfort and freedom to its customers through the seamless integration of patented technology with highly luxurious, aesthetic earrings.</p> <p>Projects / Projects / Objectives on the delegation trip: Looking for production opportunities</p>	CONFIRMED
	19 METRO AG	Moritz Seiler Manager International Affairs	FMC-goods/ Logistics	<p>Company Profile: partner of many small and mid-sized independent companies. Their success is our focus. We have made it our goal to lift the food and hospitality sector to a new level and to take advantage of the unique opportunity that the comprehensive digitisation of the industry presents – both for our customers, who can transform their business for long-term prosperity, and for us.</p> <p>Projects / Projects / Objectives on the delegation trip: Already in Pakistan. Built up a better network.</p>	CONFIRMED

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Finance & Investment	20	TA Legal Consultancy	Taris Ahmad Dipl.Int.Arb.L., MCIArb	Consultancy	<p>Company Profile: Our law firm specialises in corporate law and business immigration. We assist companies, shareholders and directors doing business and settling in Germany from A-Z. From the day of deciding to invest and settle in Germany we take care of all your legal and tax matters for you and your entire family. At each turn we are on your side as trusted advisors to maximise the opportunities Germany has to offer.</p> <p>Projects / Going / Goals on the delegation trip: We are seeking to partner with companies or individuals well networked in the Pakistani business community already doing business with/in Germany or intending to trade/invest/settle in Germany.</p>	CONFIRMED
	21	Petal Consulting UG Ina-Seidel-Str. 3 82131 Stockdorf	Dr. Klaus Peter Follak	Consultancy	<p>Company Profile: International banker and independent counsel, advisor to governments/authorities/individual financial institutions. Over 30 years of experience in international finance/banking/project management/transactions/regulation. High level contacts worldwide (BaFin, BIS, IMF, central banks incl. PBoC). Member of IFA Committees on Int. Monetary Law and Int. Securities Regulation. Advice on entry/business strategy in EU financial markets/ mgmt. of licensing and operational establishment of branches.</p> <p>Projects / Projects / Objectives on the delegation trip: Projects re. financial services regulation, Public Private Partnerships, establishment of bank branches/subsidiaries in Germany, implementation of international standards incl. risk models and training, Shariah-compliant/conventional EU investments.</p>	CONFIRMED
	22	Panta Rhei Habenschadenstraße 13 82049 Pullach	Patricia Poetis CEO		<p>Company Profile: Panta Rhei invests in innovative start-ups in the seed and early stages helping start-ups realize their dreams and making a difference.</p> <p>Projects / Projects / Objectives on the delegation trip Focus on investment opportunities in the area of scalable IT start-ups, Fintech, Insurtech & Telecom. Open to discuss investment suggestions from Pakistani companies and start-ups.</p>	
	23	Allianz SE Königinstraße 28 80802 Munich	Hasanali Abdullah Managing Director	Financial services/ Insurance	<p>Company Profile: World leading insurance company</p> <p>Projects / Going / Goals on the delegation trip: Looking for new projects/ networking</p>	CONFIRMED

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Energy	24	SUNSET Energietechnik GmbH INNOVATIVE ENERGIESYSTEME Industriestraße 8 - 22 91325 Adelsdorf	Dr. Olaf Fleck CEO	Power engineering/ energy management	Company Profile: SUNSET Solar Energietechnik GmbH has been active in the field of solar technology since 1979. We are a German manufacturer of solar power components and systems, as well as solar thermal components and systems. Our core competencies lie in manufacturing, engineering and delivery, incl. the complete installation of these systems. We operate and realise projects of any size worldwide. On request, we can place our own staff at your disposal. In addition to standard components, we also manufacture customised products. Projects / Projects / Objectives on the delegation trip: Expansion of trade relations for solar-technical products or complete systems – “Made in Germany” – for projects or with a partner. We would be particularly interested in projects in the tourism industry such as hotels, hospitals.	CONFIRMED
	25	B2P GmbH Am Haag 10 82166 Gräfelfing	Dr. Dr. Talat Mahmood B2P GmbH and SonnenPlus Pvt. Ltd exclusive Partners	Energy and power	Company Profile: B2P GmbH focus is to bring smart products and technology solutions of German Renewable and Energy Technologies, and Clean Technologies (Waste & Water Treatment) to the corporate and public world in Pakistan. The company having sound intercultural understanding offers business service to German large companies as well as SMEs for their market entry and business expansion in Pakistan. B2P GmbH is strategically partnered with an existing network of world eminent technology leaders in Germany. Projects / Going / Goals on the delegation trip: B2P GmbH equipped with the passion for excellence and high profile network in the German and Pakistani business and political arena, the company aims to accelerate the successful evolvement and growth of bilateral business between the two countries.	CONFIRMED
	26	MAN Energy Solutions Stadtbachstrasse 1 86153 Augsburg	Džana Forto GGKAA Group Communications & Marketing (GGK) Imre Ghani Managing Director	Energy solutions	Company Profile: MAN Energy Solutions is the world's leading provider of large-bore diesel and gas engines and turbomachinery. Our portfolio includes two-stroke and four-stroke engines for marine and stationary applications, turbochargers and propellers, as well as gas and steam turbines, compressors and chemical reactors. Our commitment to minimizing fuel consumption while meeting even the most advanced emission regulations plays a vital role in safeguarding the environment for future generations. Projects / Going / Goals on the delegation trip:	CONFIRMED
	27	Siemens AG Government Affairs Werner-von-Siemens-Str. 1 80333 Munich	Maria Rüter Senior Director Helmut von Struve CEO	Energy and power supply/ engineering	Company Profile: Leading expert energy and power supply Projects / Projects / Objectives on the delegation trip: Looking for good connections. Looking for JV-Partner	CONFIRMED

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Education	28 Ludwig Maximilian University of Munich	Dr. Alexandra von Ilsemann	Acedmic/ Academic exchange	<p>Company Profile: University</p> <p>Projects / Projects / Objectives on the delegation trip: particularly interested in higher education and training issues/ involvement of women in professional life, with a previous possible participation in education</p>	CONFIRMED
Consulting	29 InterMedia Gesellschaft für Management- und Personalberatung mbH Köhlerweg 1 82041 Oberhaching	Prof.Dr.Dr. Walter Schmidt Managing Director	Consulting	<p>Company Profile: We offer 30 years of experience in the search and selection of executives and specialists. We have filled positions across sectors and along the entire value chain in all major industries. We are the founder of SearchNet.</p> <p>Projects / Projects / Objectives on the delegation trip: Recruitment of recruitment consultants in Pakistan as future members of SearchNet International.</p>	CONFIRMED
	30 POWERGROUP GmbH Habenschadenstraße 13 82049 Pullach	Pericles Poetis Project management	Business Design Thinking + strategic mergers and acquisitions	<p>Company Profile: The POWERGROUP is a consultancy which uses design thinking for strategic business-planning, new product development and the creation and execution of corporate communications. Concepts created by the POWERGROUP have been successfully employed in a network of 50 countries, mainly in Europe and the Americas.</p> <p>With the establishment of POWERASIA, that network was expanded to include the Middle and Far East. The company's strategic planning expertise includes the provision of detailed advice on joint ventures as well as mergers and acquisitions. POWERASIA's projects include the evaluation of the potential of collaborative efforts and technology transfer between German and Pakistani companies.</p> <p>Projects / Projects / Objectives on the delegation trip: Current focus areas: (Halal) pharma production, insulin production, logistics (perishable produce in particular), agricultural production (stevia in particular), banking and payment systems, cyber security, energy technology.</p>	CONFIRMED
	31 dt communications e.K. Osterwaldstraße 47 80805 Munich	Dina Treu	Project management & Scientific Communications	<p>Company Profile:</p> <p>Projects / Projects / Objectives on the delegation trip:</p>	CONFIRMED

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	Company/ Adress	CONTACT	SECTOR	PROFILE/ TARGETS	NOTES
Commerce & Trade	32 IHK Bayern Balanstraße 55-59 81541 Munich	Philipp Andree International Markets	Chamber of Commerce	<p>Company Profile: The Association of German Chambers of Commerce and Industry (Deutscher Industrie- und Handelskammertag e.V., DIHK) is the central organization for 79 Chambers of Commerce and Industry (Industrie- und Handelskammern, IHKs) in Germany. Thus, the DIHK speaks for more than three million entrepreneurs. Besides, the DIHK is coordinating the worldwide network of the German Chambers of Commerce Abroad (AHKs), Delegations and Representative Offices at 140 locations in 92 countries.</p> <p>Projects / Projects / Objectives on the delegation trip: Exploring the Pakistani market. Creation of new Networks with important stakeholders from Business, associations and politics for further cooperation with PAKISTAN.</p>	CONFIRMED
	33 Messe München GmbH Messegelände 81823 Munich	Klaus Ditttrich Chairman of the Board	Munich fairs/ ISPO	<p>Company Profile: Messe München connects people all over the world—and has been doing so for more than five decades. Our mission: Offering our customers the best platform for successful business, at the Munich home location and around the globe.</p> <p>Projects / Projects / Objectives on the delegation trip: Largest trade fair companies worldwide and facility operator of the Munich exhibition grounds. Seeks Pakistani companies and partners for opening a fair in Pakistan</p>	CONFIRMED
	34 Symto Nördliche Grünauerstraße 55 86633 Neuburg an der Donau	Sikander Mir-Kohler CEO	Import-Export	<p>Company Profile: As a system supplier, we aim to cover the entire range of products for commercial cleaning.</p> <p>Projects / Projects / Objectives on the delegation trip: we are looking for new business partner and interested to work together for Pakistani counter partner.</p>	CONFIRMED