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Partnering In Business

IGBDA

INDO GERMAN BUSINESS DEVELOPMENT ASSOCIATION



REPORT ON IGBDA PARTNERING IN BUSINESS AWARDS 2025



Supported by :



INDO GERMAN BUSINESS DEVELOPMENT ASSOCIATION

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Report:

IGBDA- Partnering for Business Awards- 2025

'IGBDA- Partnering in Business Awards 2025' was held on the 23rd July 2025 at the India International Centre, Max Mueller Marg, New Delhi - 3

This initiative is an extension of the globally recognized "Partnering in Business with Germany" (PG) Program, formerly known as the Manager Training Program, supported by the German Federal Ministry for Economic Affairs and Climate Action (BMWK) and DPIIT.

Over the years, the program has successfully built bridges beyond the Indo-German relationship. Initially, this association was formed to create and strengthen business ties between the Indo-German business community. Over time, 17 partner countries with similar organizations have come together and signed a mutual MoU, expanding the network and collaboration far beyond its original scope.

Recognizing the remarkable potential of not only bilateral engagements with Germany, but also the intra-regional synergies among PG partner countries, the IGBDA aims to further strengthen multi-country cooperation through this platform.

Dignitaries present at the seminar:

- *HE Dr Stephan Hesselmann, Minister Counsellor
Economic Affairs, Embassy of the Federal Republic of
Germany in New Delhi [Guest of Honor]*
 - *Dr Suparna Deo from the Embassy of Federal
Republic of Germany in New Delhi.*
 - *Shri Gurmeet Singh, Executive Director of ESC.*
 - *Ms Seema Bhardwaj, Director India@ Germany
trade and Invest/ Promotion*
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About the Awards

The Partnering in Business Awards 2025 celebrated success stories, innovations, collaborations, and international ventures by alumni and business leaders who have contributed to economic cooperation between 1) their respective countries and Germany & 2) countries and fellow PG partner countries

Participating countries include: Azerbaijan, Chile, Egypt, Ethiopia, Georgia, Germany, Kazakhstan, Kyrgyzstan, Mexico, Moldova, Mongolia, South Africa, Tunisia, Turkmenistan, Ukraine, Uzbekistan, and Vietnam. The event on the 23rd was well attended by over 70 alumni from all over India – some of them from the very first batch [2009].



Inauguration Session :

At the inauguration of the event, Mr. Rajpal Singh, President, Indo-German Business Development Association (IGBDA), warmly welcomed all dignitaries and participants and briefly highlighted the origin and journey of IGBDA, and how it received valuable support from GIZ, the German Government, the German Embassy, FICCI, CII, and the Founder Executive Members.

He also reflected on the outcomes of the 25th Anniversary Celebration of the Managers Training Program held in October 2023 at Berlin, Germany. On this occasion, he shared that an MoU was signed with 17 countries to strengthen international collaboration, and emphasized the need for a Reversal PG Program to further expand opportunities for professionals.



Shri Gurmeet Singh, Executive Director of ESC spoke at length about the ESC's vision to effectively utilize the Indo-German collaboration by becoming partners in co-creation and scale. With Germany's excellence in precision engineering, Industry 4.0 capabilities and a trade of US\$ 35bn in the years 2024-25; India's proven manpower capabilities and ambitious digital talent pool, the two countries stand at the cusp of creating new global champions. He also spoke of the 5 distinct pillars for such a framework:

- Electronics and semi-conductor industry-
- Smart manufacturing and Intelligence Software [German process control and Indian IT expertise]
- Thriving start-up systems in India and German capability for in-depth research and technological refinement
- Indian advantage in the global talent pool
- Intersection of clean energy and Digital Solutions

The above offer ample opportunities for bilateral programs to create global champions, platforms for joint ventures and collaborations and empower industry to move up the value chain. ESC is deeply committed to support such programs and is keen to partner with German Industry.

A key initiative towards this is an MOU with IGBDA, whereby the two organizations are committed to:

- Jointly identify and develop activities such as business missions, trade fairs, seminars, and business matchmaking events, designed to support the goals of both ESC and IGBDA.
- Collaborate to provide logistical support and assistance to foreign delegates attending business events in India and abroad.





HE Dr Stephan Hesselmann, Minister Counsellor Economic Affairs, Embassy of the Federal Republic of Germany in New Delhi in his **Inaugural Address** congratulated the IGBDA for their consistent work in keeping the PG program robust and relevant. Germany and India being the 3rd and 4th largest economies respectively, are perfectly in sync to create global partnerships. The PG program with its focus on intercultural experience sharing and connecting directly with entrepreneurs to take forward the German-Indian partnerships. India has a young aspirational population

and Germany with its aging population and established businesses looking for youth and ambition- a collaboration between these two nations would be highly beneficial on a global stage.

Germany has been promoting Women Entrepreneurs to participate in the PG program- India has seen a drastic increase in women entrepreneurs in recent years.

The 'Make in India' initiative by the GOI offers opportunities for German tech companies to collaborate with their Indian counterparts.

Both countries see mutual benefit in an India-EU Free Trade Agreement (FTA) and Investment Protection Agreement. An FTA negotiation is gaining momentum and the EU is making fast progress in negotiations for a Free Trade Agreement. It is the interest of all nations to close this at the earliest. This will help markets open up. The goal within the EU is to double or even triple trade with India in the very near future. GIZ is poised to help bring German and Indian businesses together. Trade between the two countries is on a fast track. Germany already has a sizeable Indian population and nearly 740 Indian businesses operate out of Germany.

Ms Seema Bhardwaj, Director, India @ Germany Trade and Invest spoke at length about the GTAI and its efforts at helping Indian and German Businesses collaborate. The GTAI's services in India helped create awareness of the kind of value proposition Germany could offer for interested businesses set up business arms in Germany. The Indo-German Chamber of Commerce is of great help for members and are open to offering advice to large, medium and small companies and start-ups. Year 2025 marks the 25th year of strategic partnership between India and Germany.

Germany with its excellence in machinery and equipment industry and India with its proven strength in Digital and Industrial transformation have jointly created a meaningful platform to allow businesses to flourish unfettered. Between 2019 & 2024, 361 German FDI projects have taken shape in India. Over 2000 German companies have started operations and nearly 50% of them expect to increase business in India. 35 new Green Field projects have been set up in Germany by India in 2024 alone.

At the heart of this vibrant work ethos is the Indo-German Alumni Network, a vibrant group of professionals who have studied, worked and lived in both countries and are ready to take up the unique opportunity to undertake business initiatives in Germany. This network is one of the most powerful forces in the Indo-German success story.

There is a natural alignment between Indian and German businesses. Many are family owned, value driven businesses with long term focus creating the perfect space for excellence in collaboration. Currently there are 740 Indian companies operating in Germany between Berlin and Dusseldorf.



A panel discussion on ‘Unlocking Indo-German Trade Potential: The Alumni Advantage’ was moderated by Ms Seema Bhardwaj. Panelists were: Gurmeet Singh, Atul Batra, Lalit Ahuja, Gaurav Swami.

Discussion:

- For Indian business houses, it is imperative to be firm about the proposal/projects offered or accepted. Hesitation in giving a clear indication regarding capability, timelines, deliver schedules and modules leads to loss of business prospect and sends out wrong signals to an overseas business partner. Europeans particularly are known for their clarity of thought and expression. Thorough study of any proposal, studied queries and an ability to understand one’s own



delivery capabilities go a long way in building strong business ties. Special attention must be given to pricing of any project keeping in mind the fluctuations in exchange rates. This is very crucial, especially for young businesses and start-ups who operate on very fine margins. Visa delays and the cumbersome process remains a big concern for business with Germany.

- IGBDA has spent the past few years establishing itself as an association to foster deep ties within the alumni community. It is time IGBDA is given due recognition as a 'Partner' alongside CII & FICCI. IGBDA can be part of the selection process for the participants for the PG program; another critical need for IGBDA is the current data for alumni for effective outreach. IGBDA needs to be able to enroll the alumni to effectively continue its programs to connect and offer a platform for robust interaction and networking.
- The Embassy of Germany will be happy to look into a proposal for appx 30 Indian companies including members and awardees of IGBDA for a business/networking program that may be curated by the German embassy and GTAI. A 2 week B2B program that provides access to businesses in Germany and pre-arranged engagements to create new partnerships and/or strengthen existing modules will boost Indo-German ties further, it will also give a boost to the membership drive for IGBDA.
- ESC, an MOU partner with IGBDA, finds its core competence in providing a bridge between Indian and International organisations; promoting and supporting Indian businesses overseas; facilitating finances for Indian companies, hosting exhibition in India and Germany; ESC also conducts a 'Reverse buyer-seller' program- where participants receive financial support from GOI for participation. It is a very effective tool for growth of partnerships with international business community.
- ESC and IGBDA, already MOU partners, must collaborate to bring the alumni in connection with international businesses.

Outcome of seminar:

- ***A 'Follow up program' for the alumni is needed - the initial 3 weeks of participation creates the ground work for processes that need to be followed up for businesses/partnerships to grow and flourish.***
 - ***IGBDA also suggests a 'Reverse participation' module- to enable German companies to visit India. B2B meetings, visits to campuses can be organized and co-ordinated by this association.***
 - ***IGBDA to plan and execute another business delegation to Germany within this calendar year.***
 - ***IGBDA has MOUs with 17 other countries who are partners in the PG program. This must be utilized to spread out for wider business connects internationally. IGBDA must look at alumni interest in setting up businesses/partnerships internationally.***
 - ***It might be possible for GTAI/GIZ to facilitate an MOU between IGBDA and industry bodies representing the SME sector in India.***
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**INAUGURAL SESSION AND TWO PANEL SESSIONS WERE FOLLOWED BY THE
AWARD CEREMONY WHICH WAS AWARDED TO THE FOLLOWING INDIVIDUALS /
ORGANISATIONS :**

Awards: List of awardees with award categories.

SNO	Award Category	Name	Organisation
1	Legacy Builder – Lifetime Contribution	Kalaimani Ramasamy	Penguin Engineers
2	Best Deal between Alumni	Mandhir Singh	Seva Realtors
3	Excellence in Healthcare Technology	Narender Kumar	Venture7 Technology Private Limited
4	Excellence in Agri/Food Processing	Avinash Manikraoji Jogdand	Ramelex Pvt Ltd and Geetai Humankind Developement Trust
5	Excellence in Manufacturing	Rishabh Gupta	Rajan Industries
6	Innovation in Manufacturing	Haseeb Renzu	Wood Venture
7	Excellence in Renewable Energy	Abhay Sharma	Power Group
8	Special Mention	Manish Nasa	KN Management Consultants Pvt. Ltd.
9	Global Market Expansion	Pillarietty Sai Nitin	Tyche Casttech Pvt Ltd
10	India with Partner Countries	Sauvik Sabui	Pagoda Engeering Pvt Ltd.
11	Innovation in Manufacturing / Services / Agri	Mahesh Gajanan Damodare	Dhanashree Crop Solutions Pvt Ltd
12	Most Impactful Business Expansion Award	Balaji Rajagopal	Home N Style Textiles
13	Most Impactful Collaboration or Joint Venture	Nikhil Mehta	Xenos Impex Pvt Ltd
14	Outstanding Entrepreneur of the Year	Jaydeep Birje	LEO Engineers
15	Outstanding Entrepreneur of the Year	Chandrashekhar Ashok Shinde	Shiewmvolttech Pvt Ltd
16	Social Impact / Sustainability Award	Leo Ananth Joseph	eQuadriga Software Private Limited
17	Success Story in PG	Miss. Shivani Dnyaneshwar	Shalaka Polymers
18	Young Achiever (Under 35)	Jahnavi Pachisia	IndieTalent - 2COMS Group
19	Young Achiever (Under 35)	Saurabh Ram Jogdand	Ramelex Pvt. Ltd.

PHOTO GALLERY





