

Forging Ties for a **Resilient Future**



Annual Report 2022

AGM – 28 March 2023

#PartnerInSingapore



Singaporean-German Chamber
of Industry and Commerce
Deutsch-Singapurische
Industrie- und Handelskammer





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A Legendary Welcome.*



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Foreword



Mr Jens Ruebbert

President, SGC



Dr Tim Philippi

Executive Director, SGC

It has been a very busy, challenging and fulfilling year for the SGC. As we moved forward, we paced ourselves along the changing business landscape to reignite what was important to us, the physical presence! Our journey ahead was aligned with the chamber's theme for 2022, *Emerging Stronger in a Reconnecting World*. As such, we organised many key events that you can read about in this Annual Report.

The outstanding event for the SGC in 2022 was the 17th Asia-Pacific Conference of German Business (APK), organised by the Asia-Pacific Committee of German Business (APA) and the SGC as the local host. The APK was co-chaired by Dr Robert Habeck, Federal Minister for Economic Affairs and Climate Action (BMWK), and APA Chairman Dr Roland Busch, President and CEO of Siemens. It was a very special APK as it was the first time ever that the German Chancellor, Olaf Scholz participated at the conference. As the local host, we received very positive feedback from our partners, sponsors, and participants.

Earlier in 2022, we could welcome the Federal President of Germany, Dr Frank-Walter Steinmeier as a guest at the SGC for a roundtable discussion with our members on topics such as R&D, sustainability, and Singapore's regional role. This event was an excellent opportunity for the chamber to deepen the Singapore-German business relations.

From the Singapore side, Deputy Prime Minister Lawrence Wong, Deputy Prime Minister Heng Swee Keat, Minister-in-charge of Trade Relations, S. Iswaran and Minister of Defence, Ng Hen Eng were speakers

at the APK. We also had Minister of Trade and Industry Gan Kim Yong, CEO of EDB, Ms Jacqueline Poh, and more government representatives at other SGC events.

It was an exciting year due to these events, as well as the other SGC activities like business delegations, committee meetings, business dialogues, trainings, individual business services, trade fair engagements and more. These activities focused on important topics such as sustainability, digitalisation, automation, security technologies, risk management, and more. As we continue with more conversations on collaborations and resilience, the SGC is working along our theme for 2023, *'Forging Ties for a Resilient Future'*. We hope this will inspire you to engage with our chamber and our members.

We would like to thank the entire SGC Board, Advisory Council, and Committees, as all these activities and the results that we have achieved would not have been possible without their great commitment and excellent know-how. Our thanks also go to our Corporate Gold members and SGC members for their participation in our events, and for being actively involved. Furthermore, we would like to thank the German Chamber of Commerce and Industry (DIHK), the German Federal Ministry for Economic Affairs and Climate Action (BMWK) as well as the German Embassy in Singapore and Singapore Embassy in Germany. Last but not least, we would like to thank the SGC staff for their continuous passion and relentless efforts in bringing forth successfully quality services and activities to our members and clients.

We hope you enjoy this Annual Report that we have compiled for you and wish you all happy reading!

SGC Board Members for 2022/2023



Mr Jens Ruebbert

President

Managing Director and
Regional Head Asia/Pacific,
Landesbank Baden-Württemberg (LBBW)



Dr Claus Trenner

Vice President

Partner, Attorney-at-Law,
Luther LLP



Ms Shirley Qi

Vice President

President, Southeast Asia, Australia & New Zealand/
Head of Nutrition & Care Asia Pacific,
Evonik (SEA) Pte Ltd



Mr Martin Hayes

Honorary Secretary

(Till 31 December 2022)

President, Bosch Southeast Asia/
Managing Director, Bosch Singapore,
Robert Bosch (SEA) Pte Ltd



Dr Burkhard Ziegenhorn

Honorary Treasurer

Head of South-East Asia (Global Transaction
Banking & Corporate Bank Coverage),
Deutsche Bank AG, Singapore Branch



Mr Friedhelm Best

Board Member

Vice President, Region Asia Pacific (APAC),
HIMA Asia Pacific Pte Ltd



Mr Holger Lindner

Board Member

Chief Executive Officer,
Global Product Service Division
TÜV SÜD Asia Pacific Pte Ltd



Ms Andrea Lorenz

Board Member

General Manager,
Operations and Administration,
Greater China and Southeast Asia,
Richard Wolf Singapore Pte Ltd



Dr Thai-Lai Pham

Board Member

President & Chief Executive Officer,
Siemens ASEAN



Dr Tim Philippi

Board Member

Executive Director,
SGC



Mr Sam Chee Wah

Board Member

Business Advisor,
BOWLZCO Business Consulting LLP



Ms Sabrina Winter

Board Member

Senior Director,
Regional Sales Southeast Asia & Pacific,
Lufthansa Group

Board Activities and Works

The Board of the Singaporean-German Chamber of Industry and Commerce (SGC) is elected annually and plays an important role in the decisions taken for and by the chamber. It comprises members from a vast range of experiences, industry backgrounds, and opinions. The following Board Meetings took place in 2022:

- 23 March
- 21 April
- 14 June
- 3 August
- 13 September
- 2 November
- 6 December



SGC Advisory Council Members for 2022/2023



H E Dr Norbert Riedel

Ambassador,
Federal Republic of Germany to Singapore



Ms Eileen Chua

Managing Director, Singapore,
SAP Asia Ptd Ltd



Mr Douglas Foo

Past Immediate President & Council Member,
Singapore Manufacturing Federation (SMF)



Mr Joerg Kalisch

Managing Director,
Dexteritas Pte Ltd



Mr Manohar Khiatani

Senior Executive Director,
CapitaLand Investments



Mr Mak Swee Wah

Executive Vice-President, Commercial,
Singapore Airlines Ltd



Mr Alexander C Melchers

General Manager & Director,
C Melchers GmbH & Co



Dr Carola Richter

President, Regional Division, ASIA/Pacific
(excl. Greater China),
BASF South East Asia Pte Ltd



Dr Armin Wiesler

Regional Managing Director
& Head of Animal Health,
Boehringer Ingelheim Singapore Pte Ltd



Mr Tom Wolf

Chairman/Chief Executive Officer,
Meta Wolf Pte Ltd

Advisory Council Activities and Works

Additionally, to the board, the chamber works with an Advisory Council that supports the work of the SGC as a whole. By providing support to the Board through external input and acting as a link between SGC and other relevant organisations in Singapore and Germany, it enriches the activities of the SGC. Usually, joint meetings with the Board and Advisory Council are organised annually.

- **15 June**
- **2 November**
- **6 December**





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Cycle & Carriage (Authorised Dealer) – Showroom Enquiries: 6298 1818.
AMG Performance Center Singapore, Level 3, Mercedes-Benz Center, 301 Alexandra Road, Singapore 159968.
Mon - Sat: 8.30 am - 7pm, Sun & PH: 10 am - 6 pm.

Mercedes-AMG EQE 43 4MATIC – Energy consumption: 20.9 kWh/100 km; VES band: A1.

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(As of 31st March 2023)



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SGC in Numbers

Membership, Events and Communications

≈600
Members

>360
Companies

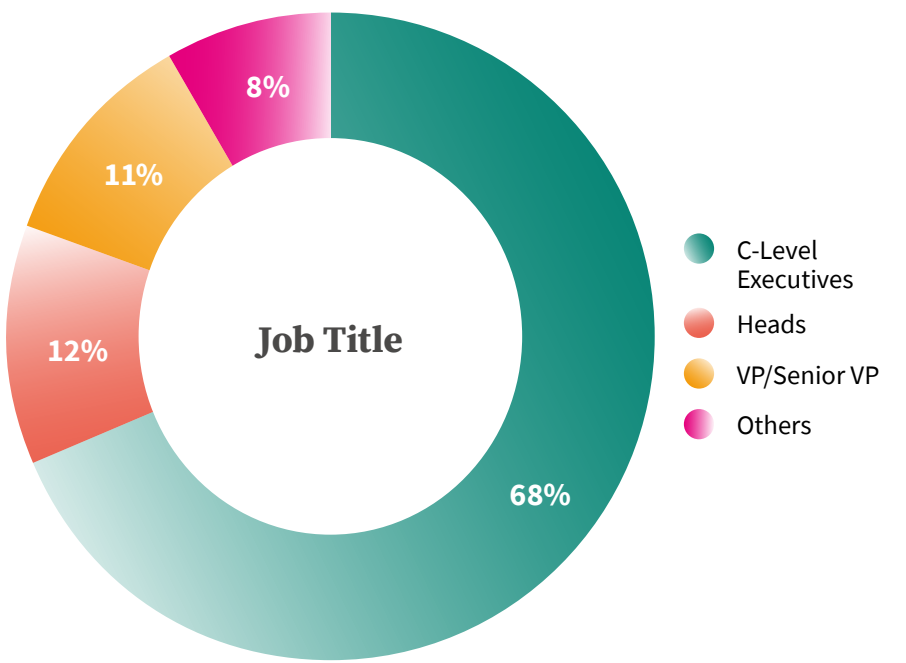
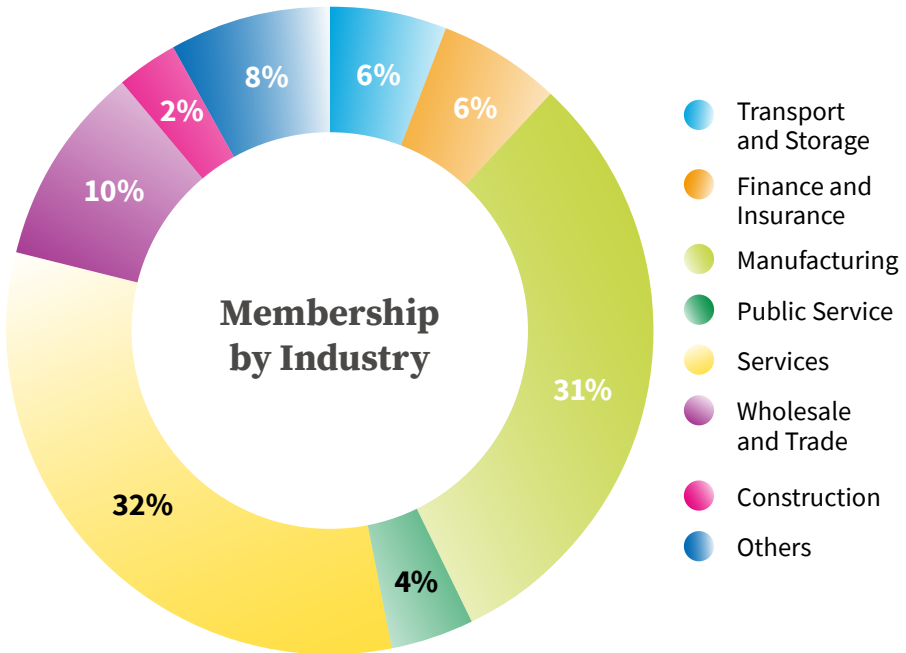
>150
Events

68%
C-level Executives

SGC Committees

22
Committee activities, including meetings and/or other committee-initiated activities

>500
Participants



7
Committee events with speakers

10
Speakers

International and Trade Promotion

≈520
Participants from Business & Events Activities

105
Business Matchings

≈540
Trade Fair Visitors

13
Business Conferences

3
Market Studies

>20
Exhibitors

65
Participating Companies in Trade Delegations

9
Delegations

≈500m²
Exhibition Space Acquired

German Export Finance

>600
Meetings and advisory activities

4
Webinars related to various topics of export finance and no physical events

3
Export Finance related events with Competence Centre as a speaker

>40
Projects in Southeast Asia, China, Bangladesh where support was rendered

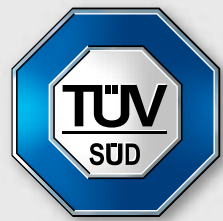
1
Joint event with Atradius in Jakarta, Indonesia with over 90 participants

Trade Policy

9
Webinars

41
Trade Policy Updates

12
Trade Policy Assessments



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Inspire trust.

Enabling a resilient and sustainable future

For over 150 years, sustainability has been a core guiding principle of our company. It is our mission to enable a safer and more sustainable ecosystem for people, the environment, and companies. We help society navigate the risks brought about by technological progress while balancing the need to become more sustainable.

To enable progress in sustainable development, we partner our customers to fulfil their commitment to employees, customers and the environment through a holistic portfolio of sustainability services covering product carbon footprint, life cycle assessment, biodegradability testing, recycled content verification, green building services, sustainable supply chain management, hydrogen technical solutions and many more.

Our services establish trust and ensure safety, laying the foundation for a world that is constantly evolving. Together, we can work towards a better future built on safety, trust and sustainability.

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SGC Highlights





Exchanging congratulatory remarks and well wishes on the bilateral relations are [from Left] President Frank-Walter Steinmeier and Minister S Iswaran.

Visit of the President of the Federal Republic of Germany

**Dr Frank-Walter
Steinmeier**
15 June 2022



The Business Roundtable discussion was attended by Dr Frank-Walter Steinmeier and his accompanying business delegation, Minister S Iswaran, members of the Federal Ministry for Economic Affairs and Climate Action, members of the SGC and invited guests from the Singapore business community.

Taking part in the Business Roundtable discussion in 2022 were Anja Hajduk, State Secretary of the Federal Ministry for Economic Affairs and Climate Action (BMWK), Dr Frank-Walter Steinmeier, President of the Federal Republic of Germany and his accompanying business delegation, Mr S Iswaran, Minister for Transport and Minister in-charge of Trade Relations of the Republic of Singapore, members of the SGC, and invited guests from the Singapore business community.

Amongst others, Ms Marika Lulay from GFT Technologies AG and Dr Ullrich Wegner from Peter Cremer Holding GmbH & Co. KG shared their rationale for choosing Singapore as their regional headquarters. Piyush Gupta, Chief Executive Officer (CEO) of DBS Bank explained why Singapore is very well positioned for doing business in Southeast Asia and the Asia-Pacific region. Dr Tim Philippi, Executive Director of the SGC, presented key takeaways from the first part of the business roundtable to the Federal President, Minister Iswaran and the remaining delegates. He summed up the ample opportunities that were available to Singaporean and German companies in areas such as digitalisation, cybersecurity, R&D, high-end manufacturing, green technologies, logistics and shipping.

This was an excellent afternoon for deepening the Singapore-German business relations. We look forward to more fruitful collaborations between our countries.



[Seated from Left] Mr Jens Ruebbert, President, SGC Board, Dr Frank-Walter Steinmeier, President of the Federal Republic of Germany, Mr S Iswaran, Minister for Transport and Minister-in-charge of Trade Relations, Singapore, and Anja Hajduk, State Secretary of the Federal Ministry for Economic Affairs and Climate Action (BMWK).

Annual General Meeting

23 March 2022



Congratulations to our 2022/2023 Board, which was announced at the SGC Annual General Meeting 2022. The SGC would like to thank all members who joined the AGM at the Shangri-La Singapore.

[From Left] Dr Tim Philippi, Executive Director, SGC, with the Guest-of-Honour, Mr Gan Kim Yong, Minister for Trade and Industry, taking questions at the SGC Business Conference.

The 2022/2023 SGC Board Members. [Standing from Left] Ms Shirley Qi from Evonik (SEA) Pte Ltd (SGC Vice President), Ms Andrea Lorenz from Richard Wolf Singapore Pte Ltd, Mr Friedhelm Best from HIMA Asia Pacific Pte Ltd, Dr Thai Lai Pham from Siemens Pte Ltd, Dr Burkhard Ziegenhorn from Deutsche Bank AG, Singapore Branch (SGC Honorary Treasurer), Mr Holger Lindner from TÜV SÜD Group, Mr Jens Rübbert (seen on screen), SGC President, and from Landesbank Baden-Württemberg (LBBW), Mr Martin Hayes from Robert Bosch (South East Asia) Pte Ltd (SGC Honorary Secretary), Dr Claus Trenner from Luther Corporate Services Pte Ltd (SGC Vice President), Mr Sam Chee Wah from Bowlzco Business Consulting LLP, and Dr Tim Philippi, Executive Director, SGC. Board Member(s) not in photograph: Ms Sabrina Winter, Lufthansa.



SGC Business Conference

with Singapore Minister for Trade and Industry, Mr Gan Kim Yong

23 March 2022

Following the AGM, we had a highly interactive SGC Business Conference with Mr Gan Kim Yong, Minister for Trade and Industry. He spoke on the topic of the 'Singapore Economy 2030 Strategy' and focused on the government's initiative to grow trade activities, including Germany and German companies. Minister Gan also shared his insights with members during the Q&A session.



[From Left] Dr Tim Philippi, Executive Director, SGC, with the Guest-of-Honour, Mr Gan Kim Yong, Minister for Trade and Industry, taking questions at the SGC Business Conference.



Roundtable with Home Team Agency (HTX) as part of the delegation, to share how German companies can collaborate with Singapore government agencies.



Seen here at the business symposium focusing on Civil Security Technologies & Services is the German business delegation, along with the team from the SGC. The event was opened by Dr Tim Philippi (Right), Executive Director of the SGC.

Trade Mission as part of the BMWK Market Entry Program:

German Business Delegation on Civil Security Technologies

28 November–1 December 2022

In the last week of November 2022, SGC, together with its acquisition partner SBS solutions for business solutions GmbH, had the pleasure of hosting a business delegation from Germany, comprising companies specialising in Civil Security Technologies. Five companies, Detack GmbH, DRACON GmbH, SoSafe, Advancis Software & Services, CIBORIUS Gruppe, and TASSTA GmbH, with a total of 10 representatives from the areas of security technologies and cyber security, were part of this trade mission by the Federal Ministry for Economic Affairs and Climate Action (BMWK).

SGC organised close to 40 physical and virtual meetings with potential Singaporean business partners, distributors, stakeholders and clients for the German companies. During these meetings, the delegation had the chance to discuss potential collaborations with

Singaporean companies during networking events such as the Cybersecurity Conference, as well as the business symposium.

The symposium was opened by Dr Tim Philippi, Executive Director of the SGC, and was later followed by keynote speeches by Mr Tony Low from the Association of Information Security Professionals (AiSP), and Mr William Seak from the Association of Certified Security Agencies (ACSA) as well as presentations by the German delegates. The keynote speeches further highlighted opportunities for business collaborations between Singaporean and German companies to jointly develop and advance solutions to tackle common issues like as rising manpower costs for physical security, high talent competition and increasing cyberthreats.

German Corporate Due Diligence Law

10 May 2022



Read the study Sustainable Manufacturing & Sourcing in the APAC Region



The SGC and Konrad-Adenauer-Stiftung (KAS), Rule of Law Programme Asia, jointly hosted the hybrid German Corporate Due Diligence Law (GDDL) event and also collaborated on a related study on Sustainable Manufacturing & Sourcing in the APAC Region. Seen here are [From Left] Mrs Margit Kunz-Vinluan, Then Deputy General Manager, SGC, Mr Stefan Samse, Director, Rule of Law Programme Asia, KAS, Mrs Julia Wellhausen, Research Fellow, Rule of Law Programme Asia, KAS, and Dr Tim Philippi, Executive Director, SGC.

Together with the Konrad-Adenauer-Stiftung (KAS), Rule of Law Programme Asia, the SGC hosted a hybrid event on the new German Corporate Due Diligence Law (GDDL). Mrs Margit Kunz-Vinluan, Then, Deputy General Manager, SGC, presented the results of the survey-based study on the impact of the GDDL on sourcing and manufacturing in the Asia Pacific region.

The study showed that the majority of the over 360 participating companies are working on GDDL compliance strategies or already have one in place. However, the surveyed companies are still facing some challenges in complying, such as the legal ambiguity of the law, an insufficient timeframe to ensure full compliance, the lack of specific industry guidelines from the German government, and sufficient social auditors in the target markets.

We would like to thank the Konrad-Adenauer-Stiftung for the successful collaboration on the study and this event, namely Mr Stefan Samse, Mrs Julia Wellhausen, as well as Mr Martin Knapp from the DIHK in Berlin for his profound and informative explanation of the GDDL. Mr Lukas Gloeckner from Haas & Co. Magnettechnik GmbH and Mr Gerhard Mair from ams OSRAM shared their valuable experiences from an industry perspective which was very helpful for the participating companies. Finally, a special thanks goes to Mr Robin Hoenig, Divisional Head, Trade Policies (Asia/ASEAN) SGC Trade Policy Competence for the great amount of effort and time spent on conducting this highly informative and insightful study.



[From Left] Seen here is Dr Robert Habeck, Asia-Pacific Committee (APA) Co-Chair, Vice-Chancellor of Germany and Federal Minister for Economic Affairs and Climate Action with Mr S Iswaran, Minister for Transport and Minister-in-charge of Trade Relations, Republic of Singapore [Right], after the signing of the interministerial Germany-Singapore Framework for Sustainability and Innovation (FSI). This took place during the evening reception of the APK Conference.

Asia-Pacific Conference on German Business (APK)

13–14 November 2022

The Asia-Pacific Conference of German Business (APK) brought together high-ranking officials from the Singapore and German governments as well as industry bigwigs from businesses in the APAC region and Germany. Assembling at this event were APK co-chairs Dr Robert Habeck, Vice-Chancellor of Germany and Federal Minister for Economic Affairs and Climate Action (BMWK), and Dr Roland Busch, President and CEO of Siemens AG, together with Mr Olaf Scholz, German Federal Chancellor, Mr Lawrence Wong, Deputy Prime Minister of Singapore and Minister for Finance, and many other representatives.

At the APK, both Mr Scholz and Mr Wong provided their keynote addresses as German Chancellor and Deputy Prime Minister of Singapore respectively and shared their visions for stronger and deeper relations between Singapore and Germany. Another noteworthy occasion was the signing of the Germany-Singapore Framework for Sustainability and Innovation (FSI) at the evening reception of the APK Conference to deepen the bilateral economic relations. The interministerial agreement was signed by Dr Habeck and Singapore's Minister-in-charge of Trade Relations, Mr S Iswaran.

The Singaporean-German Chamber of Industry and Commerce (SGC) is very happy and proud to have been the local host of the APK 2022, and to have worked with the BMWK and APA to make it a huge success!



[From Top] Mr Olaf Scholz, Federal Chancellor of Germany and Mr Lawrence Wong, Deputy Prime Minister and Minister for Finance, Singapore [Bottom], provided their keynote addresses on strengthening businesses and deepening bilateral relations between Germany and Singapore.



The APK Organising Committee, from the Singaporean-German Chamber of Industry and Commerce (SGC) and Berlin, stands with Dr Roland Busch, Asia-Pacific Committee (APA) Chair and President and CEO of Siemens AG [Front row, second from Right], Dr Robert Habeck, Asia-Pacific Committee (APA) Co-Chair, Vice-Chancellor of Germany and Federal Minister for Economic Affairs and Climate Action [Front row, third from Right]. Also in this picture are Mr Jens Rübbert, SGC President [Fifth from Right], and Dr Tim Philipp, Executive Director, SGC [Second row, first from Right].

Opening Trialogue

Given that the world seems to be in constant crisis mode, it may be the order of the day for leaders to change their mindset and accept that the present challenges will not go away anytime soon. Crisis is the new normal. While the suffering of people on the ground must be alleviated, the quest to cope with current challenges can drive the positive transformation of economies. Crises can force us to reinvent and improve the way we produce and consume.



The panel for the Opening Trialogue. [From Left] Dr Roland Busch, Minister S. Iswaran, and Minister Robert Habeck.



The panel for Economic Resilience. [From Left] Mr Kevin Rudd, 26th Prime Minister of Australia and President and CEO, The Asia Society. And at the panel discussion is Mr Gunther Kegel, CEO, Pepperl + Fuchs, and President, German Electro and Digital Industry Association, Mr Akira Igata, Lecturer, University of Tokyo, and Mr Mikko Huotari, Director, MERICS.



Economic Resilience

In light of finite resources and a global trading system under pressure, the economic resilience of governments, institutions and businesses becomes key to securing prosperity. International cooperation is vital to ensuring an efficient and effective tool kit that is ready to use.

Digitalisation

Digitalisation and the development of new technologies are key factors for companies active on today's world markets. The Asia-Pacific region offers a wide range of opportunities for engagement and is an attractive and dynamic location with its diversity of markets.



The panel for Digitalisation. [From Left] Mr Alvin Wang Graylin, China President & Global Vice President of Corporate Development, HTC, Mr Dirk Hoke, CEO, Volocopter, Ms Marika Lulay, CEO, GFT Technologies, and Mr Jim Fitzsimmons, Principal, Control Risks Singapore.



The panel for Decarbonising Economies. [From Left] Dr Sandhya Srinam, Group CEO, Chairman & Co-Founder, Shioh Meats, Mr Klaus Rosenfeld, CEO, Schaeffler, Ms Malavika Jain Bambawale, APAC Managing Director, ENGIE Impact, Mr Tobias Bartz, CEO & Chairman of the Management Board, Rhenus Group, Ms Lynette Leong, CEO, ESG Funds & Stewardship, CapitalLand Investment.

Decarbonising Economies

2021 marked the year with the highest ever level of global CO₂ emissions. It's time to decarbonise our economies and to implement green innovation for a low-carbon society. Decarbonising economies means reduced air pollution, better energy access, energy security, and economic prosperity.



Sustainable Finance

Climate change is the overarching topic that resonates in every economic debate. Banks are part of the solution and play a key role in financing the transition to a more sustainable economy.

The panel for Sustainable Finance. [From Left] Mr Jens Ruebber, President, Singaporean-German Chamber of Industry and Commerce, Mr Piyush Gupta, CEO, DBS Group, Mr Christian Sewing CEO, Deutsche Bank, Mr Surendra Rosh, Co-Chief Executive Asia-Pacific, HSBC, and Mr Ralf Wintergerst, Group CEO, Giesecke+Devrient.



The panel for Global Supply Chains. [From Left] Mr Fritz von der Schulenburg, CEO, Jebsen & Jessen, Mr Anand Stanley, President, Airbus Asia-Pacific, Mr Stefan Hartung, CEO, Bosch, and Mr Ranjith Pandithage, Chairman to the Board & Managing Director, Diesel & Motor Engineering.

Global Supply Chains

A multitude of crises have been putting pressure on global supply chains for several years.

Diversification in Asia-Pacific

If it is overdone, every good action can have negative consequences. That is the case with globalisation, where an over optimisation of supply chains has led to unhealthy dependencies in many areas, such as pharmaceuticals, food supply, components for manufacturing, semiconductors or raw materials. As a result, diversification has become more urgent.



Speaking at the session for Diversification in Asia-Pacific were [From Left] Minister Robert Habeck, and Dr Roland Busch.

Oxford-Style Debate on Sustainability

Climate change has been caused by unfettered production and consumption. Many think that global warming can only be slowed down by legal frameworks to rein in the excesses of international economic exchange, since self-regulation has not worked in the past. Opponents hold that free trade is an end in itself, and that it is counterproductive to overburden agreements with sustainability provisions.



The panel for the Oxford-Style Debate on Sustainability. [From Left] Mr Syed Naveed Qamar, Minister for Commerce, Pakistan, Mr Axel Schweitzer, Chairman, ALBA Group Asia, Mr Nicholas Farrelly, Professor and Head of Social Sciences, University of Tasmania, Mr Dieter Janecek, Member of the German Parliament, Alliance 90/The Greens, and Ms Hasminah D. Paudac-Tawano, Litigation, Development & Environmental Lawyer.

Resilience of Health Systems

The COVID-19 pandemic has brought tremendous losses – human, social, and economic. However, it has also offered many valuable insights and lessons into how healthcare systems can be made much more resilient and how medical innovations can be achieved faster, affordably, and more efficiently. The crucial keywords are research, collaboration, and country-specific solutions.



The panel for Resilience of Health Systems. [From Left] Ms Shobana Kamineni, Executive Vice-Chairperson, Apollo Hospitals, Mr Sierk Poetting, Chief Operating Officer, BioNTech, Ms Lyonpo Dechen Wangmo, Minister of Health, Bhutan, and Mr Bhuvnesh Agrawal, CEO, Sysmex Inostics.



The panel for Infrastructure Connectivity. [From Left] Mr Alfredo E. Pascual, Secretary of the Department of Trade & Industry, Philippines, Ms Helena König, Deputy Secretary General for Economic & Global Issues, EEAS, Mr Mikko Huotari, Director, MERICS, Ms Sabine Bendiek, Chief People & Operating Officer, Member of the Executive Board, SAP, and Ms Angela Titzrath, CEO, HHLA.

Infrastructure Connectivity

There is a great need for infrastructure development in Asia. Especially in the context of diversifying supply chains, a functioning logistics infrastructure plays a crucial role for competing countries. There are opportunities for European involvement, while financing is often the deciding factor.

Security and Geopolitics

The global geopolitical landscape is in flux. Growing uncertainties are caused by the strategic competition between the US and China and the rivalry between democracies and autocracies. Governments, businesses and institutions are under pressure to both adapt to, and shape, the new environment.



The panel for Security and Geopolitics. [From Left] Mr Andreas Michaelis, State Secretary, German Federal Foreign Office, Mr Ng Eng Hen, Minister for Defence Singapore, Mr Wolfgang Ischinger, President, Foundation Council of the Munich Security Conference, Professor Ngaire Woods, Dean, The Blavatnik School of Government, University of Oxford, and Mr Siegfried Russwurm, President, Federation of German Industries.

A comprehensive report on the APK Conference 2022 is available for your reading, and this report includes attendee demographics, topic synopses, and audience poll results. To view this report and watch the APK coverage, please scan the respective QR codes.

View the APK conference report!



View the APK video coverage!



Sustainability With Value.

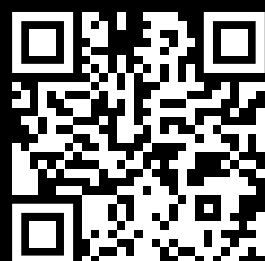
Sustainability at Jungheinrich extends through economic, ecological and social obligation. In recognition of this, Jungheinrich is among the "Top 1%" of the most sustainable companies worldwide, has been awarded the highest sustainability certificate in platinum by the EcoVadis rating agency.



Lithium-ion Forerunner.

As the first manufacturer to introduce Li-ion into the market over ten years ago, Jungheinrich are at the forefront of this technology, continually developing new products to help you and your warehouse operations to become more efficient and sustainable.

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Membership, Events and Communications

The MEC department actively organises a variety of events throughout the year, namely business luncheons (SGC Dialogues), breakfast briefings, B2B networking events, site visits, amongst others. These events are interactive platforms for key opinion leaders and members to exchange insights on trending topics that drive businesses today. Additionally, the department provides members with relevant business information through its publications, such as the Annual Report, Membership Directory, and the Day of German Unity Special (Business Magazine).

Meet the SGC's Membership, Events and Communications department: [From Left] Ms Komal Johal, Senior Consultant, Membership, Events and Communications, Ms Lakshmi Swarnam, Head of Membership, Events and Communications, and Ms Cynthia Anne Victor, Senior Consultant, Membership, Events and Communications.



17 February 2022



Prof Dr Axel Stepken, Chairman, Board of Management, TÜV SÜD AG, spoke on the topic of Sustainability and its increasing importance for Companies at the SGC's Meet-the-CEO session in February 2022.

Sustainability and its Increasing Importance for Companies

Meet-the-CEO Series with Prof Dr Axel Stepken, Chairman, Board of Management, TÜV SÜD AG

SGC was very pleased to host Prof Dr Axel Stepken, Chairman, Board of Management, TÜV SÜD AG at the Shangri-La, Singapore in our Meet-the-CEO series which kicked off in February. On the topic of 'Sustainability and its Increasing Importance for Companies', Prof Stepken spoke about sustainability and digitalisation being trending subjects for TÜV SÜD and most companies and added that both internal and external sustainability were equally important aspects.

9 March 2022

How the Business Landscape in Singapore is to Change Post-COVID, and Areas Where German Companies Can Partner Singapore

Meet-the-Chamber with Ms Jacqueline Poh, Managing Director of the Economic Development Board Singapore

The annual 'Meet-the-Chamber' event was held this year to honour our Board and Advisory Council members, Gold members and advertisers. We are very grateful for their support and presented the tokens of appreciation to our Gold Members and advertisers.

We also welcomed Ms Jacqueline Poh (seen in picture), Managing Director of the Economic Development Board, Singapore, to speak on the topic of 'How the business landscape in Singapore is to change post-COVID, and areas where German companies can partner Singapore'. Ms Poh pointed three specific areas where Singapore and Germany could focus on to deepen their partnership: Advanced manufacturing, sustainability and supply chain resilience. She also addressed talent as a crucial ingredient in enabling these three areas.

Ms Poh was later presented with SGC's newly launched Regional Paper 'Supporting Singapore's Way Ahead –

A German Business Perspective'. The Regional Paper covered comprehensive insights on safeguarding Singapore's hub function in the medium and long run, as well as current industry trends, opportunities, risks, and policies that are important for German companies in Singapore.



Scan this QR code to read our Regional Paper

Ms Jacqueline Poh, Managing Director of the Economic Development Board, Singapore, presented on the topic of 'How the business landscape in Singapore is to change post-COVID, and areas where German companies can partner Singapore'.



5 April 2022



Mr Oliver Steil, Chief Executive Officer of TeamViewer, highlighted Augmented Reality as a crucial tool in digitally transforming jobs and enhancing productivity, during the SGC's Meet-the-CEO event in April 2022.

Mind the Gap: How Can Deskless Workers Reap the Benefits of the Digital Revolution

Meet-the-CEO Series with Mr Oliver Steil, Chief Executive Officer

Augmented Reality (AR) was a topic of focus at the SGC's Meet-the-CEO event with Mr Oliver Steil, Chief Executive Officer of TeamViewer. Mr Steil presented on the topic of 'Mind the Gap: How Can Deskless Workers Reap the Benefits of the Digital Revolution'. According to Mr Steil, AR holds a crucial role in digitally transforming the jobs of blue-collar workers and enhancing productivity. He also elaborated on the openness of companies in the APAC region in adopting disruptive technologies, and the importance of a well-functioning ecosystem of businesses in order to drive digital transformation.

25 April 2022



[From Left] Ms Gan Siow Huang, Minister of State for Manpower, and Dr Koh Poh Koon, Senior Minister of State for Manpower, and Mr Jens Ruebbert, President, SGC Board taking questions on current and future hiring policies and manpower-related queries at the SGC Dialogue.

Current and Future Hiring Policies & Manpower-related Queries

SGC Dialogue with Dr Koh Poh Koon, Senior Minister of State and Ms Gan Siow Huang, Minister of State Ministry of Manpower (MOM) Singapore

Members of the SGC had an exclusive opportunity to engage with Dr Koh Poh Koon, Senior Minister of State for Manpower, and Ms Gan Siow Huang, Minister of State for Manpower, on current and future hiring policies and raised manpower-related queries. The chamber also presented the findings from its first Manpower Survey 2022 to supplement the remarks shared during the discussion.

In addition, the Ministry of Manpower (MOM) introduced and explained the new point-based system (COMPASS) for hiring talent which provided SGC members better clarity on MOM's new process.

28 April 2022

[From Left] Dr Davide Malacrino and Mr Yan Carrière-Swallow from the IMF with Mr Jens Ruebbert, SGC President. The IMF speakers presented the region's updated forecasts in areas such as global trade and commodity.



International Monetary Fund (IMF) Asia and Pacific Outlook

The SGC hosted an exclusive engagement session with the International Monetary Fund (IMF). Mr Yan Carrière-Swallow, Senior Economist at the IMF's Asia and Pacific Department and Dr Davide Malacrino, Economist at the Research Department of the IMF, presented the region's updated forecasts in the global context. Asia and the Pacific remains the world's most dynamic region despite downgrades to growth outlook for 2022.

Headwinds to the region's recovery include trade and commodity price spillovers from the Ukraine war, the tightening of financial conditions amid US monetary

policy normalisation, and COVID developments in some countries. The IMF team discussed how global trade and value chains were affected by the pandemic and how an increased leverage of the private sector impacts the pace of the recovery globally.

We would like to thank Mr Yan Carrière-Swallow and Dr Davide Malacrino for their profound and insightful presentations and participating in our fruitful panel discussion!

18 May 2022

Transforming the Everyday: Combining Technology and Financing Know-how to Advance a Sustainable Future

Meet-the-CEO series with Mrs Veronika Bienert, Chief Executive Officer, Siemens Financial Services

SGC members engaged in a lively discussion with Mrs Veronika Bienert, Chief Executive Officer of Siemens Financial Services, at our third Meet-the-CEO series in May this year. Mrs Bienert shared the role of Siemens Financial Services as part of Siemens group during the session. The company's focus is in the areas of automation, renewables, improvement of carbon footprint, energy transition & sustainability projects. Smart fish farming to upscale local production and pioneer work on 'energy as a service solution' are just two of the many projects Siemens Financial Services is engaged in.



[From Left] Mrs Veronika Bienert, Chief Executive Officer of Siemens Financial Services, and Dr Claus Trenner, Vice President, SGC Board, during a discussion at the SGC's Meet-the-CEO series in May 2022.

24 August 2022



[From Left] Dr Markus Wächter, Managing Director, German Institute of Science and Technology – TUM Asia Pte Ltd, Ms Evelyn Stier, Global Head, IT Business Consulting & Digitalization, Siemens AG, Ms Hanna Hennig, CIO, Siemens AG, Mr Rajiv Arora, Global Head of IT Global Hub (Digitalization & User Experience), Siemens AG, and Ms Sabine Florian, Deputy General Manager, SGC.

Accelerating Digital Sustainable Transformation

Breakfast Briefing with Ms Hanna Hennig, Chief Information Officer, Siemens AG

During the SGC's Breakfast Briefing at the Goodwood Park Hotel on 24th August 2022, our guest speaker, Ms Hanna Hennig, CIO of Siemens, explained how Siemens is accelerating its Digital Sustainable Transformation plans for sustainable growth and digitalisation. Ms Hennig shared that digital sustainable transformation is a crucial part of reinventing oneself in today's changing world, and that it will help businesses transform the backbone of our economies. Furthermore, Ms Hennig also commended the chamber's work on advocating for digitalisation amongst member companies through the SGC's Digitalisation and Innovation committee. The SGC extends its thanks and appreciation to Ms Hennig for the enriching session!

13 October 2022

How Employers and Businesses Can Participate as Stakeholders in the Defence of Singapore

SGC Dialogue with Mr Heng Chee How, Senior Minister of State, Ministry of Defence, Singapore

The SGC Dialogue with Mr Heng Chee How, Senior Minister of State, Ministry of Defence, Singapore, was held on Thursday, 13th October 2022 at the Shangri-La Singapore. Mr Heng spoke to SGC members on the concept of Total Defence and how the business community can play an individual and collective role in various pillars of our country's defence. Mr Heng also explained about National Service (NS) as a crucial aspect of Total Defence and how businesses could share manpower resources, implement NS-friendly Human Resource policies, and provide upgrading opportunities to enhance the skills and experiences of NS personnel in the workplace.

The Dialogue later moved to a panel discussion that was moderated by Dr Claus Trenner, Vice-President, SGC and member of the Advisory Council on Community Relations in Defence's (ACCORD) Employer & Business



[From Left] Mr Heng Chee How, Senior Minister of State, Ministry of Defence, Singapore, taking questions from the audience with Dr Claus Trenner, Vice-President, SGC, member of the Advisory Council on Community Relations in Defence's (ACCORD) Employer & Business unit, and moderator of the SGC Dialogue.

unit. Both Mr Heng and Dr Trenner spoke about topics, which included the NS Mark, NS Mark (Gold) and the Total Defence Awards, which are efforts by the Ministry of Defence (MINDEF) to recognise businesses that support NS. The SGC would like to thank Mr Heng for engaging and encouraging our members to be a part of Singapore's defence efforts.

18 November 2022

Managing Opportunities and Risks – Challenging Future for German Companies' China Business?

SGC Dialogue with Mr Jens Hildebrandt, Chief Representative of the Delegation of German Industry & Commerce Beijing

It was an engaging session at the SGC Dialogue with Mr Jens Hildebrandt, Chief Representative of the Delegation of German Industry & Commerce Beijing. More than 60 SGC members participated in this event where Mr Hildebrandt spoke about the opportunities and risks faced by German businesses within the Chinese market. He also shared his professional experiences of working under China's Zero-COVID strategy and managing economic complications brought about by geopolitical tensions. On the other hand, China regards Germany as a reliable and trustworthy partner with high-quality products and services, while Germany views China as an important trade counterpart.

During the Question & Answer segment, Mr Hildebrandt provided valuable advice on navigating upcoming policies following the recent 20th National Congress of the Communist Party of China (CCP) so that both countries can work closely on mutual grounds to stabilise economic ties and strengthen bilateral relations. The SGC extends its thanks and appreciation to Mr Hildebrandt for the enriching session.

[From Left] Mr Jens Hildebrandt, Chief Representative of the Delegation of German Industry & Commerce Beijing, with Mr Jens Ruebbert, SGC President and moderator of the SGC Dialogue.



9 December 2022



[From Left] Mr James Crabtree, Executive Director, International Institute for Strategic Studies (IISS-Asia), with Ms Shirley Qi, Vice President of the SGC and moderator of the SGC Dialogue.

Rising US-China Tensions in Asia: Implications for Europe and Germany

SGC Dialogue, Mr James Crabtree, Executive Director, International Institute for Strategic Studies (IISS-Asia)

Our final SGC Dialogue for 2022 was indeed an enlightening event. Mr James Crabtree, Executive Director, International Institute for Strategic Studies (IISS-Asia), presented his views on the effect of US-China tensions on the global economy and, in particular, the supply chains between the two superpowers and Europe. He also spoke about the US's prospective economic interests in ASEAN and its role in easing tensions between the US and China.

During the Q&A session, Mr Crabtree provided a background of the US and China relations, as well as likely challenges governments and businesses can expect. Additional insights on the subject matter were discussed with the event moderator, Ms Shirley Qi, Vice-President, SGC and President, Southeast Asia, Australia & New Zealand, EVONIK. The SGC extends its thanks and appreciation to Mr Crabtree for sharing his interesting perspectives with us.

25 February 2022

Singapore Budget 2022 Webinar

Mr Choo Eng Chuan, Partner, International and Corporate Tax Services of Ernst & Young Solutions LLP

The SGC had the pleasure of hosting Mr Choo Eng Chuan, Partner, International and Corporate Tax Services of Ernst & Young Solutions LLP, at an SGC members' exclusive webinar on the Singapore Budget 2022. He presented and discussed the various initiatives arising from the Singapore Budget and their implications on businesses. According to Mr Choo, the three major takeaways from the 2022 Budget were the government's clear signals towards more social spending, their consciousness to keep the business environment healthy for long term investments, and a cleaner and greener Singapore. We would like to thank Mr Choo for taking the time to join us and sharing his insights. Thank you to our members who attended this event and engaged with Mr Choo.



[From Left] Dr Tim Philippi, Executive Director, SGC, with Mr Choo Eng Chuan from Ernst & Young LLP. Mr Choo spoke about various initiatives arising from the Singapore Budget, and their implications on businesses.

9 June 2022

The German Supply Chain Act and its Relevance for Non-German Companies

Thursdays with SGC Webinar, Dr Andreas Respondek, Founder, Respondek & Fan, and Ms Tanya Adams, Baker McKenzie



[From Left] Mr Jens Hildebrandt, Chief Representative of the Delegation of German Industry & Commerce Beijing, with Mr Jens Ruebbert, SGC President and moderator of the SGC Dialogue.

The SGC's Thursdays with the SGC series hosted two legal expert speakers; Dr Andreas Respondek, founder of Respondek & Fan and Ms Tanya Adams, trainee at the Zurich office of Baker McKenzie explained in-depth the essence of the German Supply Chain law entering into force on the 1st of January 2023 and its implications for affected companies.

Even though the SCDDA theoretically only applies to companies with more than 3,000 employees, small or medium-sized businesses will also be affected indirectly, as larger companies will pass on the due diligence obligations to their suppliers to ensure full compliance.

Participants of the webinar gained a lot of insight as they had several questions on risk analysis and regular audits. We would like to thank the speakers and our participants for the lively discussion.

Other Events & Activities

21 January 2022

Site Visit to ST Engineering at Seletar Aerospace Park

Under the invitation of BBAM Aircraft Leasing and Management, SGC Members had the opportunity to visit the ST Engineering to have a first-hand experience and understanding the transformation of a passenger aircraft to a freighter, starting a new lease of life with in the Lufthansa Cargo fleet.

The Airbus A321 Passenger-to-Freighter (P2F) is the next generation single-aisle that offers the largest usable cargo volume of its category and generation having containerised cargo capacity both on the upper and lower deck. Our members were given a brief overview of the process of the aircraft's conversion, along with a Q&A session, and thereafter an insightful tour of the completed A321 Freighter.



At this site visit to ST Engineering, SGC Members had a first-hand experience on the transformation of an Airbus A321 passenger aircraft to a next generation cargo freighter.

24 June 2022

Visit to the SAP Office and SAP Experience Center Singapore

The SGC and German Embassy Singapore were delighted to visit the SAP Office and receive a tour of the SAP Experience Center. An exciting afternoon with lots of interesting conversations about SAP's activities in Singapore, especially in the field of sustainability.

[From Left] Ms Verena Siow, President and Managing Director, Southeast Asia, SAP Asia, German Ambassador to Singapore, Dr Norbert Riedel, Mr Paul Marriott, President, Asia Pacific Japan, SAP, Mr Lovneesh Chanana, Vice President and Head of Government Affairs – Asia Pacific and Japan, and Ms Sabine Florian, Deputy General Manager, SGC.

1 July 2022



[From Left] Dr Claus Trenner, Vice-President of the SGC Board, and Advisory Council Member on Community Relations in Defence (ACCORD), receiving the NS Mark (Gold) certificate from Mr Masagos Zulkifli Bin Masagos Mohamad, Minister for Social and Family Development, in recognition of SGC's support of NS servicemen and women.

SAF Day 2022

On the 10th Singapore Armed Forces (SAF) Day Combined Rededication Ceremony (East Zone), the SGC was presented with the NS Mark (Gold) certificate in recognition of its support of NS servicemen and women. Dr Claus Trenner, Vice-President of the SGC Board, who also sits on the Advisory Council on Community Relations in Defence (ACCORD), received the certificate

from Minister for Social and Family Development, Second Minister for Health and Minister in-charge of Muslim Affairs, Mr Masagos Zulkifli Bin Masagos Mohamad. In addition, the SGC was presented with an award for its support in the organisation of this event by partnering with the Singapore Manufacturing Federation.

23 June 2022



Midsummer B2B Networking

During the Midsummer B2B Networking Event, co-hosted by the SGC and the German Centres Worldwide, tenants and business associates met and came together like in the good old days, to connect and network over delectable German food, beers and wine. Guests also participated in the lucky draw where attractive prizes were won. What a cheerful evening! We look forward to more networking events in the future where new connections and collaborations will be forged.



5 October 2022

Day of German Unity Celebrations

Guests gathered for a night of networking to celebrate the Day of German Unity at the majestic Raffles Hotel in Singapore. The event welcomed the Guest-of-Honour, Mr Chee Hong Tat, Senior Minister of State in the Ministry of Finance and Ministry of Transport, Members of Parliament, Mr Sitoh Yih Pin and Mr Henry Quek. We would like to extend our heartfelt thanks and appreciation to the German Embassy in Singapore for co-hosting the Day of German Unity with the SGC, and to all members of the chamber for their kind attendance!



20 October 2022



B2B Networking Event & ITAP Closing Party

The SGC and the German Centre for Industry and Trade were pleased to host the B2B Networking & ITAP Closing Party on 20 October 2022. More than 60 guests – comprising SGC members, representatives of businesses based at the German Centre, and delegates from the ITAP Conference – attended the party to mingle and reconnect with friends from the business community. The B2B event moved on to an exciting lucky draw, where some of the guests went home with amazing prizes and a big smile. The chamber extends a huge thank you to all sponsors of the B2B event, lucky draw, and beer refreshments respectively; DATRON SEA, Conrad Hotel and Intercontinental Hotels & Resorts, and Erdinger.



6 December 2022



Christmas B2B

The Singaporean-German Chamber of Industry and Commerce (SGC) and the German Centre for Industry and Trade (GC) were pleased to host the Christmas B2B Networking on 6 December 2022. More than 80 guests – comprising SGC members and representatives of businesses based at the German Centre – attended the festive networking event. During this final gathering for the year, participants had the chance to reconnect with friends from the business community over Christmas food and authentic German mulled wine. Furthermore, three lucky draw winners went home with prizes such as luxury hotel stays and a two-way flight ticket to Bangkok. The chamber extends a huge thank you to all participants and sponsors of this B2B event (The Ritz-Carlton, Millenia Singapore, Chan Brothers, M Social, and Ritter Sport), and we look forward to many more fruitful networking opportunities in the new year ahead.



MEMBERSHIP HAS ITS ADVANTAGES

AS A MEMBER OF THE SINGAPOREAN-GERMAN CHAMBER OF INDUSTRY AND COMMERCE, YOU'LL BENEFIT FROM MANY ADVANTAGES

- First-hand information for business people interested in commercial relationships among Germany, Singapore and the Asia-Pacific region, eg. events, exhibitions and projects
- Benefit from our regional and global network to other trade organisations, government institutions and companies in Singapore, Germany and the rest of the world
- Special rates for all services, including market research, business matching, support in establishing a new company, seminars and much more
- Access to top business leaders both from Germany and Singapore
- Opportunity to voice your interests to Singaporean and German decision-makers
- Information about and opportunity to meet German business delegations travelling to Singapore
- Invitations to networking events such as luncheons, breakfast briefings and B2B meetings
- Opportunity to join and contribute to our numerous Committees
- Monthly newsletter with economic news from Singapore and Germany as well as useful insights into business developments in both countries
- One complimentary copy of the Member's Directory and other publications of the SGC

**BE PART OF OUR BUSINESS COMMUNITY
TODAY AND CONTACT US NOW!**

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SGC Committees



SGC Committee Heads 2022/2023

Automotive



Mr Martin Hayes

(Committee chair until 31 December 2022)
President and
Managing Director,
Robert Bosch (SEA) Pte Ltd

Banking



Mr Martin Wehling

General Manager,
Managing Director,
DZ Bank AG



Mr Christoph Winnat

Chief Representative ASEAN and
South Asia Financial Institutions,
Helaba Landesbank
Hessen-Thüringen Singapore
Representative Office

Chemical Industries



Dr Bernhard Hackl

COO-EMEA,
Consultant APAC,
Azelis Singapore Pte Ltd



Dr Bjoern Jackisch

Corporate Vice President,
Regional Head of Operations/
Supply Chain Adhesive
Technologies, APAC,
Henkel Singapore Pte Ltd

Digitalisation & Innovation



Dr Markus Waechter

Managing Director,
German Institute of Science
and Technology,
TUM Asia Pte Ltd



Ms Evelyn Stier

Global Head of IT Business
Consulting & Digitalisation,
Siemens

Healthcare & Life Sciences



Mr Maximilian Englisch

Vice President Sales,
Waldner Pte Ltd



Dr Armin Wiesler

Regional Managing Director
and Head of Animal Health,
Regional Operating Unit ASEAN,
Korea, Australia & New Zealand
(ROPU ASKAN),
Boehringer Ingelheim Animal
Health Singapore Pte Ltd

Human Resources & Inclusion



Mr Eckart Jensen

CEO,
HR Act Pte Ltd



Mr Bernd Starke

Director,
Deutsche Bank AG,
Singapore Branch

Innovation Circle International



Mr Martin Schweiger

Owner,
Schweiger & Partners Singapore

Mittelstand & Regional Markets



Mr Sam Chee Wah

Business Advisor,
BOWLZCO Business
Consulting LLP



Mr Friedhelm Best

Vice President
Asia Pacific Region,
HIMA Asia Pacific Pte Ltd

Regional Logistics



Mr Joerg Kalisch

Managing Director,
Dexteritas Pte Ltd



Mr Florian Pfaff

Vice President Asia Pacific,
Lufthansa Cargo AG

Sustainability



Mr Joachim Ihrcke

Leistritz SEA Pte Ltd



Mr Jakob Lambsdorff

Chief Executive Officer,
Alba W&H Smart City Pte Ltd

Women in Business



Ms Dominique Herold

Managing Director,
German Centre for Industry
and Trade Pte Ltd



Ms Alexandra S Gradehand

Partner, Risk Transformation,
Ernst & Young Singapore



Ms Barbara Kinle

Senior Manager,
Global Mobility Services,
KPMG Singapore

As expert groups of the chamber, the SGC Committees serve as the information backbone for Chamber members. One of the most crucial roles of the committees is that they provide a platform for German and Singaporean firms to exchange their knowledge and expertise on current trends and topics. Their contributions and support to the SGC is enormous due to their professional insights and experiences in their respective fields even though committee work is voluntary. Hence, the committees are one of the cornerstones of the SGC's corporate work. Committee activities are varied and wide-ranging, from site visits to forums and dialogues with industry professionals or government agencies involved in preparing position papers on targeted business affairs. Members meet on regular intervals to discuss relevant industry subjects. Being active in the committees is worthwhile as members gain useful and first-hand information via our insightful events with high-profile speakers. Moreover, our committees provide a platform for members to network with key industry personalities.

SGC committee members enjoy SGC privileges such as access to our membership directory, print publications, weekly newsletters, the SGC App and many more. All SGC members and your colleagues are most welcome to become a committee member of your choice and contribute valuably to our expert groups.

SGC Committees

Automotive

Members of the SGC Automotive Committee come from various different German car manufacturers based in Singapore. In this committee, they address specific topics of interest and concern to the industry by inviting speakers and developing position papers.

Banking

The Banking Committee was formed to provide a platform for discussions about current topics in the banking industry in Asia, among German banks who have offices in Singapore and with other experts. It further aims to organise meaningful events to raise awareness that these banks are active in the banking hub Singapore and in projects that provide sustainable financing in the region.

Chemical Industries

Singapore is host to a number of chemical companies in all sizes. The chemical industry accounts for approximately 40% of the Singapore's GDP and plays a vital role in the local economic landscape. The Chemical Industries Committee views itself as a platform to discuss and exchange views of common interests with focus on HR, ESH, CSR and compliance matters. It acts as a lobby body to promote its interest to government agencies and authorities.

Digitalisation and Innovation

The Digitalisation and Innovation Committee was formed to provide member companies with a platform for discussions on current digital and innovative development in technologies. It further aims to organise meaningful events to introduce products, services and ideas that are digitally advanced and developed by people driven by innovative energies.

Healthcare & Life Sciences

The Healthcare & Life Sciences industries in Singapore comprise different sectors: a highly developed healthcare environment, but also laboratories, companies offering research and testing, and companies with product ranges related to different healthcare and life sciences topics. The committee intends to organise seminars, among others, on health & life sciences quality standards and organise site visits to companies in the healthcare & life sciences sector.

Human Resources & Inclusion

Human resources have been part of Singapore's success. Companies who have regional reach need HR Managers equipped with regional functions as well. The role of HR Managers is manifold. They engage in hiring, development of employees, and understand the labour laws of the different countries. This committee is a platform for these managers to discuss new ideas on how to meet the challenges of regulations and development of employees.

As for Inclusion, members of SGC across various industries can work in collaboration to share (as appropriate) expertise, experience, networks and resources to help advance the equitable inclusion of persons with disabilities. In 2018, the Inclusion Committee was inaugurated, bringing together more than 10 organisations growing since in collaboration and support.

Innovation Circle International

The mission statement of the Innovation Circle International is to "Turn Ideas Into Money, Fast." The team is made up of experts in various fields who work together to turn innovative ideas into profitable products. They focus on four main areas to make sure this happens: research and development (can the product be made?), freedom-to-operate (is it legal to sell the product?), intellectual property (how to protect the product from being copied by others), and market response testing (will people pay for the product?).

Mittelstand & Regional Markets

Singapore offers a safe environment for smaller and mid-sized German companies to tackle the markets of Southeast Asia. A sizeable number of so called 'Mittelstand' companies have been active and successful in Singapore and the region for many years. This committee is a platform to share experiences of Mittelstand companies in their regional market experience, as well as they strive to stay ahead of competition and innovate constantly their product range.

For Regional Markets, based on an excellent business environment, Singapore has developed over the time into an important business centre in the Asia Pacific region. Therefore, Singapore serves as a business hub for many German and other international companies in the region or even more a gateway to Asia. For all SGC members acting or expanding in the region, this committee intends to be an important knowledge platform in Singapore. The Committee members are mainly the smaller and mid-sized (SME) companies in the manufacturing industry which are active in the B2B environment.

Regional Logistics

In Singapore, logistics is the backbone of society and keeps the world moving. With its leading role as the number one logistics hub in Asia, Singapore has a great impact in the region and beyond. The government has released the green plan and smart city initiatives to transform into a greener and more sustainable city by 2030, in which logistics play an important part. The Regional Logistics Committee provides a platform to discuss and exchange views of common interests for the logistics community on Land, Sea or Air, by inviting speakers and developing position papers.

Sustainability

For centuries, humans exploited Nature's resources with no apparent negative effects. Now, societies and companies are painfully realising that these resources are finite and that we must correct our behaviour and explore more sustainable ways to ensure our future. Germany and Singapore are at the forefront of these developments and SGC would like to bring companies from both sides together to meet, exchange information, evaluate trends and develop business opportunities.

Women in Business

The 'Women in Business' Committee was launched in 2022 in honour of International Women's Day. The objective is to create a gender equal business world, raise awareness of women business professionals, and provide a platform for the exchange and dialogue for SGC members.

11 March 2022



[From Left] Mr Jakob Lambsdorff (Sustainability Committee), Chief Executive Officer, Alba W&H Smart City, Mr Sam Chee Wah (Mittelstand + Regional Market Committee) Business Advisor, BOWLZCO Business Consulting LLP, Mr Friedhelm Best, (Mittelstand + Regional Markets Committee), Vice President, Asia Pacific Region, HIMA, Ms Andrea Lorenz, General Manager, Operations and Administration, Greater China and Southeast Asia, Richard Wolf Singapore, SGC Board Member and Representative of the SGC Committees, Mr Martin Hayes (Automotive Committee), President and Managing Director, Robert Bosch (SEA), Dr Armin Wiesler (Healthcare & Life Sciences Committee), Regional Managing Director and Head of Animal Health, Regional Operating Unit ASEAN, Korea, Australia & New Zealand (ROPU ASKAN), Boehringer Ingelheim Animal Health Singapore, Mr Eckart Jensen (Human Resources & Inclusion Committee) CEO, HR Act, Dr Markus Waechter (Digitalization & Innovation Committee), Managing Director, German Institute of Science and Technology TUM Asia, Ms Dominique Herold (Women in Business), Managing Director of the German Centre for Trade and Industry Singapore, Mr Reinhard Klemmer (Financial Management Committee), Head of South-East Asia (Global Transaction Banking & Corporate Bank Coverage), Deutsche Bank AG, Singapore Branch, HIMA, Mr Joachim Ihrcke (Sustainability Committee), Leistrizt SEA, Dr Tim Philippi, Executive Director, SGC, Ms Evelyn Stier (Digitalization & Innovation Committee), Global Head of IT Business Consulting & Digitalization, Siemens, Ms Margit Kunz, Deputy General Manager, SGC, and Mr Valdemar Llenos, Manager of Recruitment, Training and Outreach, Central Tasks, SGC.

Not in Picture: Mr Martin Wehling (Banking Committee), General Manager, Managing Director, DZ Bank, Mr Christoph Winnat (Banking Committee) Chief Representative, ASEAN and South Asia Financial Institutions, Helaba Landesbank Hessen-Thüringen Singapore Representative Office, Dr Bernhard Hackl (Chemical Industries Committee), Chief Operating Officer-EMEA, Consultant APAC, Azelis Singapore, Dr Bjoern Jackisch (Chemical Industries Committee), Corporate Vice President, Regional Head of Operations / Supply Chain Adhesive Technologies, APAC, Henkel Singapore, Mr Maximilian Englisch (Healthcare & Life Sciences Committee), Vice-President Sales, WALDNER, Mr Bernd Starke (Human Resources & Inclusion Committee), Director, Deutsche Bank AG, Singapore Branch, Mr Joerg Kalisch (Regional Logistics Committee), Managing Director, Dexteritas, Mr Florian Pfaff (Regional Logistics Committee), Vice President Asia Pacific, Lufthansa Cargo AG, Ms Alexandra S Gradehand (Women in Business Committee), Ernst & Young, and Ms Barbara Kiple (Women in Business Committee), Senior Manager, Global Mobility Services, KPMG.

SGC Committee Chairpersons Kick-off Meeting

The SGC welcomed our Committee Chairpersons to a Kick-off Meeting to discuss upcoming Committee activities and topics in 2022. We decided on our way forward for all 12 committees in terms of organisation of activities, upgrading of committee framework, responsibilities and new collaborations. SGC would like to express our appreciation towards Committee members and chairpersons for their dedicated work and support.

8 March 2022

SGC Launches 'Women in Business' Committee in Honour of International Women's Day

To create a gender equal business world and to raise awareness on the topic we created a new platform for exchange and dialogue for members of the SGC.



27 April 2022

Chemical Industries Committee Meeting

The SGC Chemical Industries Committee welcomed Mr Marco Jelicic, Senior Specialist, Communications and Advocacy from BASF as a guest speaker at the committee meeting. Mr Jelicic spoke about BASF's sustainability efforts from products to markets and they are aiming for a zero percent carbon emission until 2050. He also added that his company has identified about 45 thousand of its products on their carbon footprints. During the meeting, members shared their views on current events that impact their businesses especially on the topics of rising energy costs, logistics and supply chain issues. Nevertheless, business outlook for 2022 for most member companies remains optimistic.



[Standing in picture] Mr Marco Jelicic, Senior Specialist, Communications and Advocacy from BAS, speaking about BASF's sustainability efforts at the SGC Chemical Industries Committee Meeting.

22 June 2022



Cross Chamber Healthcare Networking Session

The Singaporean-German Chamber of Industry and Commerce (SGC) was delighted to collaborate with our colleagues from the American Chamber, British Chamber, and French Chamber in hosting the Cross-Chamber Healthcare Networking Session. Dr Armin Wiesler, Chairman of the SGC Healthcare and Life Sciences Committee, gave the opening remarks and underscored how important networking is for chamber members and their collaborative efforts to attaining more exposure especially across the healthcare industry. We would like to thank Boehringer Ingelheim for sponsoring the two-hour event held at the American Club which was attended by over 100 participants. The four national chambers are looking forward to more collective networking sessions in the future.



Dr Armin Wiesler (seen in picture), Chairman of the SGC Healthcare and Life Sciences Committee, gave the opening remarks at the Cross-Chamber Healthcare Networking Session, and highlighted the importance of networking for chamber members and their collaborative efforts across the healthcare industry.

23 August 2022

Regional Logistics Committee Meeting

At this Regional Logistics Committee Meeting last year, Mr Florian Pfaff, the Committee Co-chair, presented Lufthansa Group's commitment to Net-Zero CO₂ Emission by 2050. He shared his company's intention to achieve this by using amongst others Sustainable Aviation Fuel (SAF), application of new technology and implementation of infrastructure and operational efficiency. Also at this meeting was Mr Alexander Melchers, Managing Director of C. Melchers GmbH, who informed attendees about re-introducing Dual System Vocational Training in Singapore, with a focus on logistics and freight forwarding programmes in Singapore.



22 September 2022



**ICI Innovation Circle International
AHK – Inaugural Meeting**

It was a great first meeting of the ICI – Innovation Circle International! Involved in this joint initiative were the SGC, AHK Greater China, German Industry and Commerce Ltd. (AHK Hongkong), German-Israeli Chamber of Industry & Commerce – AHK Israel, AHK USA-Chicago, GACC WEST – Representative of German Business and AHK Korea (Korean-German Chamber of Commerce and Industry). The topics of discussions covered innovation across borders among our valuable member companies. We would like to extend our thanks and appreciation to the organisers of the ICI meeting, especially Ms Maren Petry (Middle Row, Centre in screenshot) and Mr Martin Klose (Middle Row, Left in screenshot) from AHK Greater China, who shared the results of their innovation survey.

28 September 2022

**Inflation and Talent Management
in Singapore**
by the SGC Chemical Industries Committee

The SGC Chemical Industries Committee was pleased to host the ‘Inflation and Talent Management in Singapore’ by guest speaker, Mr Mikael Yitzhakov, Regional Principal Consultant at Lincoln Group. The session was moderated by the Committee Chairman, Dr Bernhard Hackl. Mr Yitzhakov spoke to committee members about Singapore’s recovery in employment in the post-pandemic setting, as well as economic challenges and the impact on the cost of living, employment and the job market. The SGC thanks Mr Yitzhakov for his timely and insightful presentation.



Guest speaker, Mr Mikael Yitzhakov, Regional Principal Consultant at Lincoln Group, spoke to members of the SGC Chemical Industries Committee about Singapore’s recovery in employment in the post-pandemic setting, as well as economic challenges and the impact on the cost of living, employment and the job market.

10 October 2022



[From Left] Dr Armin Wiesler, Co-chair of the Healthcare & Life Sciences Committee, Mr Chee How Lee, Assistant Vice President, Healthcare at the EDB Singapore, Dr Jennifer Bourland from Evonik (SEA) Pte Ltd, Ms Sabine Florian, Deputy General Manager SGC, and Mr Maximilian Englisch, Co-chair Healthcare & Life Sciences Committee and moderator of the event.

The Role of Government and Industry in Shaping an Innovation Ecosystem
by the SGC Healthcare & Life Sciences Committee

‘The Role of Government and Industry in Shaping an Innovation Ecosystem’ presentation was held by the SGC’s Healthcare & Life Sciences Committee as a platform for the cross exchange of information between Singapore’s Economic Development Board (EDB) and members from the healthcare and life sciences sectors. Ms Sabine Florian, Deputy General Manager SGC, commenced the event with a warm welcome, and Dr Armin Wiesler, Co-chair of the Healthcare & Life Sciences Committee, followed with a brief introduction of the event’s topic.

Mr Chee How Lee, Assistant Vice President, Healthcare at the EDB, spoke about the booming biomedical industry in Singapore and how EDB supports collaborations with strategic connections, funding, and investments in start-ups. He also highlighted Singapore’s strong economic

stability and positioning as a biomedical hub with robust R&D, technological capabilities, and its advocacy for innovative sustainability.

From an industry perspective, Dr Jennifer Bourland from Evonik (SEA) Pte Ltd, provided an overview of Creavis, the company’s strategic innovation unit. Dr Bourland also shared how Singapore was viewed by Evonik as the key starting point to internationalise R&D efforts due to its well-developed “living lab” infrastructure, and a beneficial environment for open innovation and partnerships. After the presentations, a lively Q&A – moderated by Mr Maximilian Englisch, Co-chair Healthcare & Life Sciences Committee – took place with both speakers and attendees. The SGC would like to thank the hosts, speakers, and all participants for the enriching and insightful event!



Ms Judith Gerlach [Extreme Right], Bavarian Minister for Digital Affairs, was at the SGC together with the Bavarian State Ministry for Digital Affairs delegates (seen in picture) to provide an overview of the digital environment in both Singapore and Germany. Ms Gerlach was welcomed by the SGC Digitalization & Innovation Committee's Chairpersons, Dr Markus Waechter [Centre in white shirt] and Ms Evelyn Stier (beside Dr Waechter in blue jacket).

Exchange Session with Ms Judith Gerlach, Bavarian Minister for Digitalisation

The SGC's Digitalisation & Innovation Committee hosted a Briefing with the Bavarian Minister for Digital Affairs, Ms Judith Gerlach, on November 2nd. Ms Gerlach was joined by the Committee's Chairpersons Dr Markus Waechter and Ms Evelyn Stier as well as the Bavarian State Ministry for Digital Affairs Delegates. The SGC member attendees were invited to an interactive Q&A session with the Minister and her delegates. It sparked a vibrant discussion on the digital environment in both Singapore and Germany: raising issues such as citizen-oriented online services, data protection in the administrative field, and digital solutions in many aspects of peoples' daily lives. In her final statement, Minister Gerlach called for a vision for digitalisation in Germany and to the federal states, much like in Singapore. The SGC thanks Ms Gerlach, Dr Waechter, Ms Stier, the Bavarian State Ministry for Digital Affairs Delegates, and all participants for the enriching and insightful event!



SGC Activities, and Events Supported by SGC



This Industry 4.0 Specialist Training Programme provides specialists with the necessary skills to support devising, selecting, and implementing methods and technologies for Industry 4.0 in workplace environments.

The Industry 4.0 Specialist Training Programme

SGC, in collaboration with Bosch Rexroth Regional Training Centre (BRRTC), Singapore Polytechnic, JTC Corporation and SkillsFuture SG, launched four new rounds of the Industry 4.0 Specialist Training Programme in August 2022.

What is the Industry 4.0 Specialist Training Programme?

The specialist training programme was initiated by the SGC in collaboration with BRRTC and Singapore Polytechnic in view of the rapid growth of Industry 4.0. This training course provides specialists with the necessary skills to support devising, selecting, and implementing methods and technologies for Industry 4.0 in workplace environments. The training takes 10 days, over the course of several weeks, and includes a practical project in the trainee's company where they can apply their newly learned skills on the subject areas.

After completion of the course, a certificate will be jointly issued by SGC, BRRTC and Singapore Polytechnic. Depending on their initial qualifications and experience, these specialists will be able to carry out and coordinate projects independently.

28 April 2022

Workplace Learning Conference 2022

Redefining learning in companies is a pressing issue for companies in Singapore, just as in most countries around the globe. Intense technology changes, as well as new opportunities through digitalisation and Industry 4.0 can be harvested if the human resources are equipped with the right skills. In April 2022, Mr Chan Chun Sing, Minister for Education in Singapore, officially opened the Workplace Learning Conference. Industry experts from Australia, Germany, and Switzerland shared their insights on:

- How employee performance and retention is crucial in helping companies stay competitive
- Best practices from Swiss, German, and Singaporean companies that you can adopt
- How companies can take the first step in implementing Workplace Learning

Overall, speakers emphasised that bringing the classroom and learning to the company is most important to allow a necessary shift towards adequate skills training on the job. Successful companies take this as their responsibility and collaborate with institutes of higher learning. Pioneering this learning journey are Nanyang Polytechnic / Temasek Polytechnic with the National Framework for Workplace Learning. SGC is privileged to partner with Nanyang Polytechnic (NYP) since several years with knowledge sharing and transfer.



The Workplace Learning Conference was officially opened by Mr Chan Chun Sing [Left], Minister for Education, Singapore. SGC's longstanding member, SICK Product Asia AG, was one of the nine companies recognised with the inaugural Workplace Learning Award for incorporating innovative practices into their company culture. Receiving this award was Mr Jack Goh [Right], Managing Director, SICK.

We look forward to continuing our partnership with the National Centre of Excellence for Workplace Learning (NACE), led by NYP, and would like to thank our project partners Ms Jeanne Liew, Mr Chee Teck Phua, Ms Azizah Mohd, and Mr Albert Tan.

At this conference, nine companies were recognised with the inaugural Workplace learning Award for incorporating innovative practices into their company culture. One of them is SGC's longstanding member SICK Product Asia AG, represented by Mr Jack Goh, Managing Director. In his speech, he emphasised that companies need continuous upskilling and learning programs for staff at all levels to remain competitive and innovative. We would like to congratulate SICK for their exemplary workplace learning culture and equally congratulate the other eight award recipients, namely Metropolis Security Systems Pte Ltd, ActiveSG, STLogistics, Jones Lang LaSalle, SBS Transit Ltd, SMRT Corporation Ltd, ST – Airport Services Pte Ltd and ST Healthcare Pte Ltd.

A*STAR Advanced Manufacturing Startup Challenge 2022

The SGC was proud to be a Community Partner for the A*STAR Advanced Manufacturing Startup Challenge 2022. Jointly organised by the Advanced Remanufacturing & Technology Centre (ARTC) and StartupX, this event aimed to scout for high-potential start-ups with innovative solutions such as smart packaging, smart manufacturing and smart inspection, to tackle industry challenges. As a community partner, global start-ups with Automation 4.0 solutions looking to expand across Southeast Asia were invited by the SGC to join the Startup Challenge.

In store for successful start-ups were opportunities to partner top global corporations, leverage Singapore's government networks, resources and tools to drive solution development and adoption, and win up to S\$50,000 in prize money.



31 July– 3 August 2022



World Cities Summit

The SGC was pleased to support the first in-person World Cities Summit since the pandemic. Themed ‘Liveable and Sustainable Cities: Emerging Stronger’, it focuses on how cities can emerge stronger and more resilient through prolonged and unpredictable disruptions. Jointly organised by Singapore’s Centre for Liveable Cities and the Urban Redevelopment Authority, the four-day event comprised the main conference and highlights that included the WCS Mayors Forum, WCS Young Leaders Symposium, the Lee Kuan Yew World City Prize Lecture & Forum, the Expo and site visits. It was held in conjunction with Key Partner, the Asia Infrastructure Forum.

27 October 2022

PowerACE

The SGC was pleased to support the annual PowerACE Sustainable Energy Association of Singapore (SEAS) competition. The region’s leading event for start-ups, PowerACE 2022 was back for its fifth staging with a new concept as an ideal platform to help energy start-ups to scale-up. The top 12 selected start-ups were given the opportunity to:

- Pitch and exhibit their products and ideas at the Asia Clean Energy Summit, in front of an eminent judging panel and industry leaders, and,
- Get an opportunity to meet with potential investors, large corporates and policy makers in the renewable energy sector.



24–28 October 2022



Clean Tech Mission Singapore

In cooperation with the SGC, Urban Innovation initiated the Clean Tech Mission to Singapore, a high-calibre market exploration programme for Berlin innovative start-ups and scale-ups from the mobility, cleantech and proptech sectors. This five-day business trip was a unique opportunity for participants to connect with key decision makers in Singapore and get valuable feedback for go-to-market strategies.

The Urban Innovation is a programme run by the Berlin Brandenburg Energy Network, and in collaboration with the SGC. It is funded by the Berlin Senate Department for Economics, Energy & Enterprises and the European Regional Development Fund (ERDF).

30 November 2022

SME Cybersecurity Conference 2022

The SGC was proud to support the SME Cybersecurity Conference 2022, organised by the Association of Information Security Professionals (AiSP), NTUC U SME and TTAB. The Conference brought together government agencies, cybersecurity communities, business associations and solution providers to discuss the importance of cyber resilience and awareness to help companies keep themselves protected in the cyberspace. Speakers from leading cybersecurity companies as well as government agencies, such as the Cyber Security Agency (CSA) Singapore, were invited to share their insights and experiences on how especially SMEs can protect their technologies and data and how they can use cybersecurity and digital trust as a competitive edge.



About DEinternational



Your trusted service partner for market entry and expansion to Singapore and ASEAN

Under the brand name 'DEinternational', the Singaporean-German Chamber of Industry & Commerce (SGC) provides business services to support you and your business to enter the Singaporean and ASEAN market.

**We help you to turn your
expansion ideas into reality**

 PartnerForTradePromotion

We are the first address for organisations and companies seeking information, professional services, and reliable contacts. Acting as a one-stop consultancy in ASEAN's business hub, our clients benefit from our know-how and contacts as well as our network of sister chambers in the region.



Our market entry and expansion services

- Business Matching
- Key Account Management
- Market Research and Analysis
- Event Organisation
- Business Representation Service (Marketing & Sales)
- Trade Fairs
- HR Services

Thinking of entering the Singaporean/ASEAN market? Contact us for a first non-binding consultation! We will help and support you for a successful start abroad.



Meet the SGC's DEinternational and Trade Promotion department: [From Left] Mr Sofhian Suratman, Manager – Fairs&More, Dr Julia Busch, Senior Consultant, DEinternational/Trade Promotion, ASEAN Representative of the State of Hessen, Ms Dlyal Harris, Deputy Head of DEinternational/Trade Promotion, Ms Melissa Brandner (seated), Head of DEinternational/Trade Promotion, and Mr Eirik Behnke, Consultant, DEinternational/Trade Promotion.

DEinternational and Trade Promotion

Your Gateway to New Partnerships and Opportunities

With its distinct service unit and trade fairs arm – DEinternational and Fairs & More respectively – the SGC builds a primary source for receiving reliable information on the German and Singaporean business environment as well as bilateral trade relations.

DEinternational serves clients in their business needs, for example, searching for business partners, organising business missions and business trips, facilitating the search for new staff and providing market analysis. DEinternational has successfully executed projects in various industries, such as energy efficiency, photonics and electronics, Industry 4.0, cybersecurity, start-ups and many more.

New Opportunities Through Digitalisation and Industry 4.0, NRW-ASEAN Virtual Summit

3 March 2022

In March 2023 the SGC had the pleasure of hosting the first NRW-ASEAN Virtual Summit on ‘New Opportunities through Digitalization and Industry 4.0’ with and on behalf of the Ministry of Economic Affairs, Industry, Climate Action and Energy (MWIKE) of North Rhine-Westphalia (NRW) (formerly Ministry for Economic Affairs, Innovation, Digitalisation and Energy) and NRW.Global Business, with an audience of around 150 participants.

The event included two panel discussions with high-ranking panellists across Southeast Asia. Prof. Dr. Andreas Pinkwart, NRW Minister for Economic Affairs, Industry,



[Bottom Row, Right] Prof. Dr. Andreas Pinkwart, NRW Minister for Economic Affairs, Innovation, Digitalisation and Energy was one of the high-ranking speakers at the first NRW-ASEAN Virtual Summit on ‘New Opportunities through Digitalization and Industry 4.0’.

Climate Action and Energy presented NRW’s renewed commitment to Singapore and the ASEAN region. "The ASEAN region will be the fourth largest economic region worldwide by 2030. The area is a main promoter for digital trends and innovation and thereby offers huge potential for our local companies", said Minister Pinkwart.

Evening Dinner Reception for North Rhine-Westphalia (NRW) Delegation

27 April 2022

The SGC hosted a physical evening dinner reception in collaboration with the German Embassy in Singapore for the Ministerial delegation from North Rhine Westphalia (NRW), led by Mr Karl-Uwe Buetof, then Commissioner for the Economic Relations to South-East Asia for the German Federal State North Rhine-Westphalia (NRW). This reception was organised by the SGC as part of a four-day NRW ministerial delegation trip, together with colleagues from NRW.



Mr Karl-Uwe Bütöf, then Commissioner for the Economic Relations to South-East Asia for the German Federal State North Rhine-Westphalia (NRW) [Centre] is seen here with Dr Norbert Riedel [Left], Ambassador of the Federal Republic of Germany to Singapore, and Mr Jens Ruebbert [Right], President of the SGC



The panel discussion session during the evening reception on the topic of "Innovation, Digitalisation and Cooperation between Singapore and NRW" was moderated by Dr. Tim Philippi, Executive Director, Singaporean-German Chamber of Industry and Commerce (SGC) [Left]. On the panel speaking were [Second from Left to Right] Dr. Martin Rabe, Business Development Manager, it's OWL/Fraunhofer Institut, Mr. Sebastian van Deel, Head of Digitalization, Industry & International, North Westphalia Chamber of Industry and Commerce and Mr. Karl-Uwe Bütöf, then Commissioner for the Economic Relations to South-East Asia for NRW.



As part of the NRW delegation, delegates visited the Evonik office and joined the lab extension opening and tour at Biopolis. Left photo: NRW delegates with SGC staff. Right photo: Mr Karl-Uwe Bütöf (second from the left), then Commissioner for the Economic Relations to South-East Asia for the German Federal State North Rhine-Westphalia (NRW) alongside Ms Shirley Qi (left), President, Southeast Asia, Australia and New Zealand (SEANZ) and Head of Nutrition & Care APAC, Evonik (SEA) Pte Ltd, at the ribbon cutting ceremony of the lab extension.



The evening was opened by Mr Jens Ruebbert, President of the SGC and Dr Norbert Riedel, Ambassador of the Federal Republic of Germany to Singapore. Mr Felix Neugart, CEO of NRW.GlobalBusiness, introduced NRW and presented the economic situation of NRW and its potential. Moreover, an exclusive panel discussion about the topic, ‘Innovation, Digitalisation and Cooperation between Singapore and NRW’ took place.

Innovation and Sustainability: Made in Germany, NRW Company Delegation + NRW Meets Singapore Pitch Event

31 August 2022

The SGC was pleased to host the business delegation from the German Federal State of North Rhine-Westphalia (NRW) from 30 August to 2 September 2022, with the highlight of the delegation being the NRW Meets Singapore Pitch Event. The evening commenced with a welcome address by Mr Jens Ruebbert, President of the SGC and Mr Stefan Adam, Deputy Head of Departments, Culture & Press, Economy, Politics, Protocol from the German Embassy.



NRW Delegation at the ‘NRW Meets Singapore’ Pitch Event.

#NRWmeetsSingapore2022



As part of the delegation programme, NRW delegates visited various innovation labs and companies like the A*STAR Advanced Remanufacturing and Technology Centre (ARTC) to learn more about various innovative manufacturing technologies in Singapore, and the Bayer office to hear from an NRW company with an established presence in Singapore.

Forming the business delegation were six NRW companies representing innovation and sustainability: BIO.NRW, BIO Clustermanagement NRW GmbH, Digital Hub Munsterland EV, FH Munster University of Applied Sciences, STF Gruppe GmbH, and WILO Manufacturing company. The pitch event, during which the delegates provided an overview of their business objectives and goals to more than 60 attendees, was a great success and has once again shown the high interest in innovative and sustainable solutions from both Singaporean and German companies.



Throughout the delegation week, the following organisations hosted and engaged the delegation in fruitful discussions: Agency for Science, Technology and Research (A*STAR) Advanced Remanufacturing and Technology Centre (ARTC), Bayer Singapore, Centre for Healthcare Innovation (CHI), EcoLabs Centre of Innovation for Energy, Economic Development Board, Enterprise Singapore, German Centre Singapore, JTC Corporation, Life Science Incubator, Ministry of Trade and Industry (Singapore), National Research Foundation Singapore (NRF) CREATE, Sembcorp and TUMCREATE.

NRW Networking Lunch & Investor Roundtable

25 October 2022

The SGC warmly welcomed delegates from the German federal state of North Rhine Westphalia (NRW) as part of their visit to the Singapore Week of Innovation and Technology SWITCH. The networking roundtable was initiated by Ms Becker Astrid and Ms Yazmin Stoffer from NRW.Global Business.

Together with institutions such as the Singapore Business Federation, SGInnovate and the IMDA, as well as mentors from German Entrepreneurship Asia, the Roundtable event offered a great platform for future collaborations between international start-ups from Singapore and well-known NRW companies as part of the itsOWL initiative.

Furthermore, it was our pleasure to support NRW for its speaking opportunity at the SWITCH global stage where NRW shared about business opportunities in its region.



The NRW Roundtable was a great interactive platform for future collaborations between international start-ups from Singapore and well-known NRW companies as part of the itsOWL initiative.



Energy Efficiency delegation at the Symposium.

German Trade Mission for 'Energy Efficiency in the Industry' and Symposium

28 June 2022

The SGC with its German acquisition partner eclareon GmbH organised a delegation trip from Germany in June 2022 on the topic of 'Energy Efficiency in the Industry'. Joining the delegation were eight companies that are specialists in energy efficient technologies for various applications such as measurement tools, digital asset management, industrial power supplies, automation and consultancy for sustainability and energy use. As part of this trade mission, business matchings were arranged for the participants to meet potential strategic partners in Singapore. The delegation was organised as part of the German Energy Solutions Initiative and on behalf of the Federal Ministry for Economic Affairs and Climate Action (BMWK).

Energy reduction and sustainability were the key topics of the trade mission. Overall, the SGC organised over 55 individual business meetings for the companies. During these business matchings and a Symposium, Singaporean, German and international companies engaged in fruitful exchanges and discussions for potential collaborations.



Local audience listening to German pitches by delegates about innovative energy efficiency solutions.



Baden-Württemberg International: Networking Lunch, Roundtable Discussion and ITAP

17 October 2022

The SGC had the pleasure of hosting a networking lunch and roundtable discussion at the German Centre in Singapore for the business delegation from Baden-Württemberg on the topic of 'Industrial Automation in Singapore & ASEAN through international collaboration'.

The roundtable brought together companies from Baden-Württemberg with guests from Singapore for a fruitful discussion on Industry 4.0, automation and intelligent manufacturing in Singapore and ASEAN. The Singaporean stakeholders were able to give the delegates insights from their various perspectives. Baden-Württemberg brought delegates from the companies EDI GmbH –

Engineering Data Intelligence, Held Technologie GmbH, JUNG Hebe- und Transporttechnik GmbH and Aimino Tech GmbH to Singapore.

On the opening day of Industrial Transformation Asia Pacific (ITAP) the delegation had the chance to witness the opening ceremony while Bosch Rexroth gave a presentation on the behalf of Baden-Württemberg, sharing about their roots as a Bosch company and their newly established training centre BRTTC through which they now give back to Singapore by upskilling the workforce. After Singapore the delegation further travelled to two more locations in Malaysia.

'Berlin Goes Singapore' Networking and Pitch Event

27 October 2022

It was a great success with the Berlin Goes Singapore Networking and Pitch Event as part of the visiting delegation from Berlin. The evening was opened by Dr Tim Philippi, Executive Director of the Singaporean-German Chamber of Industry and Commerce (SGC) who welcomed the Berlin Delegates from Berlin Partner and Berlin Urban Innovation, followed by some welcome remarks by Mr Markus Facklam, Coordinator International at Berlin Partner. The pitch event has once again shown the high interest in innovative solutions from Berlin

companies. The delegates presented to an audience of more than 70 attendees from local businesses, start-ups, international enablers, and stakeholders. Thank you to our delegates from Berlin Partner and Asia Berlin for the interesting pitches from 1000kelvin GmbH, Formo Bio GmbH, Artprojekt Entwicklungen GmbH, NursIT Institute GmbH, Medigo GmbH, DocVox GbR, Swobbee GmbH, Laife UG and Unitz IT GmbH, as well as the Delegates from Urban Innovation Elo Mobility GmbH, Greenbox Global Holding GmbH and IoTal GmbH.



'Berlin Goes Singapore' Delegation.

AHK Australia Delegation Meetings with MAN Energy Solutions and Airbus on the Topic of Hydrogen

12 November 2022

The SGC hosted a delegation organised by the sister chamber AHK Australia on Saturday, November 12. The delegation travelled to Singapore to visit the 17th Asia-Pacific Conference of German Business. Taking place at the SGC office were insightful discussions with MAN Energy as well as Airbus about their hydrogen innovations and push towards a zero-emission future. The delegation was welcomed by Ms Melissa Brandner, Head of DEinternational/Trade Promotion, SGC, and Mr Robin Hoenig, Divisional Head, Trade Policy Competence Centre (Asia/ASEAN), SGC. Adding to the programme, Mr Hoenig provided an overview of the current situation regarding free trade agreements.



Trade Fairs



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Press relations

According to your requirements and questions, we will support you on your product launches including press releases and conferences.

Our Trade Fair team works closely with journalists and editors to achieve the best possible outcome for you.



Industrial Transformation Asia-Pacific 2022, Singapore

18-20 October 2022

The SGC is honoured to be one of the supporting partners at Industrial Transformation Asia-Pacific 2022 (ITAP). After two years of absence of the physical trade fair due to the pandemic, we were back again at one of the most important trade events in Singapore. We are delighted that Jungherr showcased their latest innovations at the trade floor next to our SGC stand. During ITAP, it was an opportunity for us to connect with our partners, members, exchange ideas and nurture closer relationships.



Baden-Württemberg Delegation at ITAP with Dr. Tim Philippi, Executive Director SGC [second right] and Mr James Boey, Senior Vice President, Constellar [right].



Ms Dominique Herold, Managing Director German Centre, Mr Sofhian Suratman, Manager Fairs&More, SGC and Ms Corinna Seidel, Managing Director, CS Marketing (from left to right) at SGC booth.



SGC and Hessen Trade & Invest (HTAI) booth at ITAP.

Asia Fruit Logistica 2022, Bangkok, Thailand

2–4 November 2022

After two and a half years of Covid, Asia Fruit Logistica 2022 (AFL) finally resumed in a physical format in Bangkok, Thailand. The trade floor atmosphere was very vibrant and full of energy between exhibitors and trade visitors. The **SGC acquired 14 companies from Singapore and Malaysia** and acquired **more than 400sqm of exhibition space**. AFL 2022 attracted more than 420 exhibitors, over 10,000 buyers from 70 nations and 18 national pavilions.



Business Matching Services



The Singaporean-German Chamber of Industry and Commerce (SGC) has experienced consultants to match you with new customers, clients and partners through a targeted business partner search. Over the years, the SGC has built an extensive network and the relevant capabilities to help you meet the right people.

**We connect you with your potential
business partners in Singapore**

 **PartnerForTradePromotion**



Explore opportunities and assess your market potential

Scope out the desirability, feasibility, and viability to enter the Singapore market before you invest. We connect you with your potential customers and experts who can provide you with direct market insights.



Leverage the SGC network

Tap on our wide SGC network and more to reach out to your desired partners. With more than 600 SGC members and an even greater network within our reach, the SGC and our DEinternational team will work with you to achieve your targets.




Here's how we do it

We conduct extensive research to help you find potential business partners. With your feedback, requirements and preferences, we will set up the meetings with your desired companies and support you throughout these appointments.



Singaporean-German Chamber
of Industry and Commerce
Deutsch-Singapurische
Industrie- und Handelskammer



 info@sgc.org.sg
Subject in Mail: "Business Matching Service"

 www.sgc.org.sg



Ministry for Economic Affairs,
Energy, Transport and Housing
State of Hessen



Sustainability Meets Innovation



Interested in learning more?
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Hessen Trade & Invest GmbH
Your contact in Singapore:
Dr. Julia Busch
julia.busch@sgc.org.sg



www.invest-in-hessen.com

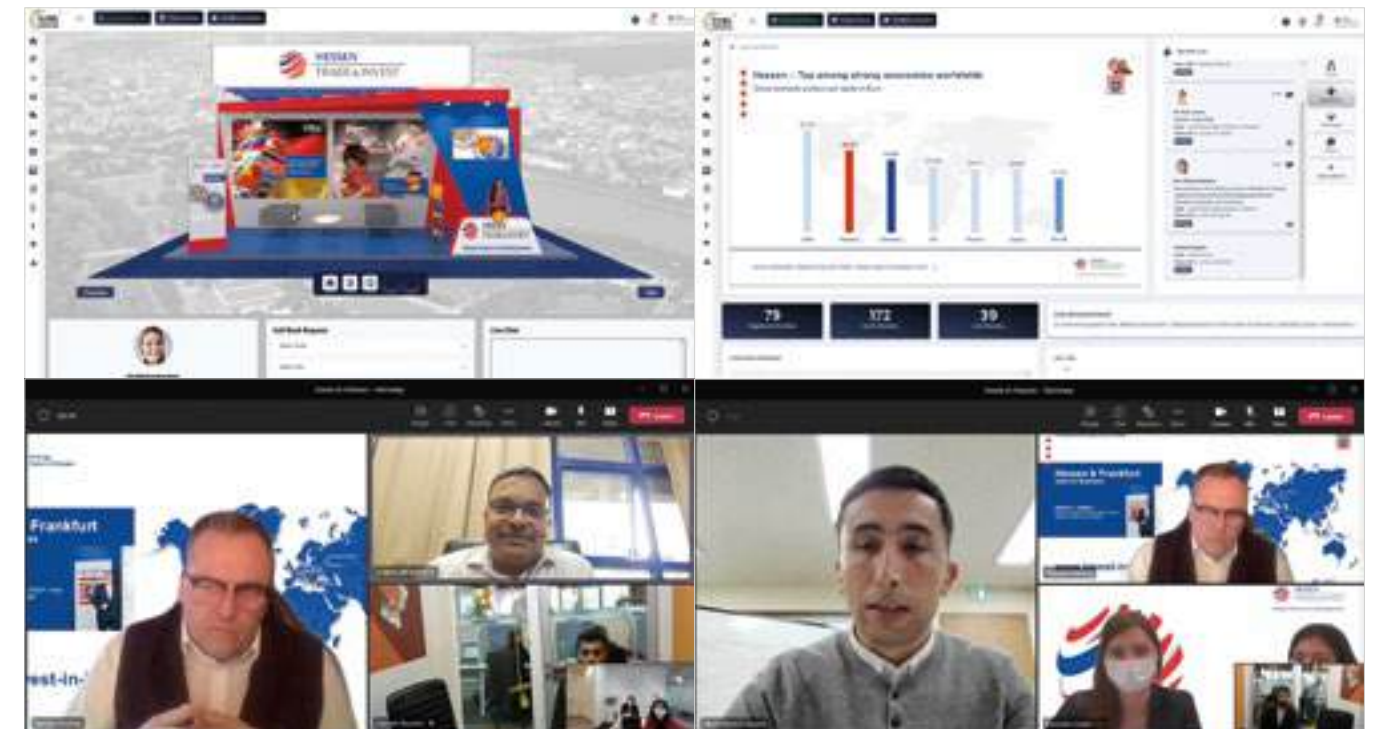
HTAI offers expanding companies a unique and strategic combination of investor consulting, business-location marketing, foreign trade support as well as technology and innovation promotion. Moreover, our services include comprehensive advice on EU funding and collaboration programs. We don't just guide companies during the relocation process - our work starts beforehand, and never truly ends.

With a sustainable investor relationship management approach, HTAI also supports organizations already located in Hessen in developing their business activities in the European market.

Hessen Representative Office, Singapore

Since October 2017, the Singaporean-German Chamber of Industry and Commerce (SGC) is the representative of Hessen and Hessen Trade and Invest (HTAI) in ASEAN. We serve as the first point of contact to international companies and institutions which are looking to expand their business activities to the German State of Hessen. Furthermore, we provide information about the economic location Hessen, its strengths and development potential.

12–13 April 2022



Impressions of Hessen at the Virtual Global Investment Convention, GIC with the Hessen booth and the keynote as well as investor talks by Mr Andreas Damrau, Director Investor Services RCEP Area, HTAI, and Ms Melissa Brandner, previous Representative for ASEAN at the SGC.

Hessen as Gold Sponsor at the Global Investment Convention by Crescendo Worldwide

For the first time, we as the representation of Hessen Trade & Invest in Singapore and ASEAN participated in the Global Investment Convention, GIC – a regional virtual conference organised by Crescendo Worldwide. The two days were packed with individual investment talks with close to 10 interested potential investors from Thailand, Hong Kong, South Korea, China and Vietnam. The biggest interest came from the engineering, electronics, medical and MedTech, transportation and logistics as well as the consumer industry, for which Hessen provides excellent opportunities through its many experts and networks. Additionally, previous Hessen representative for ASEAN in Singapore, Ms Melissa Brandner, delivered a keynote speech about Investment Opportunities in Hessen, where she highlighted why the Federal state is the place to be for ASEAN companies expanding to the EU.

16–21 July 2022

Welcoming Hessen Trade & Invest GmbH at their ASEAN Office

The Hessen Representative Office for ASEAN at the SGC welcomed Dr David Eckensberger, Head of International Affairs, from Hessen Trade & Invest GmbH (HTAI) on a three-day visit, the first physical Hessen visit since the border re-opening. The visit included a site visit to one of Singapore's high-tech fish farms Singapore Aquaculture Technologies, as well as a site visit to Neeuro, a health-tech start-up. A visit at the Enterprise Singapore office and a tour through the German Centre Singapore provided insights on significant subject matters currently regarding business resuming in Singapore's resilience journey towards the post-pandemic. In addition, Viessmann Singapore, a Hessen company and member of the SGC, joined in to share their experiences from their exemplary globalisation and diversification process.

The trip's highlight was a roundtable FDI conference on IT and Cybersecurity with Singaporean start-ups and companies looking to expand their business and seize opportunities in Germany and the EU. The trip ended off with a city tour to the Housing Development Board (HDB) hub, featuring Singapore's urban planning and development progress.

FDI roundtable on IT and Cybersecurity.



5–9 September 2022



Mr Andreas Damrau at the start-up Roundtable Discussion, 'How to take your start-up from Singapore to Europe'.



Second Hessen Foreign Direct Investment (FDI) Trip to Singapore and Indonesia

In September 2022, the Hessen Representative for ASEAN at the SGC welcomed Mr Andreas Damrau, Director of Investor Services for RCEP, from Hessen Trade & Invest GmbH (HTAI) to Singapore. During the first part of the FDI trip, they met with Flexxon, a Singapore scale-up in the cybersecurity space, and visited the ST Engineering HQ to learn more about the railway sector and some of ST's latest innovations, as well as discuss ST's travel and expansion plans to Germany. The main event in Singapore was the start-up roundtable discussion that was organised by the Hessen Representative Office for ASEAN with key start-ups looking to expand their operations to the EU joining in-person and important



The HTAI visit of LabIndonesia in Jakarta. [From Left to Right] Olivia Noor, AHK Indonesia, Trade Fair Exhibitor, Andreas Damrau, HTAI, Juwadi Harjo, AHK Indonesia, and Melissa Brandner, Hessen Representative Office at the SGC/AHK Singapore.

stakeholder of the start-up ecosystem tuning in virtually. Invited experts included Mr Hugo Paquin, Head of Community, TechQuartier, a launchpad for tech start-ups in Hessen, and Mr Olaf Jüptner, Senior Advisor for Innovation, Sustainability, Scaleups, from the Enterprise Europe Network (EEN) Hessen. The EEN supports companies in tapping on EU funding and finding business partners in the European Union. The open discussion was joined by Mr Woei Yuan Seng, Deputy Director SWITCH Programme Office, Enterprise Singapore, Dr Detlef Terzenbach, Head of Start-up and Innovation at StartHub Hessen for HTAI, and Tom Pagels Counsel at Dentons.

For the second part of the FDI trip, Mr Damrau was joined by Ms Melissa Brandner, previous Hessen Representative for ASEAN in Singapore, to the Indonesia EKONID (AHK Indonesia). Visits were made to Lab Indonesia, a trade

fair for laboratory and scientific analytical equipment, and to the Indonesian pharmaceutical company, PT Interbat. As part of the exploration trip to Jakarta, Hessen Trade & Invest (HTAI) successfully connected with key associations, stakeholders, multipliers as well as interested companies during a networking dinner. A market briefing with Mr Frank Melarius from Germany Trade & Invest in Jakarta, as well as Mr Jan Roennfeld and Mr Martin Kohoutek from EKONID (AHK Indonesia) added value to the first FDI trip to Jakarta.

With a population of over 270 million people, an ever-growing GDP and purchasing power per capita, Indonesia is an exciting market for collaboration. The FDI trip marks the beginning of a promising bilateral relationship, and HTAI looks forward to deepen connections and expand its network in Indonesia in the new year 2023.

Networking dinner by HTAI in Jakarta.



25–28 October 2022

Hessen at SWITCH Singapore

In October 2022, Hessen Trade and Invest was an exhibitor at the Singapore Week of Innovation and Technology (SWITCH) in Singapore. The event was organised by Enterprise Singapore and gives Singaporean start-ups and scale-ups the chance to explore opportunities to venturing abroad and expand their market reach. Dr David Eckensberger, Head of International Affairs, from Hessen Trade & Invest GmbH (HTAI) and Ms Melissa Brandner, the previous Hessen representative for ASEAN at the SGC, informed visitors about the market potential in Frankfurt and Hessen. Apart from the excellent infrastructure and the world-famous airport in Frankfurt, Hessen has a vibrant start-up ecosystem to offer. Furthermore, Dr David Eckensberger joined one of the multimarket panel discussions together with Canada where he shared more about market entry from Hessen as a launchpad to the EU.



Dr David Eckensberger, Head of International Affairs at Hessen Trade & Invest (HTAI) speaking at a panel discussion about "International Expansion to Germany (Hessen) and Canada through Singapore" during the SWITCH 2022.

New Hessen Representative for ASEAN at the SGC

Since the beginning of 2023 Dr Julia Busch has taken over the role as Hessen Representative for ASEAN at the SGC. To find out more about the Hessen Representative Office and business opportunities in Frankfurt and Hessen, reach out to Dr Julia Busch at julia.busch@sgc.org.sg.



Dr Julia Busch



We support your success in Singapore by finding the most suitable candidates for you

The job market is volatile and fast paced and as a result, companies experience difficulties in hiring qualified employees. Our HR Services help you to attract the right talent for your success in Singapore and the region.

We find the right talent for your business!

 **PartnerForRecruitment**



Advertisement of open position

In line with prior consultation with you, we create a profile of the vacant position as well as an advertisement which will be published in relevant online platforms, government portals and print media.



Support in candidate selection

We will screen incoming applications and prepare a shortlist of candidates according to your selection criteria, prepare and manage the interview schedule and support you throughout the entire process.

You do not have an office in Singapore yet?

No problem! We can host your interviews in our meeting facilities or organise hybrid interviews for you.



Meet the SGC's Central Tasks, HR and Special Projects department: [Front row, Centre to Right] Ms Sabine Florian, Deputy General Manager & Head of Central Tasks, HR and Special Projects, Mr Valdemar Llenos, Manager, Recruitment, Training, Outreach, and Ms Linda Nguyen, Consultant, Marketing and PR.

[Back row, from Left] Ms Annika Huck, Divisional Head for Trade Policies (Asia/ASEAN), Trade Policy Competence Centre, Mr Ivan Ivanovas, Key Account Manager for Sikla, Ms Mavies Holborn, Office Manager, and Mr Markus Leichum, Divisional Head, SGC German Export Finance Competence Centre.

Central Tasks, HR and Special Projects

At the SGC, the Central Tasks, HR and Special Projects department is responsible for multiple functions of the chamber's operations, including talent recruitment, marketing, quality management, competency centres, key account management, and more. In addition, the team organises industry-driven events and trade policy discussions to gain maximum traction from industry partners and relevant government trade representatives on the work of the chamber.

Competence Centre for Trade Policy

Robin Hoenig, former Divisional Head for Trade Policies (Asia/ASEAN), Trade Policy Competence Centre, SGC
Annika Huck, Divisional Head for Trade Policies (Asia/ASEAN), Trade Policy Competence Centre, SGC (From 6 Feb 2023)

The Competence Centre for Trade Policy incorporated in the Singaporean-German Chamber of Industry and Commerce (SGC) provides trade policy expertise for the Asia-Pacific region since May 2017. The Competence Centre is tasked by the German Chamber of Commerce and Industry (DIHK) and the Federal Ministry for Economic Affairs and Climate Action (BMWK) to monitor and provide public information about trade policy developments and assist companies to leverage Free Trade Agreements (FTAs). To do so, the Competence Centre, headed by Annika Huck, organises roadshows, outreach events and webinars on trade policy and publishes newsletters and publications.

The Competence Centre for Trade Policy also provides corporate advisory services for companies that seek to build a strategy on trade policy and leverage specific trade agreements. These services include building tariff optimisation strategies and FTA mappings, trade policy risk assessments (EU GSP compliance) and in-house FTA trainings.

18 May 2022

German Singapore Business Forum: Supply Chain Resilience and Trade

The German Singapore Business Forum (GSBF) Connect was jointly organised by Enterprise Singapore and the Asia-Pacific Committee for German Business (APA) to provide insights from industry experts on key supply chain movements, challenges and strategies. Global supply chain disruption is a major challenge faced by many businesses today. Many companies are rethinking where and how they make and source their goods. The pandemic has also intensified diversification away from single sources and to produce closer to market. As economies and businesses reopen, forward-looking manufacturing companies see an opportunity to revitalise and rebuild supply chains for longer-term resilience and optimisation.

At this GSBF event, Mr Robin Hoenig provided insights into how German companies can strategically leverage Singapore's FTA network to enhance supply chain resilience.



17 June 2022



EU-ASEAN Trade Relations in Light of Global Tensions

The Association of Southeast Asian Nations (ASEAN) and the European Union (EU) elevated their relationship to a “Strategic Partnership” in 2022. Since the COVID-19 pandemic, other major challenges have risen, most notably the war in Ukraine and Myanmar’s coup. In light of these challenges and geopolitical developments, Mr Robin Hoenig, next to three other trade policy experts, spoke on EU-ASEAN trade relations and the prospects of EU trade agreements with Indonesia and Thailand at a conference organised by the Asia Center and the Friedrich Naumann Foundation for Freedom. The Event was attended by 300 participants, including several high-ranking politicians, diplomats and C-level executives.

14 December 2022



Food and Agricultural Goods in the EU-Vietnam Free Trade Agreement

At a presentation organised by the Delegate of German Industry and Commerce in Vietnam, Mr Robin Hoenig presented some key insights on the impact of the EU-Vietnam trade agreement on the agricultural sector to 22 small- and medium-sized companies in the agricultural, food and beverage sectors. The workshop covered several topics, including customs duty reduction, tariff rate quotas, licensing requirements for alcoholic beverages in Vietnam, registering geographical indicators in Vietnam and Germany, prevailing investment restrictions and sanitary and phytosanitary measures.

Competence Centre for German Export Finance

Markus Leichum, Divisional Head, Competence Centre for German Export Finance, SGC

The Competence Centre for German Export Finance within the Singaporean-German Chamber of Industry and Commerce (SGC) provides advisory services on Export Credit Guarantees for the German Federal Government.

Markus Leichum, Divisional Head, German Export Finance, has been providing information and support to German exporters, local importers and financing banks on German Export Finance since October 2019. His role covers Southeast Asia and Bangladesh.

The Competence Centre works closely with Euler Hermes, the insurance agency and Export Credit Agency (ECA) providing services on behalf of the German Federal Government.

Benefits for Importers

Through the Export Credit Guarantee, importers can benefit significantly from backing by the Federal Government of Germany's excellent credit rating. This backing can give companies access to bank financing, longer loan tenors and preferable financing margins. Thus, ECA-supported finance that is "Made in Germany" is a viable alternative to local loans or bond financing.

Benefits for Exporters

Export credit guarantees protect exporters against bad debt losses stemming from commercial or political reasons and often are a prerequisite that makes funding of a transaction possible. ECA support is especially valuable when exporting to emerging economies and developing countries, opening up difficult-to-access markets. With an export credit guarantee, whether at production stage or during export and collection of payment, exporters' risk of losses can be covered.

6 September 2022

Export Credit Agencies (ECA) Financing in Asia

GTR Asia 2022

The *Export Credit Agencies (ECA) Financing in Asia* session at GTRAsia 2022 focused on new priorities for development, from capturing the needs of exporters to local content regulations, as well as considering the wider strategic importance of Asia as a market for the international ECA community. The conversation also focused on the important role ECAs play as crisis instruments, and how under current market circumstances (high inflation rates, increasing interest rates) ECAs have a crucial role during this time in supporting financing for exports. At a panel discussion, Mr Markus Leichum interacted on ECA financing in Asia with Mr Philipp Merten, Director, Export & Agency Finance, Commerzbank AG, and Mr Peter Matza, Former Engagement Director, Association of Corporate Treasurers.

Thank you GTR, for organising the GTR Asia 2022, which has been a great opportunity to meet many delegates from all over the world here in Singapore.



Seen here at the GTR Asia 2022 is [From Left] Mr Philipp Merten, Director, Export & Agency Finance, Commerzbank AG, Mr Markus Leichum, Divisional Head of German Export Finance at the SGC, and Mr Peter Matza, Former Engagement Director, Association of Corporate Treasurers.

24 November 2022



[From Left] Mr Guido Minnaert from Atradius Dutch State Business, Mr Ashish Makhija from Philips Medical Capital, Mr Stephan Naber from Atradius Dutch State Business, Mr Markus Leichum from SGC's Competence Centre for German Export Finance, Mr Alfred Fahringer from Siemens Healthineers, Mr Do Kyun Kim from ING Bank Netherlands, and Mr Leonard Anilaputra Eggert, CFA from KfW IPEX-Bank.

The Advantages of Doing Business with the Netherlands and Germany (ECA Seminar)

Mr Markus Leichum hosted a joint ECA (Euler Hermes/Atradius) seminar in Jakarta together with Mr Stephan Naber and Mr Guido Minnaert from Atradius Dutch State Business, focusing on the advantages and opportunities of doing business with Germany and the Netherlands. Together with around 100 participants, including many Indonesian companies, the advantages of working with ECAs were discussed.

Insightful experiences were shared by Mr Alfred Fahringer from Siemens Healthineers and Mr Ashish Makhija from Philips Medical Capital (PMC) APAC, Mr Leonard Anilaputra Eggert, CFA from KfW IPEX-Bank and Do Kyun Kim from ING Nederland. Keynotes from the German Ambassador Ms Ina Lepel and Ms Natasja van der Geest, Deputy Head of Economic Department Embassy of the Netherlands in Jakarta, provided insights about the trade partnership between Germany, the Netherlands and Indonesia.

The feedback of participants was overwhelmingly positive. What a great opportunity to strengthen the German/Dutch business relationship with our partners in Indonesia. A sincere thank you to all speakers and EKONID (AHK Indonesien) who provided great support during the planning process and the execution of this successful event.

Key Account Management



Low risk market entry with our key account managers

The Key Account Management (KAM) Service provides companies the necessary support to make the first steps in Singapore and the region. With a designated SGC employee representing your business interests and the entire AHK network and infrastructure at your hand, we make it easy for you to expand your business activities into Southeast Asia.

Get your business started with the SGC

 PartnerForBusiness



Developing and managing your account

The KAM coordinates marketing activities, reaches out to potential clients and partners of your business, establishes, maintains and expands your customer base.



Point of contact for your business

You have a reliable partner at your side to understand market trends and dynamics, who is located in the ASEAN time zone and speaks local languages to better reach out to your business partners.



Problem solving and troubleshooting

The KAM will be ready to support you - reliably and fast.

Key Account Management

The Singaporean-German Chamber (SGC) successfully assists German companies by providing a dedicated Key Account Manager (KAM) to support a company with their first steps in Singapore. KAMs help with marketing campaigns, market analysis, as well as visiting distributors and clients. Singapore is an excellent base to start a business in the region. Having a representative in the Southeast Asian market has helped many companies to boost their business success in Singapore and the neighbouring countries.

Through the Key Account Management service, the SGC currently provides support to companies in the following sectors of business: German Mobile Technology (GMT), German Manufacturing Industry (GEI) and German Consumer Goods (GCG).

As of 2022, the SGC's KAM team supported four German companies in the exploration of market potentials in Asia, namely **Adjust GmbH**, a digital marketing analytics company, **Kneipp GmbH**, a beauty brand specialising in natural and organic bath, body, and skincare products, **WIKUS-Sägenfabrik Wilhelm H. Kullmann GmbH & Co. KG**, a manufacturer specialising in band saw blades, and **COMED medical translation GmbH**, a translation company that serves the medical and pharmaceutical industry.

Since early 2023, the SGC is pleased to support **Sikla GmbH**, a manufacturer of innovative pipe support systems for construction and industrial projects.

If you are a German company looking to develop your market potential and expand your business in Asia, we welcome you to send an email to Ms Sabine Florian, Deputy General Manager, and Head of Central Tasks, HR and Special Projects at sabine.florian@sgc.org.sg.





Market information is indispensable to your decision-making. Use our market specific know-how and resources to enhance your market research. From quantitative research to comprehensive qualitative market analysis, we provide you with individualised services for all of your requirements.

Customised market studies for your business needs

PartnerForMarketEntry

Within the scope of a comprehensive market research, we conduct in-depth analyses and interviews on:

- Competitors and Products
- Market Opportunities and Distribution Channels
- Governance, Regulations and Legal Standards
- Local Industry, Economic and Ecosystem Research
- Local Business Cultures

... and many more tailored to your individual requests!



We work with our sister chambers to provide you regional and international market studies. With a network of over 150 offices in 93 countries worldwide, we support your needs for global expansion.

Summary of the SGC Members Survey 2022

Singapore has enforced strict regulations since the COVID-19 pandemic to prevent the spread of infection. This had a strong impact on the operations of the SGC, causing the chamber to adopt a virtual event format for all working group meetings and seminars to keep members connected and engaged. The increased vaccination rates and easing of Safe Management Measures in early-2022 has made way for a much hoped-for recovery in Singapore's business community.

In view of the post-COVID-19 environment, this survey was conducted throughout September 2022 to better understand our members' feedback of our events, and their expectations in the year ahead. The following is a summary of our survey findings collected from 118 respondents; 55.5% of them have been with the chamber for five years or less, while 30.8% have been with the chamber for more than 10 years.

Participation in SGC Networking Events in the Past Year

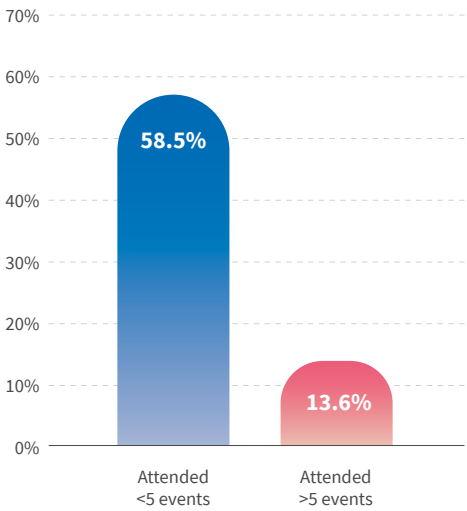
58.5%

of respondents attended 5 events or less

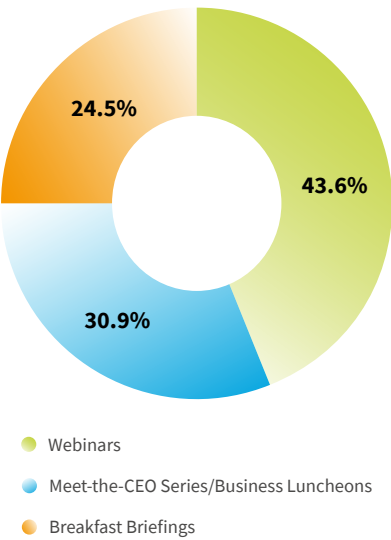
13.6%

attended 6 events or more

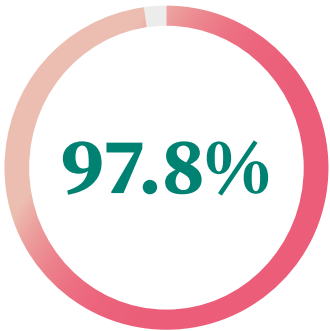
Other proposed event formats were hybrid events, fireside chats, sector-specific events, tea briefings, and more.



Top three most-attended events



Future Social Events



of the respondents indicated their interest to attend SGC social events in future.

B2B Networking Evenings was ranked #1 (the most preferred event), followed by Asparagus Dinner, Day of German Unity celebrations, German Ball and Golf Tournament. Other proposed events were concerts, cultural events, Oktoberfest, social/eco responsibility activities, charity events, sports events, and more.

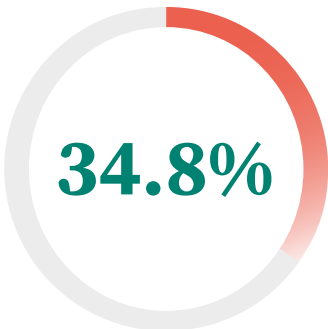
Summary of the SGC Members Survey 2022

Feedback on Networking Events

Majority of the respondents felt that our events were professionally organised and punctual.

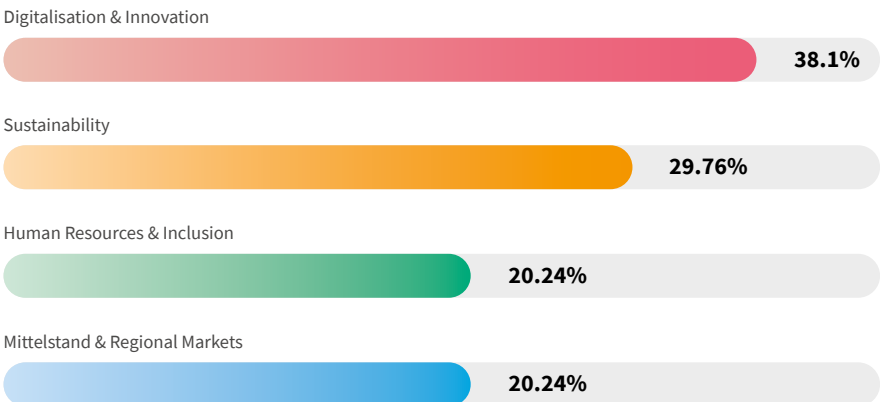
Other feedback suggested the need to enhance the level of support to members in general engagements, to include group discussions, and organise more hybrid events for guests to save commuting time.

Committee Events

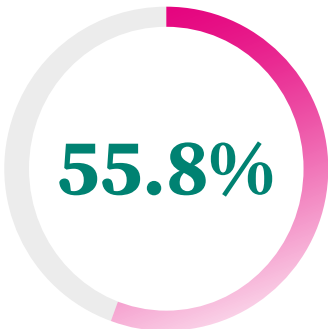


Respondents were part of SGC's 10 active committees.

Respondents indicated that they would be interested in the following committees



Participation of Regional Webinars in the Past Year



of the respondents had participated in webinars on regional topics for members across the APAC region, and majority of their feedback indicated that the regional webinars were highly informative and interesting, and that more should be organised to learn about business insights in the APAC region.

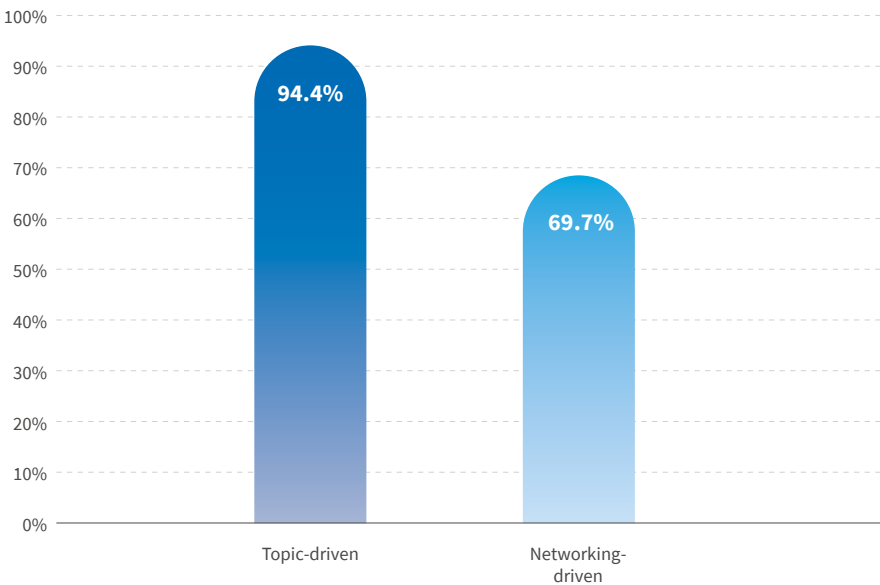
Summary of the SGC Members Survey 2022

Expectations of Future Networking Events

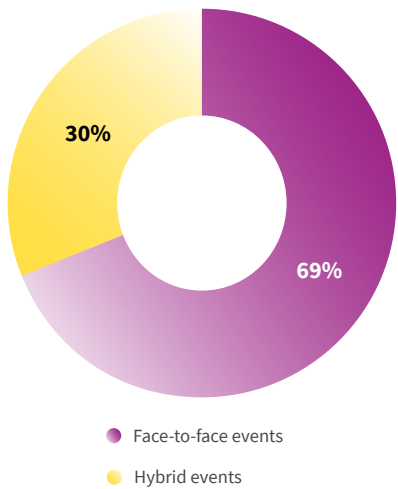
94.4%
Topic-driven events encouraged more attendance than

69.7%
networking-driven events.

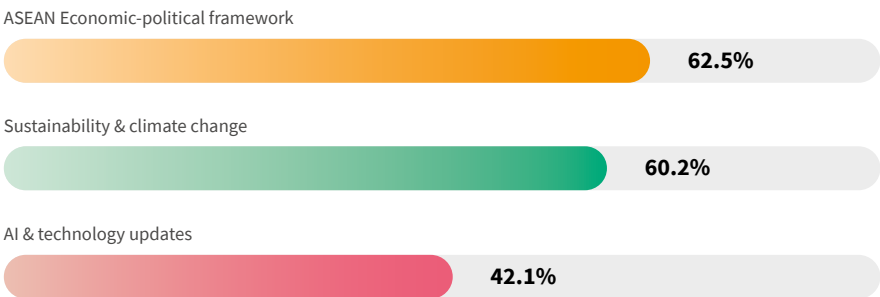
The top deciding factors that encouraged attendance



Most preferred event format



Top three topics expected at future events





Singaporean-German Chamber
of Industry and Commerce



Meet the SGC's Administration and Finance department: [From Left] Mr Ng Leck Soon, Administration Assistant, Finance & Corporate Affairs, Ms Chong Lee Na, Accounts Executive, Finance & Corporate Affairs, Ms Pauline Lee, Accounts Executive, Finance & Corporate Affairs, SGC, and Ms Irene Tan, Head of Finance & Corporate Affairs.

Administration and Finance

The Administration and Finance department at the SGC deals with all Financial and Accounting, and corporate affairs activities of the chamber. These include financial reporting and compliance submission, payroll & staff benefits and corporate affair management such as compliance and regulatory issues in the legal area, internal communications with human resources, external communications with stakeholders and annual reporting. The department also covers office administration matters such as office and director's insurance, risk management assessment, contract management, cost analysis and other essential administrative affairs.

Administration and Finance

Financial Report

SGC's financial cycle follows the calendar year from January to December, and we conduct our annual budget planning every August. In addition, we are required to send i) actual performance and forecast reports every quarter to the DIHK and to the SGC Board, and ii) our year-end annual report in January to the local authority and to DIHK Germany by March.

The budget for the Year 2023 was submitted to DIHK in September 2022. Quarterly results and forecast meetings will be held to deliberate on the finances of the Chamber in view of the various projects and services offered.

We regularly check our financial position (monthly, quarterly and yearly reporting) to ensure finances are well-managed. In addition, periodic financial statements are also sent to the DIHK for their verification and advice – providing some financial checks & balance.

The Chamber had an interim audit in November 2022 for the accounting period from January to September 2022. The final audit for the financial year ending 31 December 2022 will be conducted in February 2023.

The Agreed-Upon-Procedure for certification of the DIHK Annual statement as of 31 December 2022 will be certified by the Chamber's Auditors and will be submitted in March 2023. The Goods and Services Tax for the fourth quarter will be submitted to IRAS in January 2023. The company corporate tax and employee employment income tax for the Year 2022 will be submitted to the authority by March 2023.

SGC accounting and payroll system: Both Sage 300 and Sage Easy Pay platforms have been moved to a cloud-based server instead of an in-house server for security reasons. There were some enhancement works done to the Sage 300 accounting system such as GST recharge mechanism, GST on Imports of Low-Value Goods and GST rates changed that have been implemented by IRAS in the Year 2022.

We have also implemented e-claim in the Year 2022; our claim and reimbursement process has been converted to an e-claim process using online expenses claim APP called Expensify. Other accounts booking and regulations remain unchanged from the previous reports.

Corporate Affairs

For the Euro income that the Chamber receives, the Chamber will enter into a Forward forex contract with a bank to secure a stable exchange rate, hence avoiding forex exchange risk. All essential insurance coverage such as Medical, Hospitalisation, Personal, Accident, Travel, Office and Association Liabilities insurance was renewed in December 2022. Our insurer for Medical, Hospitalisation, Personal, Accident, Travel, and Office insurance remains unchanged, and they are with AIA, MSIG and NTUC Income and the Association Liabilities insurance is with Clubb Insurance.

The current auditor is MS. Lo Hock Ling & Co, and we are looking at a three-year term with them. The department also covers an extensive range of responsibilities related to office administration, such as Office and Director's Insurance, risk management assessment, office and financial-related reporting compliance, cost coverage analysis and other essential administrative work.



SGC in the Media

Here is our media coverage in the past year, where the SGC shared insights on advances in global business operations. The chamber has also been mentioned in press articles as an interactive and impactful platform for discussing key business topics.

More Global Companies Expected to Enter Singapore to Take Advantage of RCEP, ChannelNewsAsia

30 January 2022

More global companies are expected to set up base in Singapore to take advantage of its strong intellectual property regime and gain access to 15 markets under the Regional Comprehensive Economic Partnership (RCEP). The RCEP is in the force since January 2022 and contributes to regional supply chain integration and drives innovation through a robust IPR regime.

Robin Hoenig, Divisional Head, Trade Policy Competence Centre (Asia/ASEAN) was the spokesperson from SGC, who commented, “The 15 members agreed to construct a digital data basis for intellectual property information and to create an online platform for companies to register their intellectual property rights. This removes a very important market barrier for particularly smaller companies.”



Watch the news segment here!

Maintaining a Positive Outlook, The Business Times

3 October 2022



Last year on October 3rd, we commemorated the Day of German Unity, where East and West Germany were reunited 32 years ago. To mark this special occasion, The Business Times spoke to the SGC about navigating economic challenges, current investments in various sectors, and upcoming initiatives that provide collaborative opportunities for members of the Chamber.



Read the article here!

German Chancellor Recounts Hamburg's 182-year-old Historical Link to Singapore, The Straits Times

14 November 2022

During the 17th Asia-Pacific Conference for German Business (APK) in November 2022, German Chancellor Mr Olaf Scholz spoke about how Singapore achieved economic success due to free trade, global network and openness to the world, and its central location in one of the most dynamic economic regions. The SGC was mentioned as the host of this prestigious and important business event in Asia Pacific.

“Free and fair trade benefits all parties involved. It is still the basis of our prosperity,” he (Chancellor Scholz) told the 17th Asia-Pacific Conference for German Business at Raffles City Convention Centre. The conference, hosted by the Singaporean-German Chamber of Industry and Commerce, is the largest and most important German business conference in the Asia-Pacific region and is held every two years.



Read the article here!



Read the article here!

Germany's Supply Chain Law, Human Rights & Opportunity for Collaboration, Asia News Network

14 July 2022

This article mentions the ‘Meeting the new German Standard of Care for Human Rights and the Environment’ conference, which was jointly presented by the SGC and Konrad-Adenauer-Stiftung (KAS).

The Singaporean-German Chamber of Industry and Commerce (SGC) and Konrad-Adenauer-Stiftung (KAS) organised a hybrid conference on the GDDL recently to discuss the new legislation and its impact on manufacturing and sourcing in APAC. As the implementation date draws, the issue is becoming more timely and important, and companies are preparing in advance to meet the respective requirements when the law comes into force in 2023.

Although the GDDL is promising to tackle violations in supply chains, there are challenges and limitations. Then Deputy General Manager of the SGC, Margit Kunz, said during the hybrid conference that it will be challenging for German companies to ensure compliance from their supply chains, especially in countries where governments have flagged their sovereign right to carry out their affairs without outside interference.

Communication Platforms

Our Print Publications



SGC Annual Report

The Annual Report is a summary of all SGC activities for the past year and is distributed to a wide range of business professionals: members, partners and businesses in both Singapore and Germany, as well as officials and delegations visiting both countries.



Business Magazine: Day of German Unity Special

The Day of German Unity Special is a themed issue with editorials on current topics, where our partners and business associates can connect more closely with SGC members. The magazine is launched at the 'Day of German Unity' reception, jointly organised by the SGC and with the German Embassy, annually on October 3. The editorial pages in this magazine highlight the business developments of member companies and businesses that are in line with the chamber's annual theme. These articles also showcase news from both the Singaporean and German perspectives.



Membership Directory

The Membership Directory is an annual publication containing contact details of all members and their businesses. The directory is published and distributed to the members of the SGC in the middle of the year.

Communication Platforms

Our Online Platforms



Newsletters

The SGC produces different e-newsletters with each having a unique focus and addresses specific target groups.

- Weekly English Newsletters**
The weekly English newsletter gives the latest updates from the Chamber about both events of the SGC as well as a wide range of activities supported by the chamber.
- AHK Aktuell**
The 'AHK Aktuell' is an informative newsletter that addresses readers on the current trade and economic policy issues in Asia-Pacific.



SGC Website

The SGC website provides a wealth of information for our members about events and services, and for those looking for up-to-date information on activities from the Chamber, along with relevant business resources.

Communication Platforms

Our Online Platforms



Instagram



Facebook



LinkedIn



Social Media: Facebook, LinkedIn, Instagram

Since 2017, the SGC enhanced its social media presence. The Chamber pages provide current business information concerning German and Singaporean business companies by posting selected upcoming and past events and linking followers to interesting news. The SGC aims for an even greater outreach with professionals and individuals and invites all SGC members to follow the Chamber on LinkedIn and Facebook.

Communication Platforms

Our Mobile App

SGC App

What would be the best way to browse through or make a reference to the members' directory without having to carry around a printed book? And how can you avail the special discounts from our merchants and partners without having to carry an additional privilege card in your wallet? The answer – the SGC App. It was developed with the intention of digitalising the chamber's products and services thus keeping with the times when everything is electronically delivered. With the SGC App, members can access the details of other members of the chamber – names, addresses and contact numbers with just a login and a few swipes to the left and right on your smart mobile devices. What's more, you can just display your SGC Privilege card on your mobile device at selected merchant outlets where you can enjoy discounted services.



Scan the QR code to download the SGC App.



The SGC Privilege Card

With the digital SGC Privilege Card, our members can enjoy exclusive benefits provided specially by our SGC Merchants. Members can access the Privilege Card by logging in to the SGC App and navigating to 'Benefits & Offers'.

2022 Events and Activities

Date	Event	Speaker(s)/Format
21 January	Site Visit to Lufthansa Cargo Workshop Seletar Airport	
25 January	Committee Restructure Meeting	
25 January	Introduction to Euler Hermes	Mr Markus Leichum
3 February	Webinar: ASEAN – eine Region der Chancen? – IHK Stuttgart – presentation on ASEAN Economic Community (AEC) and RCEP	Mr Robin Hoenig
7 February	ASEAN – eine Region der Chancen (Thema: Handelspolitik und Wirtschaftsintegration)	Mr Robin Hoenig
15 February	Airbus Airshow Conference 2022	
15 February	Board Meeting	
17 February	Meet-the-CEO: Sustainability and its Increasing Importance for Companies	Prof Dr Axel Stepken, CEO, TÜV SÜD
18 February	Automotive Committee Meeting	
22 February	Banking Committee Meeting	
23 February	Export Financing in Bangladesh	Mr Markus Leichum
24 February	Healthcare & Life Sciences Committee Meeting	
25 February	Singapore Budget 2022 Webinar	Mr Choo Eng Chuan, Partner, Ernst & Young
1 & 3 March	Virtual NRW Delegation led by Prof. Dr. Andreas Pinkwart, NRW Minister for Economic Affairs, Industry, Climate Action and Energy (formerly Ministry of Economic Affairs, Innovation, Digitalisation and Energy) 1 March – Virtual Meetings with the Embassy of the Federal Republic of Germany in Singapore, Smart Nation and Digital Government Office and German Accelerator Southeast Asia 3 March – New Opportunities Through Digitalisation and Industry 4.0, NRW-ASEAN Virtual Summit	Various speakers
10 March	Webinar: Berlin Urban Energy & Mobility Network	Mr Frank Sinnecker, Managing Director, Wieland Electric Mr Albert Tsui, Executive Director, Advocacy & Policy Division, Singapore Business Federation Sebastian Zeitler, former SGC Sophia Guemues, former SGC
11 March	Committee Chairmen Meeting	
9 March	Meet-the-Chamber	Ms Jacqueline Poh, Managing Director, EDB Singapore
15 March	AIRBUS Campus Visit	
16 March	Webinar: Fireside Chat on Building a City of Green Possibilities and Strategies	Ms Grace Fu, Minister for Sustainability and the Environment of Singapore
16 March	1 st Regional Logistics Committee	
17 March	Webinar: Germany Trade and Invest	
18 March	Visit Sensory Garden – Symrise	
22 March	Singapore Apex Business Summit (SABS)	
23 March	Annual General Meeting	
23 March	SGC Dialogue ‘Singapore Economy 2030 Strategy’	Mr Gan Kim Yong, Minister for Trade and Industry Singapore

- Official Events/SGC Supported Events
- Membership, Events and Communications
- Central Tasks (Committee)
- DEinternational and Trade Promotion/Hessen/Trade Fairs
- Competence Centres

Date	Event	Speaker(s)/Format
23 March	1 st Board Meeting for 2022	
23 March	DIHK AGM, Berlin	
29 March	ExCred APAC Enhancing Public and Private Insurance Cooperations	Mr Markus Leichum
29 March	Frankfurt Meets Singapore Business Reception	Various speakers
5 April	Meet-the-CEO - Mind the Gap: How Can Deskless Workers Reap the Benefits of the Digital Revolution	Mr Oliver Steil, CEO, TeamViewer
5 April	RCEP Free Trade Agreement	Mr Robin Hoenig
12–13 April	Hessen @ Global Investor Conference by Crescendo (Virtual)	
21 April	2 nd Board Meeting	
21–22 April	Change Management Workshop, part of NYP/NACE/SGC Assessor Training	
25 April	MOM Post-COS Engagement with SGC and Dr Koh Poh Koon, Senior Minister of State for Manpower of Singapore	Dr Koh Poh Koon, Senior Minister of State for Manpower of Singapore
26–29 April	NRW Ministry Delegation	Delegation
27 April	NRW Evening Reception, as part of the NRW Ministerial Visit	Various speakers
28 April	IMF Business Outlook	
27 April	Chemical Industries Committee Meeting	
29 April	Regional Logistics Committee Meeting	Mr Alexander Melchers, General Manager & Managing Director, Melchers GmbH
5 May	Opening Ceremony Schaeffler Research Lab	
10 May	KAS in Germany – Supply Chain Law	Mr Robin Hoenig
11 May	KAS Event Hybrid – Supply Chain Law	Mr Robin Hoenig
16 May	Country Briefing: German Delegation on Energy Efficiency in Cold Chains and Cold Storage	Mr Markus Leichum
18 May	German Singapore Business Forum: Supply Chain Resilience and Trade	Mr Robin Hoenig
19–20 May	1 st batch Industry 4.0 Specialist Training Exam Period	
18 May	Meet-the-CEO: Sustainability/ESG or Digitalisation	Mrs Veronika Bienert, CEO, Siemens Financial Services
24 May	Members' Asparagus Dinner 2022	
25 May	Banking Committee Meeting	
26 May	Army Open House & Dialogue	Mr Heng Chee How, Senior Minister of State, Ministry of Defence, Singapore
6 June	Trade Policy and the EVFTA	Mr Robin Hoenig
9 June	Thursdays with the SGC Webinar on Supply Chain Law	Mr Andreas Respondek and Ms Tanya Adams
9 June	Breakfast Meeting with Deputy Prime Minister of Singapore	
12 June	German State Secretary Zimmer @ Shangri-La Dialogue	
13 June	TUM Asia's 20 th Anniversary Appreciation Dinner	
14 June	3 rd Board Meeting	
14 June	Invitation to Reception on the Occasion of the Visit of Federal President Steinmeier to Singapore	
15 June	Business Roundtable on the Occasion of the Visit of the President of the Federal Republic of Germany	
15 June	1 st Advisory Council Meeting	
17 June	EU-ASEAN Trade Relations in Light of Global Trensions	Mr Robin Hoenig
8–21 June	2 nd Batch Industry 4.0 Specialist Training, 10 Day Course	
21 June	Cocktail Reception by Siemens Energy	
22 June	Euler Hermes Asia Event	Mr Markus Leichum
22 June	The Lufthansa Group Customer Reception with Mr Carsten Spohr	
22 June	Inter-Chamber Networking	

Date	Event	Speaker(s)/Format
22 June	IFM electronic Asia Pte. Ltd – Opening Ceremony	
22 June	Grand Opening HIMA Customer Solutions Center in Singapore	
23 June	Midsummer B2B Networking	
27–30 June	German Trade Mission for ‘Energy Efficiency in the Industry’	Delegation
28 June	Außenwirtschaftstag IHK Frankfurt	Various speakers
28 June	Energy Efficiency in the Industry Symposium	Various Speakers
29 June	Singapore Roundtable on Trade and Supply Chains with Minister S. Iswaran	
1 July	SAF Day NS55	
1 July	NTU Celebrating 30 Years of Momentum	
16 July	SAP 50 th Anniversary Celebration and APK Sponsorship	
17–20 July	Hessen FDI Round Table in Singapore and and Site Visits	Various speakers
3 August	4 th Board Meeting	
17–19 August	2 nd batch Industry 4.0 Specialist Training Exam Period	
22 August	Healthcare & Life Sciences Committee Meeting with Other Chambers	Cross Chambers
23 August	Regional Logistics Committee Meeting	Mr Florian Pfaff, Vice President Asia Pacific, Lufthansa Cargo AG
24 August	Breakfast Briefing: Accelerating Digital Sustainable Transformation	Ms Hanna Hennig, CIO, Siemens
24 August	Banking Committee Meeting	
26 August	Meet-the-CEO Series: Dyson’s Journey towards a Sustainable Future	Mr Roland Krueger, CEO, Dyson
29 August–02 September	NRW Business Delegation on Sustainability and Innovation	Delegation
31 August	NRW Meets Singapore Pitch Event	Various speakers
5 September	Country Briefing: German Delegation Nachhaltige Verpackungsindustrie	Mr Markus Leichum
5–9 September	Hessen Visit by Andreas Damrau (HTAI) with Flight to Jakarta for Lab Indonesia Trade Fair	FDI-Trip
6 September	GTR Asia	Mr Markus Leichum
6 September	Hessen Start-Up Investor Conference (Hybrid) with Dinner	Various speakers
6 September	Meet ASEAN Parliamentary Group of Bundestag	
7 September	Healthcare & Life Sciences Committee Meeting	
7 September	ASEAN Insights IHK Düsseldorf	
13 September	TXF Asia 2022	Mr Markus Leichum
13 September	5 th Board Meeting	
15 September	Digitalisation & Innovation Committee Meeting	
16 September	Parliamentary State Secretary, Federal Ministry of Manpower, Anette Kramme	
17 September	Oktoberfest	
22 September	ICI Innovation Circle International AHK – Inaugural Meeting	Ms Maren Petry and Mr Martin Klose, AHK Greater China
26 September	Country Briefing: German Delegation Recycling und Abfallmanagement	Mr Markus Leichum
28 September	Chemical Industries Committee Meeting	Mr Mikael Yitzhakov, Lincoln Group
5 October	Day of German Unity Celebrations	
10 October	Healthcare & Life Sciences "The Role of Government and Industry in Shaping an Innovation Ecosystem"	Mr Chee How Lee, Assistant Vice President, Healthcare at Singapore Economic Development Board (EDB) and Dr Jennifer Bourland Innovation Domain Cell & Tissue Systems Creavis Evonik (SEA) Pte Ltd
12 October	Rohde & Schwarz 25 th Anniversary Celebration	

Date	Event	Speaker(s)/Format
13 October	SGC Dialogue – How Employers and Businesses Can Participate as Stakeholders in the Defence of Singapore	Mr Heng Chee How, Senior Minister of State, Ministry of Defence, Singapore
14 October	Meeting with Dr Stefan Hennewig, Executive Director and Federal Board Member of the CDU Deutschlands	
17 October	Baden-Württemberg International: Networking Lunch, Roundtable Discussion and ITAP	Various speakers
18–20 October	Industrial Transformation Asia-Pacific	Trade Fair
20 October	B2B Networking and ITAP Closing Party	
24–26 October	SWITCH (Singapore Week of Innovation)	
24–28 October	Berlin Partner Delegation	Delegation
24–28 October	Berlin Urban Innovation Clean Tech Mission	Delegation
25 October	NRW Networking Lunch & Investor Roundtable	Various speakers
27 October	Berlin Goes Singapore Networking and Pitch Event as Part of the Berlin Delegation	Various speakers
26–28 October	Agri-Food Tech Expo Asia	Trade Fair
2 November	6 th Board Meeting & 2 nd Advisory Council Meeting	Co-hosts: Ms Andrea Lorenz, General Manager, Operations and Administration, Greater China and Southeast Asia, Richard Wolf Singapore, and Dr Claus Trenner, SGC Board Member and Partner, Attorney-at-Law, Luther
2 November	Digitalisation & Innovation Committee Meeting	Exchange Session with Minister Judith Gerlach, Bavarian State Minister for Digital Affairs
2–4 November	Asia Fruit Logistica (AFL)	Trade Fair
7 November	Country Briefing: German Delegation Zivile Sicherheitstechnologien und Dienstleistungen	Mr Markus Leichum
10 November	Women's Cross Chamber After Work – SGC Women in Business Committee Supports	
13–14 November	17 th Asia-Pacific Conference of German Business (APK) 2022	Various speakers
15 November	Regional Logistics Committee Meeting	Sustainability in OCEAN FREIGHT by Mr Hans Schaefer, CEO Hapag Lloyd and German language courses @ Goethe Institute by Dr. Martin Waelde, Director Goethe Institute
18 November	SGC Dialogue – Managing Opportunities and Risks – Challenging Future for German Companies’ China Business?	Mr Jens Hildebrandt, Managing Director of the German Chamber of Commerce in North China
24 November	Advantages of Exportfinance by sourcing out of Germany and Netherlands	Mr Markus Leichum
28 November–1 December	BMW Civil Security Technologies	Delegation
29 November	BMW Civil Security Technologies Symposium	Various speakers
29 November	Sustainability Awards Gala Dinner – SGC Table	
6 December	16 th Advisory Council Meeting cum Dinner	
6 December	B2B Christmas Networking	
9 December	SGC Dialogue – Rising US-China Tensions in Asia: Implications for Europe and Germany	Mr James Crabtree, Executive Director International Institute for Strategic Studies
13 December	Export Finance at a Company Event German Exporter	Mr Markus Leichum
13 December	Banking Committee Meeting	
14 December	Food and Agricultural Goods in the EU-Vietnam Free Trade Agreement	Mr Robin Hoenig

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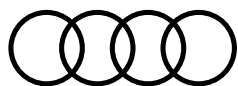
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