



# Arab-German Yearbook 2020/21

*Construction, Energy and Consulting*





For seven decades DORSCH GROUP is the engineering partner in various domains for industrial clients, private investors, and the public sector when it comes to implementing investment projects. First-class technical solutions, consistency of costs and adherence to schedules have always been our goal for the planning and implementation of each type of construction projects.

DORSCH GROUP's head office is located in Frankfurt, Germany, and deals with both the domestic and foreign markets. Our company maintains branch offices and subsidiaries in Germany, Europe, Middle East, Asia and Africa and has also a share in some affiliate companies worldwide.

Our worldwide Dorsch offices have approx. 2,600 permanent employees plus freelancers including engineers, architects, designers, project managers, economists, environmental, planning specialists and others who represent the company's real capital. Participation in interdisciplinary teams, coupled with the incorporation of experiences gained from multidisciplinary projects in more than 140 countries, ensures continuous thrusts of innovation.

Since 1987, DORSCH Middle East is providing through its utilization of its multinational and multidisciplinary team of over 1,600 permanent employees, premium integrated solutions for local and regional clients with full appreciation of the local and regional market needs through its regional office in Abu Dhabi.

We offer a complete performance portfolio in the fields of:

- ▶ Aviation
- ▶ Industrial Engineering
- ▶ Marine Engineering
- ▶ Project Management
- ▶ Design Management
- ▶ Construction Management
- ▶ Building and Commercial Property
- ▶ Land Development, Urban Design and Urban Infrastructure
- ▶ Landscaping and Irrigation
- ▶ Water and Wastewater
- ▶ Operation & Maintenance
- ▶ Oil and Gas
- ▶ Transportation and Intelligent Transport Systems
- ▶ Highways and Bridges
- ▶ Geographical Information Systems
- ▶ Green Building and Sustainability
- ▶ Renewable Energies and Environment
- ▶ Assets and Facility Management

# Arab-German Yearbook 2020/21

Construction, Energy and Consulting

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# Preface

Advanced Technology is the key ingredient to success in the future. Smart Construction showcases technology, digitalised energy transitions, innovations and trends that are transforming society. The 10th edition of the Arab-German Yearbook "Construction, Energy and Consulting" sets its focus specifically on development topics, where different chapters focus on the idea of the creation of a future that is secure, environmentally-friendly, and economically successful.

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.

To ensure a balanced and sustainable exchange, they are exporting first-class products and 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 worldwide. This is exemplified by the execution of infrastructure projects, as well as in sustainable environmental and energy projects.

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. German companies play a major role in the context of technical advancements and innovative service solutions, as well as in concepts for improved energy efficiency and diversification plans for energy sources and can offer a sustainable contribution to this development. 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. Nancy Ishak for her commitment and dedication to the publication and also Mr. Fadhl 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*

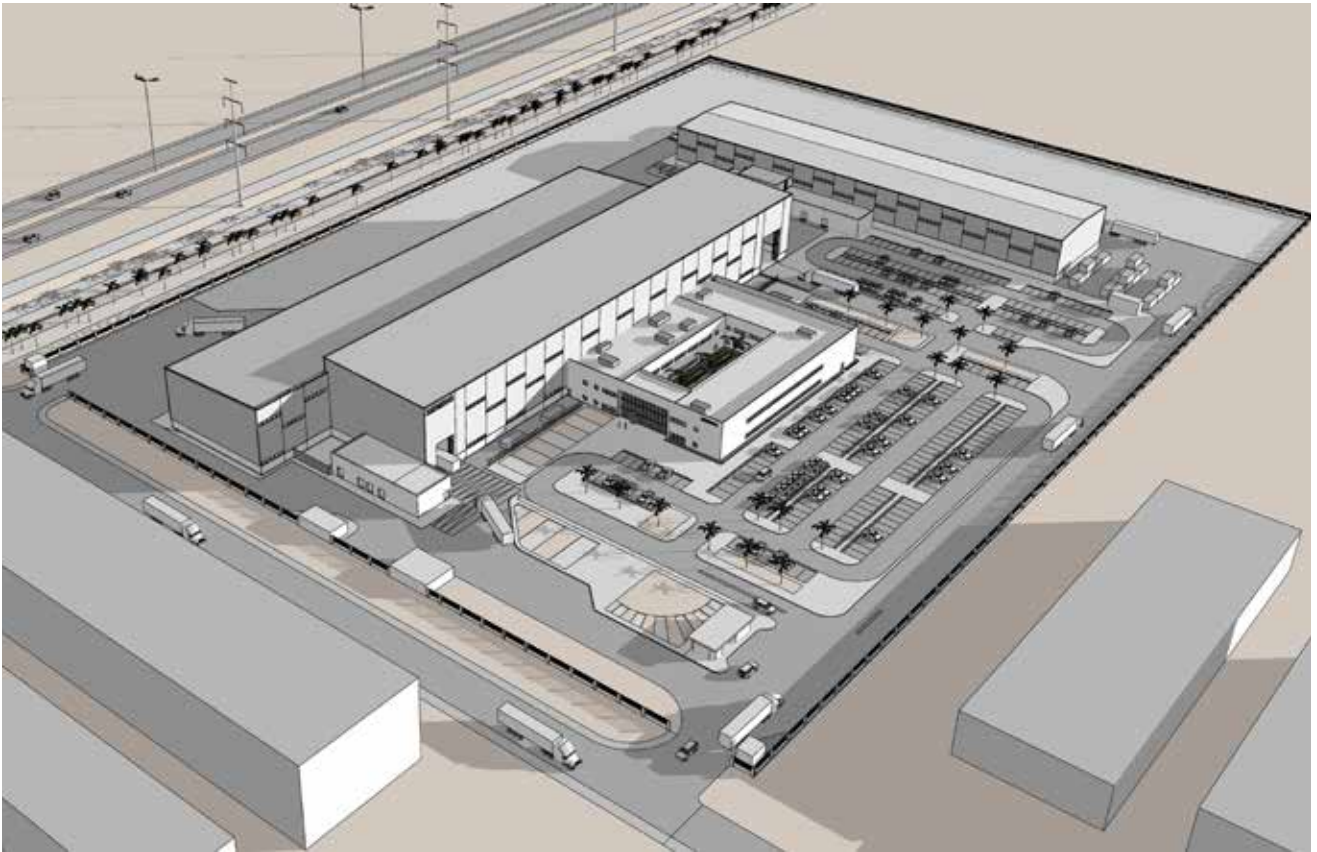
*» Even when we were faced with curfews and lockdowns in Saudi Arabia, we managed to fulfil our commitments to ensure short turnaround times for important assets in our own facilities as well as more than 40 project sites in the Kingdom. «*

Mahmoud Sulaimani, Managing Director of Siemens Energy Saudi Arabia, Siemens AG





## Urban Energy Efficiency



© Siemens energy

# Siemens Energy's Damman hub expansion to enhance local manufacturing

## Siemens AG

Mahmoud Sulaimani, Managing Director of Siemens Energy Saudi Arabia, reveals his company's plan to expand the Siemens Damman Energy Hub (SDEH). Located in the Eastern Province of Saudi Arabia, the SDEH is one of the largest facilities of its kind in the region.

Mahmoud Sulaimani, Managing Director of Siemens Energy Saudi Arabia, reveals his company's plan to expand the Siemens Damman Energy Hub (SDEH). Located in the Eastern Province of Saudi Arabia, the SDEH is one of the largest facilities of its kind in the region.

For around a century, Siemens has provided products, solutions and services across significant parts of the energy value chain in the Kingdom of Saudi Arabia and the newly spun-off Siemens Energy is planning to continue that legacy going forward.

As a testament to our commitment to the Kingdom, Siemens Energy in Saudi Arabia is in the process of one of our largest expansions in the country at the Siemens Damman Energy Hub (SDEH). It is where the first "made in KSA" gas turbine was assembled in 2016.

Throughout the years we expanded the SDEH to include locally assembled compressor trains and we are planning to expand further in the coming years which will allow us to increase local content and personnel to support the plant activities.



© BASF

# BASF supplies sodium nitrate for the world's biggest concentrated solar projects in Morocco and the UAE

## BASF

Solar thermal power plants turn the sun's energy into electrical energy. Their major advantage: with heat storage systems, they are also able to supply electricity when the sun isn't shining. Discover more about this environmentally friendly technology which experts predict has a bright future.

Renewable resources, such as solar energy, are playing an increasingly important role in the supply of power across the globe. As described by the United Nations Sustainable Development Goals (SDGs), the world needs to move towards the efficient use of sustainable energy. Nowadays, access to energy is also becoming key to preventing disease and fighting pandemics. Furthermore, as we are moving

towards rapid urbanization, the need for sustainable cities and communities is essential.

## Sun as a source of energy

Photovoltaic and solar thermal power technologies use the sun as a literally inexhaustible source of energy. While





Legend: Sodium nitrate of the highest purity: In solar thermal power plants, this melted salt from BASF stores the sun's energy, which can be converted into electrical energy when needed. © BASF

in the solar industry, sodium nitrate is primarily used in the processing of glass and foods.

## About BASF

At BASF, we create chemistry for a sustainable future. We combine economic success with environmental protection and social responsibility. More than 117,000 employees in the BASF Group work on contributing to the success of our customers in nearly all sectors and almost every country in the world. Our portfolio is organized into six segments: Chemicals, Materials, Industrial Solutions, Surface Technologies, Nutrition & Care and Agricultural Solutions. BASF generated sales of €59 billion in 2019. BASF shares are traded on the stock exchange in Frankfurt (BAS) and as American Depositary Receipts (BASFY) in the U.S. Further information at [www.basf.com](http://www.basf.com).



Salma Mesbahi  
*Communications and  
Advocacy Manager, North  
and Francophone West Africa*

BASF



## SOLUTIONS ALONG THE ENTIRE VALUE CHAIN

### Pipeline, plant and network construction

- EPC-contractor for
  - oil & gas pipelines and plants
  - pipelines for water and chemical products
  - high voltage power grids
  - glasfiber networks
- From planning and construction to commissioning and maintenance

### Sector "Drilling Technology"

- Drilling rigs for hydrocarbon and geothermal exploration
- HDD rigs for trenchless pipe laying
- Integrated execution for drilling services by DrillTec GUT GmbH Großbohr- und Umwelttechnik, a subsidiary of STREICHER

The **STREICHER Group**, with approx. 3,500 employees worldwide, carries out large-scale projects in different sectors, such as **Pipelines & Plants, Mechanical Engineering, Civil & Structural Engineering** and supply of **Construction Material**.

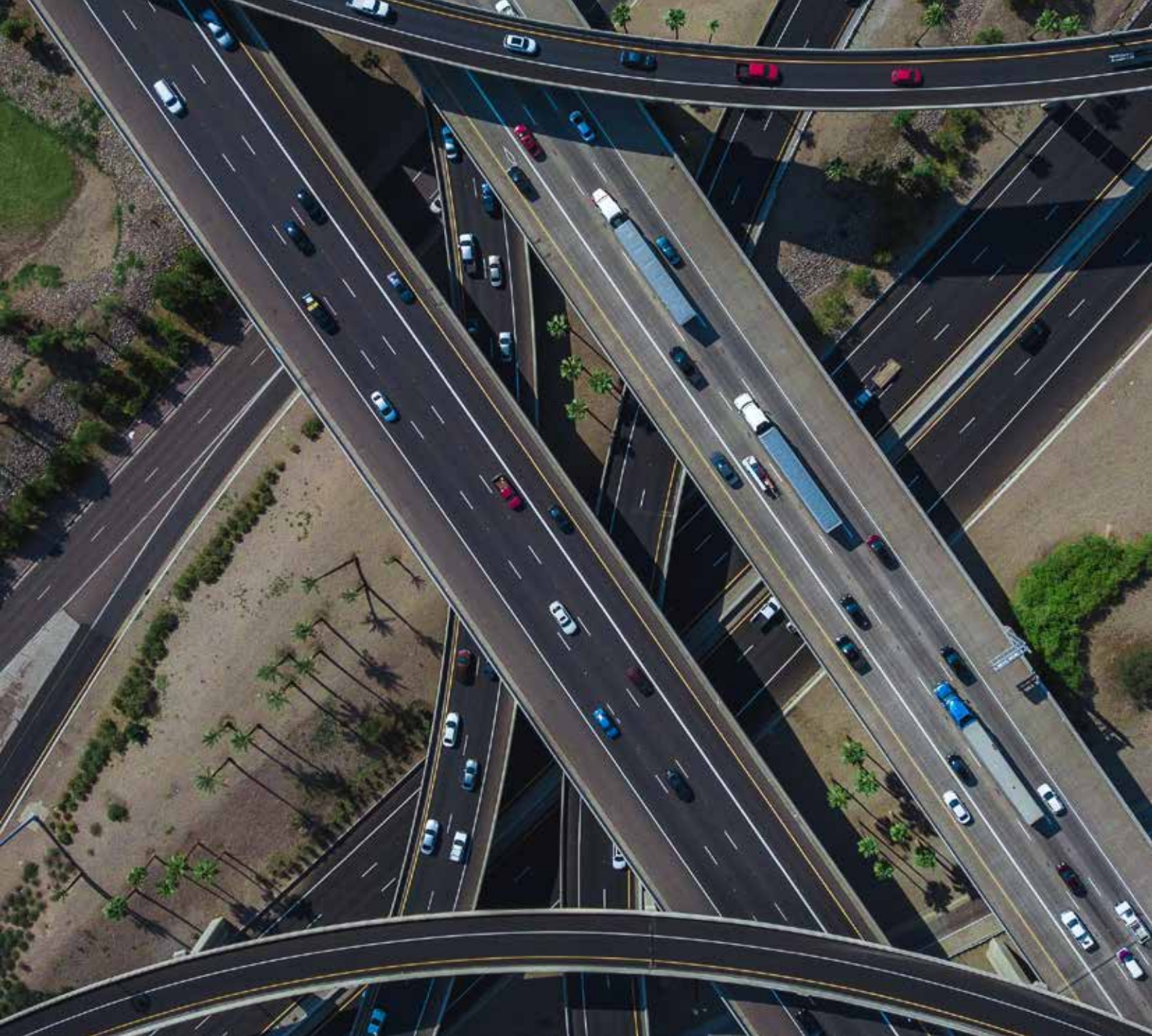
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 **STREICHER Group**



*» At present, a mobile mapping project in Munich is using the imagery in the infra3D Web-Client to capture, for example, 140,000 trees as a basis for the oversight of traffic safety. The city of Vellmar is using survey images to make an inventory of streetlights and Vienna is using the infra3D Service to survey street advertising. «*

Tarek Zein, International Director, Hansa Luftbild AG



## Urban Transport and Logistics





Photo 1: Berlin - Aerial View © Hansa Luftbild AG / iNovitas AG

# Digital Street Survey in Berlin using Mobile Mapping

## Hansa Luftbild AG

Berlin has over 6,000 km of streets. Hansa Luftbild has recently surveyed its southern districts using vehicular mobile stereo imaging systems. The aim was to produce highly accurate survey photos for street inventories and the assessment of street conditions. The data will also be used as the basis for traffic routing and control, pedestrian navigation systems and metropolitan and heavy transport management.

## Introduction

The Berlin Senate administers the city's traffic network. The requirements placed on a modern city administration make a systematic and uniform survey of the street and road network essential, in order to generate a digital twin of the network. The determining factors in selecting a meth-

odology were time required, and measurement accuracy at the highest level.

The data had to correspond to the relevant guidelines as in "recommendations for maintenance management of inner city streets" and be input into the traffic management system.



Oleg Zhukov © Fotolia

## Dubai Metro runs with smart Wilo pumps & Systems

### Wilo

The Dubai Metro is the world's largest driverless railway system, with 75 kilometers of rails, 49 stations and 87 trains. More than 512,000 commuters make use of the Dubai Metro Red and Green lines every day. The metro has a frequency of 4 minutes during peak times and has a capacity of over 15,000 passengers per direction and hour. The Dubai Metro is owned by the Road & Transportation Authority (RTA) of Dubai and was established in September 2009 (red line) respectively 2011 (green line).

The Dubai Metro celebrated its 10th year anniversary in 2019 from its first operation back in 2009 and is serving over 200 million passengers per year. More than 800 Wilo pumps and systems were supplied for the Phase 1 project, ensuring the air conditioning, water supply, and the discharge of wastewater in each of the 49 stations. Naming a

few of the Wilo pumps and systems that are of booster sets, pressurization units, as well as chilled water and submersible pumps installed specifically are the following: Wilo-CronoTwin-DL glanded in-line pump for pumping cooling water, Wilo-SCP split case pump for pumping process water, Wilo-FA submersible sewage pump for pumping sewage,



# 50 SUSTAINABILITY & CLIMATE LEADERS

A RACE WE CAN WIN 

# wilo

**The Wilo Group is one of the “50 Sustainability & Climate Leaders” worldwide and is involved in the global sustainability and climate protection initiative of the United Nations and Bloomberg and TBD Media Group.**

As a leading supplier of pumps and pump systems, Wilo contributes to supplying people all over the world with water in an intelligent, efficient and climate-friendly way. The core of our sustainability strategy is to supply more people with clean water while reducing our ecological footprint. By 2025, for example, 100 million people should have better access to clean water.

All 50 sustainability and climate leaders are using their pioneering role to take effective measures to slow down the climate change. As a climate protection company, Wilo contributes to solving global challenges and is committed to the United Nations’ goals for sustainable development (SDGs).

# DB Engineering & Consulting



Simulation Abu Dhabi Metro © atelier4d Architekten

## Head of Company:

Niko Warbanoff joined the Management Board of DB International GmbH in 2010 and in 2016 was appointed Chairman of the Board of Managing Directors of DB Engineering & Consulting. In his role as CEO of DB E.C.O. Group, he is also responsible for DB International Operations GmbH and furthermore is Vice-Chairman of Etihad Rail DB LLC, known as the first certified and fully integrated heavy-rail Operations & Maintenance (O&M) services provider in the UAE.

**Year of Foundation:** 1966

**Annual Turnover:** Revenue of 600 million Euros

**Employees:** over 5000

## Products:

Product portfolio for Design, Construction Supervision, Consulting, Project management, Testing and Commissioning, Environmental & Geo Services

## Production Facilities:

Headquarters are based in Berlin, Germany; worldwide represented on all continents with projects in over 100 countries since 1966

## Research and Development:

Building Information Modeling (BIM); digital diagnostics and analysis solution for railway condition monitoring and predictive maintenance ("DIANA"); latest technology such as 3D laser scanning, ground-penetrating radar for non-destructive testing and aerial images taken by multicopters

## Business Activities in the Arab countries:

Abu Dhabi Metro, UAE; Transferring transportation from road to rail (Etihad Rail Network), UAE; Al Haramain High Speed Rail Project, Saudi Arabia; Al Mashaer Al Mugadasah Metro, Mecca, Saudi Arabia; Automated People Mover at Princess Nourah bint Abdulrahman University, Saudi Arabia; Integrated Railway Project QIRP, Qatar

*» The mobility management of pilgrims is intended to plan the mobility management program and the timetables for the process in all stages «*

Dr. Khaled Emam, Managing Director of BW Engineers Emirates, BW-Engineers Emirates



## Planning Urban Security





Tawaf During The Exceptional Hajj Season 1441 H

## The Development and Operation of Tafweej and Mobility Management for Hajj System

### BW-Engineers Emirates

In November 2019, The Ministry of Hajj and Umrah awarded the Development and Operation of Tafweej and Mobility Management to Umm Al Qura University for a two-year contract. The University, in Partnership with BW-Engineers Emirates, developed the Comprehensive Tafweej and Mobility Management for Hajj System

### Background:

Allah Almighty bestowed our country honour of serving the Two Holy Mosques and those performers of pilgrim, Umrah, and visitors. It harnessed all potentials and energies for performing their rituals easily and in a convenient way that achieves their security and safety and increases the satisfaction of the pilgrims and the Umrah performers, which is a noble goal that cannot be achieved only through comprehensive and integrated system for all stages of Hajj, Umrah and visits – in accordance with the honourable noble directives of the Custodian of the Two Holy Mosques - King

Salman bin Abdulaziz and His Crown Prince Mohammed bin Salman - may God protect them. The Ministry of Hajj and Umrah in all its sectors do not spare an effort to achieve that goal in convenience with the framework of an integrated work system with all State agencies working on hosting Al - Rahman guests, all within the framework of the Kingdom's Vision 2030.

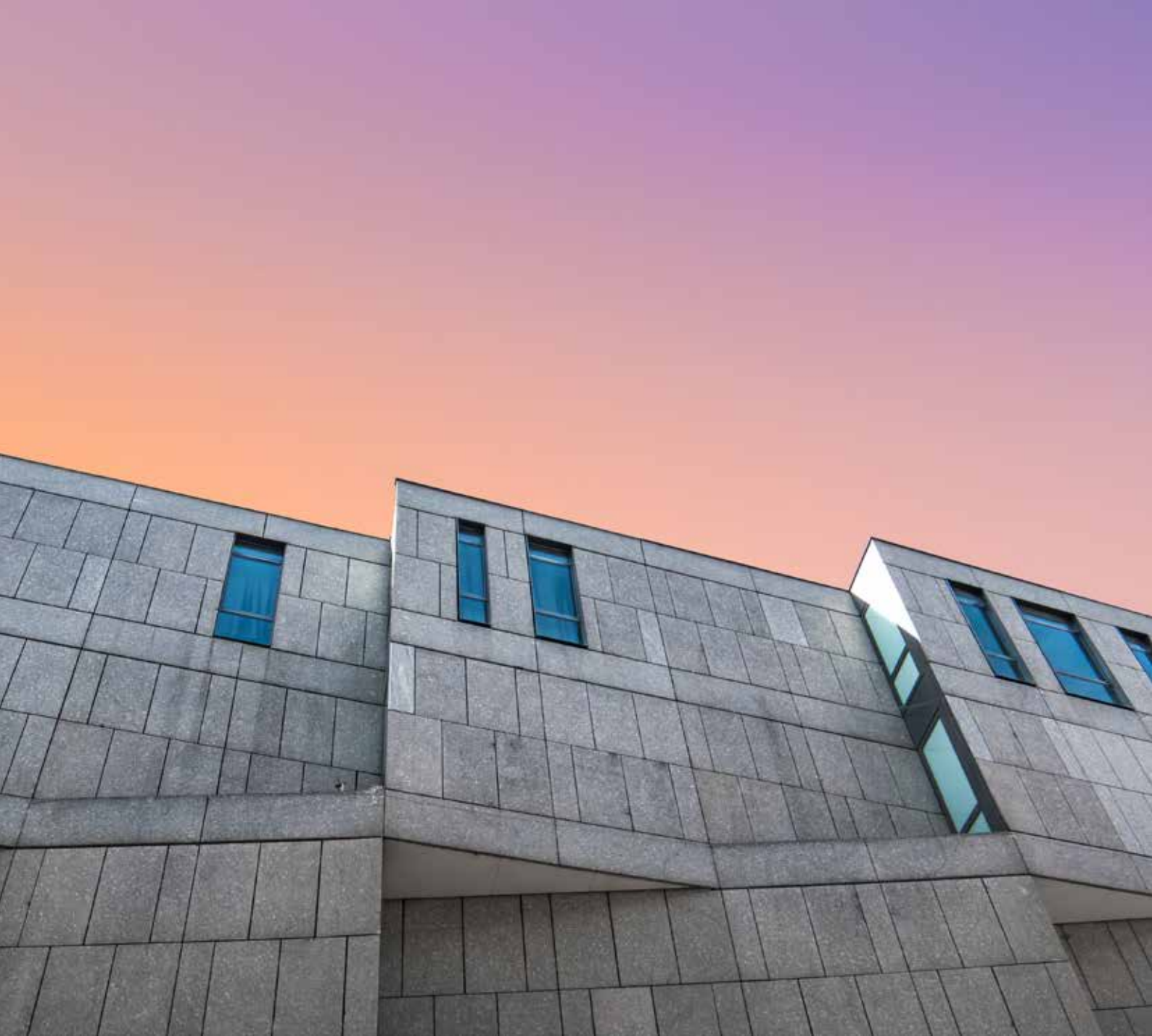
In an effort to implement quality standards and performance measures on serving crowd movement and within the framework of the Government of the Kingdom of Saudi Arabi's keenness, may God protect it, - to develop the Taf-



*» The Red Sea Project will open new possibilities of added value, create jobs for around 35,000 people directly and an equivalent number of jobs in the wider community as well as cultivate entrepreneurial activity in a rural area without any notable industry structures so far. «*

Gianmaria La Porta, Business Area Director Energy & Climate Protection, ILF





## Urban Building & Public Space



# A new standard in the sustainable development of human habitat: The Red Sea Project

## ILF

ILF has a record of 50+ years' experience in engineering and consultancy, especially on the Arab Peninsula. ILF is nominated by the Red Sea Development Company as one of three key consultants in this project and has been awarded with the technical advisory mandate to support the procurement of the utilities systems under a Public Private Partnership structure.

Tourism is a major economic activity in most of the nations worldwide. Increasing international tourist arrivals – currently limited by the travel restrictions due to the Covid-

19 pandemic – made the tourism industry a continuously growing market with excellent forecasts.

In particular, the Red Sea Project will mitigate carbon dioxide emissions, waste production, light and noise pollution aiming to maintain the destination at a level which is equivalent to a marine protected area.

The project is utility self-sufficient and comprises an energy island which is not connected to the grid. The largest battery storage system to date, has a capacity of more than 1 GWh. The energy demand is met 100 percent by renewable energy through photovoltaic and wind power. Also the potable water is produced on-site and the waste water is treated in one circuit in order to generate the maximum efficiency and climate protection. Another set of facilities will enable an integrated solid waste recycling and treatment.

### Summary

This project requires a tremendous amount of energy and resources already during the construction phase. The vision of this project entails a maximum of climate protection and energy efficiency. This will set new standards for sustainable development of human habitat and creates a new category of luxury tourism destinations.




Gianmaria La Porta  
*Business Area Director*  
*Energy & Climate Protection*

ILF



# THE ART OF ENGINEERING.



**50+ years** of engineering  
and consulting excellence  
in Middle East.





© Bauer Lebanon

# Banque Libano-Française Headquarters

## BAUER Lebanon Foundation Specialists s.a.r.l.

BAUER Lebanon is a subsidiary of BAUER Spezialtiefbau GmbH – the world's leading company in Special Foundation. BAUER Lebanon has been established in 1995 and has gained expertise over 25 years in the design and construction of piling works, diaphragm wall works, pre-stressed ground anchors, bracings, grouting and dewatering works.

### Deepest excavation in Beirut safe during explosion

Banque Libano Francaise (BLF) one of the leading banks in Lebanon serving also other countries globally intend to construct an architectural landmark on the coastal highway in Beirut to be utilized as their Headquarters. Having successfully completed the Enabling Works for the "Disaster Recovery Center" of the BLF in 2017, the Client was confident enough to award BAUER Lebanon the challenging Enabling Works for its headquarters in Beirut.

Located in the heart of the capital Beirut, 500 meters away from the Port of Beirut shoreline, BLF intends to construct its headquarters building having nine basement floors underground and twelve stories above the ground level. The building will be constructed over a plot area of 2,350 square meters and requires a 35-meter-deep excavation, from the ground level, corresponding to approximately 22 meters below sea level.



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*» In large-scale offshore wind farms in the German North Sea and other locations worldwide there is enormous potential for CO<sub>2</sub>-neutral production of green hydrogen «*

Klaas Oltmann, Director Business Development, Tractebel Overdick GmbH





## Renewable/Conventional Energy



The platform model from Tractebel contains a complete plant for the industrial production of CO<sub>2</sub>-neutral “green” hydrogen from offshore wind energy © Tractebel

## Boost for the energy transition: 400 MW offshore hydrogen production takes system to new levels

### Tractebel

Putting the brakes on climate change and meeting the challenges of the energy transition is now more urgent than ever. Tractebel offers a solution. An experienced team of energy experts from Tractebel Engineering GmbH and offshore engineers from Tractebel Overdick GmbH have developed a unique concept for an offshore platform. This makes it possible to produce environmentally friendly “green” hydrogen from offshore wind energy at an industrial scale using electrolysis. Delivering up to 400 MW, this kind of plant exceeds the output of previous technologies many times over. This future-oriented concept is already at the stage where it could be put into practice today.

Using an innovative offshore platform as the basis, it enables a number of tasks to be solved simultaneously. First, it enables the proportion of “green” hydrogen (H<sub>2</sub>) in the energy mix to be effectively increased on a CO<sub>2</sub>-neutral basis. Second, the wide range of options for transporting H<sub>2</sub> provides relief for the electricity transmission grid, the capacities of which are limited. And third, H<sub>2</sub> as an

efficient energy storage medium can balance out seasonal fluctuations in renewable energy sources.

### Enormous potential

Hydrogen can play an increasingly important role in the energy mix because it serves as an efficient form

*» Even though COVID-19 had a negative impact on the global economy and with it a wide array of businesses across a multitude of sectors, including Engineering Consultancies, some firms are holding steady, if not continuing to improve, on their output. «*

Hany Labib, Director, External Operations, Dorsch Group





## Special Topics





## Excelling during a Pandemic

### Dorsch Group

COVID-19 had significant adverse effects on the global economy and was responsible for a wide array of disruptions to numerous businesses, but through the implementation of Crisis Management & Business Continuity Plans some firms were not only able to minimize the Pandemic's adverse effects on Business Continuity but rather to maintain, if not improve, their overall productivity & efficiency, thus excelling during a Pandemic.

Even though COVID-19 had a negative impact on the global economy and with it a wide array of businesses across a multitude of sectors, including Engineering Consultancies, some firms are holding steady, if not continuing to improve, on their output. In this article, we will describe how the Middle East & Africa Regional Office, and branch regional offices, of a specified International Engineering Consultancy

have succeeded in excelling during this pandemic and withstanding its economic pressure. We will elaborate on specific segments of a well-executed Crisis Management & Business Continuity Plan (BCP) inclusive of how this plan evolved and its effects on maintaining, and in some cases improving, overall productivity. Following this we will provide examples of well rendered Engineering Consultancy Services on

# REMA TIP TOP AG



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

## Protecting the Most Valuable Resource in the World

REMA TIP TOP's protective lining solutions for water treatment

Drinking water is one of the most important natural resources in the world and ensuring that it is of drinking quality is a challenge for many industries. From the transport and storage of drinking water to the desalination of seawater and treatment of contaminated water, REMA TIP TOP offers a broad range of systems for the lining of process vessels, reactors, filters, pipes, pumps, basins and tanks for the water treatment, desalination and food processing industries.

*Dr. Tobias Braun, Head of Sales and Projects at REMA TIP TOP, with a short insight into the specifications of this industry.*

### Dr. Braun, what are the challenges when working with water?

In most countries around the world, drinking water is one of the most intensively controlled commodities. When working with water, there are numerous regulations and requirements that apply worldwide to ensure the water is of drinking quality. In addition, there are also strict requirements around the elements that the water comes into contact with, whether its extracted from springs, wells or from the surface during desalination.

### What solutions does REMA TIP TOP offer its customers?

REMA TIP TOP offers a comprehensive portfolio of products and systems for the water industry for protective lining and coatings of process vessels, reactors, filters, pipes, pumps, tanks and other steel or composites structures.

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Desalination plant in Dubai © iStock.com/Stanislaw Sablin

Our relevant products are compliant with the FDA certificate from the US Food & Drug Administration, the KTW and WRAS German and British water approvals, and the DVGW W270 approval for hygienic safety.

### Which projects have you realized with your products?

With our CHEMONIT 20 KTW product, a rubber lining based on natural rubber and compliant with all of the above regulations, we have already lined over 10,000m<sup>2</sup> of tanks, basins and filter tanks across a range of water treatment plants. Additionally, we have applied almost 40,000m<sup>2</sup> of CHEMONIT 181 to customers worldwide across water treatment and food processing plants, a rubber lining based on polyisoprene as well as styrene butadiene rubber.



Dr. Tobias Braun  
Head of Sales and Projects

REMA TIP TOP



# Ghorfa

BUILDING BRIDGES  
BETWEEN GERMANY  
AND THE ARAB WORLD

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# Ghorfa Arab-German Chamber of Commerce and Industry

## Building Bridges between Germany and the Arab World

Times are challenging but Arab-German business relations are deeply rooted, stable and full of opportunities. The trade balance between Germany and the Arab countries reached EUR 44.3 billion in 2019. While the Covid-19 pandemic and the resulting sharp fall in oil prices placed the entire Arab world under unprecedented challenges, opportunities still remain, especially in the healthcare sector. Cooperations between Germany and the Arab world are a strong foundation to tackle challenging situations like the current one together, thus shaping a safe and prosperous future.



### 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.

## 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.



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.



## 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.

## 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

## 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

## 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:

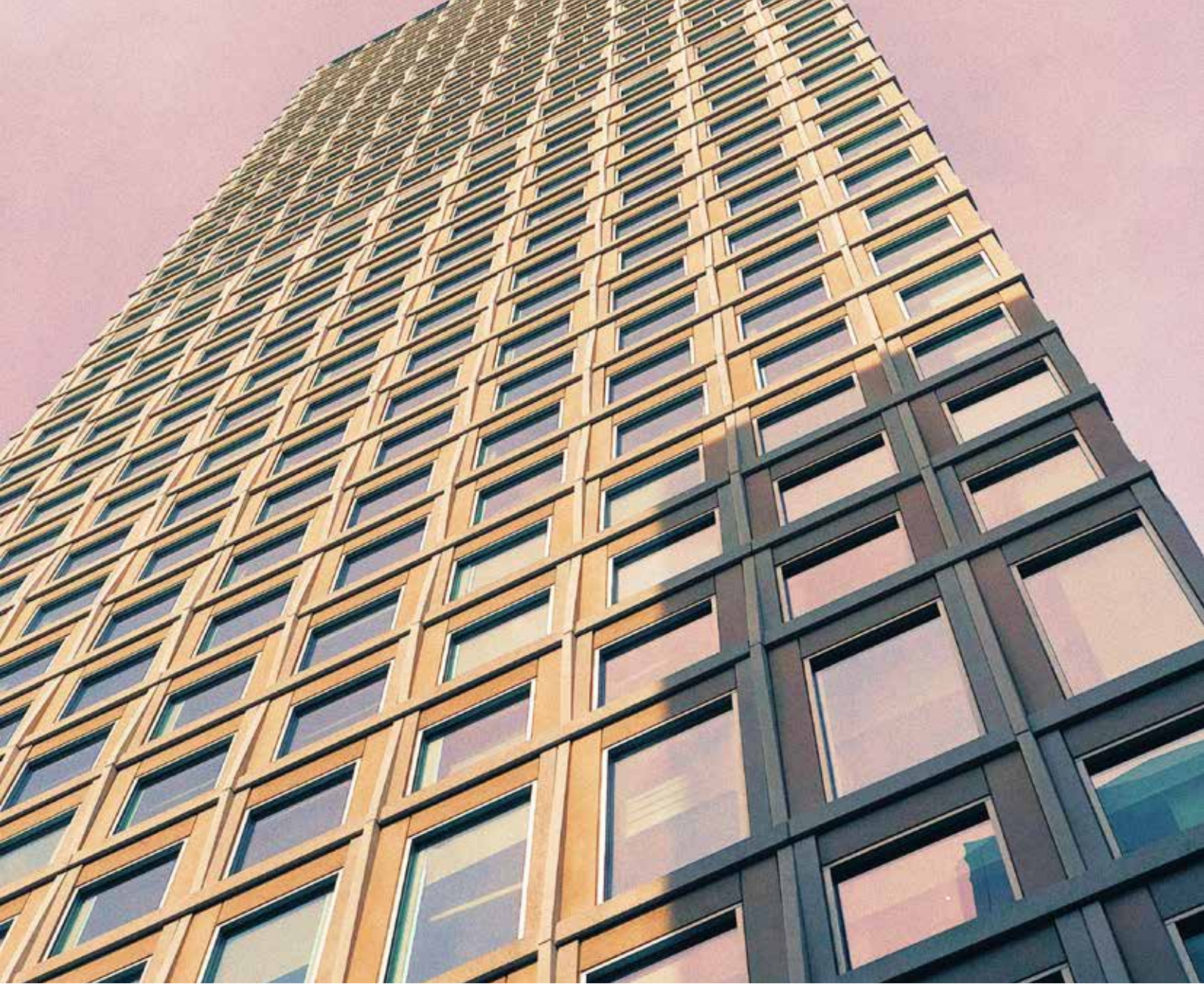
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# CONTRIBUTING COMPANIES AND INSTITUTIONS

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## BASF Maroc S.A

At BASF, we create chemistry for a sustainable future. We combine economic success with environmental protection and social responsibility. More than 117,000 employees in the BASF Group work on contributing to the success of our customers in nearly all sectors and almost every country in the world. Our portfolio is organized into six segments: Chemicals, Materials, Industrial Solutions, Surface Technologies, Nutrition & Care and Agricultural Solutions. BASF has been producing sodium nitrate in Ludwigshafen for over 100 years. Along with its use in the solar industry, it is primarily used in the processing of glass and foods. BASF supplies its salt to all solar tower power plants around the world: clear proof of BASF's outstanding product quality.

Project: Solar Energy Station Noor in Morocco and the UAE  
Contact: Khaldoun Bouacida, Managing Director BASF Maroc and Country Cluster Head North West Africa

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## BAUER Lebanon Foundation Specialists s.a.r.l.

The BAUER Group is a leading provider of services, equipment and products related to ground and groundwater. With over 110 subsidiaries, Bauer operates a worldwide network on all continents.

Project: Banque Libano-Française Headquarters  
Contact: Georges Abdo, Managing Director of BAUER Lebanon and BAUER International FZE - Jordan

The BAUER Group was founded in 1790 and is based in Schrobenuh, Bavaria. In 2019, it employed some 12,000 people in around 70 countries and achieved total Group revenues of EUR 1.6 billion. BAUER Aktiengesellschaft is listed in the Prime Standard of the German stock market.

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Phone: +961 1 875707 / + 961 1 900306  
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www.bauerlebanon.com



## BW-Engineers Emirates L.L.C.

BW-Engineers GmbH has been set up in 2008 with the active support of the State Government of Baden-Wuerttemberg and represents the largest, most capable cluster of consulting engineers in Germany. The head office is located in Esslingen/Germany. In June 2016 BW-Engineers GmbH together with our partner - Dr. Khaled Emam officially registered BW-Engineers Emirates L.L.C. in Abu Dhabi. BW-Engineers Emirates and BW-Engineers Saudi represents the company in the Middle Eastern Region mainly in United Arab Emirates and Saudi Arabia.

Project: The Development and Operation of Tafweej and Mobility Management for Hajj System  
Contact: Dr.-Ing. Khaled Emam, Managing Director

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As a leading engineering and consulting company in the rail sector, DB Engineering & Consulting provides design and realization of infrastructure projects as well as excellent consulting services in all terms of mobility and transport, in Germany and worldwide. Some 5,000 specialists and generalists from 84 nations leverage their expertise and intercultural experience to make each project a success and connect people and markets around the world. DB Engineering & Consulting has realized thousands of projects in more than 100 countries since 1966 and offers sustainable solutions, that help ensure the future success of economic regions and make an important contribution to environmental protection, thereby shaping the world of tomorrow.

Project: Abu Dhabi Metro, UAE; Al Haramain High Speed Rail Project, Saudi Arabia; Integrated Railway Project QIRP, Qatar

Contact: Executive Director, Region Europe and Near and Middle East

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## Integrated services and solutions





Ecolog International is a leading global provider of integrated services and solutions, rapid response, mobile infrastructure, technology, environmental solutions, logistics, supply chain management, facility management, screening and diagnostics. We provide customized offerings to governments, defense and humanitarian organizations and global corporations and are present in more than 40 countries and 150 locations worldwide.

Rapid Mobilization of personnel, assets and technology in times of crisis is an integral part of Ecolog's DNA. Ecolog provides healthcare services and state-of-the-art logistics, offering end-to-end solutions and reliable rapid response to public and private sectors to enhance comfort and safety and to contribute to collaborative combating the COVID-19 pandemic.

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 12,000 + Employees



## Dorsch Gruppe – Middle East

For almost 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 2,600 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, marine, landscape and environment as well as asset management and operation maintenance.

Project: Excelling during a Pandemic  
Contact: Hany Labib, Director, External Operations

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## Hansa Luftbild AG

Hansa Luftbild is an internationally acting solution provider in the fields of Geo Consulting, Project Management, Aerial Surveys, Mobile Mapping, Photogrammetry, Geo Information and Geo Software Services. Founded in 1923, we managed thousands of projects on all continents in more than 130 countries. Our headquarters are located in the city of Muenster in Germany.

Project: Digital Street Survey in Berlin using Mobile Mapping  
Contact: Tarek Zein, International Consulting/Project Manager  
(B.Sc. Geography/Computer Science)

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## ILF Consulting Engineers

ILF Consulting Engineers (ILF) consists of more than 40 international and independent engineering and consulting companies. It operates in 150 countries worldwide with more than 2000 employees who help our clients to execute their energy, industrial and infrastructure projects. ILF has a track record of more than 6,000 successfully executed projects and constantly proves that engineering excellence derives from local presence, excellent know-how and the passion for excelling our clients' expectation.

Project: A new standard in the sustainable development of human habitat: The Red Sea  
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Wilo Middle East

Wilo was founded in 1872 as copper- and brassware factory in Dortmund, Germany, and has evolved from being a local specialist to a global player. The Wilo group is one of the world's leading premium providers of pumps and pump systems for the building services, water management and industrial sectors. Our innovative solutions, smart products and individual services move water in an intelligent, efficient and climate-friendly manner.

Project: Dubai Metro runs with smart Wilo pumps & Systems

Contact: Marcel Burjas, Sales Director Gulf Region, Wilo Middle East

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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 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 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

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## Fire Protection Coatings for Structural Steel



Based on more than 25 years of experience in the field of construction chemicals, AUDAX specializes in individual solutions for the building industry. In March 2016 AUDAX-Keck GmbH merged with Rudolf Hensel GmbH. The aim of the merger is to use current synergies to the benefit of their customers. Under the brand name RENITHERM® innovative fire protection coatings for indoor and outdoor use on structural steel, tested according to British Standard BS476 : Part 21 are offered. Also available: Fire protection coatings for concrete, wood, electrical cables and joints. The merger with Hensel provides access to RENITHERM®, HENSOTHERM® and HENSOMASTIK® fire protection coating systems and will therefore benefit from both companies' decades of experience and in full compliance of EN ISO 9001 standard.

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Siemens Energy

Siemens Energy is one of the world's leading energy technology companies. The company works with its customers and partners on energy systems for the future, thus supporting the transition to a more sustainable world. With its portfolio of products, solutions and services, Siemens Energy covers almost the entire energy value chain – from power generation and transmission to storage. The portfolio includes conventional and renewable energy technology, such as gas and steam turbines, hybrid power plants operated with hydrogen, and power generators and transformers. More than 50 percent of the portfolio has already been decarbonized. A majority stake in the listed company Siemens Gamesa Renewable Energy (SGRE) makes Siemens Energy a global market leader for renewable energies. An estimated one-sixth of the electricity generated worldwide is based on technologies from Siemens Energy. Siemens Energy employs 91,000 people worldwide in more than 90 countries and generated revenue of around €29 billion in fiscal year 2019. [www.siemens-energy.com](http://www.siemens-energy.com).

Project: Siemens Energy's Dammam hub expansion to enhance local manufacturing

Contact: Mahmoud Sulaimani, Managing Director of Siemens Energy Saudi Arabia

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MAX STREICHER GmbH & Co. KG aA

Pipeline and plant construction is one of STREICHER's core competencies. As an EPC contractor for oil and gas pipelines and plants as well as water pipelines and pipelines for chemical products, STREICHER carries out all services from planning and construction to commissioning and maintenance. The STREICHER Group employs more than 3,500 people worldwide.

Contact: Maximilian Hofmann, Managing Director

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Tractebel

Tractebel is one of the world's leading engineering companies with more than 150 years of experience in energy, water and urban projects. By combining strategy, design and engineering into one fully-integrated service, Tractebel's 5,000 experts deliver game-changing solutions for a sustainable future. Lahmeyer was acquired by Brussels-based Tractebel in 2014. Customers such as development banks, energy ministries and water and energy supply companies benefit from the combined strength of the group. Tractebel is part of ENGIE, based in Paris.

Project: 400 MW offshore hydrogen production takes system to new levels

Contact: Anna JABLONIEC-GRÜGER  
Business Development Energy Division

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# Arab-German Yearbook 2020/21

Construction, Energy and Consulting



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