



Arab-German Yearbook 2019/20

Construction and Consulting

SIEMENS

Ingenuity for life



EXPO
2020
DUBAI
UAE

SIEMENS

Ingenuity for life

OFFICIAL PREMIER PARTNER

**Making a difference for
the future of energy**

siemens.ae

Arab-German Yearbook 2019/20

Construction and Consulting

Table of Contents

Preface

Dr. Peter Ramsauer, Abdulaziz Al-Mikhlaifi	5
--	---

Urban Building and Planning 7

New Rosetta City Dorsch Gruppe – Middle East	8
--	---

BAU: A Look at the Future of Construction Messe München GmbH	12
--	----

Urban Energy Efficiency 15

ENOC Jet Fuel Pipeline to Al Maktoum International Airport Bilfinger Middle East	16
--	----

Digitalization of Hydro-Power Stations at Nordic energy provider with BCAP Maintenance Hub Bilfinger Middle East	20
---	----

Powering the New Iraq Siemens Middle East and UAE	24
---	----

Urban Water Management 31

The Water Security Mega Reservoirs Project Tractebel GWK GmbH	32
---	----

Urban Mobility 39

Car Park and Bus Station El Biar in Algiers AMP Parking Holding GmbH	40
--	----

Special Topics	47
Sustainable Capacity Building in the Energy Sector Luthardt GmbH	48
Smart Innovations from Germany Conradi + Kaiser GmbH	52
Globally operating system provider of services and products in the field of conveying and treatment technology as well as tyre repair REMA TIP TOP AG	54
Design Solutions for Events, Trade Fairs, Industry, Logistics, Production and Sports Röder Gruppe	55

About Ghorfa	56
--------------	----

Contributing Companies	61
------------------------	----

Imprint	66
---------	----

Preface

Technology will be one of the key ingredients to success in the future. Smart Construction showcases technologies, innovations and trends that are transforming the region. The 9th edition of the Arab-German Yearbook “Construction and Consulting” sets its focus specifically on urban development topics, where different chapters focus on the idea of the creation of a “smart-city”.

The Arab world and Germany traditionally share close and diverse business ties. German companies offer a huge variety of opportunities for cooperation and are not only able to provide high-quality goods, but also state of the art know-how. Just recently, the World Economic Forum ranked Germany as the most innovative country in the world.

To ensure a balanced and sustainable exchange, they are not only exporting top-notch products, but also bringing education and know-how along with it. Due to their unique and globally renowned experience and knowledge, German engineers, architects and constructors have a considerable impact on the construction sector in the Arab world. This is exemplified by the execution of infrastructure projects in the GCC countries, as well as in sustainable environmental and energy projects in North Africa.

Germany has shown leadership in digitisation, decentralisation and decarbonisation of its energy sector in the last decade. Today, more than 40 % of its electricity is generated by renewables. In the meantime, similar developments are being observed worldwide.

In the Arab world, the energy transition is even more challenging due to its rapidly rising consumption, for example due to increased cooling, salt water desalination and transportation demand. Thus, large investments in the expansion of clean generation capacity have to be arranged.

The Ghorfa Arab-German Chamber of Commerce and Industry has a powerful network consisting of both institutional and entrepreneurial decision makers from Arab countries and from Germany. As the competence centre for business relations between Germany and the Arab world, Ghorfa promotes and strengthens business relations between Germany and the Arab countries in the fields of trade, industry, finance, and investment.

We would like to thank the contributing German companies for their valuable insights, Ms. Tatjana Arnold for her commitment and dedication to the publication and also Mr. Fahdl Al-Romaima for layout and design. We hope you enjoy reading this book and wish you inspiration for further reference projects.



Dr. Peter Ramsauer



Abdulaziz Al-Mikhlafi

Dr. Peter Ramsauer
President
Federal Minister ret.

Abdulaziz Al-Mikhlafi
Secretary General

»By 2050 more than two-thirds of us will be living in urban areas and while urbanisation is not a new phenomenon, it is significant. The Middle East is not immune: populations are expanding rapidly and the resulting challenge for energy, transport and housing - not to mention the environment – is one that must be met with intelligent solutions. As our cities grow, the way we build, manage and interact with urban infrastructure becomes progressively critical to economic and social development.«

Dietmar Siersdorfer, CEO, Siemens Middle East and UAE



Urban Building and Planning



New Rosetta City - aerial view © Dorsch Gruppe

New Rosetta City

Dorsch Gruppe

The development of New Rosetta City, a 1,302 Hectares Smart City with a 13 km Mediterranean coastline that capitalizes on its strategic location in order to have a diversified economy driven by shipbuilding and tourism.

Introduction

The New Urban Communities Authority (NUCA) under the patronage of the Ministry of Housing, Utilities & Urban Communities designed and implemented a multifaceted initiative in order to produce an Urban Structure Framework Plan, also referred to as “Plan Egypt 2030”. For the evolution of the Arab Republic of Egypt, this plan is designed to help the state filter and respond to current and future needs, and introduce strong guiding principles for new developments. This Urban Structure Framework Plan is first and foremost grounded in the cultural and environmental identity of Egypt. This plan

presents a practical, flexible and sustainable view of the future. Underneath this plan is the development of various cities, one of which is the New Rosetta City, a smart and sustainable city that capitalizes on the historical significance of “Rasheed City”, and its many Islamic monuments from varying eras as well as its strategic location to be driven by a diverse economy.

Dorsch Gruppe was entrusted by NUCA to deliver this project and has taken great length to ensure that it is designed with the following objectives:

BAU: A Look at the Future of Construction

BAU, the world's leading trade fair for architecture, materials and systems, is the leading international trade fair platform for everyone involved in planning, constructing and designing buildings: architects, planners, investors, industry and sales representatives, tradespeople and many more. BAU is organised by Messe München. The next BAU will be held from **11 to 16 January 2021** at the Munich exhibition grounds. More than 250,000 visitors, with around a third from abroad, are expected.

BAU combines expertise from all sectors and trades at a high international level, making it the ideal place for investment decisions. The range of exhibits is broken down according to build-ing materials, products and topics. Over an area of around 200,000 square metres, the grounds have been completely filled for many years. More than 2,500 exhibitors from around 45 countries will present innovative products, materials and systems for the future of construction: from facade systems, windows and doors, locks and fittings, construction tools and chemical building products, floor coverings and ceramics to solutions in the field of smart building



Messe München



and construction software. The range of materials on display is as varied as the trade fair itself: stone, marble, ceramics, wood, aluminium, copper, zinc, steel, glass, brick, concrete, cement, and much more.

The international flair of BAU allows the exhibitors to access new, international markets and offers all visitors genuine, practical future prospects and sustainable added value. BAU facilitates creative dialogue, establishes contacts and creates synergies, not least through its unique supporting programme. Internationally renowned architects, engineers and construction companies will report in several forums on current projects and have a look into the future of planning and architecture.

www.bau-muenchen.com

© Messe München GmbH



© Messe München GmbH



The future of building

See you at BAU!
January 11–16, 2021
Munich

Book your ticket online
from mid August 2020 and
enjoy attractive benefits:
www.bau-muenchen.com/tickets

www.bau-muenchen.com



Tel. +49 89 949-11308 · info@bau-muenchen.com



BAU

World's Leading Trade Fair for
Architecture, Materials and Systems

» Siemens' footprint is growing in Iraq, and we are executing projects in over 20 sites. This has a ripple-effect. Offices and homes need to be rented, equipment and services purchased. All of this activity will boost the broader economy. In addition to teaming up with local partners, our presence attracts German and other foreign small and medium companies to Iraq. «

Dietmar Siersdorfer, Siemens CEO Middle East and UAE



Urban Energy Efficiency



Al Maktoum International Airport © Dubai Airports

ENOC Jet Fuel Pipeline to Al Maktoum International Airport

Bilfinger Middle East

Bilfinger Middle East is the Long term Engineering Partner for ENOC and had successfully executed multiple projects. Bilfinger was appointed as a main consultant for the FEED and Construction Management for the Falcon Terminal Phase 1 & 2 and 58 Km Jet Fuel Pipeline to Dubai Airport. In continuation ENOC has appointed Bilfinger Middle East as an Engineering consultant for the FEED for the 17 Km, 20" Jet Fuel Pipeline extension from IPS to Al Maktoum International Airport.

HORIZON EMIRATES TERMINALS LLC (HETL) is an entity of ENOC Group of Companies operating a Terminal in Jabel Ali Free Zone, Dubai, UAE. ENOC successfully commissioned a 16" jet fuel pipeline (58Km) capable of pumping 18,000 cubic meters of fuel a day linking Dubai International Airport with ENOC's Horizon Terminals at Jabel Ali Free Zone.

The 58-kilometre Project Falcon pipeline, solely financed by ENOC at a cost of \$250 million, is capable of supplying the airport's current fuel requirements, reducing the airport's reliance on road tanker deliveries, and 55 per cent of the airport's predicted future needs, with the capacity to expand up to 65 per cent. Provision has been made to extend the pipeline to Dubai's Al Maktoum International Airport.

C. Site Supervision

- Site supervision during construction, inspection, testing and commissioning till securing final clearance letter from authorities.
- Construction management environmental plan

Challenges Faced

- A. Pipeline route changed due to EXPO 2020 ongoing works along the pipeline route
- B. Coordination and management with other contractors working same time in same area
- C. Authorities approvals
- D. Highway road crossings
- E. Dewatering
- F. Tough environmental working conditions
- G. Material shortage and mitigations
- H. Project schedule and delays

Project completion

- Project Start Date: 19/02/2018
- Project Completion Date : In Progress
- Expected Project Close Out Report Date : 31/12/2019

Client Satisfaction Report

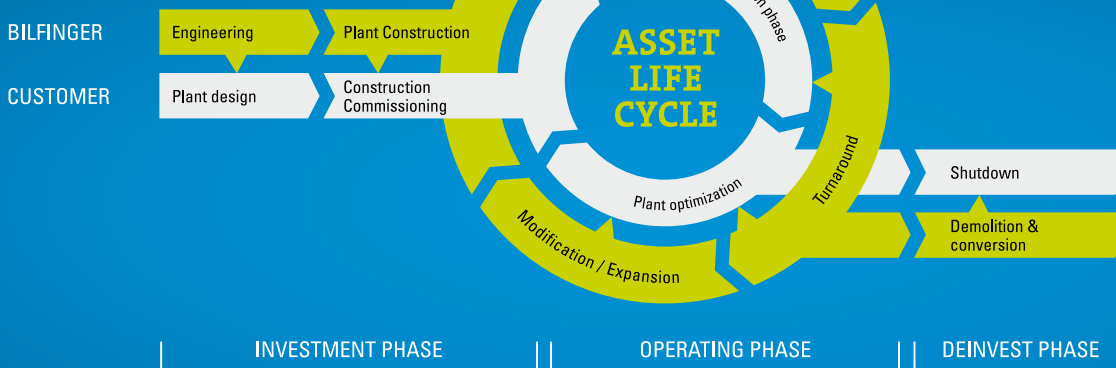
Client was extremely happy about the services provided by Bilfinger with its timely completion and pro-active approach throughout the project, the client appreciated the unprecedented recovery of 20 to 30% negative progress due to the pipeline route change.



Marco van der Linden
Country Director

Bilfinger UAE

BILFINGER YOUR LIFE CYCLE PARTNER



WE MAKE ENGINEERING WORK

Abdirazak Saeed
abdirazak.abdillahi@bilfinger.com
+971 50 410 0408

WE MAKE DIGITALIZATION WORK

Adnan Mularkech
adnan.mularkech@bilfinger.com
+971 50 723 0468

WE MAKE EPC & MAINTENANCE WORK

Victor Budda
victor.budda@bilfinger.com
+971 50 927 9492



Rumaila power plant in Iraq © Siemens

Powering the New Iraq

Siemens Middle East and UAE

Dietmar Siersdorfer, CEO of Siemens Middle East and UAE, reveals his company's plan to rebuild and expand Iraq's electricity sector amid a complex environment

Conflict has ravaged Iraq over the past two decades, hindering its potential to fully benefit from massive reserves of oil and gas, and an educated and hard-working population. While Siemens can't solve all of Iraq's problems, we can help the world's fourth biggest producer meet an urgent need: electricity.

Underpinning the prospects for recovery and growth is access to power. Electrification promotes industrialization

and the efficient use of natural resources. Ultimately, it stabilizes society and generates wealth. That's why it's the bedrock of economic and social development. And that's the starting point for Siemens in Iraq.

In April, Siemens signed an agreement with Iraq's Ministry of Electricity to start implementing the first phase of the Iraq Roadmap, which includes projects that quickly ramped up power supply through upgrades to



Siemens SGT5-2000E gas turbine loaded for delivery © Siemens

Finally, we continue to examine investment opportunities in Iraq, including projects in the oil and gas, power, healthcare and distribution sectors.

Siemens' Iraq Profits Stay in Iraq

Siemens has pledged to re-invest all the profits we will make in Iraq back into the country. It's a promise that aligns with our core value, that business must serve society, that we must make the world a better place and have a larger purpose. We fulfill that purpose by "providing technologies that improve quality of life for people all over the world." And we are excited about the opportunity to do that in Iraq.

Iraq is a great country that has experienced challenging times. During my visits I've been inspired by the people I've met who are determined to rebuild their country and provide a better future for all Iraqis. Siemens has made a promise to the Iraqi people to help build a prosperous and sustainable future, and we want to make it happen. In

Egypt, we have done the same and successfully built up the power infrastructure in record time with the highest efficiency. Our roadmap can deliver uninterrupted electricity to homes and entire cities, create thousands of jobs for the country's youth, and support education and skills development so the Iraqi people can contribute to the New Iraq.



Dietmar Siersdorfer
CEO

Siemens Middle East and
UAE

Delivering Global Service Solutions



Ecolog International is a premier global services provider supplying the construction, technology, facility management, environmental and supply chain industries with bespoke turnkey solutions for diverse stakeholders including governments, non-governmental organisations, and commercial entities in

the defence, oil and gas and energy industries. Ecolog aspires to ensure customer satisfaction by providing sustainable products and services marked by our trademark flexibility and efficiency even in the most remote locations.



*Everyday
Everywhere
Ecolog*

OIL & GAS | INDUSTRY | ENERGY | DEFENCE | HUMANITARIAN | LOGISTICS

ISO 9001:2000 | ISO 14001:2004 | OHSAS 18001 REGISTERED FIRM

Dubai DAFZA P.O. Box 54464, UAE
Düsseldorf In der Steele 14, 40599, Germany
Washington DC 1101 Pennsylvania Ave NW
Suite 300, DC 20004, USA

in ecolog-international
@ecologint
info@ecolog-international.com
www.ecolog-international.com



» Since desalination process is energy intensive, the project of Tractebel will ensure in a smart, sustainable way that water is only produced and pumped to where it is needed, where the demand is, rather than just having water or locations for it generated. In that way, it provides for most efficient water services by using the latest devices specified by the highest international standards and in compliance with the WHO.«

Christian Klein, Project Director, Tractebel GW



Urban Water Management



Project Map © Tractebel GKW

The Water Security Mega Reservoirs Project

Tractebel GKW

The world's largest water reservoirs, currently built in Qatar, will be completed by 2020. The "Water Security Mega Reservoirs Project" is one of the largest reservoir projects in the world and the first one in the region. Tractebel GKW supports Kahramaa in the role of Project Management Consultant in this 4.5 billion landmark project.

In an effort to ensure water security in the country, the Qatar General Water & Electricity Corporation (KAH- RAMAA) is undertaking a very ambitious 4.5 billion USD project, designed to extend the strategic water stock



Main Pumping Station of PRPS 4 – Abu Nakhla © Tractebel GWK

following tasks on behalf of the client throughout all project phases:

Project timeline supervision, control and verification of documents prepared by consultants, control of tender documents before publishing, providing clarification to bidders during bid preparation, evaluation of submitted bids, assistance to the client in negotiation, construction works supervision, control of quality of works and project costs, management of facility handover, coordination between a large number of stakeholders such as client, project designers, 17 contractors and other stakeholders during design development and construction phase and defects notification period.

All these activities can be merged to a single one – to ensure successful completion of this mega project with planned investment value of USD 4,5 billion.

This technically demanding undertaking involved complex hydraulics and operational philosophies, mixed with the engineering and stakeholder complications associated with

delivering such significant volumes of water storage and networking.

As well as the technical elements involved in the project, it also involved negotiating with multiple stakeholders for site and route approvals, including liaison with Ashghal's different roads programs and Qatar Rail's new metro system; managing operational and commissioning strategies spread across multiple contracts and resolving complex logistical and security issues associated with the construction and automation of such a strategic project in a country with an ever increasing presence on the world stage.



Christian Klein
Project Director

Tractebel GWK

»Algiers, like many other fast-growing cities, suffers from a considerable lack of parking spaces. In a large-scale programme, 46 locations were examined for their suitability for multi-storey car parks and an international planning competition was launched for 6 of them. AMP won three of these competitions. El Biar was the first to be completed.«

Bernd Beer, Managing Director, AMP Parking Holding GmbH



Urban Mobility



Car Park and Bus Station El Biar in Algiers

AMP Parking Holding GmbH

Algiers, like many other fast-growing cities, suffers from a considerable lack of parking spaces. In a large-scale programme, 46 locations were examined for their suitability for multi-storey car parks and an international planning competition was launched for 6 of them. AMP won three of these competitions. El Biar was the first to be completed.

1. Project history

Parking is a serious problem in many fast growing cities all over the world. Unfortunately, most cities do not

take up this problem, but often give “free reign” to the property market. The result is regularly a severe lack of parking spaces in the downtown areas and often outside of them, too. Vehicles parked wildly in the streets, dra-



Cafe on the roof © Z-Werk, Malsch

Ventilation system

Since natural ventilation through openings in the facade is ensured, it is not necessary to provide a mechanical ventilation system.

Elevators

The four elevators without machine room (suitable for the disabled and baby strollers) are each designed for eight people. The cabin walls of the elevators are provided with a shock-resistant and lacquered surface. The cabin doors are glazed.

7. Construction Stage

After acceptance of the detailed design, the necessary documents for the construction permit as well as a turn-key tender were prepared. The tender was won by the

turkish construction company Aslan Yapi, which finished the project in March 2018.



Bernd Beer
Managing Director

AMP Parking Holding GmbH



Special Topics



Central training center of the Ministry of Electricity (KRG) © Luthardt GmbH

Sustainable Capacity Building in the Energy Sector

Luthardt GmbH

Luthardt has become a reputable provider for training and education programs based on its long lasting experience performing energy infrastructure in volatile markets.

Introduction

Luthardt GmbH is a family driven company with its headquarters in Berlin. Our core competence – which we do offer to original equipment manufacturers in the field of energy production, transmission and distribution primarily – are installations, integration and commissioning of systems and plants within large infrastructure projects abroad.

Our geographic focus lies in the natural resource managed economies in the Middle East and North Africa as well as Central Asia. Due to their most recent political developments and difficult boundary conditions, these locations represent certain challenges to export-oriented technology companies and Luthardt. In such emerging markets, Luthardt is offering solid sales and distribution as well as

Project details

- » 118 different and unique trainings were designed for more than 1,300 trainees
- » With a course duration from one to ten weeks, more than 900 training days were organized
- » The project team hosted 261 trainees from all levels of the ministry starting from engineers and accountants up to senior managers and director generals at international training locations outside of Iraq
- » More than 80 tons of training and testing equipment were delivered to 4 different training facilities
- » Training facilities were equipped with more than 260 IT-devices and 1,900 pieces of training furniture
- » The project team installed and commissioned 253 different state-of-the-art electrical testing and training devices



Björn Luthardt
Managing Partner

Luthardt GmbH

Paul Ziemiak MdB (Member of German Parliament and general secretary CDU) visits the successful Luthardt project in Kurdistan © Steffen Böttcher





Multifunctional trainer – outdoor fitness equipment © Conradi +Kaiser GmbH



Vases – home design © Conradi +Kaiser GmbH

Smart Innovations from Germany

Conradi+Kaiser GmbH

An equestrian centre in the United Arab Emirates, outdoor facilities in Qatar and playgrounds in Saudi-Arabia and Kuwait. This does not seem to have a lot in common at first glance. And yet there is one connecting link: The Conradi+Kaiser GmbH.

Based in Rhineland-Palatinate (Germany), the corporate group was involved in all these projects. Being a manufacturer of fall protection solutions for playgrounds, elastic floorings for private, commercial and industrial indoors as well as outdoors, the company, which was founded in 1987, has established in the international market.

Recycling & Sustainable Core Competences

Millions of used tyres are accumulating every year, contributing to the pollution of the oceans and to the deterioration of the climate by being burnt and stored illegally. Since the company uses rubber granulate from ELTs (end-of-life tyres), a valuable contribution to the ecological balance is

made. For Conradi+Kaiser, rubber granulate not only is a secondary raw material, but a starting material and the most important basis for new products full of functionality and aesthetics.

Being a certified waste management facility, Conradi+Kaiser passes through the entire value chain, passing the recycled material through a globally operating distribution network up to the marketing of high-value products. Given the integrated steel, tool and special machine construction, short response periods to individual customer requirements are among the special strengths of the company. Closing the economic cycle within the corporate group, the German company supplies customers all over the world.

REMA TIP TOP AG



// ONE BRAND // ONE SOURCE // ONE SYSTEM



Surface and corrosion protection © REMA TIP TOP



Pulley laggings heavy wear protection © REMA TIP TOP

Globally operating system provider of services and products in the field of conveying and treatment technology as well as tyre repair

REMA TIP TOP is a globally operating system provider of services and products in the field of conveying and treatment technology as well as tyre repair. The company has a global service network and offers a wide range of rubber products, linings and coatings for both the industrial and automotive sectors. Over almost a hundred years, the company has built up unique expertise in materials development and industrial services and is active in the belting, material processing, surface protection and automotive sectors. At the end of the 2018 financial year, REMA TIP TOP generated sales of over 1.1 billion euros. Worldwide the company employs more than 7,400 employees and has more

REMA TIP TOP AG
Gruber Str. 65
85586 Poing | Germany
Phone +49 8121/707-100
info@tiptop.de | www.rema-tiptop.com

REMA TIP TOP MIDDLE EAST FZCO
P.O. Box: 17181
Jebel Ali Free Zone, Dubai | U.A. E
Phone: +971 488 76989
sales@rematiptopme.com | www.rema-tiptop.com

Facts & Figures

- » More than 1.1 billion euros turnover
- » More than 7,400 employees worldwide
- » More than 180 subsidiaries and affiliates worldwide
- » 20+ production facilities worldwide
- » Global Service Network with more than 4,200 technicians

than 180 subsidiaries and associated companies – including well-known brands such as Dunlop Belting Products South Africa, Cobra/Depreux, and Asplit.

Maintenance and repair solutions for conveying systems © REMA TIP TOP



schnaitt International Trade Fair & Exhibition Services

RÖDER Zelt- und Veranstaltungsservice GmbH



Fair-Presentation-Lanxess © schnaitt



Product-Presentation-BENZ-G-Class © Röder Group

Design Solutions for Events, Trade Fairs, Industry, Logistics, Production and Sports

RÖDER and SCHNAITT, both headquartered in Germany are certified sustainable enterprises and have the perfect design solutions to meet any requirements for events, trade fairs, industry, logistics, production and sports.

For the past 25 years SCHNAITT has been an expert in three-dimensional communication. We design and execute brand presences for different fields of business and unforgettable occasions. Schnaitt is one of the leading stand-builders in Europe, over 70 dedicated colleagues work on more than 200 projects per year. Modern production facilities occupying 10.000 sqm with carpentry and painter's shop, ensures for a precise execution of the projects. Our teams create trade fair, product presentation and brand experience architecture which attracts attention from guests and visitors. With our experience we know that quality never goes out of style.



schnaitt International Trade Fair & Exhibition Services
August-Borsig-Straße 7
50126 Bergheim | Germany
Phone: +49 22 71 47 30-0 | Fax: +49 22 71 47 30-30
Email: info@schnaitt.de | Internet: www.schnaitt.de
Contact person: Manfred Pütz, Managing Director

RÖDER Group is an international proven specialist in tent and hall systems for six decades. With over 600 dedicated employees at 30 locations worldwide, the company impresses with its top quality, technical expertise and exceptional service. RÖDER meets spatial requirements of industry, military, logistics and trade fairs. We equip international sports events such as Formula 1, the Olympic Games and world championships in all sport disciplines. Our constructions with span widths from 3 to 60 meters are variable in length, some of them we build over two or three storeys. The design options are virtually endless.

Both enterprises accompany their clients from the first idea and conceptional design, up to project management, production, logistics and assembly. Their constructions can be used temporary or permanent.



RÖDER Zelt- und Veranstaltungsservice GmbH
Am Lautenstein
63654 Büdingen | Germany
Phone: +49 6049 7000 | Fax: +49 6049 700 339
Email: info@roder.com | Internet: www.roder.com
Contact person: Herbert Klose, Managing Director

Ghorfa

BUILDING BRIDGES
BETWEEN GERMANY
AND THE ARAB WORLD



Ghorfa Arab-German Chamber of Commerce and Industry

Building Bridges between Germany and the Arab World

Germany and the Arab World maintain outstanding business relationships. The trade balance reached the brink of EUR 43 billion in 2018. These excellent relations are exemplified by the fact that Arab countries have invested more than EUR 100 billion into the German economy, while thousands of German companies are active in the Arab world.

About us

The Ghorfa Arab-German Chamber of Commerce and Industry is the competence centre for business relations between Germany and the Arab world. It was founded in 1976 and has been located in Berlin since August 1, 2000. For over 40 years, the Chamber has been committed to promoting business relations between Arab countries and Germany and serves as the primary centre of expertise within the Arab-German business community.

Our mission

The Ghorfa pursues non-profit goals to enhance and strengthen business relations between Germany and the Arab world in the fields of trade, industry, finance and investment. Strategic partnerships based on mutual benefit and understanding, create new business opportunities that facilitate economic benefits for both sides. The Ghorfa, therefore, mainly focuses on networking, consulting and on providing information about relevant economic and industrial developments.

On the official visit of the Iraqi Prime Minister to Germany, the Ghorfa organised a dinner in his honor. (From right to left) Ambassador of Irak to Germany, Dhia Hadi Al Dabbas; Secretary of State, Thomas Bareiß; former Prime Minister of Iraq, Adil Abd Al-Mahdi; CEO of Siemens, Joe Kaeser; Iraqi Minister of Foreign Affairs, Ali Al-Hakim; Secretary General of the Ghorfa, Abdulaziz Al-Mikhlafi.



Our network

Based on its invaluable heritage and its ambitious commitment, the Chamber has a powerful network consisting of both institutional and entrepreneurial decision makers from Arab countries and from Germany. Under the umbrella of the Arab League and the Union of Arab Chambers, the Chamber operates and acts as the representative of all Arab Chambers of Commerce and Industry in Germany. The Ghorfa works closely with the Arab Chambers of Commerce and Industry, related governmental bodies and relevant business associations in the Arab states, as well as with Arab embassies in Germany. It is part of the worldwide organisation of Joint Arab-Foreign Chambers of Commerce and Industry. The Ghorfa cooperates with German governmental bodies on federal and regional levels and with German industrial associations. The close connections and effective collaborations with decision-makers and policy shapers enable the Chamber to deliver a broad portfolio of high-quality services to meet its members' interests.



Dr. Peter Ramsauer, Federal Minister ret. and President of the Ghorfa at the 22nd Arab-German Business Forum 2019

Networking

- Quick access to economic and political decision-makers
- Connecting with matching business partners
- Forwarding business enquiries to relevant recipients from our database of 15,000 contacts
- Participating in high-ranking events, conferences and further networking platforms (e. g. Arab-German Business, Energy, Health, Education and Vocational Training Forum)
- B2B meetings with high-ranking business people through events, delegation visits and upon special request
- Exclusive member events such as roundtables and working groups
- Professional all-round assistance for trade fair participation



Gala-Dinner at the Arab-German Health Forum

Activities, Conferences and Events

The Arab-German Business Forum has become the most important platform for the initiation and promotion of promising business opportunities between German and Arab business partners. More than 600 high-ranking business leaders and political decision-makers from the Arab world, Germany and Europe participate in this annual conference. The Ghorfa has been organising this distinguished event since 1998 in cooperation with the Union of Arab Chambers and the Association of German Chambers of Commerce and Industry under the auspices of the Federal Ministry for Economic Affairs and Energy.

Moreover, the Ghorfa hosts conferences on different industry sectors such as health, energy, education, and sports to bring together Arab and German professionals from respective branches. These events provide a professional setting for analysing and discussing possibilities for business expansion and serve as a place to debate future trends in the Arab world and Germany. The Ghorfa also runs numerous country-specific events, ad-hoc conferences on arising topics as well as B2B meetings and working groups.

High-ranking guests at the 5th Iraqi-German Business Forum 2019



Consulting

- General and business-related intercultural consulting
- Specifying possible business cooperation and evaluation of potential business partners
- Country and branch-specific analysis
- Comprehensive and detailed market information
- Competent market entry assistance
- Mediation and arbitration in cases of business disputes
- Advice and guidance through the multitude of offers and competing products in the German and Arab market
- Raising the presence and visibility of Ghorfa member companies in the competitive market
- Visa and commercial documents support



Maria Höfl-Riesch, former German World Cup alpine ski racer (left) at the 1st Arab-German Sports Summit 2019 in Berlin

Information

- Regular reports with relevant information about economic and business trends
- Information on the latest economic developments, promising markets and sectors; legal and political background
- Quarterly bilingual business magazine SOUQ, providing an overview on cooperation possibilities and activities within the Arab-German business community
- Complimentary copy of our Business Guides, Sector Specific Books (e. g. health, education, energy or infrastructure) as well as the Arab-German Business Directory

We welcome you to become part of the high-level network that we provide for professionals and business leaders from the Arab world and Germany. Join us and share our vision of prospering Arab-German business relations. For further information concerning membership in our chamber please contact us.

Ghorfa delegation to Saudi Arabia 2019



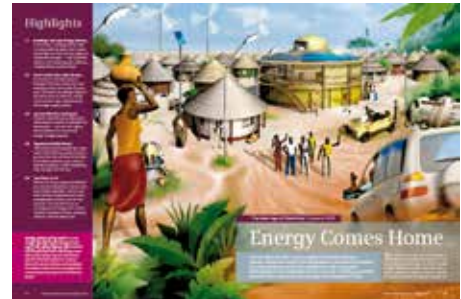
BONN CLIMATE PROJECT

Energy is the source for life, food, business, development, health, information and transportation. The constantly raising energy prices are threatening billions of people around the world and prevent growth and stability. Unrest and poverty rule.

In order to provide solutions for emerging countries, who are in urgent need for clean and affordable energy, decentralized and holistic gas-electric energy systems based on renewable and sustainable energies need to be available.

The SCOPE OF WORK OF THE BONN CLIMATE PROJECT

Providing renewable, sustainable innovations & technology transfer based on clean natural and hydrogen gases, Gasmotors and Fuel Cell Systems, Natural- and Hydrogen Gas Technologies & Energies of the Future.



BONN CLIMATE PROJECT – FOR A HEALTHY FUTURE

Research & Development of alternative Energy-, Environment-, Security-, Health-and Mobility-Concepts based upon renewable and green/clean energies. Electric appliances and mobility by batteries, Biogas, Hydrogen gas/fuel cells, gas batteries, hybrids and energy & environmental technologies of the future.

With 2000 years of continuously grown history, perfect infrastructure, leading scientific research and international competence, BONN is the ideal city in Germany for fast development of international energy solutions and environmental development.



United Nations
Framework Convention on
Climate Change

FREUDE.
JOY.
JOIE.
BONN.

BONN – The Science- and United Nations City.

For sustainable development worldwide – creating tomorrows potential.



CONTRIBUTING COMPANIES AND INSTITUTIONS



AMP Parking Holding GmbH

Since the underground car park „Schlossplatz“ in Karlsruhe was opened in 1964 in time for the State Garden Show, AMP Parking has been involved in the design and supervision of multi-storey and underground car parks. At that time the company was still called Walter Anselment Engineering, later Anselment, Möller + Partners GmbH, until finally in 2010 the new name was formed from the three initial letters. While the regional subsidiaries like AMP Parking Europe GmbH and AMP Parking Africa & Middle East SARL take care of the design of new parking buildings, AMP Instandhaltung GmbH is the right partner for you from the day of opening. The exchange of experience between these two special fields is the synergy from which you can benefit.

Project: Car Park and Bus Station El Biar in Algiers

Contact: Bernd Beer, Managing Director, AMP Parking Holding GmbH

AMP Parking Holding GmbH

Thujaweg 1

76149 Karlsruhe | Germany

Phone: +49 721 985740 | Fax: +49 721 9857499

bernd.beer@amp-parking.com | www.amp-parking.com



BILFINGER

Bilfinger Middle East

Bilfinger Middle East is a leading engineering, maintenance and plant life cycle services provider. The portfolio covers the entire value chain from consulting, engineering, fabrication, maintenance, modifications, turnarounds, and includes environmental technologies and digital applications. With half a century presence in the region, Bilfinger is a trusted partner in the hydrocarbon and energy sectors that operates through Bilfinger Tebodin Middle East, Bilfinger Deutsche Babcock Emirates, Babcock Borsig Service Arabia and Babcock Borsig Steinmüller Kuwait.

Project 1: ENOC - Jet Fuel Pipeline to Al Maktoum International Airport

Project 2: Digitalization of Hydro-Power Stations at Nordic energy provider with BCAP Maintenance Hub

Contact: Dima Ajeel, Division
Head of Communication & Public Affairs
Bilfinger Middle East

Bilfinger Middle East

PO Box 293519

Dubai | United Arab Emirates

Mobile: +971 50 922 7291

dima.ajeel@bilfinger.com | www.middleeast.bilfinger.com



Conradi+Kaiser GmbH

Conradi+Kaiser is one of the world's leading manufacturer of floor systems and design elements made of recycled rubber granulate. For more than 30 years, the company has been closing the economic cycle and producing fall protection systems for playgrounds, floor coverings for terraces as well as balconies and special coverings for equestrian sports and horse husbandry. Conradi+Kaiser is specialized in the development of customized fittings and tool making. Its production includes noise protection walls, traffic calming concepts or high-quality design elements. The corporate group produces and distributes playground equipment, outdoor fitness equipment and urban furniture under the trade name stilum.

Project: Smart Innovations from Germany

Contact: Ahmad Khabbaze, International

Conradi+Kaiser GmbH

Gewerbegebiet Larsheck

56271 Kleinmaisheid | Germany

Phone: +49 2689 9580-0 | Fax: +49 2689 9580-50

www.conradi-kaiser.de



Dorsch Gruppe – Middle East

For over 65 years, the companies of Dorsch Gruppe have been respected consulting and engineering partners for industrial clients, private investors and public institutions. The Dorsch Gruppe with more than 2,000 employees is Germany's largest independent planning and consulting company. Our experts work in a future oriented and quality conscious way for people in all Arab countries. They offer an entire performance spectrum in the fields of project development, infrastructure, architecture, airports, oil and gas, urban planning, water, transport and environment as well as asset management and operation maintenance.

Project: New Rosetta City

Contact: Hany Labib, Director, External Operations

Dorsch Gruppe – Middle East

Salam Street
Abu Dhabi | UAE
P.O. Box 26417
Phone: +971 2 6721923 | Fax: +971 2 6720809
Hany.Labib@dorsch.com
www.dorsch.de



Luthardt GmbH

Luthardt GmbH is a family-owned company with its headquarters based in Berlin. Our core competence – which we primarily offer to German manufacturers in the field of energy production and distribution – lies in product assembly and commissioning within large infrastructure projects abroad.

Project: Sustainable Capacity Building in the Energy Sector

Contact: Björn Luthardt, Managing Partner, Luthardt GmbH

Luthardt GmbH

Reinhardtstraße 58
10117 Berlin | Germany
Phone: +49 30 2128001-0 | +49 30 2128001-28
contact@luthardt-group.com
www.luthardt-group.com



Messe München

Messe München GmbH

Messe München is one of the leading exhibition organizers worldwide with more than 50 of its own trade fairs. Every year, a total of over 50,000 exhibitors and around three million visitors take part in the more than 200 events in Munich and abroad. Together with its subsidiary companies, Messe München organizes trade fairs in China, India, Brazil, Russia, Turkey, South Africa, Nigeria, Vietnam and Iran. With a network of associated companies and around 70 representations abroad, Messe München has a global presence.

Project: BAU: A Look at the Future of Construction

Contact: Mirko Arend, Deputy Director of Business Unit 4, Head of Project Group Cluster BAU

Messe München GmbH

Messegelände
81823 München | Germany
Phone: +49 89 949 20110
mirko.arend@messe-muenchen.de
www.messe-muenchen.de



// ONE BRAND // ONE SOURCE // ONE SYSTEM

REMA TIP TOP

REMA TIP TOP is a globally operating system provider of services and products in the field of conveying and treatment technology as well as tire repair. The company has a global service network and offers a wide range of rubber products, linings and coatings for both the industrial and automotive sectors. Over almost a hundred years, the company has built up unique expertise in the development of materials and industrial services and is active in the belting, material processing, surface protection and automotive sectors.

Project: Globally operating system provider of services and products in the field of conveying and treatment technology as well as tyre repair

REMA TIP TOP AG
Gruber Str. 65
85586 Poing | Germany
Phone +49 8121/707-100
info@tiptop.de | www.rema-tiptop.com

REMA TIP TOP MIDDLE EAST FZCO
P.O. Box: 17181 | Jebel Ali Free Zone, Dubai | U.A. E
Phone: +971 488 76989
sales@rematiptopme.com | www.rema-tiptop.com



RÖDER Group is an international proven specialist in tent and hall systems for six decades. With over 600 dedicated employees at 30 locations worldwide, the company impresses with its top quality, technical expertise and exceptional service. RÖDER meets spatial requirements of industry, military, logistics and trade fairs. RÖDER Group equips international sports events such as Formula 1, the Olympic Games and world championships in all sport disciplines.

RÖDER Zelt- und Veranstaltungsservice GmbH

Project: Design Solutions for Events, Trade Fairs, Industry, Logistics, Production and Sports

Contact: Herbert Klose, Managing Director

RÖDER Zelt- und Veranstaltungsservice GmbH
Am Lautenstein
63654 Büdingen
Phone: +49 6049 7000 | Fax: +49 6049 700 339
info@roder.com | www.roder.com



For the past 25 years, SCHNAITT has been an expert in three-dimensional communication. We design and execute brand presences for different fields of business and occasions. Schnaitt is one of the leading stand-builders in Europe, over 70 dedicated colleagues work on more than 200 projects per year. Our teams create trade fair, product presentation and brand experience architecture, which attracts attention from guests and visitors.

schnaitt International Trade Fair & Exhibition Services

Project: Design Solutions for Events, Trade Fairs, Industry, Logistics, Production and Sports

Contact: Manfred Pütz, Managing Director

schnaitt International Trade Fair & Exhibition Services
August-Borsig-Straße 7
50126 Bergheim
Phone: +49 22 71 47 30-0 | Fax: +49 22 71 47 30-30
info@schnaitt.de
www.schnaitt.de

SIEMENS

Siemens Middle East and UAE

Project: Powering the New Iraq

Contact: Benjamin Schroeder, Head of Communications, Siemens Middle East

Siemens Middle East and UAE
Masdar City
Abu Dhabi, 47015 | UAE
Phone: +971 2 616 5100
siemens.ae@siemens.com
www.siemens.ae

Siemens is a global technology powerhouse that has stood for engineering excellence, innovation, quality, reliability and internationality for more than 170 years. The company has been active in the Middle East since 1856 and focuses on power generation and distribution, intelligent infrastructure for buildings, and automation and digitalization in the process and manufacturing industries.

TRACTEBEL
ENGIE

With the trusted expertise of **EKW CONSULT**

Tractebel GWK GmbH

Project: The Water Security Mega Reservoirs Project

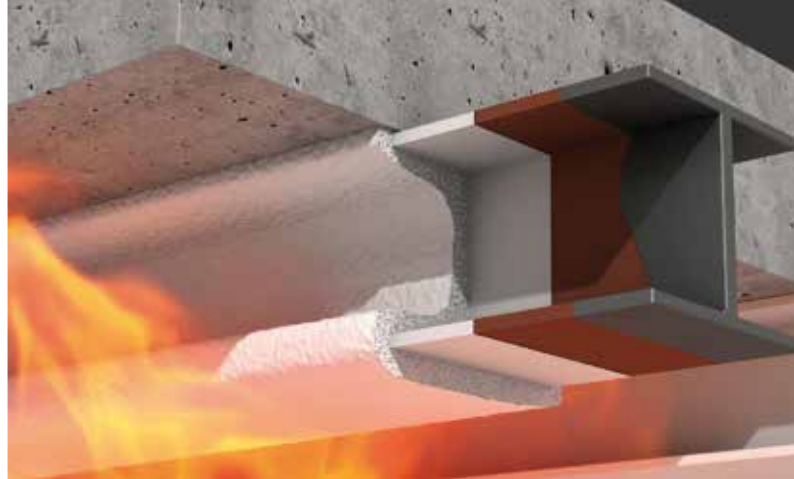
Contact: Christian Klein, PMP®, Project Director

Tractebel GWK GmbH
Augustaanlage 67
68165 Mannheim | Germany
Phone: +49 621 41077-359 | Fax: +49 621 41077-302
christian.klein@tractebel.engie.com
www.tractebel-engie.com | www.gkw-consult.com

Tractebel GWK ranges among the top international independent consultants for environmental engineering, with particular emphasis in the fields of water supply, wastewater treatment and disposal, solid waste management, regional development and management advice. We offer our clients a full range of services. Sustainable solutions in water supply and wastewater treatment as well as in applications involving high technology are vitally important for our business.


RENITHERM®

**RENITHERM® saves Buildings,
Properties and Lives**



**RENITHERM® Fire Protection
Coatings for Structural Steel**

The fire protection effect of RENITHERM® is provided by a robust, heat-resistant carbon foam layer, that forms in case of fire from 30 up to 50 times higher than its original low layer thickness. The coated components are protected against overheating, combustion and loss of their structural properties for a period defined in the product approvals. This period can be used to rescue persons and retrieve material assets. For further information about our fire protection coating systems, please visit our website www.renitherm.com

- Tested according to British Standard BS476 : Part 21
- Water-based and environmentally friendly
- Non-VOC, free of halogens, APEO, borates and plasticizers
- **Made in Germany** – developed and manufactured in keeping with the highest standards

Also available: Fire protection coatings for concrete, wood, electrical cables and joints

 **certifire**




HENSSEL

www.rudolf-hensel.com

AUDAX

www.renitherm.com


RENITHERM® is a brand of the Rudolf Hensel GmbH

IMPRINT

EDITOR

Ghorfa

Arab-German Chamber
of Commerce and Industry
Garnisonkirchplatz 1
D-10178 Berlin
Tel: +49 30 278907-11
Fax: +49 30 278907-49
E-Mail: ghorfa@ghorfa.de
www.ghorfa.de

PHOTOS

Cover: New Rosetta City © Dorsch Gruppe
Page 7: Khalifa Port Industrial Zone Abu Dhabi UAE
© Bilfinger SE
Page 15: © Siemens
Page 31: Fulaji Dam in the Sultanate of Oman in
construction © STRABAG International GmbH

Other pictures: Kindly provided by the contributing
companies, if not otherwise stated.

COORDINATION

Tatjana Arnold
Business Officer Marketing
Office of the Secretary General

Ghorfa Arab-German Chamber of Commerce and
Industry

PRINT

DCM – Druck Center Meckenheim GmbH
Werner-von-Siemens-Straße 13,
D-53340 Meckenheim
Tel: +49 (0)2225-8893-550
Fax: +49 (0)2225-8893-558
E-Mail: dcm@druckcenter.de
Web: www.druckcenter.de

EDITORIAL

Samira Ismail Mohamed
Proofreading

NOVEMBER 2019

LAYOUT

Fadhl Al-Romaima
Technical Director

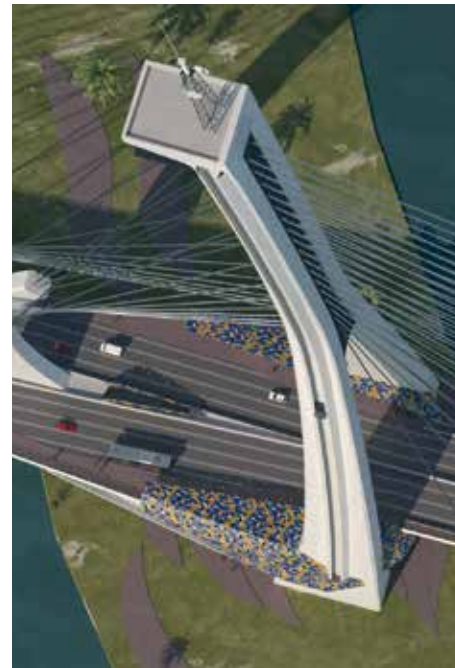
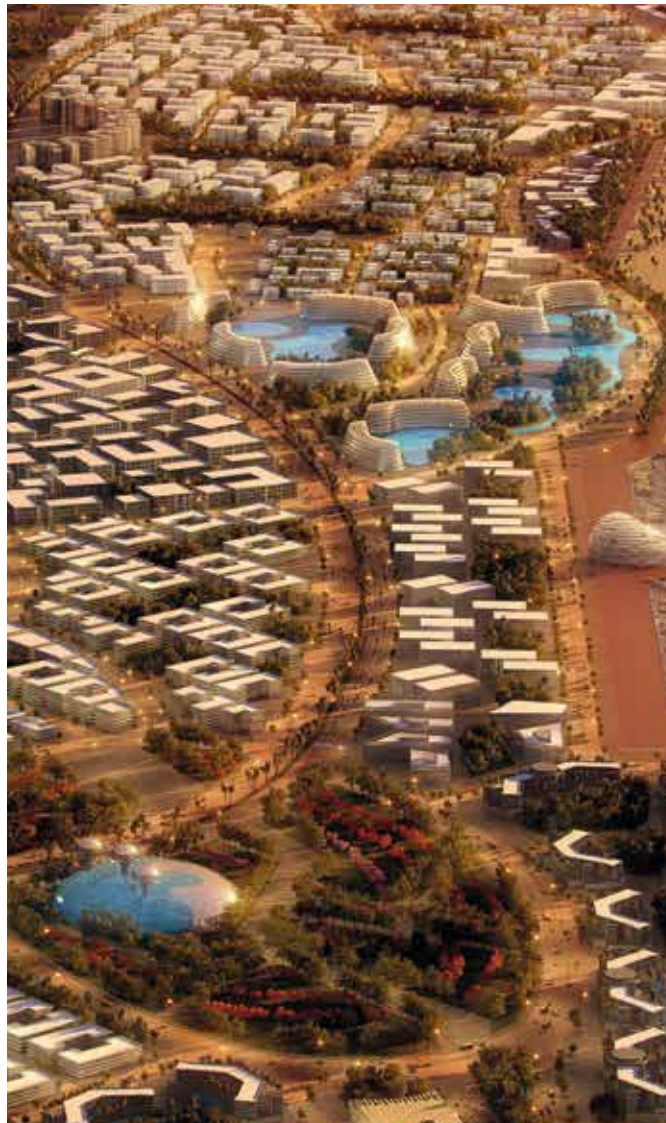
Ghorfa Arab-German Chamber of Commerce and
Industry

Arab-German Yearbook 2019/20

Construction and Consulting

**YOUR SMART FREIGHT SOLUTIONS
LOGISTICS IS OUR PROFESSION**

WWW.OLS.DE



For nearly 70 years, the companies of **Dorsch Gruppe** have been respected consulting and engineering partners for industrial clients, private investors and public institutions. The Dorsch Gruppe with more than 2,000 employees is Germany's largest independent planning and consulting company. Our experts work in a future oriented and quality conscious way for people in all Arab countries. They offer an entire performance spectrum in the fields of project development, infrastructure, architecture, airports, oil and gas, urban planning, water, transport and environment as well as asset management and operation maintenance.

