



3 questions to Hauke Schlegel

Managing Director VDMA Marine Equipment & Systems



Mr. Schlegel, INMEX SMM India was first held in 2015, and has established itself as South Asia's biggest and most important maritime industry show. How do you regard the development of the Indian maritime industry since 2015, and what sales opportunities does it currently give for internationally active German and European suppliers and companies?

India has a stable position among the top twenty owner countries of the global merchant fleet, with some 650 ocean-going ships under its control, and further growth potential. And Indian merchant shipbuilding is relevant for the international equipment supply industry. While demand in this area is currently only moderate in the global market, it continues to be of interest in the long term due to the potential large demand from domestic shipbuilding. Indian shipyards are also dependent on equipment supplies from abroad, and German companies enjoy a good reputation with them.

In military shipbuilding, the Indian yards benefit from increased investment programmes of the Indian Navy. The Indian naval shipbuilding market is very much dependent on imports of high-quality equipment from abroad, making it particularly interesting for the German maritime equipment industry.

VDMA supports German participation at INMEX SMM India 2019, to be held in Mumbai from 3 to 5 October. Which companies can benefit from participation, and what advantages do exhibitors have from joint presentation under the "Made in Germany" label?

The Indian shipping and shipbuilding market gives worthwhile potentials for German maritime equipment suppliers, with prospects of long-term growth, for deliveries and cooperative ventures. INMEX SMM India is undisputedly India's leading maritime industry show, and is a worthwhile platform for all companies that want to enter this growth market or cultivate their existing contacts and business relations, and demonstrate their presence in the market. The support of the Federal Government for the official German Pavilion, which we have managed to secure again this year, helps companies to make a high-quality, effective presentation in this market, with reasonable expenditure. Small and medium-sized companies in particular can benefit greatly from the effective publicity of a stand at the German Pavilion.

What are you personally most looking forward to when you travel to Mumbai in October for INMEX SMM India?

Every time I go to India, I am fascinated by the youthful energy coming from the engineers in the maritime industry, most of whom are extremely well qualified. They are full of drive and determination to contribute to economic and technical progress for their vast and maritime country, so that it can benefit from the enormous potentials. They see contacts with other countries as the key to success in this aim. We in Germany could learn a lot from their enthusiasm.