



Journal Report on: Webinar on “Foundry Gateway: Doing business with Germany” jointly with VDMA.

Organized by:

National Centre for Export Promotion (NCEP), IIF

Speaker: Mr. Sushil Sharma, President – IIF

Mr. Rajesh Nath, MD – VDMA

Mr. Sandip Roy, GM – VDMA

Mr. Ketan Jadav, Partner – Euro Asia Consulting Pvt Ltd (EAC), Germany

Date & Time: 22nd December, 2025 from 03:00 pm virtually on Zoom Platform.

Introduction

A webinar titled **“Foundry Gateway: Doing Business with Germany”** was organised to explore emerging opportunities for the Indian foundry industry in the German and wider European markets on **22nd December, 2025 from 03:00 pm virtually on Zoom Platform jointly with VDMA**. The session featured expert presentations from **VDMA India** and **Euro Asia Consulting Pvt Ltd (EAC)**, Germany, and brought together industry leaders, policymakers and foundry professionals.

The session commenced with a welcome address to the participants and speakers by Dr. Abhishek Roychowdhury, Executive Director, IIF. The programme opened with welcome remarks and introductory video of IIF presented by Mr. Sushil Sharma, President – IIF.

Rajesh Nath and Sandeep Roy from VDMA India presented an overview of Indo-German trade in the machinery and foundry equipment sector. They highlighted India's strong macroeconomic performance, robust GDP growth, and rising export potential. German machinery exports to India reached a historic high in 2024, reflecting deepening bilateral trade ties.

Overview of the Program

The focus then shifted to regulatory developments, with Ketan Yadav of EAC Eurasia Consulting presenting an in-depth briefing on the European Union's Carbon Border Adjustment Mechanism (CBAM). They explained that CBAM will impose carbon-related

compliance requirements on imported carbon-intensive products, including castings, with mandatory emissions reporting and verification for exporters by 1 January 2026. The speakers stressed that Indian foundries must urgently begin measuring, verifying, and reducing their carbon footprint to remain competitive suppliers to European customers.

The presentation outlined a clear action roadmap for Indian foundries, including emissions measurement, third-party verification, process decarbonisation, EU registration and supply chain resilience. Foundries that proactively comply with CBAM requirements are expected to gain preferred supplier status by mid-2026, while delays could result in loss of export orders.

The webinar also examined structural shifts in the German foundry market, including changing demand patterns driven by electric vehicles, lightweight materials, and sustainability imperatives. Speakers highlighted opportunities for Indian foundries in niche products, cost-efficient manufacturing, and strategic partnerships with OEMs and Tier-1 suppliers. The potential role of mergers and acquisitions in Germany as a pathway to technology access and market entry was also discussed.

An interactive discussion followed, addressing practical challenges related to CBAM documentation, competition from other exporting countries, and sourcing initiatives. Participants explored avenues for deeper collaboration between VDMA and IIF, including joint technology events, sourcing platforms, and information-sharing initiatives.

The session concluded with optimism about India's manufacturing growth prospects and reaffirmed the importance of structured cooperation between Indian and German industry bodies to help Indian foundries successfully integrate into European value chains.

Key Takeaways

- **Germany as a Gateway:** Germany remains a strategic entry point for Indian foundries into the EU market, offering access to advanced technology and high-value customers.
- **Strong Trade Momentum:** Indo-German trade in machinery and foundry equipment is growing, supported by positive business sentiment among German firms in India.
- **CBAM is Imminent:** Mandatory carbon emissions reporting and compliance for exports to Europe begin from 1 January 2026, requiring immediate action by Indian foundries.
- **Early Movers Gain Advantage:** Foundries that prepare early for CBAM compliance are likely to become preferred suppliers by mid-2026.
- **Market Transformation:** The German foundry sector is evolving due to electrification, material shifts, and sustainability demands, creating new niche opportunities.
- **Collaboration is Key:** Enhanced cooperation between IIF and VDMA—through joint events, sourcing initiatives, and knowledge sharing—can accelerate market access for Indian foundries.

Conclusion

The session concluded with optimism about India's manufacturing growth prospects and reaffirmed the importance of structured cooperation between Indian and German industry bodies to help Indian foundries successfully integrate into European value chains.

