



Arab-German *Business Directory* 2016/2017



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Arab-German *Business Directory* 2016/2017

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Cities in The World”**
according to the Financial Times Global
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SHARJAH INVESTMENT AND
DEVELOPMENT AUTHORITY

حكومة الشارقة
GOVERNMENT OF SHARJAH

Message of Greeting

from Sigmar Gabriel

The Arab countries and Germany have a long-standing tradition of deep friendship. The current refugee crisis in the Arab countries and in Europe reminds us that Germany and the Arab world share a common destiny. Germany supports the Arab countries when it comes to both mastering the refugee crisis and peacefully tackling its causes in the conflict in Syria. In the long term, we can solve the refugee crisis only if we further promote the economic integration and the stabilisation of our Arab partner countries.

Ghorfa, the Arab-German Chamber of Commerce and Industry, is making a major contribution to this. It is a reliable partner and has for many years brought German and Arab companies together, enabling the people and countries of both regions to get to know each other better not least in the context of the establishment of business contacts. I want to thank Ghorfa for this contribution to deepening the understanding between Germany and the Arab countries at the economic and social levels.

This year, the United Arab Emirates (UAE) is the partner country of the 19th German-Arab Business Forum organised by Ghorfa. In the UAE, two generations have been experiencing an unprecedented transition from a pre-industrial to an urban, technologically modern society. The UAE relied on economic diversification long before the current drop in oil prices; it is a major partner for German enterprises in the fields of logistics, trade fairs, financial services and many other areas. The UAE is one of Germany's most important trading partners in the region.

During my visit to Abu Dhabi in March 2015 together with a large delegation of German business representatives, I was able to see for myself how the UAE is characterised by a unique economic dynamism.

German companies are known for their first-class quality and comprehensive services and are world leaders in many areas. This applies to the traditional fields of mechanical engineering, plant construction and vehicle manufacturing, but also to environmental and modern building technologies, telecommunications equipment, desalination plants and the use of renewable energies. And that is not all: they provide engineering services that are tailored to the customers' specific needs and they train and employ local workers and transfer technological expertise.

In 2015, the volume of trade between Germany and the Arab countries totalled around 50 billion euros. Arab investors are welcome partners in Germany. They can draw on good experience, for example in holdings in large German firms, and increasingly also in our smaller companies. I can see some big opportunities for both sides in terms of cooperation between smaller companies in particular.

The Federal Ministry for Economic Affairs and Energy is promoting this partnership of equals between Germany and the Arab world. We are standing by the side of the countries of the Arab region that are constructively contributing to the establishment of sustainable economic and political structures.

Sincerely yours,

Sigmar Gabriel

Federal Minister for Economic Affairs and Energy



Preface

by Dr. Peter Ramsauer and Abdulaziz Al-Mikhlafl

Dear Members and Friends of Ghorfa,

We are pleased to present the Arab-German Business Directory 2016/2017. With successful editions of the last nine years, the Business Directory has become the “who is who” for Arab-German business relations.

Germany and the Arab countries traditionally have good business ties. Trade volume has more than doubled since 2002, reaching around 52 billion euro in 2015, achieving a 2 billion increase from 2014. This very encouraging development of business relations is further strengthened by the active political support from both sides.

We are pleased to see a sustainable development of Arab-German cooperation. The growing number of members within the Ghorfa network reflects the intensification of Arab-German business relations. We are grateful for this development. It shows the high interest in the opportunities that our chamber and its network represent, and inspires us every day in our work.

The Ghorfa Arab-German Chamber of Commerce and Industry is the competence center for business relations between Germany and the Arab world. For almost 40 years the chamber is committed to promoting business relations in the fields of trade, industry, finance and investment between Arab and German business partners.

These close connections and effective collaborations enable the Ghorfa to deliver a broad portfolio of high-quality services to its members in order to strengthen business relations among its members and within the wider Arab-German business community. Our main focus is to enhance networking, as well as to provide consulting and information.

Every year, the Ghorfa hosts the most important platform for the initiation and promotion of promising business opportunities between German and Arab business partners: The Arab-German Business Forum. Around 600 high-ranking business leaders and political decision-makers participate every year. Moreover the Ghorfa hosts conferences on different industry sectors such as health, energy and education, organizes delegation visits for both sides, facilitates participation at trade fairs, publishes numerous reference books, connects matching business partners and provides comprehensive business intelligence and detailed information on market players and products.

Based on traditionally strong business ties between Germany and the Arab world, we are convinced that there still is an impressive potential for new business opportunities on both sides. For these reasons, we sincerely hope that this edition of the Arab-German Business Directory will serve as an inspiration and provide companies with a lot of valuable information and new contacts.

We would like to thank all our members and cooperation partners for their invaluable contribution to achieve our common goal of strengthening Arab-German cooperation.

We wish you the best of success for all your endeavors and are looking forward to welcoming you soon at one of our events.



Dr. Peter Ramsauer
President
Federal Minister ret.

Abdulaziz Al-Mikhlafl
Secretary General

Ghorfa Arab-German Chamber of Commerce and Industry

Building Bridges between Germany and 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 since 1 August 2000, it is located in Berlin. For almost 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 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. The Ghorfa operates under the umbrella of the Arab League and the General Union of Chambers of Commerce, Industry and Agriculture for Arab Countries, our chamber is the official representative of all Arab Chambers of Commerce and Industry in Germany. We work closely with the Arab embassies in Germany, the Arab League and related governmental bodies in the Arab states. It is part of the worldwide organisation of Arab foreign Chambers of Commerce and Industry. The Ghorfa cooperates with German governmental bodies on a federal and regional level and with the most important German industrial associations.

What we do

We actively promote and strengthen business relationships among our members and within the wider Arab and German business community. We pave the way for stronger business cooperation in the fields of trade, industry, finance and investment between Arab and German business partners. Strategic partnerships based on mutual benefits and understanding create new business opportunities to facilitate economic benefits for both sides. We therefore mainly focus on networking, communication and on providing information about relevant economic and industrial developments.



Impressions of the 19th Arab-German Business Forum. (© Mohamed Al-Sauaf)



Our events and conferences serve as great opportunity to network (© Peter Himself)

Networking

- Quick access to economic and political decision-makers
- Connecting with matching business partners
- Forwarding business enquiries to relevant recipients from our database with 15,000 contacts
- Participation 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 round-tables 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 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



Impressions of the 18th Arab-German Business Forum (© Mohamed Al-Sauaf)



H.E. Sultan bin Saeed Al Mansoori, Minister of Economy in the UAE, attended the 19th Arab-German Business Forum. (© Mohamed Al-Sauaf)

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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Arab Countries *Profiles and Company Listings*



ALGERIA

Algeria is the largest African country, located in the north of the continent, on the southern shore of the Mediterranean Sea. It is bordered by Libya and Tunisia in the east and Morocco in the west as well as by Mali and Niger in the south.

Political System, Society and History

Algeria is a presidential republic that achieved independence from France in 1962 after more than a hundred and thirty years of occupation. After independence, it was ruled by the National Liberation Front (FLN) until 1988 – the year, in which a multi-party system was instituted. After a civil war of seven years, Abdelaziz Bouteflika won the presidency in 1999 and started a policy of national reconciliation and social and economic reforms. He was re-elected in 2004, 2009 and 2014.

In the beginning of 2011, there were social and political protest movements which were motivated by the “Arab Spring” in several Arab countries. The protests coincided with a sudden sharp jump in the prices of basic products, such as cereals, bread, fruit, vegetables, sugar, and oil. The Algerian government reacted to these protests by taking several political and social measures. For example, taxes were cut and subsidies on key food products were

increased. On 22 February 2011, the state of emergency that had been in place since February 1992 was lifted.

The ruling FLN won 220 out of 463 seats in the parliamentary elections in May 2012, followed by its ally the National Democratic Rally with 68 seats and the Islamist Alliance with 48 seats. In September 2012, a new government was formed under former Minister for Water Resources Abdelmalek Sellal as Prime Minister. Municipal and provincial elections in November 2012 also saw a shift from Islamist parties toward the FLN. In March 2014, former Minister for Energy and Mines, Youcef Yousfi, assumed office as the new Prime Minister. On 28 April 2014, President Abdelaziz Bouteflika reappointed Abdelmalek Sellal as Prime Minister for a second term. In the beginning of 2016 the constitution was amended to strengthen democracy.

Economic Development

Algeria is a resource-rich country with a comfortable financial situation, which only started to take advantage of its assets. This means that great growth and investment possibilities lie ahead. According to the International Monetary Fund (IMF), the GDP was approximately US\$ 213.5bn in 2014. The GDP growth rate is expected to reach 3.7% in 2016. Since

2001, the country has undertaken efforts to liberalise and modernise the economy by five-year plans. Algeria has also embarked on a five-year development plan valued at US\$ 262bn. With the plan, not only human development, but also the construction of basic infrastructure, the improvement of public services, economic development, the fight against unemployment, scientific research and new communication technologies should be improved. In fact, all of the country's sectors of socio-economic activity are included in the programme. The economy still relies on hydrocarbons, which accounts for about 25% of the country's GDP. The government pursues the goal of diversification, especially to reach an industry share in the economy, which accounts for 5%. According to the IMF inflation amounted to 4.8% in 2015, approximately 4.3% in 2016 and is estimated at 4% in 2017. Algeria has the lowest foreign debt within the MENA countries and according to the IMF, foreign currency reserves were US\$ 151bn by the end of 2015.

Bureaucracy and difficult access to financing are still challenges for doing business in Algeria. Reforms are underway to improve the business climate. Also, to promote investment and attract foreign companies, an inter-ministerial committee was put in place for improving the investment climate and legislation in March 2013.



The new five-year plan foresees a large investment in the construction of ports (© Farhanja Wahabzada)

The Algerian proven crude oil reserves are at 12.2bn barrels and the proven natural gas reserves at 159.1 tcf (trillion cubic feet). Hence, Algeria has the tenth-largest natural gas reserves in the world. Algeria is the most significant natural gas producer in Africa and the second-largest natural gas provider to Europe. Algeria is estimated to hold the third-largest amount of shale gas resources in the world. It is estimated that Algeria contains 707 tcf and 5.7bn barrels of technically recoverable shale gas and oil resources, respectively.

The **oil and gas** sector accounts for about half of the government revenues, around a quarter of GDP, more than 95% of export earnings, and 60% of budget revenues. The dominant position of the hydrocarbons sector makes the Algerian economy highly sensitive to fluctuations in international oil prices and in output. With an estimated amount of 3.9bn barrels of proven oil reserves, Hassi Messaoud is Algeria's largest oilfield, producing more than 400,000 b/d. The total crude oil production is at 1.1 million b/d according to the U.S. Energy Information Administration (EIA). Gas fields discovered in the regions of Illizi, Gourara, Tumat, and the Ahnet Basin and their development may increase the country's export capacity. Also, a new hydrocarbons law was issued, allowing for fracking. The Algerian government plans to invest billions for the exploitation of shale gas in the coming 20 years.

The public national oil company Sonatrach (Société nationale pour la recherche, la production, le transport, la transformation et la commercialisation des hydrocarbures) provides for the delivery of hydrocarbons (crude oil, natural gas, LPG and condensate) through a pipelines network of almost 16,200 km. Algeria has five crude oil refineries and one condensate refinery, with a total nameplate capacity of 523,000 b/d and will be increased over the next years. Five new refineries will be built in the north until 2017.

The **construction sector** is the fastest growing sector in Algeria. The Algerian government has set up ambitious goals for the development of **infrastructure** in the new investment plan 2015–2019. The new plan worth EUR 233.7bn is set up to build upon the achievements of the last five-year plans. Around EUR 37bn are reserved for the con-

struction of roads. Ports are also subject of the ambitious investment plans for the modernisation and development of existing structures. Hence, the investment of EUR 2.3bn is planned for the construction of ports. Algeria has 45 ports in service and 95% of the country's foreign trade goes through ports. The focus for the coming years will also be the development of the railway transportation. In addition, large investment in the **housing sector** is foreseen.

The 2015–2019 five-year plan schedules expenditures on the **health sector**. Under implementation are currently 13 hospitals worth US\$ 3.6bn. Algeria is also planning to develop ten university hospitals. Currently, Algeria has 570 state health facilities with 67,000 beds. The new facilities should add 5,200.

Algeria's **electricity** demand is growing rapidly. Blackouts in the summer are very common. Therefore, a decision on a capacity expansion of 12,000 MW until 2017 was taken. A new programme, which is currently being developed, is planned to replace this decision of 2011 by increasing the capacity expansion. Algeria has also developed a programme for the development of renewable energies and energy efficiency. It stipulates that until 2030, Algeria will have the capacity to produce 22,000 MW from renewables, of which 10,000 MW will be exported. Hence, by 2030, 40% of Algeria's energy will stem from renewable sources, of which 37% are from solar heat and photovoltaics and 3% from wind energy.

Plans to improve the **environment** are also part of the 2014–2019 five-year plan with an investment of EUR 2.8bn. The production and installation of agricultural devices is connected to market benefits due to the subvention support of the Algerian government.

Diversification is essential for Algeria's economic development. Therefore, the government has developed an ambitious strategy to develop the **industry**. This includes incentives for nationals to establish companies, better access to land and facilitation of bureaucratic procedures, which will benefit national and international companies, and preferential treatment for international companies to establish joint-ventures in Algeria. The latter is the case for Renault that is building a factory near Oran in the west, and

Fact File

Country Name: People's Democratic Republic of Algeria
Population: 40.7 million
Area: 2,381,741 km²
Currency: Algerian Dinar (AD),
 1 AD = 100 Centimes
Capital: Algiers
Languages: Arabic (official), French (commercial)

Useful Contacts

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Bilateral Trade Volume 2008–2015

German Imports in EUR million	German Exports in EUR million
2008: 1,735.1	2008: 1,489.4
2010: 693.4	2010: 1,422.4
2012: 1,900.7	2012: 1,858.3
2013: 2,047.8	2013: 2,069.8
2014: 2,523.9	2014: 2,620.6
2015: 1,557.0	2015: 2,451.2

ALGERIA

will benefit of exclusivity for three years after the opening of the factory. This Renault Algeria Production (RAP) produced an initial output of 25,000 cars per year in the first phase which started in November 2014.

Partnership agreements have also been signed with Daimler on three factories: one in Rouiba will produce trucks, buses and mini-buses, the second – in Tiaret – will produce all-terrain and light vehicles and the third – in Constantine – is to produce motors for heavy engines. Progress in attracting foreign investment is also seen in other areas. The Bellara steel factory will be built as a joint venture between Sider Co, the National Investment Fund, holding 51% for the Algerian side, and Qatar Steel and Qatar mining holding 49% for the Qatari side. It will produce and trade 4 million tonnes of steel per year from 2017 on. Investment in the petrochemical industry is progressing too, as the government plans to invest US\$ 36bn until 2020. Algeria's significant cement sector is on a major expansion drive. Industrial des Ciments d'Algerie (Gica) plans to increase the output to 29 million t/y by 2020, with an estimated cost of US\$ 4bn.

Economic Outlook

Algeria is undertaking reforms to shift the economy toward a more market oriented and diversified one. Although the hydrocarbons sector will remain the country's backbone in the medium term, industrialisation and job creation outside the oil and gas sectors are on the agenda. Improving the investment climate therefore is on top of the government's agenda.

The Algerian Chamber of Commerce and Industry contributes to the economic develop-



The Secretary General of the Ministry of Water, Belkateb El-Hadj, gave an overview on the vision and plans of the People's Democratic Republic of Algeria in the water sector during the delegation visit of German enterprises headed by Dr. Peter Ramsauer, President of the Ghorfa and Federal Minister ret. (© Farhanja Wahabzada)

ment in Algeria by joining the efforts of the local chambers in promoting business activities through assisting private companies, delivering useful information and lobbying for business interests with the government.

German-Algerian Business Relations

Due to its vast hydrocarbon resources and its constant need for machinery and investment goods, Algeria is an important trading partner for Germany among the Arab countries. German imports from Algeria were valued at EUR 1.6bn in 2015. In general terms, Algerians hold German products in high regard. The major German export goods that amounted EUR 2.5bn include machinery, vehicles, and electro, technical and chemical goods. The economic ties between Germany and Algeria have strengthened over the last years. Since 2011, a joint economic commission exists that meets every year and deals with all the aspects of economic relations. In March 2015 the declaration of intent on a German-Algerian energy part-

nership was signed. The new partnership harbours major potential for a sustainable energy supply system in both countries. Currently, around 220 German companies operate in Algeria. To strengthen the bilateral business relations, the Ghorfa has organised a German business delegation visit to Algeria headed by Ghorfa-President and Minister ret., Dr. Peter Ramsauer in 2015.

On the occasion of the state visit of H. E. Abdelmalek Sellal, Prime Minister of People's Democratic Republic of Algeria, the Ghorfa in cooperation with the Deutscher Industrie- und Handelskammertag (DIHK) has organised the German Algerian Business Forum 2016 in Berlin on 17 January 2016. Along with the high-ranking Algerian delegation more than 400 Algerian and German businessmen have participated in the event.

Algeria works on its path towards the diversification of its income sources and improvement of the investment climate.



Impressions from the German Algerian Business Forum 2016. The event was organised by Ghorfa in coordination with the Deutscher Industrie- und Handelskammertag (DIHK). (© Schicke)

ALGERIA

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BAHRAIN

Political System, Society and History

Bahrain has long been a successful trading nation and a magnet for international business. Its commercial history goes back more than 4,000 years, when the Dilmun civilisation laid at the heart of the world's trade routes.

Bahrain's economic progress has been built on this tradition of trade and openness. As an established hub for trade and investment, Bahrain was a regional pioneer in a number of areas. For example, Bahrain has been an established **financial centre** for more than 40 years and was the first country in the Gulf Cooperation Council (GCC) to introduce formal **education** for both women and men. Today these trends allow Bahrain to combine an educated national labour force with a diversified economy and a high degree of integration in global commerce.

A new era of political and economic liberalisation in the Kingdom was ushered in with the accession of His Majesty King Hamad bin Isa

Al-Khalifa in March 1999. In 2002, Bahrain transitioned to a constitutional monarchy with an elected parliament and an independent judiciary. Having announced a string of reforms to modernise the government, the reconstitution of a bicameral parliament took place in 2002. The current legislature consists of a lower house, the Chamber of Deputies, which is elected by universal suffrage, and an upper house, the Shura Council, appointed by the King.

Economic Development

The Kingdom of Bahrain is one of the region's most dynamic and accessible economies. In fact, Bahrain is the freest economy in the Middle East and North Africa (MENA) and, directly following Germany which ranks 17th in terms of economic freedom, is 18th in the world according to the 2016 Heritage Foundation Index of Economic Freedom. The report highlights that the Kingdom has made "significant score gains since 1995 when Bahrain was first graded in the Index. Impressive

long-term improvements in financial, investment, and labor freedoms have helped the kingdom transform itself into a competitive trade and financial hub that leads the region in many areas."

Bahrain was the first Gulf nation to discover oil – and later the first to diversify its economy away from oil. Currently **oil and gas** make up approximately 19% of Bahrain's GDP with **financial services** and **manufacturing** making up 17% and 15% respectively. Both are priority sectors for the Kingdom alongside others such as **information and communication technology (ICT)** and **logistics**. Bahrain's economic diversification endeavour has thus been increasingly successful: the **manufacturing** industries in 2015 grew by 5%, and the construction sector experiences a growth rate of around 7%.

Close collaboration between the government and the private sector, a strong focus on education and technical training, efficient administration and investment in world-class infrastructure were essential to this success-



Bahrain Skyline (© Bahrain Economic Development Board / bahrain.com)

ful process of diversification. In Bahrain international investors will find a tried and tested legal and regulatory regime, minimal restrictions on foreign ownership, some of the lowest operating costs in the Gulf, quick and easy connections by air, road and sea to the other five countries of the GCC, and the most highly skilled workforce in the region.

Over the years Bahrain has attracted a number of international businesses which have set up regional headquarters in the Kingdom to access the fast-growing GCC market. Early successes include DHL, which has run one of its major global hubs in the Kingdom for more than 30 years. Total foreign direct investment to Bahrain in 2013 was US\$ 957 million, the stock of FDI (foreign direct investment) in Bahrain amounting to US\$ 18.77bn, according to the UNCTAD World Investment Report 2015.

Bahrain was the first nation in the Gulf to establish a **financial centre**, and after four decades of growth and development the sector continues to thrive. The Kingdom is currently home to more than 400 licensed financial institutions. Testament to the strength of the local workforce and the commitment of the government to deliver high quality education is the fact that of the more than 14,000 people that work in Bahrain's financial services industry today, approximately 66% are Bahraini.

Islamic finance is also a key growth sector for Bahrain, and the Kingdom has one of the highest concentrations of Islamic financial institutions found anywhere in the world and is a knowledge hub for the industry globally. The Kingdom is considered a leader in Islamic finance and advises more than 30 countries on this sector.

Bahrain played a significant role internationally in driving the development of Islamic financial instruments through a number of international organisations based in the Kingdom which are focused on new product development, documentation, and standardisation. These entities include the Accounting and Auditing Organization for Islamic Financial Institutions (AAOIFI), the International Islamic Financial Market (IIFM), and the Islamic International Rating Agency (IIRA).

Bahrain's strategic location as the "Gateway to the Gulf" has been boosted by major new **infrastructure** developments such as the US\$ 280 million Bahrain Logistics Zone (BLZ) – the region's first boutique value-added logistics area focusing on re-export and value-added activities – the adjacent US\$ 360 million Khalifa Bin Salman port (KBSP) – managed by APM Terminals and which offers the region increased capacity and modern facilities to meet the rising demand for cargo transport – and the 2,500,000 m² Bahrain International Investment Park (BIIP) – home to over 50 international companies. To add to this impressive list, the Bahrain Airport Company has tendered a terminal expansion project at the Bahrain International Airport, a project requiring an investment sum of US\$ 815 million.

The three zones – BLZ, KBSP and BIIP – are designed to capitalise on Bahrain's close proximity to Saudi Arabia, creating easy access to the biggest market in the Gulf. All are located just 13 km from Bahrain International Airport – which is itself undergoing work as part of the modernisation project and includes plans to treble existing cargo capacity – and have direct motorway access to Saudi Arabia's north-eastern industrial heartland via a 25 km causeway.

Bahrain is also pushing ahead with plans to introduce new sources of **renewable energy**. The first solar power plant, a 5 MW plant, came online in 2014. The Askar Waste to Energy Plan, a US\$ 1bn project of Bahrain's Ministry of Municipal Affairs & Urban Planning, is currently under study. On top of that, the US\$ 1.3bn project Alba Power Station 5 is in the stage of prequalification. Another project currently under study is the Addur 2 Independent Power Plant (IPP).

Economic Outlook

Strong economic growth in the Gulf region and a commitment from all GCC countries to diversify their economies away from oil and gas are also creating rapidly expanding affluent populations on the lookout for new products and services. Bahrain maintains an open, liberal and trusted business environment and boasts unrivalled access to the markets of the GCC.

Fact File

Country Name: Kingdom of Bahrain
Population: 1.33 million
Area: 770 km²
Currency: Bahraini Dinar (BD),
 1 BD = 1,000 Fils
Capital: Manama
Languages: Arabic (official),
 English (commercial)

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Bilateral Trade Volume 2008 - 2015

German Imports in EUR million	German Exports in EUR million
2008: 117.3	2008: 352.6
2010: 57.2	2010: 385.9
2012: 35.7	2012: 399.6
2014: 54.8	2014: 374.0
2015: 24.8	2015: 417.5

BAHRAIN

Over the past century, Bahrain has led the Gulf in a range of fields, from trading, through to oil exploration, to finance and education. As an investment destination and a base from which to access the fast-growing Gulf market, Bahrain is seen as one of the most investor friendly countries in the Middle East.

The Kingdom has the most liberal business environment in the Gulf, with international investors benefiting from 100% foreign ownership for most categories of business with no restrictions on repatriation of capital, profits or dividends. Taxes and operating costs are also amongst the lowest in the Gulf and three generations of compulsory, high-quality education for both men and women mean that overseas business can employ well educated, highly skilled local employees. Bahrain is also situated right at the heart of the Gulf with excellent land, sea and air links providing good access to all major markets.

Bahrain has a tried-and-tested legal and regulatory environment, which investors can trust to protect their interests in a fair, open and transparent manner. Bahrain's financial services regulator, the Central Bank of Bahrain (CBB), has a strong reputation based on a blend of accessibility, international standards of regulation and effective supervision. Against this strong regulatory backdrop, Bahrain has developed a reputation as one of the Gulf's leading financial services hub, specialising in areas which range from **fund management** and **insurance** to **Islamic finance**.

Bahrain's business fundamentals are strong and the economy is estimated to have grown by 3.8% in 2015, with growth in the non-oil economy reaching 4.2% in the first nine months of 2015. Similarly strong growth in the non-oil sector is expected in 2016.

Bahraini – German Business Relations

Germany is an important trading partner, and German companies and products have an excellent reputation in Bahrain. The value of bilateral trade between Germany and Bahrain reached over US\$ 489 million in

2015, an increase of nearly 14% in comparison to 2014. Germany is also one of Bahrain's main export partners, with the main exports being petrochemicals and aluminium products.

Leading German companies which have established offices or facilities in Bahrain include: BASF, RMA, DHL, Roland Berger, SMS Meer, Allianz Global Investors, GIZ Bahrain, Buchen Group, HOCHTIEF Solutions, Lauscha Fiber International, Hannover Re, Software AG, Frisch & Faust Tiefbau GmbH, Siemens P. G., Deutsche Bank, Ekomini, HDI Gerling, Lufthansa Technik, Media Consulta, Schmidt Middle East logistics JLT, Bosch Software Innovations, and TALKE Logistics.

A number of German companies have opened **manufacturing** facilities in the Kingdom, including at the Bahrain International Investment Park (BIIP). RMA, a manufacturer of pipeline equipment, operates a 6,000 m² plant, and in 2012 BASF, the world's leading chemical company, opened a state of the art production site for customer specific antioxidant blends (CSB), the largest facility of this kind worldwide. Armacell, a German-based leader in engineered foam and flexible foam for equipment insulation, is currently building a new manufacturing facility in Bahrain. The plant will be built at BIIP and is expected to create more than 100 jobs producing elastomeric rubber insulation for the GCC's US\$ 3 bn heating, ventilation and air conditioning market.

German **logistics** companies are also taking advantage of Bahrain's strategic location and excellent regional and international transport links. The Kingdom has been home to one of DHL's major global hubs for more than 30 years, and Schmidt Middle East Logistics, owned by Schmidt Heilbronn, announced its choice of establishing an international basis in Bahrain to expand its chemical logistical operations to the GCC market.

BAHRAIN

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Gulf Air, the national carrier of the Kingdom of Bahrain, commenced operations in 1950, becoming one of the first commercial airlines established in the Middle East. Today, Gulf Air is a major international carrier while also operating one of the largest networks in the Middle East, with double daily flights to a number of regional capitals, from its hub at Bahrain International Airport. Renowned for its traditional Arabian hospitality, evidenced by the airline's signature family and business friendly products, Gulf Air is committed to being an industry leader and developing products and services that reflect the evolving needs and aspirations of its passengers. Gulf Air connects Bahrain to the world and, as such, is a key national infrastructure asset, serving as a powerful driver for the economy and supporting the Kingdom's ongoing economic growth.

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The Bahrain Economic Development Board (EDB) is a dynamic public agency with an overall responsibility for attracting inward investment into Bahrain, and is focusing on target economic sectors in which the Kingdom offers significant strengths. Key areas of focus include manufacturing, ICT, and logistics and transport services as well as other sub-sectors. The Financial Services sector in Bahrain is particularly strong and the EDB supports in the continuing growth of the banking industry and key sub-sectors, including Islamic Finance, Asset Management, Insurance and Re-Insurance.

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COMOROS

Comoros is a group of islands situated in the Mozambique Channel in the Indian Ocean 300 km from the east African coast and the northern border of Madagascar. The country consists of three islands: Grande Comore, Mohéli, and Anjouan. The Comoros is one of the smallest countries in the world. The name “Comoros” derives from the Arabic word “qamar” (moon), which explains the symbol depicted on its flag. The capital Moroni is located in the west of Grande Comore, the largest of the three islands. The Comoros have a tropical marine climate and beautiful beaches. The rainy season stretches from November to May. The Union of the Comoros benefits from a strategic location, situated at the cross road of several commercial routes which gives the country a privileged location in East Africa.

Political System, Society and History

The Comoros gained independence from France in 1975. After many years of state building, the islands of the Union of the Comoros finally established a stable political system. This was reached through the Fomboni Accords power-sharing agreement in 2000. The agreement stipulates that the federal presidency rotates between the islands every five years while each island maintains its local government. In 2002, Colonel Azali won the presidential elections and stepped down in 2006. In a referendum in 2009, a fourth Comoran island, Mayotte, chose to become an integral part of France. It is claimed by the Union after the referen-

dum was declared void by the Comoran government. In 2011, an agreement fixing the sea frontiers was signed with Tanzania and Mozambique. After winning the election with 61% of the vote, Ikililou Dhoinine from Mohéli became Comoros’ president in May 2011. The federal presidency will go to Grande Comore from 2016–2021 and to Anjouan from 2021–2026.

Economic Development

The Comoros is a young nation standing at the beginning of its economic development. The potential is large, for instance in the tourism sector. According to estimates of the International Monetary Fund the economic growth rate was 1% in 2015 and is roughly projected at 2.2% for 2016. And yet, the living standard is still around subsistence level. GDP amounted to US\$ 589 million in 2015.

The country relies on technical assistance and remittances and belongs to the heavily indebted poor countries (HIPC), which allows for debt cancelling by the main creditors giving the government a chance to actually develop the economy. On 28 February 2013, the Club of Paris cancelled US\$ 8.06 million, corresponding to 85.5% of the Comoros’ debt toward the member states. The Club of Paris invited other creditors of the Comoros to also cancel their claims. The young nation has to arouse interest of foreign investments, in particular in the areas of education, tourism and diversifying exports. One crucial topic is to upgrade the infrastructure and the social services.

The political stability under the rotating presidency over the last years are opening a way for development.

The Comoros cooperate closely with the IMF through an Extended Credit Facility (ECF) that provides financial assistance to countries with protracted balance of payments problems. In 2011, the IMF welcomed progress in preparing reform strategies for the Comoros Hydrocarbons Company (SCH) and Comores Telecom and in initiating preparations for a reform strategy for the electricity parastatal (MA-MWE). In 2007, the country adopted a new investment law, liberalising the access of investment to the country, allowing for individual negotiations with the government on investment conditions and for transferring revenues out of the country. In 2010, a national investment agency was created to facilitate the implementation of the measures. Investment is sought in agriculture, tourism, infrastructure and fisheries.

In 2012, an increase in activities in the construction sector, a good harvest, the resilience of remittances from expatriates, and significant internal contributions from the banking and financial sectors have been witnessed. In March 2013, the United Nations Conference on Trade and Development (UNCTAD) developed a document for economic policy of the Comoros. To secure future growth, this document targets making a better use of all resources, including foreign aid and remittances.



Comoros’ beautiful beaches and diverse flora hold great potential for the development of the young tourism sector (© Embassy of the Union of the Comoros)

In 2015, the World Bank launched the Comoros Social Safety Nets Project, which will provide social safety net services to around 6,000 extremely poor families. In addition, the International Development Association (IDA) supports the Comoros with projects to improve economic politics and efficiency in key fields, such as electricity, information and communication technology.

The Comoros are mountainous islands with lava-encrusted soil that is not suitable for **agriculture**. However, the sector – including fishing, hunting and forestry – represents more than half of the total GDP and employs 80% of the labour force. The export income relies on the three main crops of vanilla, cloves and ylang-ylang. Comoros is the world's leading producer of essence of ylang-ylang, used in the manufacturing of perfume. Moreover, the country is the world's second largest producer of vanilla. The principal food crops in Comoros are coconuts, bananas, and cassava. Major imports include food (more than 30%, mainly rice), some consumer goods, as well as petroleum products, cement, and transport equipment. In the recent years, imports grew mainly associated with increases in the government's foreign financed investment program and strong consumption growth. Comoros' main export partners are the Netherlands, Singapore, Turkey, France, and India. Import partners are Pakistan, France, UAE, China, Kenya and Singapore. Traditionally, France has been the main trading partner for the Comoros and remains so today.

The Comorian **tourism** began before independence, with the construction of five small structures mainly located on the island of Ngazidja, which is the highest point of the Comoros and additionally the country's biggest island. However, the sector provides potential for investments. The country has diverse and beautiful beaches, forests, mountains, a beautiful salty lake, a volcano and a tropical climate. For now, the islands are ideal destinations for individual and nature tourists. At the same time, with the mentioned assets the country is an ideal destination for medium size investment in the tourism sector. The new air connections with Europe and the Middle East are a first step in developing the sector.

Comoros produces over four fifths of its **electricity** from imported fossil fuels and the rest

from hydroelectric power. The African Development Bank approved the Energy Sector Support Programme in 2013 and is now supporting the Comoros with US\$ 20.1 million to develop its energy sector in order to support the Comoros Government's efforts to establish a state-owned power utility and to improve the reliability of electricity delivered to residents.

Economic Outlook

The Comoros has seen political stability in the last years and is taking advantage of that, tackling economic reforms and improving the investment climate. The country's investment potential is relatively unknown by foreign investors. Yet, the country offers considerable potential for small and medium size investment. The tourism sector may hold the largest potential with beaches, rich underwater worlds, many endemic animals and a diverse tropical flora. Fisheries and fish processing also hold large potential for investment.

The country is consolidating its budget, cooperating with international institutions on economic reforms that receive large support from trade unions, the private sector and civil society. Small developments in the country's infrastructure are also taking place.

The **Federation of Chambers of Commerce and Industry and Agriculture of the Comoros** regroups the three chambers of the islands Grande Comore, Anjouan and Mohéli. Since its founding in 1948 it has contributed to the economic development in the Union of the Comoros by promoting, informing and supporting economic players.

German-Comorian Business Relations

German-Comorian business relations are good and hold potential for further development. German exports are primarily machinery and metal products. In 2015, German exports amounted to about EUR 1.3 million. Comorian exports to Germany, principally food, decreased from EUR 5 million in 2014 to EUR 4.2 million in 2015. Germany participates in technical and economic assistance to the Comoros.

Fact File

Country Name: Union of the Comoros
Population: 0.823 million
Area: 1,861 km²
Currency: Comorian Franc (KMF),
 1 KMF = 100 Centimes
Capital: Moroni
Languages: Comoran (Shikomor),
 Arabic, French (official)

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Bilateral Trade Volume 2008 - 2015

German Imports in EUR million	German Exports in EUR million
2008: 0.978	2008: 2.197
2010: 1.699	2010: 1.635
2012: 2.822	2012: 3.465
2013: 3.525	2013: 2.921
2014: 4.967	2014: 1.095
2015: 4.179	2015: 1.311



DJIBOUTI

Djibouti is the smallest country in East Africa and is located in the Horn of Africa bordering the Red Sea and the Gulf of Aden. It is bordered by Eritrea, Ethiopia and Somalia. Djibouti occupies a strategic geographic location at the mouth of the Red Sea and serves as an important trans-shipment location for goods entering and leaving the east African highlands. It thereby constitutes a gateway to 400 million consumers in the Common Market for Eastern and Southern Africa (COMESA).

Political System, Society and History

In 1977, the French Territory of the Afars and the Issas became Djibouti. In 1999, Djibouti's first multi-party presidential elections resulted in the election of Ismail Omar Guelleh, who was re-elected in 2005 and 2011. The country has kept close ties with France, that maintains a significant military presence in the country. Djibouti also established strong ties with the USA and hosts the only US military base in sub-Saharan Africa. Meanwhile China is constructing a naval base in Djibouti. Both military presences make Djibouti a safe and secure destination for investment and a transshipment hub. Three-fourths of the near-

ly 0.8 million of Djiboutians live in the capital Djibouti. The remainder of the population are mostly nomadic herders. On 22 February 2013, parliamentary elections were held and declared as fair by international observers. The party UMP (Union for a Presidential Majority) won 68% of the votes. For the first time in history, the majority received 80% of the seats while the opposition parties entered Djiboutian Parliament holding 20% of the seats.

Economic Development

The Djiboutian economy is strongly based on the **services sector** contributing 80% to GDP, of which 55% comes from trade and commerce services. This is due to the country's strategic location in the Horn of Africa, one of the busiest maritime trade routes in the world. Djibouti's economy grew by 6% over the last year according to estimates of the International Monetary Fund (IMF). For 2016, a growth rate of 6.5% is expected. Djibouti's GDP was estimated at US\$ 1.7bn in 2015 and is expected to reach US\$ 1.9bn in 2016. The Djiboutian franc has a fixed tie to the U.S. Dollar and is overvalued. The nation is still heavily dependent on foreign assistance to help support its balance of payments and to finance

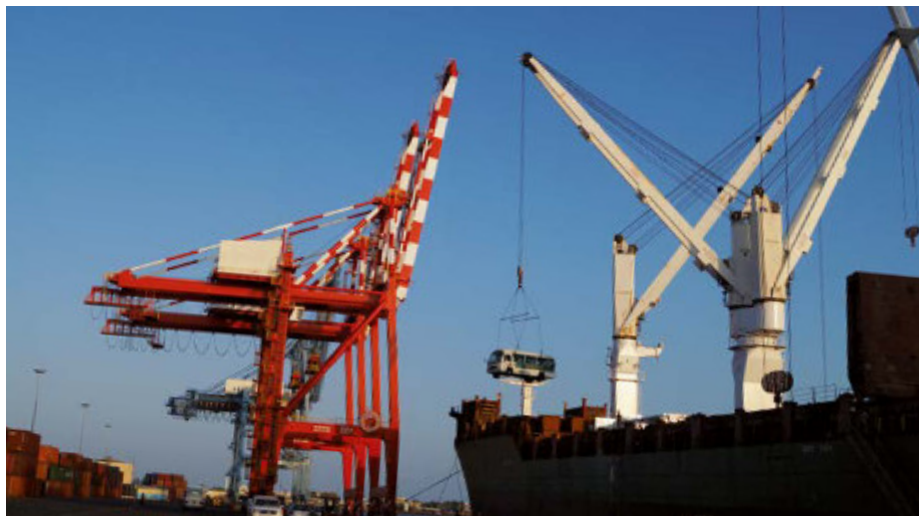
development projects. Djibouti imports about 80% of the energy resources to meet the country's demand. Djibouti, however, has a large potential for renewable energy, especially solar, geo-thermal and wind. Djibouti's major import partners are Saudi Arabia, China, and India. The major export partners are Somalia, the United Arab Emirates and Yemen.

Djibouti's location is the country's main economic asset, qualifying it to be the major transshipment port in East Africa, as it is close to the major east-west shipping lanes and can therefore serve as a transshipment port for other African ports.

The **transport** sector is on the rise accounting for 35% of GDP. The Port of Djibouti currently handles more than 80% of the Ethiopian foreign trade. The Port consists of the traditional terminal that handles bulk and general cargo, the Doraleh Oil Terminal and a handling capacity of 1.6 million TEU (twenty-foot equivalent unit) per year at the Doraleh Container Terminal. The eight port cranes have the highest efficiency in Africa. In 2012, Djibouti started building a port in Tadjourah, in the north of the country, including a potash terminal capable of handling 4 million tonnes of potash per year, mainly from a mining site in



The geothermal energy potential at Djibouti's Lac Assal is huge (© Ghorfa picture library)



The ports in Djibouti underline the country's uprising economic boom (© Ghorfa picture library)

Ethiopia. The port will be well connected with Ethiopia through a highway to a new border crossing near Balho and a railway from Tadjourah through Semara to Mek'ele in northern Ethiopia. In this framework, Djibouti follows the national project Mek'ele – Weldya/Hara Gebeya – Semera-Tadjourah Port Railway Project. A 1,000 km long railway is currently connecting Djibouti with Addis Ababa and serving central and south eastern Ethiopia. Djibouti also has a well-developed road network connecting it with its neighbouring countries.

To complement the improved transport networks, Djibouti is also establishing several new free trade zones. Djibouti is foreseen to become the centre of the regional traffic and the link between Africa and foreign countries. For this purpose, a new Djibouti Free Trade Zone was established since the capacities of the current trade zone are reached.

In order to play a larger role as a hub for the countries of the Common Market for Eastern and Southern Africa (COMESA) the government of Djibouti is focusing on the development of its **infrastructure**. Several public and foreign financiers invest in new airports, pipelines, port and terminal facilities, and roads and railways worth more than US\$14bn. While some new transport infrastructure will service passenger travel to and from the country the majority of the projects will be developed to suit different types of cargo, such as minerals, energy products, bulk and containerised goods, and even livestock. The 95 million per-

son Ethiopian market, for which Djibouti is handling more than 90% of goods, put pressure on the development of Djibouti's capacities. In order to keep pace with neighbouring competitive ports, a total of six major ports and terminals are being developed across the country, in conjunction with new road links, railway links and two international airports. The first airport named Ahmed Dini Ahmed International Airport nearby the coastal city Ras Siyan in the north of Djibouti is expected to open in 2016, and will have an annual capacity of roughly 767,000 passengers. The second airport called El-Hajj Hassan Gouled should be built in Ali-Sabieh. For both airports US\$ 599 million have been mobilised. The airport will be completed in 2018 and will serve about 1.5 million passengers and 100,000t cargo annually.

The **banking sector** contributes 13% to Djibouti's GDP and therefore plays a vital role in the country's economy. Besides the Central Bank of Djibouti, there are ten financial institutions in Djibouti, most of which are at least partly foreign owned. In addition, the Economic Development Fund (FDED) has been set up to serve the financial needs of the Djiboutian economic players. Also, the sector is very free, giving residents and non-residents the right to open an account without delay and to transfer money abroad.

Djibouti is also a special destination for **ecotourism**. The country owns a beautiful landscape with beaches, hiking trails and an amazing underwater-world with coral reefs and a

Fact File

Country Name: Republic of Djibouti
Population: 1 million
Area: 23,200 km²
Currency: Djibouti Franc (DJF),
 1 DJF = 100 Centimes
Capital: Djibouti City
Languages: Arabic & French (official)

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Bilateral Trade Volume 2008 - 2015

German Imports in EUR million	German Exports in EUR million
2008: 0.225	2008: 13.1
2010: 0.274	2010: 6.8
2012: 0.388	2012: 10.5
2013: 0.012	2013: 17.3
2014: 0.006	2014: 8.6
2015: 0.100	2015: 18.7

DJIBOUTI

wide range of endemic marine species. Also, whale sharks, the biggest fish in the world can be seen there. Tourism infrastructure is evolving gradually and the country already offers a wide range of sport activities, like hiking, diving, swimming, fishing, water skiing, wind surfing. The National Office of Tourism (NOT) has developed a successful marketing strategy. The government has implemented a strategic development plan including the improvement of infrastructure, training and education for jobs in tourism and in the preservation of the marine environment. The government is also encouraging investment.

Agriculture contributes little to the GDP. The main products are livestock, especially goats, sheep and camels, fruits, vegetables, and animal hides. Livestock also is the predominant economic activity in the rural areas. The main exports are refined sugar, dry beans and sesame seeds. Djibouti imports high quantities of food, which make up almost 90% of its consumption. The main imported food products are palm oil, refined sugar (net importer) and oil of vegetable origin. The country's foreign currency reserves only cover about six months of imports. Expanding the port facilities to increase income is therefore crucial. At the same time, projects of the FAO and other institutions in the field of drought recovery, management and adaptability are underway.

The most important **industries** are construction and agricultural processing. The mineral deposits that exist are very small and the arid

soil is unproductive: around 89% are desert, 10% are pasture, and 1% is forest. Apart from substantial salt deposits, there are few other significant natural resources in the country. Djibouti's main industries include mineral water bottling, leather tanning, construction, pharmaceuticals, abattoirs, salt mining and a single petroleum refinery.

Economic Outlook

To develop basic infrastructure, Djibouti is receiving assistance from international institutions. The support of the European Commission (EC) will contribute to improving health and hygiene conditions as well as access to drinking water, sewage treatment and waste disposal. In addition, it will help to promote cheap, renewable energy to give the poorest people access to electricity and boost the competitiveness of emerging local industries. The European Union granted EUR 41.1 million from resources of the 10th European Development Fund (2008–2013). Additional aid will be granted for promoting decentralisation, support to civil society organisations, regional integration programmes as well as trade-related issues, such as the implementation of the Economic Partnership Agreement (EPA). Furthermore, the World Bank Group launched a project in 2013 to tap into Djibouti's volcanic riches as a source of geothermal power. IDA, the Bank's arm for the world's poorest countries, provided a US\$ 6 million highly concessional credit to the Geothermal Power Gener-

Djibouti has an exceptional strategic location in the Horn of Africa at the cross roads of many important shipping lanes.

ation Project, which has the potential to reduce energy costs and boost access to electricity for all its citizens. The OPEC Fund for International Development supports small and medium sized enterprises (SME) and young graduates in Djibouti with loans to start or expand their own businesses, with a total amount of US\$ 3 million. The construction of new ports and the expansion of existing ones aims at enhancing Djibouti's role as a hub for trade between its African neighbours and the world markets. Expanding the port of the capital Djibouti is aimed at turning it into the number three of African ports, after Durban and Tangier. The country also has a strategic location in terms of access to telecommunication infrastructure. A great potential also lies in eco-tourism.

The Chamber of Commerce of Djibouti is a main player in developing Djibouti's economy and promoting industry, commerce, tourism and services. The Chamber also remains the major interlocutor of the public authorities when it comes to the private sector.

German-Djiboutian Business Relations

Business relations between Germany and Djibouti hold a large potential for development. In 2015, Germany exported goods to Djibouti worth about EUR 18.7 million, Djibouti's exports reached EUR 100,000. The strategic location of Djibouti makes it an attractive and important partner to Germany, which directly and indirectly (through the EU) supports Djibouti with technical assistance. During the Djiboutian-German Conference 2014 a Memorandum of Understanding between the Ghorfa Arab-German Chamber of Commerce and Industry and the Chamber of Commerce of Djibouti was signed for promoting business relations between Germany and Djibouti. Headed by Dr. Peter Ramsauer, the President of the Ghorfa and Minister ret., a business delegation to Djibouti was organised, during which H. E. Ismail Omar Guelleh, the President of Djibouti welcomed the participants and underlined the importance of German-Djiboutian ties.



The President of Djibouti, H.E. Ismail Omar Guelleh hosted the German delegation headed by Ghorfa's President Dr. Peter Ramsauer (© Ghorfa picture library)

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EGYPT

Egypt is located in the north eastern part of Africa on the southern shore of the Mediterranean Sea. It is bordered by Libya, Sudan, Palestine and Israel. Egypt is an intercontinental state linking the African and the Asian continent. The geography of Egypt can be divided into four sections: Nile valley and delta, western desert, eastern desert and Sinai Peninsula.

Political System, Society and History

After becoming partially independent from the United Kingdom in 1922, Egypt acquired full sovereignty with the overthrow of the monarchy in 1952. Large-scale uprisings and protests against the social, political and economic living conditions in Egypt began in January 2011, leading to Mubarak's stepping down in February 2011. On 30 June 2012 Dr. Mohammed Morsi became president. In June 2013, he was ousted from power by the people who were supported by the military. Adly Mansour became Interim President. The constitution launched under Morsi was revised by a 50-member committee and accepted by a majority during a referendum. In June 2014 former army Chief Abdel Fattah El-Sisi was sworn in as President after a vast majority voted for him. Parliamentary elections were held in 2015.

Economic Development

The Egyptian economy is diversified. The composition of GDP is balanced under the manufacturing industry, the mining industry and services such as tourism – the latter makes the largest contribution. According to the International Monetary Fund (IMF), Egypt's GDP is expected to grow by 3.3% in 2016. However, the current economic situation remains challenging. In March 2016 foreign reserves amounted to around US\$ 16.6bn.

The main task is to reform the economy, especially by cutting government subsidies that made up about one-third of the government's budget in 2014 and 75% of that amount is set aside for energy sector subsidies. Reducing subsidies, such as fuel and food subsidies, are essential to secure the living of the lower income strata and thereby political stability.

Egypt is strongly supported by regional partners like Saudi Arabia, the UAE and Kuwait through deposits in the Egyptian Central Bank, loans and investments. In the long run, the prospects of the Egyptian economy remain promising. Many Gulf and international investor have started projects in Egypt. Increasing foreign currency reserves is the challenge and goal in the short run.

Egypt is not a major energy exporter, but in 2015, the revenue collected through the Suez Canal amounted to US\$ 5.175bn.

The multi-billion dollar Suez Canal expansion allowed a new 72 km canal parallel to the current one speeding up transit time, and two-way traffic. The expansion should boost annual revenue up to US\$ 13.5bn by 2023. The average number of ships that transited the canal per day in 2015 reached 45.71 ships, with an average cargo load of 2.34 million tonnes.

Oil and gas production have increased in recent years, especially thanks to smaller fields. Egypt possesses 77 tcf (trillion cubic feet) of proven gas reserves. Italy's Eni has made a world class supergiant gas discovery at its Zohr Prospect, in the deep waters of Egypt. The discovery is estimated to hold up to 30 tcf of gas in place covering an area of about 100 km². Zohr is the largest gas discovery ever made in Egypt and in the Mediterranean Sea. According to the U.S. Energy Information Administration, Egypt is Africa's largest non-OPEC oil producer and possesses the continent's third largest natural gas reserves, after Nigeria and Algeria. In 2015, the crude oil production reached 678.96 thousand barrels per day (b/d). Subsidies encourage the inefficient use of fuels, enhancing the increase in consumption. Its oil reserves amount to 4.4bn barrels. Due to different agreements with neighbouring countries, they stipulate that Egypt will refine and export oil at market prices. Long-term investors are confident about the prospects of the country. The UK's BP produces almost 40% of the oil in Egypt through its regional partnerships and nearly 30% of total natural gas production. The West Nile Delta project involves the development of 5 tcf of potential reserves. Full-scale production, beginning in 2017, is expected to be around 1.2bn cubic feet of gas per day, which represents about a quarter of the country's total.

To ease the electricity shortage, several contracts were signed to develop the power sector. This includes US\$ 13bn independent power project (IPP) deals to develop much needed facilities around the country. Egypt's Electricity & Energy Ministry is planning to oversee a programme to develop an additional 54 GW of power generation capacity by 2022. The Egyptian government is targeting 54 GW of new capacity through a number of fuels, in-



Luxor is one of Egypt's touristic attractions (© Gardel Bertrand/Hemis)



Nile view over the radio and television building in Cairo (© Ghorfa picture library)

cluding gas, clean coal, renewables and nuclear over the next seven years. The programme requires a total investment of US\$ 70.7bn. Several coal facilities were announced during the Egypt Economic Development Conference 2015, among them Saudi Arabia's ACWA Power developing a US\$ 7bn, 4,000 MW plant, and UK's Al-Tharwa developing a US\$ 10.6bn, 6,000 MW plant.

The forecast for Egypt's economy is promising. It has manifold potentials that need to be tackled.

20% of the additional capacity was planned to come from **renewable energy** projects, which include 4,300 MW of capacity planned through the feed-in tariff programme. This programme is aimed at boosting investments in the solar power sector. Solar PV (Photovoltaic) projects between 500 kW and 20 MW in size will get 13.6 c/kWh, and projects between 20 MW and 50 MW will get 14.34 c/kW, with contracts for a 25-year term. Germany's Siemens signed a contract to develop a 4.4 GW combined-cycle Beni Suef power plant providing the turbines and acting as the contractor. Also, the development of an additional 6.6 GW of combined-cycle facilities in the future, along with up to 10 substations, as well as the provision of a 2.2 GW of wind power by building a factory for manufacturing the blades and turbines are planned. According to the African Development Bank, Egypt already is the largest producer of wind energy in Africa. ACWA Power and Masdar have signed an agreement with the Egyptian Electricity Holding Company to develop 2 GW of renewable energy capacity, including 1.5 GW of solar power and 500 MW wind energy capacity. The companies are expected to start the capacity

development with a 200 MW solar photovoltaic power plant.

These projects are part of Egypt's Vision 2030, which aims to maximize the use of local energy sources, both conventional and renewable, in order to boost the economy. Also, required reforms in the industrial sector are highlighted in the Vision 2030. Industry is outlined as a leading sector for economic growth by the governmental plans. New industrial zones, substantive training programmes, and development plans along the Suez Canal corridor seek to increase the manufacturing sector's contribution to economic output over the next decade.

The **construction industry** has faced some challenges due to the government's budget shortage. However, big projects were developed such as the construction of a parallel canal to Egypt's Suez Canal and the expansion of the existing canal. The US\$ 50bn project includes the development of the canal area and building a new industrial and logistical zone called Suez Canal Zone (SCZone) along the strategic waterway. The SCZone on a 500 square metres area encompassing several ports is to be phased in over three to five years and is to include some 1,000 factories. On the Egypt Economic Development Conference in March 2015 plans for a new capital city megaproject were unveiled, which should be located 45 km east of Cairo and 80 km from Suez. Given the growing population in Cairo, the new administrative city, which will be spread across an area of 700 square kilometres, is expected to have a population of 5 million people and to create 1.7 million jobs. The development will comprise 40,000 hotel rooms, 16 km² of airport space, 490 km² of land for development, 21 residential districts, 91 km² of energy farms, and 5.5 km² of business dis-

Fact File

Country Name: Arab Republic of Egypt
Population: 90.2 million
Area: 1,001,450 km²
Currency: Egyptian Pound (EGP),
 1 EGP = 100 Piaster
Capital: Cairo
Languages: Arabic (official),
 English (commercial)

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Bilateral Trade Volume 2008 - 2015

German Imports in EUR million	German Exports in EUR million
2008: 1,182.9	2008: 2,729.0
2010: 962.2	2010: 3,023.9
2012: 1,414.5	2012: 2,644.4
2013: 1,488.4	2013: 2,380.7
2014: 1,526.4	2014: 2,807.9
2015: 1,734.4	2015: 3,354.1

EGYPT



Former Prime Minister H.E. Ibrahim Mehleb received personally Ghorfa's delegation in September 2015 (© Ghorfa picture library)

tracts. The costs of the first phase are estimated at US\$ 45bn. A full completion of the project is foreseen in 2022.

Also, the Egyptian government signed memorandums of understanding with local and Saudi developers for three major mixed-use and residential projects on the outskirts of Cairo at an estimated cost of US\$ 12bn.

In the long run, the government's aim is to make **healthcare** nationwide available. This goal, however, cannot be accomplished without the contribution of the private sector. The government considers public-private partnerships (PPPs) to be central to its development plans. Investment in the sector holds many opportunities, also in the field of training.

Tourism directly and indirectly contributes with a large share to Egypt's GDP. However, in 2015, Egypt's tourism revenues dropped 15% and the number of incoming tourists declined by 6%. The drop in these indicators is largely attributed to a string of security-related incidents. Egypt hopes to generate US\$ 20bn in revenue from tourism by attracting 20 million visitors by 2020.

The **information and communication technology (ICT)** sector achieved a slow growth rate of 0.7% in 2015, and contributed with a small percentage of 0.3% to the national GDP. The goals of the ICT sector are not only to support and develop the ICT industry through technology innovation and entrepreneurship, but also attracting foreign investments and promoting the geographical position of Egypt by utilising the maritime cables to transform Egypt to a global hub of internet services.

In line with achieving those goals, work continues to be carried out through the expansion of infrastructure of cloud computing and broadband to expand internet coverage bandwidth to 40% for landline and 90% for mobile by 2020. And also through the development of infrastructure of communications and data centers, utilising maritime cables, supporting information infrastructure and digital content, supporting electronic manufacturing and design and developing outsourcing industry, focusing on cyber-security and e-signature and promoting the legislative environment. Egypt also foresees an ICT 2020 Strategy, which aims to transform Egypt into a global digital hub. With 17 submarine cables Egypt is connected with 60 countries in the Middle East, Europe and Asia.

In addition to the existing Smart Village in Gizeh and the expanding Maadi Technology Park in Cairo, an infrastructure project with ten more technology parks in various governorates worth EUR 165 million is planned.

Economic Outlook

According to the IMF the GDP growth rate is expected to increase by 4.3% in 2017. Egypt's Vision 2030 as a fundamental guideline for the coming years presents important measures towards sustainable development. With the Egypt Economic Development Conference in Sharm El-Sheikh in March 2015 the first step to reform the economy in order to win international investors' confidence has been set. During the conference investment agreements with an estimated total worth of US\$ 130bn were signed. Tourism secures an important source of foreign currency that will help tackle the currency reserve challenge. New successful projects are likely to improve the social climate and to increase investors' confidence in the long run. Investment is the best way to accelerate this process. The young population, the strategic location and the diversified economy are only a few of the many advantages of this country, which has great potential.



The new administrative capital city Cairo remains promising (© Ghorfa picture library)

The Federation of Egyptian Chambers of Commerce contributes to the economic development in Egypt by joining the efforts of the single chambers in promoting business activities through assisting private companies, delivering useful information and lobbying for business interests with the government. It also contributes to strengthening the external economic relations by organising delegation visits to other countries.

German-Egyptian Business Relations

Egypt is the third largest trade partner of Germany in the Arab world after the UAE and Saudi Arabia. German exports consist primarily of machinery and automotive parts. Egypt principally exports fuels, textiles and steel products. In 2015, Egyptian exports to Germany amounted to EUR 1.7bn, which is an increase of 13% compared to the previous year. German exports to Egypt were worth EUR 3.4bn. The Egyptian-German Joint Committee took place in Cairo in April 2016, where investment opportunities were raised and ventures were strengthened. Also during the delegation visit to the Arab Republic of Egypt headed by Ghorfa-President and Minister ret., Dr. Peter Ramsauer, in September 2015, the mutual interest in doing business was highlighted.

EDUCATION, TRAINING, HUMAN RESOURCES



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The German University in Cairo (open since 2003) was founded under the patronage of & in cooperation with State Universities of Ulm, Stuttgart, Mannheim & Tübingen, the Ministry of Science, Research & Arts of Baden-Württemberg, the Federal Ministry of Education & Research in Germany and the DAAD. The GUC awards Bachelor of Science (B.Sc.), Master of Science (M.Sc.) and Doctor of Philosophy (PhD) degrees in 71 study programs (31 undergraduate and 40 postgraduate) in the fields of Engineering (Information Engineering & Technology, Media Engineering & Technology, Engineering & Materials Science, Civil Engineering and Architecture), Pharmacy and Biotechnology, Management Technology (Business Informatics, Technology-based Management and General Management) and Applied Sciences and Arts (Design programs in Product Design, Graphics and Multimedia).

ENERGY



Regional Center for Renewable Energy and Energy Efficiency
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The Regional Center for Renewable Energy and Energy Efficiency (RCREEE) is an intergovernmental organization with a diplomatic status that aims to enable and increase the adoption of renewable energy and energy efficiency practices in the Arab region. RCREEE teams with regional governments and global organizations to initiate and lead clean energy policy dialogues, strategies, technologies and capacity development in order to increase Arab states' share of tomorrow's energy. Through its solid alliance with the League of the Arab States and 17 Arab countries among its members, RCREEE strives to lead renewable energy and energy efficiency initiatives and expertise in all Arab states based on five core strategic impact areas: facts and figures, policies, people, institutions, and finance.



Nile view over the radio and television building in Cairo (© Ghorfa picture library)

EGYPT

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Tel.: +20-224886679
www.aaiib.com

Arab Aluminum Co.

P.O.Box 298-11341
Cairo, Egypt
Tel.: +20-24178537
Fax: +20-24178538
www.arabaluminum.com

Arab Company for Computer Manufacturing

Lot 14 Industrial Zone A
Obour City, Egypt
Tel.: +20-246650285
Fax: +20-246650284
www.accm-tech.com

Arab Dairy Products Co.

15 Abd El-Hamid Badawi Street,
Heliopolis
1519 Cairo, Egypt
Tel.: +20-21805105
Fax: +20-26241884
www.arabdairy.com

Arab Trading Co.

8 Elafy Str., Down Town
Cairo, Egypt
Tel.: +20-227735081
Fax: +20-227735081
www.arabtradingco.com

Arabize

22Anwar El Mofty St., Tiba 2000
Administrative Bldg., Rabaa Al
Adawya, Nasr City
11371 Cairo, Egypt
Tel.: +20-224055192
Fax: +20-224055191
www.arabize.com.eg

ARAFA HOLDING

Al Arafa for Investment in Gar-
ments Manufacturing, Private Free
Zone, A1, 10th Of Ramadan City
Cairo , Egypt
Tel.: +2 015 391 1345
Fax: +20-15410661
www.arafaholding.com

ARTOC Group for Investment and Development

7, Hassan Al-Akbar Street,
Mokattam
11571 Cairo, Egypt
Tel.: +20-225055777
Fax: +20-225053222
www.artoc.com

EGYPT

B

Baisch Egypt

10 hadayek Al Ahram street,
Al Haram
Cairo, Egypt
Tel.: +20-233770388
Fax: +20-233767261
www.baischegypt.com

Belco Fresh Fruits & Vegetables Supplier

19 Abu El-Feda St., Zamalek
11211 Cairo, Egypt
Tel.: +20-27357213
Fax: +20-27370037
www.belco.com

Boules Diesel Trading

31, Emad Eldeen St., Downtown
Cairo, Egypt
Tel.: +20-225910048
Fax: +20-225910053
www.boules-diesel.com

Brayka Bay Resort Marsa Alam (Sales Office Cairo)

9 Moharam Shawki St., El Korba,
Heliopolis
Cairo, Egypt
Tel.: +20-222919419
Fax: +20-222918789
www.braykaresorts.com

C

Cairo Contracting Company

52, Mustafa Elnahass St., Nasr City
Cairo, Egypt
Tel.: +202-22723185
Fax: +20-222707203
www.cairocontracting.com

Charipak C.E.R

3, Mansheat Al Kataba - Kasr El Nil
Cairo, Egypt
Tel.: +20-223921988
Fax: +20-223932003
www.epba-egy.com

Chemical & Fertilizers Export Council

Abbasiya - MOF Towers - Tower #
6 - 11th Floor - Office # 11.07.6
Cairo, Egypt
Tel.: +20-23420917
Fax: +20-23420921
http://www.cec-eg.com

Chemical for Modern Building

319 El-Haram St., Giza - Egypt
Giza, Egypt
Tel.: +20-235854118
Fax: +20-235859858
www.cmbgroup.org

Chemical Industries Development

2Osman Moharam St., Talbeya,
Pyramids
Giza, Egypt
Tel.: +20-235835479
Fax: +20-225916866
www.holdipharma.com.eg

Chemtech International

Villa 341, Area No. 1, North Al
Choueifat, 5th Settlement
New Cairo, Egypt
Tel.: +20-226172159
Fax: +20-226172193
www.chemtech-egypt.com

Citadel Capital S.A.E.

Four Seasons Nile Plaza Office
Building, Third Floor, 1089 Corniche
El-Nil
Cairo, Egypt
Tel.: +20-227914440
Fax: +20-227914448
www.qalaaholdings.com

Cold Alex Company for Food Processing

14, Amreya-Freezone
Alexandria, Egypt
Tel.: +20-34500133
Fax: +20-34500325
www.coldalex.com

Commercial International Group (CIG)

4, Road 275, New Maadi
Cairo, Egypt
Tel.: +20-227537904
Fax: +20-227538233
www.cigholding.com

Contistahl Group

17 Adel Hussein Rostom St, Dokki
Cairo, Egypt
Tel.: +20-237607919
Fax: +20-233360871
www.contistahlgroup.com

D

DCS

12 El Tahrir Street, Sheraton
Buildings - Heliopolis - Cairo - Egypt
Cairo, Egypt
Tel.: +20-222693070
Fax: +20-222695070
www.dcsegypt.net

Dehydrofoods

30-32, Extension of 6th
Industrial area
6th Of October City, Egypt
Tel.: +20-238290546
Fax: +20-238290548
www.dehydrofoods.com

Delta Company for Fertilizers & Chemical Industries - ASMEDA

Talkha, Dakahlia Governorate,
Egypt
Al Mansoura, Egypt
Tel.: +20-52523421
Fax: +20-52522279
www.delta-fertilizer.com

Delta Plast

Badr Industrial City,
Cairo Suez road, Zone 3, Plot 66
Cairo, Egypt
Tel.: +20-228606444
Fax: +20-228606446
www.deltaplast-eg.com

Delta Sweets

Industrial Zone - A3
10th of Ramadan City, Egypt
Tel.: +20-15412980
Fax: +20-403332512
www.deltajammy.com

Dody Plast

Industry Office: Ezbet El Zarka,
Abou Hommus District, El Sorur El
Sharqiya, Governorate of El Beheira
El Beheira, Egypt
Tel.: +20-452540088
Fax: +20-452541241
www.dodyplast.net

Dreams Resorts Egypt LTD.

17, Al Ahram St., 7th Floor, Roxy
Heliopolis
Cairo, Egypt
Tel.: +20-226904040
Fax: +20-226904720
www.dreamsresortsegypt.com

E

Eastern Company S.A.E.

Al Omraneyah Ash Sharqeyah,
Al Omraneyah, Giza Governorate,
Egypt
12111 Giza, Egypt
Tel.: +20-235724424
Fax: +20-235687434
www.easternegypt.com

ECG Engineering Consultants Group S.A

Building 2, Block 10, ElSefarat
District Nasr City, Cairo 11765, Egypt,
P.O.Box 1167, Cairo 11511, Egypt
11511 Cairo , Egypt
Tel.: +20-222744740
Fax: +20-22352 5748
www.ecgsa.com

EFTA Egypt

5, Ali Gendy from Ahmed Fakhry
St., Nasr City
Cairo, Egypt
Tel.: +20-222758132
Fax: +20-222758067
www.efta-egypt.com

EG MEDICAL SYSTEMS

19 Ebad El Rahman St. Heliopolis
Cairo, Egypt
Tel.: +20-222687712
Fax: +20-222687714
www.eggroup-eg.com

EgiFix Medical

8 Walee El Had St., Hadaik El Kobba
Cairo, Egypt
Tel.: +20-226019519
Fax: +20-226010318
www.egifix.com

EgiFix Medical

8 Walee El Had St., Hadaik El Kobba
Cairo, Egypt
Tel.: +20-226019519
www.egifix.com

Egy Chem for Lab Technology

83 Abdel-Hamid Badawy St,
Heliopolis
Cairo, Egypt
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Fax: +20-226240986
www.egy-chem.com

EGYCEL

43 El-Zahraa street - Dokki
Giza, Egypt
Tel.: +20-233366536
www.egycel.com

Egy-Green Company

32 Trabelus Street, Naser City
11371 Cairo, Egypt
Tel.: +20-224040328
Fax: +20-224040342
www.egygreen.com

Egypt Intercontinental for Granite & Marble

Autostrad Road, Front of Omarat
El Shorta, Toura, Maadi
Cairo, Egypt
Tel.: +20-11118255
Fax: +20-235365827
www.salama-group.com

Egyptalum - Egypt Aluminium

48-50 Abdel Khalek Sarwat St.
Cairo, Egypt
Tel.: +20-223904710
Fax: +20-223919623
www.egyptalum.com.eg

Egyptian Canning Company - Americana Group

35B Saray El Maadi Tower, Cornich
El Maadi
Cairo, Egypt
Tel.: +20-225284416
Fax: +20-225283767
www.americana-group.net

Egyptian Canning Company - BEST

157-26 July St., Zamalek
Cairo, Egypt
Tel.: +20-506490162
Fax: +20-506490163
www.bestforjuice.com

Egyptian Company for Biotechnology (Spectrum Diagnostic)

P.O.Box 30
Cairo, Egypt
Tel.: +20-26651848
Fax: +20-26651847
www.spectrum-diagnostics.com

Egyptian Exporters Association - Expo Link

90 Road 105, Maadi
12241 Cairo, Egypt
Tel.: +20-225271010
www.expolink.org

Egyptian Hotel Association

8, El Sad El Ali Street, Dokki
Giza, Egypt
Tel.: +20-233379883
Fax: +20-237611333
www.egyptianhotels.org

EGYPT

Egyptian International Medical Center (EIMC)
Pharma Plaza Build.4y from Asmaa Fahmy St. Nasr City
Cairo, Egypt
Tel.: +20-224140215
Fax: +20-224180702
www.eimc.com.eg

Egyptian International Pharmaceuticals (EIPICO)
P.O.Box 149
10th of Ramadan City, Egypt
Tel.: +20-15361663
Fax: +20-15364377
www.eipico.com.eg

Egyptian Junior Business Association, EJB
Corniche El Nile St, Al Salam Tower, 8th Floor, Beside El Salam International Hospital, Maadi
Cairo, Egypt
Tel.: +20-225284094
Fax: +20-225284095
www.ejb.org.eg

Egyptian Natural Gas Holding Company (EGAS)
P.O.Box 8064
11371 Cairo, Egypt
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Fax: +20-224055876
egas.com.eg

Egyptian Welding Academy - Hedo Group
1Girgis Altaweel st.,
Al Manshia Al Soghra
Alexandria, Egypt
Tel.: +20-34865810
Fax: +20-34874975
www.hedogroup.com

Egyptian Welding Academy - HEDO Group
6th October St., Shobra El-Khima
Mustorod
Cairo, Egypt
Tel.: +20-244745555
Fax: +20-34874975
www.hedogroup.com

Egyswiss Food Company
Plot 167, Belbais Industrial Zone
Sharquia, Egypt
Tel.: +20-552900055
Fax: +20-552900077
egyswissholding.com

EGYTRAFO Grp.
7 Ibrahim Salem St., El Marghany,
Heliopolis
Cairo, Egypt
Tel.: +20-224174921
Fax: +20-224151197
www.egytrafo.com

El Hamd Group
8 Misr Tameir Buildings, Sheraton
Heliopolis, Rigon 1, Apt#1
Cairo, Egypt
Tel.: +20-222681203
Fax: +20-222680688
www.elhamdtrading.com

El Marwa Food Industries Co.
Lot 43, 4th Industrial Zone,
6th of October City
12573 Giza, Egypt
Tel.: +20-238343571
Fax: +20-238320810
www.elmarwa.com

El Nasr Salines Co.
2El Horreya Rd., El Attarin,
Alexandria, Egypt
Tel.: +20-34837493
Fax: +20-34837491
www.nasrsalines.com

El Rabei Group Company
Industrial zone C1, EL Sharkia
10th of Ramadan City, Egypt
Tel.: +20-15362186
Fax: +20-15376540
www.elrabiegroup.com

El Rashidi El Mizan
18/2St - Plot No.38, 39 -
Industrial Zone 2
6th of October City, Egypt
Tel.: +20-238202916
Fax: +20-238202018
www.elrashidi-elmizan.net

El Safwa for Marble and Granite
6 Block (C), Masskin Sheraton,
Heliopolis
11271-11 Cairo, Egypt
Tel.: +20-225907529
Fax: +20-225917778
www.elsfwa.com

El Shreif Co.
15, ElObour Buildings, Salah Salem
st. - Nasr City
11371 Cairo, Egypt
Tel.: +20-224052568
Fax: +20-222622788
www.elshriefco.com

El Tahhan Piling & Construction Co.
35, Victor Emanuel Sq. Smoha
Alexandria, Egypt
Tel.: +20-34243686
Fax: +20-34200015
www.el-tahhan.com

El-Basha Export & Import Co.
59A El-Zaraq St., Sahel Rod El-Farag,
Kornish El-Nil
Cairo, Egypt
Tel.: +20-1000020985
www.elbashaegypt.com

Electron for Modern Lighting Co.
68, El Saba Banat St., Al Manshia
Alexandria, Egypt
Tel.: +20-34877943
Fax: +20-34877943

El-Nasr Pharmaceutical Chemicals Co.
Abu Zaabal Area, center Khanka
Qaliubiya , Egypt
Tel.: +20-44621199
Fax: +20-44698977
www.nasrpharma.com

El-Ofiq for Contracting
3 El-Nafoura Sq., Mokattam
Cairo, Egypt
Tel.: +20-22582222
Fax: +20-22582996
www.elofoq.com

Elsewedy Electric
Plot no. 27, 1st District,
5th Settlement, New Cairo
Cairo, Egypt
Tel.: +20-227599700
Fax: +20-227599739
www.elsewedy.com

Elsewedy SEDCO
Plot no. 27, 1st District,
5th Settlement, New Cairo
Cairo, Egypt
Tel.: +20-227599700
Fax: +20-227599752
www.elsewedycables.com

Elshobaki Trade, Export, Agencies
No. 6, Dr. Farouk El Shobaki St.,
El Marioteya El Haram
12111 Giza, Egypt
Tel.: +20-233869898
Fax: +20-233841120
www.elshobaki.com

El-Teriak Industrial Group
25 A Ismail Mohamed Str.
El-Zamalek
Cairo, Egypt
Tel.: +20-27368618
Fax: +20-227363017
www.elteriak.com

ELWADI Export Co. for Agricultural Products
17, Abdel Salam Aref St.
Cairo, Egypt
Tel.: +20-23951857
Fax: +20-23920070
www.elwadi.com

EMCCO for Oils and Food Ind.
8, Ali Ibrahim Ramez St., Heliopolis
Cairo, Egypt
Tel.: +20-222674881
Fax: +20-222675057
www.emccogroup.com

Emeco Travel
2, Talaat Harb Street, Down Town
11111 Cairo, Egypt
Tel.: +20-225749360
Fax: +20-225749369
www.emeco.com

ENTEPLIN, Egypt. Medical Disposable Products
P.O.Box 1631
10th of Ramadan City, Egypt
Tel.: +20-15410224
Fax: +20-15411505
www.enteplin.com

Euromed for Medical Industries
P.O.Box 11816
Cairo, Egypt
Tel.: +20-222725952
Fax: +20-222729374
www.euromed.com.eg

Eva Cosmetics
Armanious Group Tower 9 El
Sharekat St., Opera
Cairo, Egypt
Tel.: +20-223992700
Fax: +20-223992772
www.eva-cosmetics.com

Eva Pharma
P.O. Box 1002 & 845
11518 Cairo, Egypt
Tel.: +20-223992700
Fax: +20-223992771
www.evapharma.com

Export Credit Guarantee Company of Egypt
5 El Nasr Road , Nasr City
11371 Cairo, Egypt
Tel.: +20-222636740
Fax: +20-222636825
www.ecgegypt.net

Export Development Bank Of Egypt
P.O.Box 38
12311 Cairo, Egypt
Tel.: +20-237619006
Fax: +20-233385938
www.edbebank.com

Ezz Steel
10 Shehab Street, Mohandessin
Cairo, Egypt
Tel.: +20-233046060
Fax: +20-233470059
www.ezzsteel.com

F

FAMILY Tours
255, Port Said St., Cleopatra
Alexandria, Egypt
Tel.: +20-35423413
Fax: +20-35423413
www.familytours.com.eg

FAP Pharmaceuticals
Moharam Darwish St., beginning of
El-Maleka Rd., Faysal Pyramids
Giza, Egypt
Tel.: +20-237238153
Fax: +20-237238152
www.fourapharma.com

Faragalla Food Industries
36 Kafr Abdou St., Roushdy
Alexandria, Egypt
Tel.: +20-35450200
Fax: +20-35465200
www.faragalla.com

Farcomake for Advanced Medical Industries (S.A.E)
New Borg El-Arab, 4th Industrial
City, Area 4, Block 2, Part 7 & 16
Alexandria, Egypt
Tel.: +20-35844544
Fax: +20-35844544
www.farcomake.com

Fingerprint Consultancy
P.O.Box 11431
Cairo, Egypt
Tel.: +20-225285408
Fax: +20-225285407
www.fpconsultancy.com

EGYPT

FIORITO

5 El-Oruba Street, Heliopolis
Cairo, Egypt
Tel.: +20-224175741
Fax: +20-224175749
www.fioritoegypt.com

France Metal Tech & Sales

9A Shafik Ghorbal St., Roxy
1341 Cairo, Egypt
Tel.: +20-22564293
Fax: +20-22564294
www.francemetal.net

Fresh Electric for Home Appliances Co.

66 makram Ebeid St
Cairo, Egypt
Fax: +20-22701181
www.fresh.com.eg

Fresh Fruit Co. Egypt LTD

14, Iran St., Dokki
Giza, Egypt
Tel.: +20-233379638
Fax: +20-233379623
www.fcc-egypt.com

G**General Authority for Investment and Free Zones**

3 Salah Salem Road, Fairgrounds,
Nasr City
11562 Cairo, Egypt
Tel.: +20-224055452
Fax: +20-224055410
www.gafinet.org

German University in Cairo – GUC

New Cairo City
Postal Code 11835 Cairo, Egypt
Tel.: +20-227589990
Fax: +20-227581041
www.guc.edu.eg

German-Lebanese Company for Paints & Chemicals (GLC)

54 Street, 1st Industrial Zone,
El Obour
13027 Cairo, Egypt
Tel.: +20-26101456
Fax: +20-26101457
www.glcpaints.com

Ghabbour Auto

P.O.Box 60
Giza, Egypt
Tel.: +20-235391047
Fax: +20-235390139
www.ghabbourauto.com

Ghatwary Medical Supply

P.O.Box 256
21131 Alexandria, Egypt
Tel.: +20-34877604
Fax: +20-34863613
www.ghatwarymedical.com

Givrex

P.O.Box 747
Alexandria, Egypt
Tel.: +20-34244000
Fax: +20-34282139
www.givrex.com

Giza Seeds & Herbx

1st Industrial Zone, 6th October city
Giza, Egypt
Tel.: +20-238343669
Fax: +20-238330567
www.gizaseeds.com

Giza Spinning & Weaving Co. S.A.E

Kafer Hakeem, Embaba
Giza, Egypt
Tel.: +20-28900210
Fax: +20-28900216
www.gizaspin.com

Global Napi Pharmaceuticals

2nd Industrial Zone, No.40, Street
No. 18, 6th of October City
Giza, Egypt
Tel.: +20-28333352
Fax: +20-28333351
www.globalnapi.com

GNSE Group

32, Lebanon Street,
Mohandessin, Giza
12411 Cairo, Egypt
Tel.: +20-233451656
Fax: +20-233059155
www.gnsegroup.com

Golden Horse International Freight Forwarding

Office 501, Building No. 2
Merryland Towers,
Gisr El-Suiez St. Heliopolis
Cairo, Egypt
Tel.: +20-224514414
Fax: +20-224514414
www.goldenhorsefreight.org

Golden Pack Group

Industrial Zone No.1, Piece 74
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Tel.: +20-238200591
Fax: +20-238200597
www.goldenpackgroup.com

Green Environment Consultants

5 Aly Hassan Ateia From Orabi St.,
Mohandiseen
Giza, Egypt
Tel.: +20-233021487
Fax: +20-233048236
www.green-group.info

Green Focus & Consultancy (GFC)

5 Saudi Egyptian Building El Nozha
Street, Heliopolis
Cairo, Egypt
Tel.: +20-224183178
Fax: +20-224183179
www.greenfc.net

GRUNDFOS Egypt

3 Gamaya Elhak Fi Alhaya st.,
Sheraton - Heliopolis
11361 Cairo, Egypt
Tel.: +20-226965676
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www.grundfos.com

Gulf Manufacturers Company

77B Nasr Road - Nasr City
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Tel.: +20-224050368
Fax: +20-224050376
www.gmpipe.com

H**Haddad Group for Marble & Granite**

3 Abdallah Nour St, Heliopolis
Cairo, Egypt
Tel.: +20-1002133778
www.haddad-group.net

Halayeb Co For Dairy Products and Juice

Industrial zone, new Damietta
Damietta, Egypt
Tel.: +20-572409933
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Hanimex Store

First Moez El Dawla St., Off
Makram Ebid, Naser City
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Tel.: +20-22724135
Fax: +20-22724144
www.hanimex.net

Hassan Allam Holding

Yehia Zakaria St.,
Industrial Zone - lot 5,
Sheraton Heliopolis Housing
Cairo, Egypt
Tel.: +20-222666917
Fax: +20-222666920
www.allamsons.com

Hassco Trade International Co.

1000St.Piece no.3 Block no. 20033,
1st Industrial Zone
Al-Obour City, Egypt
Tel.: +20-246104172
Fax: +20-246104184
www.hasscotrade.com

Herrawi Group

220 Horreya Av.
21321 Alexandria, Egypt
Tel.: +20-35920294
Fax: +20-35918805
www.herrawi.com

Hikma Pharma

Building 12, Plot 1, Esraa
El Mohandeseen Street,
Mohandeseen Area
12411 Giza, Egypt
Tel.: +20-233047953
Fax: +20-233050739
www.hikma.com

Holdipharma

12 Waked Street, Azbakia,
Downtown
Cairo, Egypt
Tel.: +20-225912825
Fax: +20-225916866
www.holdipharma.com.eg

Honeywell Egypt - Egyptian Modern Food Industries

Industrial Zone A2
10th of Ramadan City, Egypt
Tel.: +20-15412661
Fax: +20-15412665
www.honeywell-egypt.com

Housing and Development Bank SAE

P.O.Box 234
11518 Giza, Egypt
Tel.: +20-237492014
Fax: +20-237600712
www.hdb-egy.com

I**IBE Technologies**

12 Gamal Salem Street, Dokki
Cairo, Egypt
Tel.: +20-23372267
Fax: +20-23371987
www.ibetech.com

ImproVision

56 Palestine St., Maadi
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Tel.: +20-227545773
Fax: +20-227539825
www.improvision-consulting.com

Intermedica

12El Oubour Building, Salah Salem
Road, P.O. Box 2527
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Fax: +20-224039976
www.intermedica.com.eg

International Company for Medical Industries (ICMI)

Abo Rwash No. 64 inustrial, 21
Smart Village Code
12577 Giza, Egypt
Tel.: +20-39100023
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www.icmiegypt.com

International Network for Training, IT & Consultation

24, Mohamed Al-Nady St.,
Nasr City
Cairo, Egypt
Tel.: +20-222748932
Fax: +20-233043419
www.itnetworks.org

International Turnkey Systems (IST) - Egypt

P.O. Box 11816
Cairo, Egypt
Tel.: +20-222730032
Fax: +20-222725882
www.its.ws

Internile Company

6A El Diwan St., Garden City
Cairo, Egypt
Tel.: +20-227957325
Fax: +20-23381226
www.internile.com

ISO Marble Company For Marble & Granite

Industrial Area of Marble and
Granite, Autostrad St.,
Shak el-Teban, Maadi
Cairo, Egypt
Tel.: +20-225175552
Fax: +20-225175554
www.isomarble.com

EGYPT

IT-Blocks

16 Mohamed Mandour Street,
Rabaa, Nasr City
11371 Cairo, Egypt
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Fax: +20-224045039
www.it-blocks.com

ITWorx

Nasr City, Freezone Area, 7B Block J
Cairo, Egypt
Tel.: +20-226736111
Fax: +20-226736188
www.itworx.com

J

Juhayna Food Industries

6 October City, Industrial zone
number 1
Giza, Egypt
Tel.: +20-238200744
Fax: +20-238200655
www.juhayna.com

K

Kahira Pharmaceuticals & Chemical Industries Company

4 Abd El Hamid El Deeb St.,
Victoria Sq., Shoubra
Cairo, Egypt
Tel.: +20-222021431
Fax: +20-222025477
www.kahirapharma.com

Kandil Industries

36 Sabtia St.
Cairo, Egypt
Tel.: +20-25770944
Fax: +20-25785255
www.kandilindustries.com

Keichour International
Transport & Trading

Salah Salem st. El Obour Buildings,
Building no. 20B, 8th floor,
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Cairo, Egypt
Tel.: +20-224014631
Fax: +20-224014632
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EGYPT

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Sima Food Industries

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EGYPT

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EGYPT



The extension of the Suez Canal (© Ghorfa picture library)



IRAQ

The Republic of Iraq is located in the western part of Asia and shares borders with Iran, Jordan, Kuwait, Saudi-Arabia, Syria and Turkey. Tigris and Euphrates, the two major rivers, flow from northern Iraq to the southeast of the country, providing Iraq with fertile soil.

Political System, Society and History

After the overthrow of Saddam Hussein in 2003, Iraq's political map has been restructured and a new constitution has been implemented in 2005, defining the country as a democratic and federally structured parliamentary republic. Article 25–26 define the restructuring of the economic system in accordance with modern economic principles, and article 62 specifies the strengthening of the competency of the 18 provinces. The most recent parliamentary elections took place in 30 April 2014. The election turnout

was 60%. On 8 September 2014, a new government formed under the leadership of Haider Al-Abadi, with government plans being confirmed through the Iraqi parliament soon after. Restoring peace and security, strengthening the economy and modernising the national administration, are amongst Al-Abadi's top priorities. Therefore the Prime Minister moved forward the process to reshuffle the Iraqi cabinet by including technocrats as well as academic figures in April 2016. This step is understood to weaken sectarian lines in the state apparatus in order to stabilise the political system.

Economic Development

Since 2003, reconstruction efforts began focusing on the liberalisation of the national economy, encouraging competition and attracting foreign investment. Structural reforms have also been implemented. Those

steps led to a constant improvement of economic conditions over the last years, particularly for the country's current ambitions to further develop the hydrocarbon processing market, to diversify the economy and thus to stabilise the state revenue's base.

The GDP in 2015 stood at US\$ 169.4bn, as estimated by the International Monetary Fund (IMF). For 2016, the IMF expects Iraq's GDP to grow by 7.1%, after stagnating in 2015. The inflation rate for 2016 is predicted to be 2%.

In September 2013, the Iraqi government launched its second "National Development Plan" (NDP) which allocates a total of US\$ 357bn for the rebuilding of the country, as well as for the diversification of the public income base in the timeframe of 2013–2017. 79% of the allocated money will be provided by the government, while 21% are planned to be contributed by the private sector. Overall, the aim of the NDP is to strengthen the in-



A Business Meeting with Prime Minister Al-Abadi was held in 2016. (© Ghorfa picture library)

dustry, energy, agriculture and tourism sectors, so they become the main drivers and pillars of the economy. These sectors are planned to grow by 7.5% annually. By diversifying the economy, further social and environmental goals will be attainable. Additionally, the decentralisation of the country and hence the strengthening of the competencies of the provinces are planned to be brought forward. The NDP clearly defines the challenges, opportunities and goals for stronger private sector participation in the country: Firstly, the contributions of the private sector to GDP will be increased by several measures, e. g. easing the flow of capital, establishing industrial and service complexes, enforcing a consumer protection law, transforming the informal sector to a regulated private sector as well as reinforcing the contributions of the private sector in the public decision-making process, and by privatising a number of state-owned companies. Secondly, effective and sustainable partnerships between the private and public sector will be built inter alia, through the strengthening of the legislative and legal framework, through adopting new formulas for partnership, and by simplifying the procedures for executing projects.

The **agricultural production** will be strengthened by e. g. increasing the sectors contribution to the GDP, increasing the plant and animal production, allocating land to this sector, strengthening the rural area, by encouraging private sector participation, and by securing the water supply.

The **oil industry** is Iraq's most important financial source and with the government's ambitious plans set forth in the NDP 2013–2017, Iraq aims to become a key contributor to the global market by increasing the storage capacity to 30.357 million barrels, enhance the quality and the quantity of the produced oil, and by increasing the environmental standards of production. In 2014, around 3.13 million barrels per day (b/d) were produced. The oil production in the third quarter of 2015 hit 4.4 million b/d. Iraq has reacted to the decline of the oil price by increasing production. According to the U.S. Energy Information Administration (EIA), Iraq's current proven crude oil reserves of around 144bn barrels are the fifth largest in the world. Approximately 60% of the oil is found in the province of Bas-

rah in the south, whilst another 17% is concentrated in the Kurdish Region in the north.

In contrast to the current production of around 3.5 million b/d, only around 900,000 b/d are refined within the country. Thus the domestic refinery capacity remains limited. The government of Iraq has identified the need to increase the refining capacity to 950,000 b/d in 2017, in order to improve the income base. Despite of ongoing security challenges, the Ministry of Oil upholds the plans for the construction of a pipeline from Basrah through Haditha to Aqaba in Jordan which is supposed to become operational in 2017. The project is estimated to be worth US\$ 18bn, 1,700 km long and will eventually transport around 1 million b/d. The Iraqi government aims to increase oil production to 5 million b/d by 2019.

Iraq's natural gas reserves, which according to the EIA are the twelfth largest worldwide and comprise around 112 trillion cubic feet (tcf), will play an important role in the future as an alternative energy source to oil.

Due to notable deficits in the **power supply** in the last years, which were being compensated by energy imports, the Iraqi government has recently initiated extensive countermeasures. According to the NDP, by 2017 a total of 25 GW should be produced, through e. g. transforming single cycle gas stations to combined cycle ones. Further steps include the approval of a comprehensive maintenance and repair policy, to improve the environmental performance, to develop and repair the transportation and distribution networks, to enable private sector participation by strengthening the link between the Ministry of Electricity and further institutions, and through the introduction of international standards. In 2014, the government allocated US\$ 4.7bn to the electricity sector.

A further stepping stone in the development of the energy sector is the publication of the Integrated National Energy Strategy (INES). Next to the expenditures in the energy sector, US\$ 75bn will be allocated to the electricity production until 2030 to develop the current underachieving system to meet domestic demands. Peak demand reaches approximately 21,000 MW during the summer period, far exceeding the 13,000 MW currently provided by

Fact File

Country Name: Republic of Iraq
Population: 36.1 million
Area: 435,520 km²
Currency: Iraqi Dinar (ID),
 1 ID = 1,000 Fils
Capital: Baghdad
Languages: Arabic (official), Kurdish (official in Kurdish regions)

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Bilateral Trade Volume 2006–2015

German Imports in EUR million	German Exports in EUR million
2008: 138.4	2008: 304.5
2010: 160.8	2010: 899.1
2012: 515.6	2012: 1,269.4
2013: 445.1	2013: 1,388.4
2014: 438.1	2014: 1,150.3
2015: 449.9	2015: 1,011.1

IRAQ

the electricity grid. The INES includes 40 new power plants until 2016, adding 22 GW of capacity. One of the latest projects, the Barzan power plant, located in the governorate of Erbil, will show a production capacity of 662 MW and is expected to be commissioned this year. In addition, the energy infrastructure needs to be developed for these expansions, especially in light of a possible position of Iraq as a grid cross-road to regional and Western power markets. Furthermore, the renewable energy sector is currently under-developed; however ample possibilities in the sectors of hydropower, solar and geothermal energy exist and are partially included in the INES. Among the power projects in execution is the US\$ 1.9bn Zubaidiya Power Plant, as well as the Samawa Power Plant, Iraq's first publicly tendered Independent Power Project since 2011. In addition, the capacity of solar and wind power should reach 400 MW in 2016.

The **industry sector** of Iraq is dominated by the oil industry, as this industry generates over 90% of the country's income and is thus affected on price fluctuation. Currently, this sector is characterised by weak private sector participation. Nevertheless, the industrial sector is – after oil – one of the most prominent components of the Iraqi economy. The main responsible body is the Ministry of Industry and Minerals. The diversification of the sector remains low and has a narrow export base. While foreign direct investments (FDI) are concentrated on real estate, oil and gas, and services, ample possibilities exist in further sub-sectors, such as the food and agricultural industry, the chemical industry as well as the construction industry. Further challenges are the current utilisation of outdated technology, an unreliable power grid, and the relative weak competitiveness of Iraqi products. The Iraqi government's plans, as lined out in the NDP, to promote private sector participation in this sector by a continued restructuring of public companies to enhance the transformation to a market economy, by securing private and foreign investment zones in various governorates, to improve the lending capabilities of Iraqi banks, to provide research among others. A first step has been taken to strengthen the petrochemical sector by signing a cooperation agreement with Shell in order to set up a petrochemical complex in Basrah worth US\$ 11bn. Furthermore, according to the Ministry of Industry and Minerals, a partnership contract with the French company Total, to set up a giant petrochemical project in Basrah province, is under way.

The **construction sector** is temporarily the second fastest growing economy sector. According to the Construction and Housing Ministry, Iraq suffers from a nationwide deficit of nearly 4 million housing units, requiring the construction of 650,000 units per year in order to accommodate an expected population of 38 million by 2018. 750,000 housing units are needed in the province of Baghdad. The Bismayah New City, which is located 10 km southeast of Baghdad and will host around 600,000 people, is currently the biggest construction project in Iraq. The costs of its implementation are estimated at US\$ 8bn.

The **infrastructure sector** demands rebuilding and further development. Only one fifth of sewage water is treated and reused. The majority of the population is still not connected to the water supply, which is why the Iraqi government is planning large investments in the water sector to remedy the situation. Iraq remains the third-largest project market in the Arab world, with US\$ 358bn in active infrastructure projects.

In terms of transport the government has ambitious plans, as outlined in the NDP, concerning transportation by air, water and land. One successful project is the Umm Qasr Port (US\$ 1bn). The Logistics Centre marked a significant milestone by reaching one million TEUs (Twenty-foot Equivalent Unit) handled over a five-year period since the beginning of operations in 2010.

Other major projects are the construction of two new airports in Dohuk and Karbala. It is expected that the airport in Karbala will dispatch up to 20 million passengers per year and thus establish itself as the country's largest airport. US\$ 7bn have been allocated to airport development projects in Iraq over the next few years. Furthermore, the government plans to expand the Baghdad airport, with further airport expansion plans for Basrah, Erbil, Najaf, Mosul, Sulaymaniyah, and Kirkuk.

Furthermore, the railway network will be re-developed, modernised and extended to offer local transportation, as well as transportation to neighbouring countries, such as Jordan, Turkey and Kuwait. The plans include increased security for traveling, as well as to increase the travel speed to 140 km/h in the first stage, and up to 250 km/h in the second stage. Additionally, as stated in the NDP, the

The Iraqi government has put significant efforts into increasing the efficiency of the economic process in order to support the private sector.

government plans to develop and support a public transportation project. In 2017, 130 lines with 1500 buses are planned to be operational. An additional objective in this sector is the privatisation of the freight transportation activity.

Further development can be observed in the **health sector**. Iraq's health sector went from being a regional leader in the 1970s to an ailing system in need of major investments, medical training and safe pharmaceutical distribution today. Among the challenges the government has to face are the unequal distribution of health services between the provinces, the destruction of health sector infrastructure, the shortage of health and medical staff, and the rapidly increasing population. The government successfully identified these problem areas and is committed to return the sector to its previous glory. In 2011 the health expenditure already accounted for 10.2% of total government spending. The plans for a complete makeover of healthcare facilities, expenditure on high quality equipment, and the improvement of facility management and human resource development are in progress. For 2016 the entire Iraqi healthcare sector is estimated to be worth US\$ 10–12bn. According to Medicare Iraq the import of pharmaceuticals rose by 61% over the last 5 years. In addition, the construction sector is a lucrative market for foreign companies: German Medical Services and Turkey's Universal Hospitals Group for example have signed contracts with the Iraqi Ministry of Health to build six 100-bed hospitals and two hospital clinics. In the coming years, the Iraqi government aims to realise more than 50 healthcare projects worth US\$ 3bn.

Economic Outlook

With the NDP 2013–2017, the government has outlined ambitious and feasible projects up until 2017. Hundreds of billions of US dollars have been invested in projects, which are either planned or underway in all economic sectors. Also sophisticated products and services are demanded. Still, obstacles have to be overcome, most obviously in the field of se-

curity. The best way to do business in Iraq is to have a local partner or an Iraq-based branch. Companies therefore often chose to enter the Iraqi market by setting up offices in cities of the north, such as Erbil. As the competencies of the provinces are planned to be strengthened, including the improvement of the logistical infrastructure, an increasing amount of opportunities will arise.

Thus, the country continues to offer multiple investment opportunities in all sectors. Despite of the current challenges, Iraq offers an educated, talented and available workforce with competitive wages and low operational costs. Furthermore, incentives have been created, such as generous benefits, guarantees and exemptions are being set out in the Iraqi Investment Law. Foreign investment is encouraged by exemptions from several taxes and import fees for a period of 10–15 years, the right to repatriate investment and profits from investments, the possibility to employ workers from abroad to implement projects, next to a company tax of 15%.

An important topic currently in focus by the National Investment Commission (NIC) is the management of investment zones in Iraq. Developing and boosting knowledge in this field

is considered as a basis for creating an appropriate legal and financial system.

The **Federation of Iraqi Chambers of Commerce and the National Investment Commission** are the main partners in supporting the private sector and investors in Baghdad and the governorates. Further, regional chambers, such as the Baghdad Chamber of Commerce, the Basrah Chamber of Commerce, and the Federation of Chambers of Commerce and Industry of the Kurdistan Region, provide valuable assistance for international companies.

German-Iraqi Business Relations

The relations between Iraq and Germany have increasingly intensified in the last years and high-level visits to Iraq have been made by various Federal German Ministers and delegations. Numerous high-ranking Iraqi officials visited Germany. In cooperation with the Embassy of the Republic of Iraq, the Ghorfa hosted the Iraqi-German Business and Investment Forum in Berlin. In 2014, the event took place for the third time. For two days more than 400 participants from Iraq and Germany dis-

cussed the economic opportunities of the country. In February 2016, Ghorfa in cooperation with the Embassy of the Republic of Iraq and NMI (Nordafrika-Mittelost-Initiative) welcomed Prime Minister Al-Abadi to a business meeting with selected high-ranking German business leaders, in which the continuing business relations between the two countries were discussed and emphasised. During the Prime Ministers visit to Berlin, German chancellor Angela Merkel pledged German support in rebuilding the country by providing a loan of EUR 500 million.

In 2015, Iraq exported goods worth EUR 449.9 million to Germany, while Iraq imported German goods worth EUR 1,011.1 million. The main German export items to Iraq were machinery, vehicles and automotive parts, electrical engineering, iron and steel, as well as chemical products. The Iraqi government wishes to see German companies play a more substantial role in the reconstruction of essential infrastructure and in the health care sector. A very positive step towards strengthening German-Iraqi trade relations was the signing of the Investment Protection Agreement on 4 December 2010.



Detailed Engineering Design of Al-Graia'at Bridge and Its Approaches across Tigris River in Baghdad
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Taha & Partners Group (TPG) started with the foundation of its first company, The Eastern Company, in 1988. For about three decades, TPG worked its hard to grow to be one of the best and pioneering companies in serving Iraqi community and infrastructure. Despite all the harsh circumstances that Iraq underwent before and after 2003, TPG strived to grow rapidly and become one of the leading companies in rebuilding Iraq. As the country emerges from years of stagnation and war, TPG endeavor was to be up to the challenge and succeed despite the obstacles. In conjunction with its partners and associates, and armed with a deep understanding to the country culture and experience, as well as with a profound knowledge of the local market, TPG has the proven expertise and credibility to deliver success, and fulfil its glorious targets.

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AHG Industry Ltd. Iraq/ AHG German Pipes is a subordinated company of the AHG Group Germany registered in Iraq under the registration number 1874 dated 5/6/2007. The AHG group owns more than 10 companies in several European countries which are specialized in different industrial areas and possessing long experience in production of PVC-HDPE, construction materials and raw material extraction as well as long experience in installation, operation and rehabilitation of production plants and industrial facilities. The plant is consisting of six pipe production lines (three PVC and three HDPE) and three fitting injector's lines, with total production capacity of 2.2 tons per hour (14,400 tons per annum) for which more than 1000 types of pipes and fittings are produced. This Pipe Plant will introduce new state-of-the-art, with computerized; production lines.



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JORDAN

The Hashemite Kingdom of Jordan lies on the east bank of the Jordan River and the Dead Sea. It covers an area of about 89,000 km² and shares borders with Syria, Israel, Palestine, Saudi Arabia and Iraq. In the south, Jordan has access to the Red Sea on a coastline of about 26 km.

Political System, Society and History

Jordan is a constitutional monarchy ruled by the royal Hashemite family in its fourth generation. Since King Abdullah II Ibn Al-Hussein took over in 1999, he has pursued a systematic modernisation of the country. Reacting to peaceful protests in January 2011, the government introduced modest political and economic reforms. The separation of powers and other democratic elements were part of a new constitution being revised and afterwards adopted by the end of September 2011. New democratic institutions like the Constitutional Court or the Independent Elections Commission were created.

Economic Development

The economy's growth is expected to continue to increase. The International Monetary Fund (IMF) has published figures projecting that the growth of Jordan's real GDP in 2016 will increase 3.2% to US\$ 40bn, compared to 2.5% in 2015. Inflation is projected to increase to 0.2% in 2016. The government's total expenditure in 2015 was around US\$ 11.10bn. The subsequent budget assumes that the Jordanian government will spend around US\$ 12.35bn in 2016.

Substantial foreign investment and grants come from the Gulf Cooperation Council (GCC), the EU and the US. In November 2012, Jordan and the GCC adopted an action plan for cooperation between the country and the GCC member states until 2017, and specified cooperation channels, goals and suggested mechanisms. It is also being economically supported by a US\$ 5bn development fund intended for a period of five years. In recent years, Jordan has joined several free trade agreements, such as the EU-Mediterranean Association Agree-

ment (EU-AA), the Greater Arab Free Trade Area (GAFTA), and the U.S. Free Trade Area (FTA).

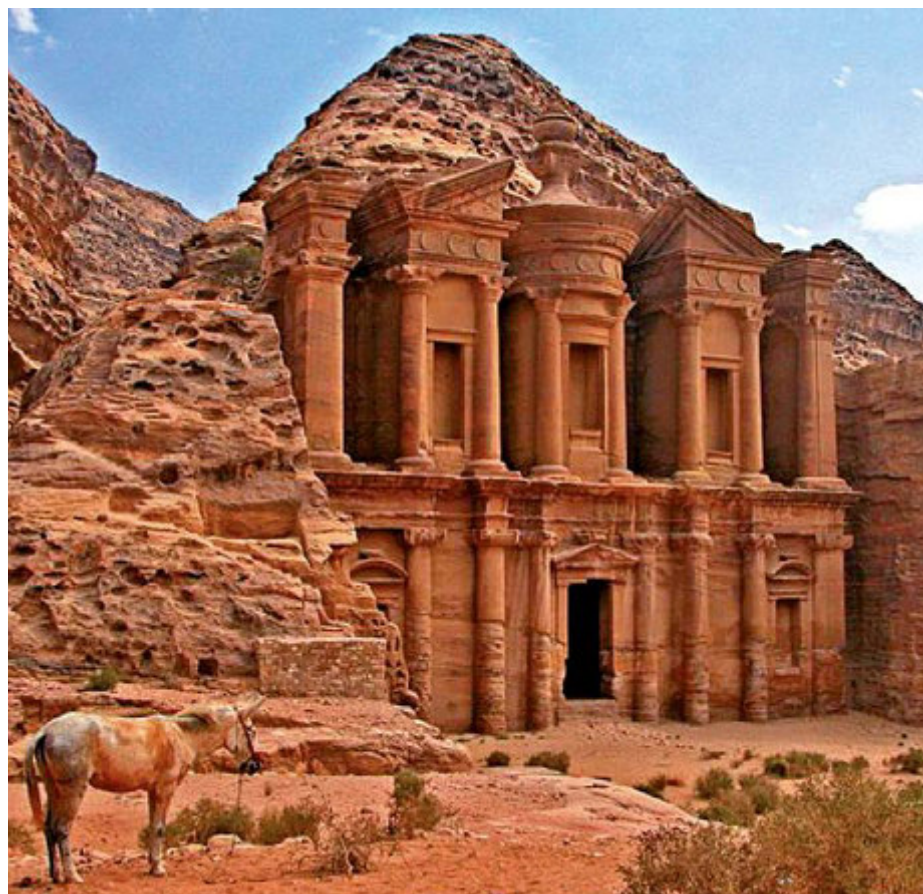
There are several economic zones serving as enabling platforms by offering differentiated advantages, from specialised business clusters, industry specific infrastructure, distinctive tax breaks, and most importantly proximity to resources and markets. The main economic zones include the following: the King Hussein Bin Talal Development Area (KHBTDA), the Building for Knowledge Irbid Development Area (IDA), the King Hussein Business Park (KHBP), the Ma'an Development Area (MDA), the Aqaba Special Economic Zone (ASEZ), and the South Industrial Zone (SIZ).

Annually, the **industrial sector** contributes approximately 30% to Jordan's GDP and employs 20% of the labor force. The main driving forces of the sector are mining and manufacturing. The country has significant reserves of a variety of minerals such as potash, phosphate, silicon, uranium and copper. Part of that development is the US\$ 6bn Attarat Um Ghudran Oil Shale Development project, which will be fully operational in 2021.

Further goods that are produced in Jordan are textiles, pharmaceuticals, cement and chemicals. Jordan is one of the leading Arab countries for the production of pharmaceuticals. Currently the Jordanian pharmaceutical sector is supplying more than 60 foreign markets, and is the biggest exporter in the Arab region.

The discovery of shale oil and shale gas will inevitably change the economic structure of Jordan. Firstly, the immense expenditures of the government for the import of energy products will decrease and secondly, through the export of these products, revenues will be generated. The production of oil from oil shale is planned to gradually start in 2018.

An Agreement on Conformity Assessment and Acceptance of industrial products (ACAA) between the EU and Jordan would enable Jordanian products of selected sectors to enter the EU market without additional technical controls. Negotiations on the ACAA have already started. According to the prognosis there are good opportunities aside from the traditional mining segments, concerning the extraction of shale oil and uranium.



Petra, Jordan (Seetheholyland.net / flickr)

Another essential sector of Jordan's economy is the **construction** sector. It is estimated to contribute 4.5% to the country's GDP. Especially the city Amman, the capital, is in need of new and affordable housing units.

One of the current mega-projects in this sector is the mixed real estate project Marsa Zayed in Aqaba valued at US\$ 10bn. Its first phase is to be completed in 2016. Another project is the Red Sea-Dead Sea project, comprising of a desalination plant in the Gulf of Aqaba and a pipeline linking the Red Sea with the Dead Sea. The desalination plant is aimed to produce 80 million cubic meters of water per annum. According to Jordan's Water Ministry, a 180 km pipeline will annually pump 300 million cubic meters of Red Sea water into the Dead Sea. A further expansion for additional 2bn cubic meters Red Sea water is envisioned. The construction will take three years. Besides the transport and desalination of the water, the project is also aiming at generating additional energy reserves at affordable prices for the participating countries Jordan, Israel and the Palestinian Territories. Additionally, in mid-April 2014, Dr. Abdullah Ensour, Prime Minister, laid the foundation stone for the Porto Dead Sea project, one of the biggest real estate development projects in the region worth US\$ 1bn. It consists of four five star hotels, an International Health & Spa Center, three Malls, medical facilities, and apartments.

The rehabilitation of the Aqaba oil terminal, which was completed in June 2015 by the Aqaba Development Corporation (ADC) plays an important role for the Iraqi-Jordanian plan to build a pipeline in order to transport Iraqi oil to the south of Jordan. The crude oil pipeline is expected to export at least 1.5 million barrels per day of Iraqi crude oil through Jordan and its port of Aqaba to other countries.

The need to further develop the country's **infrastructure** has attracted several companies to implement projects in the last years. A large railway project to connect Amman with Aqaba, as well as with the railways networks of neighbouring countries, is expected to be completed in 2017. The so called Jordan National Railway Project is supposed to create a railway network reaching approximately 950 km of track. In total, three lines are planned: firstly, the main north-south route connecting Aqaba and Amman. Secondly, Jordan will be connected with

Iraq between Zarqa and Tarbil. The third section will connect Jordan with Saudi-Arabia near the border of Haditha. This project will transform Aqaba into a major hub not only for sea freight, but also for train cargo. The kingdom will establish itself as an important transit country for railway trade and transport between Europe and the Gulf. In total, the costs are valued at around US\$ 2.4bn, of which US\$ 200 million are funded through financial aid from Saudi Arabia. Additionally, a highway between Aqaba and Basrah in Iraq is planned.

Jordan's **energy** imbalance is one of the main economic topics the government is confronted with. The National Energy Master Plan is seeking up to US\$ 3bn in energy investment between 2007 and 2020. The objective is to diversify Jordan's energy mix and increase the usage of its own local energy sources from 4% to 30% by 2020. The present share of oil usage in energy production is 58%. The kingdom plans to reduce this proportion to 40% by 2020. Increasing the use of renewable energies is part of the strategy to reduce dependency on imported oil. Another major target is to increase the contribution of alternative energy sources in the energy mix to 20% by 2020. In April 2016 a wind energy project in the Ma'an area has been inaugurated. The US\$ 148 million project was funded by the Kuwait Fund for Arab Economic Development (KFAED) and is expected to generate 200 GW/h.

In January 2016, UAE's Masdar announced to invest US\$ 300 million in Jordan to build a 200 MW solar plant. According to the Ministry of Energy and Mineral Resources it is anticipated that renewables will generate 1 GW by the end of 2018. The target is to use 1,800 MW by 2020.

Furthermore, the Jordanian government has started negotiations with private investors for the implementation of renewable energy projects. One project is the solar power facility "Philadelphia Solar" with an investment sum of US\$ 22.6 million. Further, six wind parks are planned, one of them in the governorate of Tafila worth approx. US\$ 289.4 million. It is expected to produce 117 MW with 38 wind turbines. The project underlines the aim of the government to further involve the private sector in energy production.

Tourism has traditionally been a major contributor to the kingdom's economy. In addition

Fact File

Country Name: Hashemite Kingdom of Jordan
Population: 7 million
Area: 89,342 km²
Currency: Jordanian Dinar (JD),
 1 JD = 100 Piastres/1000 Fils
Capital: Amman
Languages: Arabic (official),
 English (widely spoken)

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Bilateral Trade Volume 2008 - 2015

German Imports in EUR million	German Exports in EUR million
2008: 20.5	2008: 747.0
2010: 25.6	2010: 761.0
2012: 17.2	2012: 866.2
2013: 29.2	2013: 698.8
2014: 17.0	2014: 691.2
2015: 17.3	2015: 821.3

JORDAN

Jordan is characterised by political stability and a good investment climate. The country is planning to establish itself as a logistical hub in the region by heavily investing into its infrastructure.

to traditional tourism, Jordan is continuously focusing on health tourism, adventure and eco-friendly tourism. The government is also increasingly targeting the BRIC countries (Brazil, Russia, India and China) as a new potential group of visitors. In doing so, the use of technology in the promotion of Jordan as a touristic site plays a major role. According to the World Travel & Tourism Council (WTTC), the direct contribution of the tourism sector to Jordan's GDP was at 5.6% in 2015 and is estimated to rise by 5.7% on average per annum, from 2016 to 2025. The Jordan Hotels Association counts a capacity of 30,000 rooms, a number which is expected to double within the next ten years. As reported by the United Nations World Tourism Organisation (UNWTO), the annual 4 million tourists visiting Jordan created revenues of more than US\$ 4.9bn in 2015.

Jordan was one of the first countries in the Arab world to reform its **telecommunication** market. Since the 1990s, the sector has been gradually liberalised and 75% of ICT related laws were modernised, thereby improving the framework for local and international investment activities. In 2005, the monopoly of the Jordan Telecom Company was abolished and

the fixed telecom service market was opened to international investments. The Ministry of Information and Communications Technology (MoICT) developed and presented a draft for its new National ICT Strategy 2013–2017 in April 2012, which came into effect in May 2013. The strategy aims to develop the ICT sector by defining clear goals, objectives and creating adequate plans. Two business parks are specialised in the ICT market: The King Hussein Business Park in Amman and the Irbid Development Area. Further, the internet penetration has increased to 76% in 2015. Overall, an investment sum of US\$ 450 million for the sector is assigned. 4G/LTE services were launched in the first half of 2015. This will also have positive synergy effects on other economic sectors.

Economic Outlook

Although the Jordanian economy suffered from the global and regional instability during the past five years, the GDP of the kingdom grew by 2.5% in 2015. GDP predictions by the IMF stand at around 3.2% for 2016. It is a priority of the government to reduce the present budget deficit through a socially balanced reduction of subsidies in combination with targeted programmes to reduce the negative effects on the poor. Jordan has already implemented IMF recommendations to reduce subsidies in the electricity sector

The Jordan Investment Board (JIB) identified the areas of pharmaceuticals and health care,

ICT, tourism, education, engineering, transport and logistics, agro-industries and mining industry, as the sectors with the greatest investment potential.

The government strongly supports the expansion of the private sector with the public-private partnership (PPP) programme. The state is supporting companies and investors to access new and expanding markets within the country by developing the communication and transportation infrastructure, as well as enterprise zones and improved laws on investment and PPPs.

The Jordan Chamber of Commerce and the Jordan Chamber of Industry have traditionally played an important role for the Jordanian economy and contribute to fostering economic development, attracting investors and strengthening private businesses.

German-Jordanian Business Relations

The relationship between Germany and Jordan has always been close. Both sides agreed on a treaty for trade and investment in August 2010. After the USA and Japan, Germany is a major donor country for Jordan. Since 2012, the Federal Government has made EUR 564 million available in the context of the Syrian crisis: EUR 475 million by the Federal Ministry of Economic Cooperation and Development, as well as EUR 89 million from the Foreign Office.

The bilateral trade volume reached more than EUR 830 million in 2015. Notably, the volume of imported goods from Jordan amounted to EUR 173 million in 2015, with German exports to the Kingdom reaching EUR 821.3 million.

The focal fields of German-Jordanian trade are transport, energy and environmental technology. Next to automobile and commercial vehicle producers from Germany, who take a market-leading position, German providers of renewable energy technology are active in Jordan.

Jordan's business friendly environment and its high regard for German goods and services offer many opportunities for German companies.



President of the Ghorfa, Dr. Peter Ramsauer, and Nael Kabariti, President of the General Union of Arab Chambers of Commerce, Industry and Agriculture and President of the Jordan Chamber of Commerce, in 2015 (© Ghorfa picture library)

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KUWAIT

Kuwait is situated in the north-east corner of the Arabian Peninsula with borders to Iraq in the north and Saudi Arabia to the west and south. Occupying a total area of about 17,818 km², Kuwait has a strategic position as a port at the Arabian Gulf.

Political System, Society and History

The State of Kuwait is a hereditary emirate, according to its constitution with a strong parliament. From its independence in 1961, Kuwait has transformed into an oil-exporting state that plays an important role in the global economy. Kuwait's parliamentary system is one of the most active and influential in the region. The State has been ruled by the Al-Sabah dynasty since 1756. Since 29 January 2006, the emir is Sheikh Sabah Al-Ahmad Al-Jaber Al-Sabah. Current prime minister is Sheikh Jaber Mubarak Al-Hamad Al-Sabah.

Kuwait's geographical position at the estuary mouth of "Shatt Al-Arab" has turned the country, even before the oil boom, into a regional centre for trading. This led to the establishment of the region's first stock exchange and sovereign wealth funds, as well as some of the Middle East's leading private banks, financial institutions, and service companies.

Economic Development

Since its independence in 1961, Kuwait has been one of the most economically productive and politically liberal nations in the Gulf Cooperation Council (GCC). Indeed, for the past five years, the Emir, Sheikh Sabah Al-Ahmad Al-Jaber Al-Sabah has enforced key legislative goals such as a privatisation scheme, a financial stability plan, and economic development packages of government spending. New laws are in place to reform the capital market and labour regulations, and to ameliorate the legal environment for commercial enterprises.

rate the legal environment for commercial enterprises.

Kuwait's GDP, according to estimates by the International Monetary Fund (IMF), stood at US\$ 171.9bn in 2014. GDP growth was estimated at 1% in 2015 and is projected at 2.4% in 2016. The upward trend is expected to continue in the medium term, despite the decline of the oil price. Kuwait has undertaken several measures to sustainably diversify its economy. On top of that, the Kuwaiti General Reserve Fund and the Reserve for Future Generations still dispose over reserves of around US\$ 548bn. Kuwait's great dependence on oil, however, which continues to be the steering tool of economic activity, represents a great challenge that the current development plan 2015–2020 is seeking to address. The plan is part of the Kuwait "Vision 2035" development plan and envisages project spending worth more than US\$ 116bn. The strategic objectives of development for 2035, include increasing the gross domestic product, reviving the role of the Kuwaiti private sector in leading this development, restoring the regional role of the Kuwaiti state as a commercial and financial centre, and creating efficient government authorities to support that process.

The implementation of the economic development plan is also designed to turn Kuwait into a regional trade and financial hub. Consequently, the banking sector will have the ability to provide credit lines for such projects as long as government support is there. This will have a direct positive impact, going hand in hand with the expansionary monetary policy, to increase liquidity. Due to Kuwaiti law regarding property development, all of these projects will follow the build-operate-transfer (BOT) model, thus allowing the private sector to become more involved in the ongoing development of Kuwait. While the BOTs are currently operating in a 20-year timeframe, the government is examining regulations with the aim to make them more flexible. As a member of the WTO since 1995, Kuwait practices an open trade policy with a free foreign exchange market, low custom duties, and little regulation for import licences. In 2013 a new Direct Investment Promotion Law was published in the official gazette which transfers powers and assets of the Kuwait Foreign Investment Board (KFIB) to the newly formed



Kuwait Towers, a landmark of the city. (© xiquinhosilva / flickr)

Kuwait Direct Investment Promotion Authority (KDIPA), which aims to attract domestic and foreign capital for investments.

The Partnerships Technical Bureau (PTB) was formed in 2008 to encourage private sector participation and to develop and promote the country's public-private partnership (PPP) programme. The US\$ 2bn Al-Zour North power and water project is the PTB's first project which was awarded in January 2013 after overcoming opposition in parliament. In 2010, the government unveiled a US\$ 125bn economic development plan that called for increased spending on mega-projects, the privatisation of public firms and renewed focus on the delivery of public services through public-private partnerships. Projects scheduled under the plan included the US\$ 90bn Silk City project, a US\$ 7bn metro system, the touristic development of the Kuwait Failaka Island, construction of the 511 km double-track Kuwait National Rail Road System, a 25 km causeway, and multibillion healthcare and education schemes. The new plan for the years 2015–2020 reaffirms Kuwait's commitment to infrastructure spending. According to Germany Trade and Invest (GTAI), Kuwait currently has projects worth US\$ 230bn in planning or under construction.

The **oil and gas** sector is Kuwait's principle source of income. Kuwait is among the six largest oil exporters in the world. According to the U.S. Energy Information Administration (EIA), Kuwait currently ranks sixth in crude oil proved reserves. Kuwait plans to boost their output to 4 million barrels per day by 2020. Revenue from the sector is expected to grow once oil prices have stabilised. Kuwait is also rich in gas reserves. Its natural gas reserves are ranked twenty-first in the world, with an estimated 8.4% of the world's total reserves according to the OPEC. Local gas production is supposed to reach 4bn computational fluid dynamics (CFD) until 2030. The development plan 2015–2020 seeks to improve the performance of the oil sector and its economic role by developing the reserves, production, refinery, and transportation, in addition to expanding the role of the Kuwaiti private sector in oil activities through varying tools and policies. It foresees investments worth more than US\$ 35bn. Likewise, its petrochemical sector in the medium run is supposed to create greater reve-

nue for the state. In the oil and gas sector, major projects include the US\$ 12bn Clean Fuels Project 2020 carried out by the Kuwait National Petroleum Company. The Kuwait Petroleum Corporation (KPC) announced its US\$ 75bn capital spending plan 2015–2020, which foresees investments of US\$40 bn into the upstream sector and US\$ 35bn into the downstream sector.

In the **construction** field, major projects include the Silk City, Boubyan Island, Metlaa Township and Al-Khiran Pearl City. The Kuwaiti government is progressing on its biggest real estate project located in Subiya, northern Kuwait, the US\$ 77bn Silk City (Madinat Al-Hareer). The original concept included designs for a mixed-used city that would cover a total area of 250,000 m² divided into four main districts: Finance City, Leisure City, Ecological City, and Educational and Culture City. It is intended to contain the tallest building in the world and house 750,000 residents when completed. Respective plans had last been re-confirmed in summer 2014. Another major real estate project is Pearl City, also known as Al-Khiran. The original designs contained 100,000 waterside residential units in the south east of Kuwait.

Involved in the construction of the above mentioned projects with a focus on supplying **housing** is Kuwait's Public Authority for Housing Welfare (PAHW). To provide new housing and affordable accommodation for nationals, the PAHW has been tasked with the construction of a series of new residential schemes, which will add hundreds of thousands of new homes over the next decade.

In the **transport** sector, projects in the pipeline include the US\$ 3bn expansion of Kuwait International Airport, which will increase its annual passenger-handling capacity to 13 million passengers upon the project's completion in 2016, with a further expansion to 25 million passengers by 2025. A first major contract worth US\$ 4.8bn had been awarded at the end of 2014. A new runway, as well as 30 new gates, are to be built in the coming years. Up to US\$ 14.2bn worth of road work and infrastructure is to be completed over the next five years to underpin a commercial seaport on the previously uninhabited Boubiyan Island. One more project taking place on Boubiyan is the construction of the Mubarak Al-Kabeer Port,

Fact File

Country Name: State of Kuwait
Population: 3.8 million (2014)
Area: 17,818 km²
Currency: Kuwait Dinar (KD),
 1 KD = 1,000 Fils
Capital: Kuwait City
Languages: Arabic (official),
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Bilateral Trade Volume 2008 - 2015

German Imports in EUR million	German Exports in EUR million
2008: 142.2	2008: 1,286.0
2010: 59.9	2010: 1,195.2
2012: 270.9	2012: 1,218.3
2014: 136.8	2014: 1,422.2
2015: 60.6	2015: 1,304.1

KUWAIT

which is supposed to be concluded within 10 years. In 2013 the construction for the US\$ 2.6bn Sheikh Jaber Al-Ahmed Al-Sabah Causeway between Kuwait City and Subiya has started, which will be 38 km long and whose completion is expected for 2019. Another important project in the field of construction and infrastructure consists in the Al-Jahra Road Upgrade worth US\$ 965 million. Furthermore, the government has announced the Kuwait Mass Rapid Transport project involving construction of a four lane metro rail system and the Kuwait National Railway 135 km in length connecting Kuwait to Saudi Arabia. Another mega project in the field of transportation is the construction of a Metro in Kuwait City, which is supposed to be around 170 km in length and to cost around US\$ 7bn.

Kuwait has one of the most robust **banking sectors** in the Gulf Cooperation Council (GCC) region, benefiting from the country's outstanding economic performance in recent years. The Central Bank of Kuwait (CBK) monitors banks closely, through methods such as regular stress testing. Kuwait's banks have successfully overcome the global financial crisis of recent years. Kuwait recognises that the number, size, and activities of investment companies have grown significantly over the last few years, making that sector systemically important. While Kuwait was among the first Gulf States to launch a domestic **insurance industry**, with the Kuwait Insurance Company founded in 1960 and Al-Ahleia Insurance in 1962, the sector still only accounts

for around 1% of GDP. However, Kuwait's insurance industry is developing at a steady pace, with growing popularity among locals, being driven by the wider range of available products, especially from companies that provide Sharia-compliant services. The local Kuwaiti market has strong potential for expansion but is currently experiencing a period of uncertainty. With a growing privatisation of the economy, the importance of insurance will increase further.

Kuwait's **retail sector** is a promising field for investors with Kuwaitis being one of the most affluent consumers in the Middle East. According to AT Kearney's Global Retail Development Index 2015, Kuwait ranks no. 27 globally. Retail sales are projected to grow at 6% annually through 2020, major driving factors being urbanisation, a growing expatriate workforce, and a rising population. Kuwait has one of the highest standards of living and consumption in the world, and is thus a prime destination for luxury retailers. New shopping centres like The Gate Mall are preparing to open their gates whilst others like Marks & Spencer, LuLu Hypermarket, The Avenues and many more are already in business. According to Oxford Business Group, analysts expect a strong year for Kuwait's retail sector.

Kuwait is encouraging the private sector to participate in the implementation of the country's **healthcare system**. The country is making efforts to extend private sector participation in the health care system and open-

Kuwait's considerable oil wealth has enabled the country's economic development and diversification. With the necessary political stability and a re-energized private sector, Kuwait faces a positive growth path.

ing the sector to private and foreign investment. In response to its growing population and the pressure this is exerting on the healthcare system, Kuwait is expanding and upgrading its hospitals. According to the World Health Organization (WHO), the number of Kuwaitis over the age of 60 will increase to 8% of the population by 2030 and to 25% by 2050. With plans to construct eight new hospitals over the next seven years, the country should be in a good position to meet these health care challenges. There is a corresponding increasing demand for medical technology. 90% of health care facilities are provided by the Ministry of Health. The government plans to increase capacities in the governmental hospitals by more than 13,000 new beds. According to the investment bank Alpen Capital, Kuwait spends around US\$ 1,500 per capita on healthcare, which is above the GCC-median of US\$ 960. Currently, Kuwaiti nationals receive free access to health care.

Education is a central part of the government's strategy. Kuwait has become a leader in the region when it comes not only to provisions for female education but also for special



Kuwait City Skyline (© Khaleel Haidar/ flickr)



Dr. Peter Ramsauer, President of the Ghorfa, and Federal Minister ret., met Sheikh Jaber Al-Mubarak Al-Hamad Al-Sabah, Prime Minister of Kuwait, during the delegation visit to Kuwait in 2014 (© Kuwait Chamber of Commerce and Industry)

needs education. As demographic burdens increase, due to the ever-growing population, this commitment to education will need to be continuously renewed in the future. It is expected by the Kuwait Foreign Investment Bureau that by 2016, Kuwait will spend more than US\$ 8bn annually on education. Furthermore, there are developments in the private sector to create and expand private schools and universities. Education, including higher education, is provided to Kuwaiti citizens for free. Debates are also going on about developing vocational training in Kuwait.

The Ministry of Electricity & Water (MEW) owns and operates all Kuwaiti **power and water** production facilities, transmission networks and distribution systems and also sells electricity and water to commercial, industrial and domestic consumers. Kuwait has five power plants which can generate an installed capacity of around 15.7 GW, according to the U.S. Energy Information Administration (EIA). The State of Kuwait continuously aims at increasing the installed capacity to 25 GW to deal with the rising energy consumption. The plan is to assign some power and water projects to private companies, while also transferring the ownership of general power and water services to the private sector, in order to reduce government spending on power plants. One of the biggest projects is the US\$ 1.3bn Az-Zour North Independent Water and Power Project (IWPP), with a capacity of at

least 1,500 MW. In theory, Kuwait also possesses an ideal setting for the production of solar energy and interest in that subject has risen remarkably. According to the Partnership Technical Bureau, the Abdaliya Integrated Solar Combined Cycle Project will develop the first solar thermal power plant in Kuwait with a total capacity of 280 MW of which 60 MW will come from the solar contribution. Accordingly, Kuwait pursues the goal of generating 5% of its energy through renewable sources by 2020.

Economic Outlook

According to the IMF Kuwait's economic outlook despite of challenges is expected to improve further in 2016 and over the medium term. The need for diversification is compounded by the need to create jobs for the state's rapidly expanding population, which is expected to grow from the estimated 3.8 million in 2015 to 5.4 million people by 2030. Perhaps the biggest challenge facing the state is stimulating private sector growth, seen as currently over 72.9% of Kuwaiti's are employed in the public sector.

Over the medium term the Kuwaiti economy is expected to grow considerably, particularly with the non-oil growth accelerating to about 4-5% as large infrastructure investments are expected to support the growth

momentum. Kuwait is on a successful path to a sustainable development and has – through the establishment of the Future Generation Fund – laid the groundwork for a future economic development independent from the hydrocarbon sector.

The **Kuwait Chamber of Commerce & Industry** plays an important role in the development of the national economy and the enhancement of the private sector's role. The chamber acts as a leading partner in the nation's development process and is a consultative entity in all economic affairs.

German – Kuwaiti Business Relations

The bilateral relationship between Kuwait and Germany is very healthy. In April 2010, Kuwait and Germany signed cooperation agreements on sidelines of the visit of His Majesty Amir Sheikh Sabah Al-Ahmad Al-Jaber Al-Sabah to Berlin.

In 2015, the bilateral trade volume amounted to over EUR 1.36bn. Germany mainly delivers high-class vehicles, machines, factories (especially power stations), electrical and chemical products as well as hardware, and food to Kuwait. Kuwait invests in Germany since the 70s of the last century and has a share in notable German companies.

KUWAIT

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LEBANON

The Republic of Lebanon, bordered by Syria on the north eastern side and Israel in the south, stretches about 210 km along the Mediterranean coast and occupies a total area of 10,452 km². Due to Lebanon's geographic position, its history has been shaped by trade.

Political System, Society and History

Since the country's independence in 1943, Lebanon was known as "the Switzerland of the Middle East" due to its reputation as an international trade and banking centre. After severe damages to its social and economic structure due to the 1975–90 Civil War, Lebanon has made progress toward rebuilding its political institutions as well as its reputation as an economic platform.

Lebanon is a parliamentary democracy. Its government mirrors the religious diversity of the population. The posts of prime minister, president, speaker of parliament and others are assigned according to religious association. The formation of government has repeatedly proven to be difficult. Since February 2014, Tammam Saeb Salam has been the Prime Minister of Lebanon, who since May 2014 is also acting President of Lebanon. Since then, the parliament has assembled ten times in an attempt to elect a new president. Political tensions influenced by the Syrian conflict have caused a deadlock amongst political fractions. In December 2015, the UNHCR estimated that Lebanon was hosting approximately 1.85 million refugees from Syria.

Economic Development

Lebanon's GDP amounted to US\$ 51.2bn in 2015. The GDP growth rate remained stable at 1% in 2015, is to remain stable at 1% in 2016, and is expected to rise slightly to 2% in the upcoming years. Historically, Lebanon's most important economic sector has been services, backed by tourism, finance, communications, and transportation through governmental and private service providers. The capital, Beirut, remains a significant regional banking centre. According to the International Monetary Fund (IMF), inflation was running at 2% in 2015 and is expected to remain stable in 2016.

Lebanese government debt is one of the highest in the world compared to the GDP. In 2015 the gross public debt stood at US\$ 70.3bn. Despite the high public debt-ratio, Lebanon has so far managed to roll over its debt through the local banking sector, which is funded by a significant amount of deposits from non-residents. Vulnerabilities due to the structurally large deficit were partly mitigated by foreign reserves of US\$ 49.6bn at the end of 2015 and by the continued attractiveness of the banking sector to foreign depositors. Nevertheless, the government has taken measures to boost its revenues and lower the deficit.

Lebanon's travel and **tourism** industry contributed around US\$ 3.6bn directly to the Lebanese economy in 2015. According to the World Travel & Tourism Council (WTTC), its indirect influence is even greater, since travel and tourism impacts all sectors of the

economy. It is expected to grow by 5.3% in 2016. The WTTC estimates that tourism will directly contribute 8.1% to the Lebanese GDP by 2025 while having an indirect contribution of 29.4% to GDP by the same year. According to the Lebanese Ministry of Tourism, the number of tourists increased by 14.1% to 1.394 million in the first 11 months of 2015, as compared to the same period in 2014. Tourists coming from Europe formed the biggest group, accounting for 33.5% of arrivals, shortly followed by Arab countries with 31.6%. By 2024, a total of 1.95 million tourist arrivals are forecasted.

Tourism is further promoted in Lebanon by the different types of possible activities, such as skiing in Faraya and hiking along the Lebanon Mountain Trail. Also culturally, the country offers a variety of possibilities. Since 2003 the World Bank supports the Lebanese Council for Development and Reconstruction in preserving the cultural heritage through the conservation and management of archaeological sites, which will have a positive effect on tourism as well. The project is supposed to last until December 2016.

Lebanon's **power** sector depends almost entirely on external energy sources, in particular on oil products - only 8.1% of electricity generation comes from hydropower, while 91.9% is based on imported oil. Therefore, the country aims to diversify its energy sources by increasing the share of renewable energies in the country's energy balance to as high as 20% until 2030 and by introducing natural gas. Wind and hydro-power are sup-



Beirut Skyscrapers, Lebanon (© Paul Saad / flickr)

Lebanon is heavily investing in its energy sector in order to meet current challenges of a rapidly growing population

posed to play a particularly great role in diversifying the country's energy mix, as the Regional Center for Renewable Energy and Energy Efficiency states.

The discovery of natural gas in the Lebanese coastal waters of the Mediterranean Sea will have a big impact not only on the energy sector, but also on the economy as a whole. Conservative estimates assess the reserves of natural gas at around 30 trillion cubic feet (tcf), but the amount may be significantly higher, as no exploration has yet begun and other estimates hypothesise the existence of up to 120 tcf. A total of 46 transnational corporations have been pre-qualified to explore the offshore fields in April 2013, exploration-licences have not yet been issued.

In November 2011, the Council of Ministers of Lebanon approved the National Energy Efficiency Action Plan (NEEAP) for the time period 2011–2015. The Plan was mainly developed by the Lebanese Ministry of Water and Energy. The NEEAP contained 13 key-initiatives including the support and development of electricity generation from wind power, solar energy, as well as hydro power; and the adoption of relevant regulations, such as the Energy Conservation Law or a new building code. A Second National Energy Efficiency Action Plan for 2016–2020 is currently under way. Several pilot projects for renewable energy are planned as well, such as solar photovoltaic (PV), concentrating solar power (CSP) and wind farms, hydropower, biomass and geothermal energy. In April 2014, a study published by UNDP assessed the geothermal potential of Lebanon and calculated that the potential is 70-fold the domestic need.

In general, the domestic need of electricity is not covered by the current production. In addition, the grid urgently needs modernisation. For now, electricity remains rationalised and is only available for 16–21 hours a day. Therefore, many citizens and companies rely on diesel-fuelled generators to have a 24/7 energy supply. Several projects are currently in planning or implementation to improve the

energy supply situation. The construction of a new combined cycle plant, the second Deir Ammar Power Plant Project, is expected to generate 550 MW, reaching a value of US\$ 500 million. The World Bank has also started a project aimed at a more sustainable management of the Lebanese power sector. It is supposed to improve the inventory management of transformers in the power sector and will be reviewed in 2018.

The government is planning projects in the sectors dedicated to **water**, wastewater and recycling of solid waste. Lebanon has potentially sufficient water resources to meet local demand and has one of the richest water resources in the region. Nonetheless, transforming resources into quality drinking water for the entire population has proven difficult. It is estimated that if appropriate steps are not taken, Lebanon would face a chronic water shortage in 2020. The World Bank is supporting Lebanon in its efforts to improve the water and sewage sector. The Lebanon Water Supply Augmentation Project for instance which will run until June 2024, aims at increasing the volume of water available to the Greater Beirut and Mount Lebanon Area.

Lebanon's real estate and **construction** sector is one of the main pillars of the Lebanese economy. Nevertheless, the sector has been slightly affected by political turmoil and regional unrest. Seven of the ten biggest projects measured by Contract Value are set to be completed by 2016. The biggest projects with an estimated contract value of US\$ 500 million are the Venus Towers in the central district of Beirut. When completed in 2018, they will include a variety of five star hotels as well as artistic high-rise residential and office buildings. The second biggest project, Beirut Terraces, with a contract value of US\$ 460 million will consist of 132 living units, characterised by extensive terrace complexes and is set to be completed in 2016.

Lebanon's **banking** regulatory system is transparent and consistent with international norms. Lebanon is exerting considerable effort to re-establish itself as a regional banking hub. The country enjoys a free foreign exchange market, full currency convertibility, complete repatriation of capital and regulated banking secrecy laws, and the Central Bank has been successful in shielding Lebanon

Fact File

Country Name: Republic of Lebanon
Population: 4.6 million
Area: 10,452 km²
Currency: Lebanese Pound (LBP),
 1 LBP = 100 Piaster
Capital: Beirut
Languages: Arabic (official),
 English, French (widely spoken)

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Bilateral Trade Volume 2008–2015

German Imports in EUR million	German Exports in EUR million
2008: 37.6	2008: 528.7
2010: 30.3	2010: 776.2
2012: 47.1	2012: 861.2
2014: 44.6	2014: 781.5
2015: 45.4	2015: 826.3

LEBANON



Ghorfa President Dr. Peter Ramsauer, Secretary General Abdulaziz Al-Mikhlafti, and German Ambassador in Beirut, Martin Huth, meeting Prime Minister Tammam Salam in 2015
(© Ghorfa picture library)

from the global financial turmoil. These privileges render Lebanon a prime destination for foreign investment and investors can benefit from a sophisticated legal framework. Attractive interest rates promote deposit inflows, thereby supporting the pegged exchange rate and allowing an unprecedented accumulation of foreign exchange reserves during the past three years. The evolution of the value of total deposits in the banking sector continued to move in an upward direction.

The **telecommunications** sector of Lebanon is regulated by the Ministry of Telecommunications. Lebanon was one of the first countries in the region to have widespread internet access. Lebanon is heavily investing in modern ICT networks. The internet penetration rate has risen from 70% in 2013 to 86% in mid-2015. In July 2015 the Ministry of Telecommunications (MoT) announced the “Lebanon

2020 Digital Telecom Vision” - a US\$ 750 million five-year plan for the telecom sector which includes the roll out of fibre-optic networks until 2020 including 5G Technology. In shorter term the MoT aims to install 4G coverage over the entire country by 2017. Due to focused investments, Lebanon has witnessed an exceptional growth in 3G subscriptions, which has an actual penetration rate of 90%. Low and High Usage Packages are 58% well below the Arab average price. Smartphone penetration is rising as well, in 2014 70% of the Lebanese population used a smartphone, in 2012 the number stood at 36%.

Economic Outlook

Lebanon’s real economic growth rate is still expandable, but will pick up in the following years. The World Bank commented that the sharp slowdown in the past years was mainly due to domestic political tensions and to the deterioration in the security situation, which adversely affected investment, exports, tourism, and foreign direct investments (FDI).

The government has been urged by the IMF to strengthen its public finances, reduce the country’s debt burden, upgrade infrastructure, and improve the business environment to sustain recent macroeconomic stability. Structural economic and social reforms are essential for sustainable and inclusive growth, as well as improved competitiveness. Infrastructure is one of the government’s priorities. In addition to the electricity sector, reforms of the water sector and telecommunications are under discussion. Unlocking the sector’s growth potential requires opening it up to competition and upgrading its regulatory framework. Public-private partnerships

can help in attracting private infrastructure investment. The tourism sector remains an important cornerstone of economic development. The upturn in this sector, as well as in the economy as a whole, will depend ultimately on the end of the unrest in the region, especially in Syria. Another side effect is a weaker ongoing investment inflow. In the ranking of the World Bank’s Doing Business Report 2016, Lebanon is ranked 123. The Ministry of Industry in cooperation with the Investment Development Authority of Lebanon (IDAL) are addressing those issues by establishing plans to create industrial zones across the country.

The **Federation of Chambers of Commerce, Industry and Agriculture in Lebanon (FC-CIAL)** has proven its high commitment to promote sustainable growth and improving the business climate by several ambitious programmes and services. The General Union of Chambers of Commerce, Industry and Agriculture for Arab Countries has its headquarters in Beirut.

German – Lebanese Business Relations

Germany is one of Lebanon’s main sources for imports, accounting for EUR 826.3 million worth of goods coming from Germany in 2015. With a share of 5.4% of the total exports Lebanon is receiving, Germany ranks after the USA, Italy, China and France among the biggest suppliers of goods to Lebanon. Germany mainly exports chemical products, amounting to 16% of total German exports to Lebanon, car parts (17% of total exports), and machinery (13% of total exports).



Baalbeek, Lebanon (© Paul Saad / flickr)

Despite the fact that imported Lebanese goods constitute only a small amount relative to Germany’s total imports, they have slightly increased from EUR 44.6 million in 2014 to EUR 45.4 million in 2015. Target sectors for German companies include construction, creative media industries and media with good opportunities for joint ventures, and environmental sustainability, where solid waste disposal, reduction of air pollution, biodiversity protection, water and waste water collection are present key areas of opportunities. Lebanon, for its part, can benefit greatly from the technical and industrial expertise of German professionals and firms, while they in turn can take advantage of the Lebanese companies’ expertise in the field of conducting business in the region.

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AGYA has been established in 2013 as the first bilateral young academy worldwide. It is mainly funded by the German Federal Ministry of Education and Research and Qatar Foundation. The academy's aim is to promote Arab-German research cooperation based on the idea of scientific excellence and social commitment of early career scholars (3-10 years after PhD). The current 50 AGYA members are distinguished researchers from various fields of the Natural Sciences, Life Sciences, Humanities, Social Sciences and Technical Sciences working in 15 Arab countries and Germany. AGYA effectively supports their interdisciplinary projects in different areas of scientific research, science policy and education. Moreover, AGYA fosters the intercultural experiences of its members and promotes them as ambassadors of science and culture.

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Beirut, Lebanon
Tel.: +961-1995555
Fax: +961-1994555
www.biel-group.com

Benta Pharma Industries

P.O.Box 55191
Dbayeh, Lebanon
Tel.: +961-4545000
Fax: +961-4541333
www.bpi.com.lb

BioDiamond Middle East s.a.l.

SAR Centre, 4th, 6th & 10th
Floors, Fouad Chehab Str., Sin-El-Fil
Beirut, Lebanon
Tel.: +961-1513445
Fax: +961-1513448
www.biodiamond.com

Bioscientia Office Beirut

Tilal St. Georges-Bloc B3 3L,
Hadath, Baabda
Beirut, Lebanon
Tel.: +961-547-1976
www.bioscientia.de

Bioteck S.A.L.

P.O.Box 60-247
Beirut, Lebanon
Tel.: +961-4403410
Fax: +961-4520164
www.fmpsholding.com

BISCO sarl

BISCO Center, Jamal Abdel Nasser
Blvrd, Tayouneh
Beirut, Lebanon
Tel.: +961-1388788
Fax: +961-1388588
www.bisco.com.lb

Business Development Bureau

P.O.Box 214
Beirut - Baabda, Lebanon
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Fax: +961-5920306
www.prof-nahas.com

Byblos Bank

Elias Sarkis Ave. - Achrafieh
P.O.Box 11-5605 Riad El-Solh
Beirut, Lebanon
Tel.: +961-1205050
Fax: +961-1334554
www.byblosbank.com.lb

C

CBM (Computer Business Machines)

P.O.Box 90-1252 FANAR
Beirut, Lebanon
Tel.: +961-1680180
Fax: +961-1680280
www.cbm.com.lb

Cenpro- Project Development and Management

P.O.Box 14/5966
Beirut, Lebanon
www.cenpro.me

CPH World Media s.a.r.l.

Hamra
P.O.Box 13-5121 Chouran
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Tel.: +961-1748333
Fax: +961-1352419
www.cphworldmedia.com

CreoMedic

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Fax: +961-1489399
www.creomedic.com

CreoMedic Medical Technologies

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www.creomedic.com

CSC Lebanon

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Fax: +961-1352281
www.issuers.com

D

Dabboussi Group

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www.dabboussigroup.com

Dar Al-Handasah (Shair and Partners)

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dar.dargroup.com

Deutsche Internationale Schule Beirut

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www.dsb.edu.lb

Domaine de Baal - Vallee de la Bekaa

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F

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FIG Holding S.A.L.

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Fax: +961-70667299
www.figholding.com

Fomaco S.A.R.L.

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Fransabank s.a.l.

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Future Pipe Industries SAL

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www.futurepipe.com

G

GEEC Group LLC

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Fax: +961-5456801
www.geecpower.com

GENEC - General Engineering Company of Lebanon S.A.R.L

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www.genec.com.lb

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www.ghaddarmachinery.com

Golden Tulip Galeria - Hotel

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Fax: +961-1840345
www.goldentulipgaleria.com

Golden Tyres Ajaj & Co .

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Tripoli, Lebanon
Tel.: +961-6424888
www.goldentyres.com

H

Habtoor Grand Hotel Convention Center & Spa

Sin El fil - Horsh Tabet, Charles De
Gaulle Street, Tayyar Center
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Tel.: +961-1496666
Fax: +961-1516400
www.habtoorhotels.com

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Fax: +961-1514424
www.hmb-law.com

Heidelberg Lebanon S.A.R.L.

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den Center, Block „B“, Jisr-El-Bacha,
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Fax: +961-1510759
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Hilton Beirut Metropolitan Palace

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Beirut, Lebanon
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Fax: +961-1502502
www.palacebeirut.habtoorhotels.com

I

IFP - International Fairs & Promotions

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Fax: +961-5959888
www.ifpexpo.com

Interform

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Beirut, Lebanon
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Fax: +961-1493222
www.interform-lb.com

Intermedic (Jean Farah & co.) s.a.l.

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Fax: +961-1422772
www.saturtrust.com

Investment Development Authority of Lebanon

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ISACO - Industrial Systems Applications Company S.A.R.L.

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M

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macromed.com.lb

MEDCOM s.a.l.
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www.medconsul.com

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Tel.: +961-5432825
Fax: +961-5432826
www.mts-lb.com

MEFOSA - MENA Food Safety Associates
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Mövenpick Hotel & Resort Beirut
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www.moevenpick-hotels.com

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Nahas Enterprises Group
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NSOULI Jewelry
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O

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www.plastilab-lb.com

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Rafik Hariri University Hospital
Bir Hasan, Jinah
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www.bguh.gov.lb

Ready Mix Beton S.A.L Co.
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Fax: +961-1790460
www.readymixbeton.com

Real Capital Holding
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Fax: +961-1616659
www.realcapitalholding.com

S

Said Saifan Est.
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of Toyota Showroom
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Fax: +961-6951142
www.saifanest.com

SALLAUM GROUP Companies
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Ain Mreisseh
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Fax: +961-1364374
www.sallaumlines.com

Scout Shop Est.
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Fax: +961-6220114
www.bodongroup.com

Sed El Bauchrieh - BMW Regional Office
Youssef Heneine Street
Metn, Lebanon
Tel.: +961-1684684
www.bmw-lebanon.com

Sleep Comfort - Karantina
Ayoub Building, Al-Rehban Street,
Khodre Sector
2076/7509
Beirut, Lebanon
Tel.: +961-1444444
Fax: +961-1449998
www.sleepcomfort.com

SMEDS International
P.O.Box 90-1158
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Fax: +961-1884568
www.smedsinternational.com

Société Ets. M.Najjar
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www.cafenajjar.com

Société Générale de Banque auf Liban SGBL
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www.sgbl.com.lb

T

Techno Cars s.a.l.
Gallery Samaan, Michel zakour street
Beirut, Lebanon
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Fax: +961-1271871
www.technocars.com.lb

The Arab Hospital Magazine
Mansourieh Highway, Jihad Wakim
Center, Third Floor
Mansouriyeh, Lebanon
Tel.: +961-4534058
www.tahmag.com

The Lebanese Company for the Development and Reconstruction of Beirut Central District s.a.l.
P.O.Box 119493
Beirut 2012 7305, Lebanon
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Fax: +961-1980662
www.solidere.com

U

UNICO SAL (Union Industrielle et Commerciale)
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Fax: +961-1687504
www.unico-sal.com

Union of Arab Banks
P.O.Box 11-2416
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Fax: +961-1364927
www.uabonline.org

United Nations Economic and Social Commission for Western Asia
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Fax: +961-1981510
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Universal Hospital Services
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Fax: +961-5455853
uhs-jo.com

V

victoire insurance company
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web.victoire.com.lb

W

WIDRISS Holding SAL
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www.widriass.com



LIBYA

Libya is located in North Africa on the southern shore of the Mediterranean Sea. It is bordered by Tunisia and Algeria in the west, Niger, Chad and Sudan in the south and by Egypt in the east. The country is rich in oil and gas and one of its major assets is the Great Manmade River Project consisting of underground pipes that bring fossil water from the desert to the cities in the north.

Political System, Society and History

Libya was occupied by Italy from 1911 to 1943 when it passed into UN administration as a result of Italy's defeat in World War II. In 1951, Libya became independent. In 1969,

Colonel Muammar Gaddafi assumed leadership through a military coup. After revolutions in both Tunisia and Egypt in the beginning of 2011, protests and uprisings against the regime of Colonel Gaddafi arose in Benghazi – Libya on 17 February. After months of fighting, the Gaddafi rule ended in August 2011 when his forces fled Tripoli and Libya came under the de facto administration of the National Transitional Council (NTC). The transitional period was governed by the Constitutional Declaration issued in August 2011. After Gaddafi was captured and killed in October 2011, an interim government was formed in November 2011. In July 2012, the General National Congress (GNC) was elected and replaced the NTC. In October 2012 a government was elected and offi-

Despite the political instability, Libya remains an attractive partner with large potential.

cially inaugurated in November. It was led by Prime Minister Ali Zaidan. In February 2014, the 60-member constitution assembly was elected. The assembly is to draft a constitution intended to advance the transition to democracy. In April 2014, Abdullah Al-Thinni, who was confirmed as Interim Prime Minister after Ali Zeidan was ousted in a confidence vote, stepped down. After the parliamentary election on 25 June 2014, the House of Representatives was established in Tobruk on 4 August 2014.



Tripoli is the capital and largest city of Libya (© iStock / Noctiluxx)



Gas turbine power plant in the Libyan town of Zawia (© Bilfinger Construction GmbH)

In early October 2015 the United Nations envoy to Libya, Bernardino Leon, proposed a national unity government for Libya led by a prime minister, three minister deputies from the country's east, west and south regions, as well as two ministers to complete a presidential council. A Libyan unity government led by UN proposed Prime Minister Fayez Al-Sarraj, which was recently formed, is challenged by the internationally recognised parliament in Tobruk and the rival government in Tripoli.

Economic Development

Libya has a small population of 6.4 million people and large oil reserves that put the country in a comfortable financial situation. Due to the current situation in Libya, accurate information cannot be provided.

Economic Outlook

Despite Libya's political instability, it remains an attractive partner with large resources and financial means. The infrastructure and large investment projects will be resumed

once stability is given. Most sanctions have been removed. Therefore, Libya holds many investment opportunities, especially in the construction field, and oil industry. As the hydrocarbons' sector has recovered, the financial means for reconstruction are available. With its currency reserves and foreign held assets, Libya would also be capable of financing investment projects in the short run.

The **General Union of Libyan Chambers of Commerce and Industry** contributes to the economic development in Libya by promoting economic activity and cooperation between Libyan and international companies.

German-Libyan Business Relations

Libya has been an important trading partner for Germany for imports and exports. German exports consist primarily of industrial machinery, car components, electro technology and food, whereas Libyan exports to Germany are primarily oil and gas. In 2015, German exports to Libya reached EUR 355.2 million and the German imports from Libya were worth EUR 1.2bn.

Fact File

Country Name: Libya
Population: 6.4 million
Area: 1,760,000 km²
Currency: Libyan Dinar (LYD),
 1 LYD = 1.000 Dirham
Capital: Tripoli
Language: Arabic (official)

Useful Contacts

Embassy of Libya

Podbielskiallee 42
 14195 Berlin, Germany
 Tel.: +49-30-200-596-41
 Fax: +49-30- 200 596-35
 Email: konsulat@libyschebotschaft.de
www.libyschebotschaft.de

Embassy of the Federal Republic of Germany

(The German embassy in Libya is closed until further notice. The embassy is currently working out of the Embassy in Tunisia.)

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Fax: +218-21-20-461

Email: info@chambersunion.com

Bilateral Trade Volume 2008 - 2015

German Imports in EUR million

2008: 5,518.7

2010: 3,103.0

2012: 5,540.4

2013: 4,680.2

2014: 1,724.0

2015: 1,200.0

German Exports in EUR million

2008: 1,046.9

2010: 952.7

2012: 690.5

2013: 914.1

2014: 540.7

2015: 355.2

LIBYA

A

Alain Company Import and Export
P.O. Box 15202 (Benghazi)
Tripoli, Libya
Tel.: +218-214809792
Fax: +218-214628701
www.alain-co.com

Alhandasya
Ben Ashoor
Tripoli, Libya
Tel.: +218-213613607
Fax: +218-912131888
www.alhandasya.ly

Al-Mahaba Oil Service
P.O.Box 3752
Tripoli, Libya
Tel.: +218-213636368
Fax: +218-213636424
www.aoscoly.com

Asshajara Hotel
P.O.Box 2142
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www.asshajarahotel.com

Azzawiya Oil Refining Company
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C

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D

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www.rmpaint.com

E

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G

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Fax: +218-213401112
www.greenoillibya.com

H

Harouge Oil Operations
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I

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www.irassalibya.ly

L

Libyan Board of Medical Specialists
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Libyan Businessmen Council
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M

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Mediterranean Sea Engineering Construction
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Moamatat Financial Services Co.
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The Temple of Zeus – Cyrene, Libya (© ancientview / flickr)

O

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R

Ras Lanuf Oil and Gas Company
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T

TAKNES for Tourism Services and Investment Co.
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U

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W

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MAURITANIA

Mauritania is situated in the North West of Africa and belongs to the Maghreb Union. It is bordered by Morocco in the north, the North Atlantic in the west, Senegal and Mali in the east and Algeria in the north east. The country has one of the richest fish resources in the world.

Political System, Society and History

Mauritania gained independence from France in 1960. After seizing power in a coup in 1984, Maaouya Ould Sid Ahmed Taya ruled the country for more than 20 years. In 2005, a peaceful coup ended his rule and a military council was instated to oversee the transition to a democratic system. In early 2007, Sidi Ould Cheik Abdallahi became the country's first democratically elected president. After another military coup in 2008, Mohammed Ould Abdel Aziz was elected president in July 2009 and has since ruled Mauritania. The Mauritanian government is focusing on the reduction of poverty, improvement of education and health, and the privatisation of the economy. Poverty still affects almost half of the population and poor health conditions are a major issue. In November 2013, parliamentary elections took place. The Union for the Republic party won the votes and now holds 74 seats in the 147-member National Assembly. The presidential elections were held in June 2014, during which President Abdel Aziz was reelected.

Economic Development

Economic development relies heavily on agriculture and livestock, but Mauritania also has huge deposits of iron ore, which account for more than a third of its total exports making it the second largest exporter of iron ore in Africa. It exported 13.4 million tonnes of iron ore in 2013. Mauritania's coastal waters belong to the richest fishing areas worldwide, but the overexploitation by foreign fishers threatens this important sector. In addition to iron ore, Mauritania's main exports are fish and fish products, and the main imports are machinery and equipment, petroleum products, capital goods, foodstuffs, and some consumer goods. According to the International Monetary Fund (IMF) a growth

GDP growth is projected to be sustained – driven by the mining industry, construction, and foreign investments.

rate of 4.1% is estimated in 2016. The GDP amounted to US\$ 5.3bn in 2014. Services contribute a smaller share to GDP than industry, which has a share of more than half. The main industries are fish processing, oil production and mining. Opportunities for direct foreign investment have improved through a new investment code approved in 2001. At the International Investment Forum 2014, in the country's capital Nouakchott, new investment partnerships between the Mauritanian government and the Arab Gulf States were determined worth US\$ 850 million in order to support fisheries, agriculture, livestock, health and roads.

The **mining sector** has experienced important growth, which has further consolidated its position as the engine of the economy. The mining sector is the leading employer after the public service. The mining and hydrocarbons industries accounted for approximately 75% of Mauritania's export earnings and 30% of its fiscal revenue in 2013, with iron ore, gold, petroleum and copper representing the largest shares. In 2013, the mining sector accounted for around 25% of GDP according to the Société Nationale Industrielle et Minière (SNIM). Activity in the sector is dominated by SNIM as the leading mining company.

Fish exports contribute about 10% to the state budget. Mauritania is one of the world's most fishful countries. The favourable environment conditions promote the development of the **fisheries' sector**. The Ministry of Fisheries and Maritime Economy is in charge of the marine territory. Every year, approximately 22,000 tonnes of Mauritanian marine products are sold to the EU ranking Mauritania as one of the largest exporters of fish and fishery products to the EU. In October 2013, a new agreement on the EU's fishing rights close to Mauritania's coast has been ratified by the European Parliament. The agreement connects EU payments for the fishing rights to human rights and to a sustainable management of the fish resources. A renewal of the agreement is currently

being discussed. Mauritania has signed bilateral fishery agreements with Algeria, Japan, Morocco, Russia, Senegal and Tunisia. In March 2015, the World Bank launched a multi-phase series of projects to ensure the productivity of West African water's wealth of fish resources.

The **agricultural sector**, together with the fishery sector, employs the majority of the labour force. Major agricultural products, produced near the Senegal River on irrigated lands and in scattered oases, include millet, dates, sorghum, rice and yams. Livestock such as sheep, goats, cattle, and camels are raised.

Furthermore, the role of **renewable energy** is growing in Mauritania. The Arab Fund for Economic and Social Development (AFESD) has awarded a US\$ 49 million loan for the construction of a 30 MW Wind Farm in Nouakchott in April 2013.

The African Development Bank (AfDB) and the EU have also been supporting **water** projects in Mauritania's rural areas. One project that will benefit 736,000 people in the south-east and centre of the country was made possible through a subsidy of US\$ 13 million granted by the AfDB in February 2013. Hydroelectric plants make up around 38% of the electricity production capacity, and 62% are hydrocarbon fuelled plants.

The discovery of the Chinguetti **oil** field by the Australian firm Woodside Energy in 2001 was important for the Mauritanian oil sector. Until today, it is the only production field of the country. However, Mauritania has offshore oil reserves amounting to 20 million barrels and currently produces 6,750 barrels per day. Nonetheless, Mauritania is a net oil importer. Despite proven **gas** reserves of 1 trillion cubic feet, Mauritania does not produce gas. In May 2014, the World Bank launched the US\$ 130 million Banda Gas to Power Project. The gas field is located approximately 55 km offshore of Nouakchott. The objective of the project is to start the production of natural gas in order to generate electricity for local households and industry, as well as for the export to neighbouring countries. Offshore gas production is expected to start in 2015.

The **service sector** contributes around one third to GDP. The telecommunications sec-



Mosque in the ancient town of Chinguetti (© Shutterstock / N Mrtgh)

Fact File

Country Name: Islamic Republic of Mauritania

Population: 3.7 million

Area: 1,030,000 km²

Currency: Ouguiya (MRO),

1 MRO = 5 Khoums

Capital: Nouakchott

Languages: Arabic (official),

French (commercial)

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Mauritanian Chamber of

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Bilateral Trade Volume 2008 - 2015

German Imports in EUR million

2008: 142.7
2010: 93.2
2012: 141.5
2013: 112.4
2014: 117.5
2015: 84.7

German Exports in EUR million

2008: 48.4
2010: 57.9
2012: 172.7
2013: 106.9
2014: 103.5
2015: 85.3

tor, which has been liberalised in the late nineties, is facing difficulties due to a limited small local market and an increase in the number of mobile phone operators, resulting in tough competition. In April 2014, the Ministry of Employment, Vocational Training, Technology, Information and Communication launched a national strategy paper for the modernisation of the sector until 2016. The tourism sector is growing, but still lacks planned development and its infrastructure is developing very slowly. In 2009, the legal and regulatory framework of the financial sector's development changed in order to modernise and stabilise it; with a new deposit guarantee fund to improve the protection of customers, boost public confidence in the banking system, attract more users, and encourage savings. Mauritania has adopted ambitious banking sector reforms, in agreement with the International Monetary Fund (IMF) backed Financial Sector Assessment Programme recommendations. This is crucial to create conditions for higher private sector-led growth. The increased presence of foreign banks is likely to boost competition, and along with improved banking supervision, should strengthen the financial sector.

Economic Outlook

Overall macroeconomic prospects for 2016 and the medium term are positive. GDP growth is projected to be sustained – driven by the mining industry, construction, and foreign investments. The prospects of the Mauritanian economy are therefore positive. The country has gas reserves and rich fish grounds; it produces most of its oil consumption and large amounts of gold. Cooperation with different international institutions in many development projects that are underway gives Mauritania a chance for sustainable development. However, the key task is to ensure sustainable growth and the integration of the small and medium-sized companies which contribute to the diversification of the economy and provide job opportunities. Furthermore, the export-oriented country requires a sustainable management of natural resources.

The **Mauritanian Chamber of Commerce, Industry and Agriculture** encourages and supports economic activity in Mauritania and thereby contributes to the economic development of the country.

German-Mauritanian Business Relations

Since 2010, trade between Mauritania and Germany has increased substantially, although from a small level. The economic relations between Germany and Mauritania are developing purposefully. In 2015 the trade volume between Germany and Mauritania has declined. Germany basically imports iron ore from Mauritania, and exports machinery and vehicles. Mauritania also receives technical assistance from Germany, making it the third largest donor. The cooperation focus lies in good governance and resource efficiency in the fields of agriculture and fisheries. Through the European Union, Germany also contributes to development projects in Mauritania.



H.E. Mouhamed Mahmoud Brahim Khilil, Ambassador of the Islamic Republic of Mauritania, and Secretary General Abdulaziz Al-Mikhlafi exchanged views on how to further bring forward business relations between Germany and Mauritania. (© Ghorfa Picture Library)

MAURITANIA

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MOROCCO

Morocco is situated in Northern Africa and bordered by the Mediterranean Sea and the Atlantic Ocean, which gives it a strategic location for trade, and a crossroad for exchanges and investments. Neighbouring countries are Algeria, Mauritania, and Spain over the Mediterranean Sea.

Political System, Society and History

Morocco reached its political independence on 18 November 1956. Hassan II was proclaimed King of Morocco in 1961 and was in power until 1999. Gradual political reforms in the 1990s resulted in the establishment of a bicameral legislature in 1997. Nowadays, Morocco is a constitutional monarchy with an elected parliament. Under the rule of King Mohammed VI, Morocco enjoys political stability and the King has a very positive image among the Moroccan people. Nevertheless, influenced by the protests in other Arab countries, peaceful demonstrations spread to Morocco. In March 2011, the King established a commission to reform the constitution and a referendum was held in July 2011. A huge majority of Moroccans approved this new constitution. It stipulates that the King has to appoint the Head of the Government from the

party, which gained the majority in the elections, and that regionalisation would be fostered. Early parliamentary elections were held on 25 November 2011, in which the moderate Islamist Justice and Development Party (PJD) won 107 out of 395 seats and hence the right to lead the government. Abdelilah Benkirane was appointed Head of Government. On 10 October 2013, there was a government reshuffle, and in September 2015, regional and municipal elections were held, in which the ruling party PJD gained the majority of the votes.

It is important to emphasize that Morocco has a well-developed multi-party system with various numbers of officially recognized parties. Besides, Unions of workers and civil society contribute actively in the economic, social and cultural activities.

Economic Development

According to the International Monetary Fund (IMF), Morocco's GDP reached US\$ 110bn in 2014. The GDP growth rate is expected to reach 2.3% in 2016. Economic policies pursued by the Government and the implementation of various sectoral and social strategies aiming at socio-economic development have brought macroeconomic stability to Morocco

with generally low inflation, improved financial sector performance, and steady progress in the development of services and industrial sectors. These developments allowed Morocco to rank 75 out of 189 countries in the Doing Business Report 2016 of the World Bank.

The country has developed ambitious sector related investment plans. The main goals are to reduce the dependence on energy imports, to create a strong logistics sector, to take advantage of the strategic location and to promote a mainly export oriented industry sector by attracting foreign direct investment (FDI). The EU has thus far completed four rounds of negotiations for a Deep and Comprehensive Free Trade Agreement (DCFTA) with Morocco, which should strengthen the EU-Morocco trade relations building upon existing agreements, including the Association Agreement of 2000 and the Agreement on agricultural, processed agricultural and fisheries products of 2012.

The goal of the ongoing negotiations are to reach a complete Free Trade Agreement, which includes services and investment protection inter alia, and finally to introduce Morocco gradually into the European economic space, in fields like industrial standards and technical regulations.



Wessal Bouregreg, a mega project, aims to reinforce the urban development of Morocco's capital Rabat. (© Farhanja Wahabzada)

The **infrastructure and construction** sector employs one million people. It is a growing sector, with a high demand for transport, energy, industry, tourism and social housing, which will drive the sectors growth over the next years. According to a Research and Markets Report the construction sector in Morocco will grow an average of 4.45% over 2015-2019. The government intends to build an average of 100,000 housing units every year by 2020. Therefore, the government is encouraging construction activity in this field. At the same time, it is preparing to put in place quality requirements for firms active in the sector, which will reduce competition.

A lot of investment into transport infrastructure is taking place to make the country take advantage of its strategic location. Both ports and over land transport infrastructure are in the pipeline or are already being developed. Around 2,000 km of highways are already built, and Morocco holds 12 international airports and many harbours among the most important ones in Africa. The government seeks to construct 1,500 km of high-speed railway by 2035. In 2015, according to the Ministry of Equipment, Transport and Logistics, this sector received EUR 3.9bn, which was allocated as follows: EUR 1.4bn for ports, EUR 1.1bn for roads and highways and EUR 511.4 million for railways. Morocco's Ports Agency has proposed a total of EUR 8.1bn to be invested in port infrastructure from 2010 to 2030. A majority of mega projects are currently being implemented. Important projects in the field of transport and logistics are Tangier Med 2, the enlargement of the port of Tangier, a coal import terminal at Safi with a project value of US\$ 1.77bn and the TGV connecting Tangier and Casablanca with a value of US\$ 3bn that is currently under construction. Moreover, Morocco has pursued an open skies policy by agreeing to an open skies agreement with the EU.

On the one hand, the national plan of the **industry sector** (Plan National pour l'Emergence Industrielle 2009-2015, PNEI) targeted offshoring, automobile, aeronautics and spatial, electronics, food industry, textile and leather. The aim of this plan was the creation of 22 new integrated industrial areas. The industry sector in Morocco is mainly export oriented and took advantage of the logistics' infrastructure development across the country. The key

products are automobile, electronics, textiles, food and the relatively new aeronautics.

In 2012 Renault launched its carbon neutral factory close to Tangier Med, producing 170,000 units of Dacia per year, and allowing, over the long run, a total output of 400,000 units per year. Additionally, an Automotive City was established nearby, containing 80 automotive suppliers. In the aeronautics industry, Bombardier is building a US\$ 200 million components factory near Casablanca. These industries have witnessed growing exports over the last years.

This plan was strongly supported by a public capital fund of EUR 2bn that was put at the disposal of investing companies. In 2015, the automotive industry and automotive parts manufacturing became the first exporter by a value of EUR 4bn. This amount is expected to reach EUR 8bn in 2020, especially with the start of operations of Peugeot Citroen, at its new EUR 557 million factory in 2019.

On the other hand, the Industrial Acceleration Plan is a new approach based on the implementation of efficient ecosystems aiming at the integration of the value chains and the consolidation of the local relations between big firms and small and medium-sized enterprises (SMEs).

This strategy will be in effect from 2014-2020, and is expected to generate half a million sector-specific jobs and substantially increase the share of industry in GDP from the current 14% to 23%. The plan introduces amongst others measures to better exploit and optimise industrial zones and to make them more accessible to operators through rental offers.

The changes which will be introduced will help diversify and expand the industrial fabric and institute a better coordination and deeper partnership between large companies and SMEs (small and medium-sized enterprises). It will therefore reinforce the Moroccan industry as a major leverage for growth and job creation.

Morocco currently imports around 96% of its energy consumption, which is expected to grow by 6% until 2020 despite the calculated higher energy efficiency. To change this, the country intends to cover 52% of its needs

Fact File

Country Name: Kingdom of Morocco
Population: 33.8 million
Area: 725,000 km²
Currency: Moroccan Dirham (MAD),
 1 MAD = 100 Centimes
Capital: Rabat
Languages: Arabic, Berber (Tamazight), French

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Bilateral Trade Volume 2008 - 2015

German Imports in EUR million	German Exports in EUR million
2008: 538.4	2008: 1,477.0
2010: 612.4	2010: 1,374.1
2012: 794.4	2012: 1,617.4
2013: 861.0	2013: 1,600.0
2014: 904.5	2014: 1,710.6
2015: 1,025.5	2015: 1,899.1

MOROCCO



H.E. Lahcen Haddad, Moroccan Minister of Tourism has presented the national vision for tourism, in the framework of the delegation visit to the Kingdom of Morocco in April 2015. (© Farhanja Wahabzada)

through **renewable energy** sources by 2030, especially wind and solar energy. The production capacity of each of the two is to increase to 2,000 MW by 2020. One of the wind energy plants of Morocco, which was built in Tarfaya by French utility ENGIE (formerly GDF Suez) and Moroccan Nareva, with a capacity of 301 MW, began full commercial operation. It represents 15% of the 2 GW target Morocco has set for wind energy development. Enel Green Power (EGP), in consortium with Moroccan energy company Nareva and German wind turbine manufacturer Siemens, has been awarded preferred bidder status at the second phase of the wind integrated project tender held by Moroccan utility ONEE (Office National de l'Électricité et de l'Eau Potable). The consortium has been pre-awarded the right to develop, design, finance, construct, operate and maintain five wind projects in Morocco with a total capacity of 850 MW. Siemens also plans to open an on-shore wind turbine rotor blade facility in 2017, in the northern Morocco region of Tangier. It will be located in Tanger Automotive City, an industrial park 35 km from the Tanger Med port. Until 2020, Morocco plans to invest US\$ 9bn into solar energy under the Solar Plan MASEN using public-private partnerships. Five solar energy plants will be built in the next years across a 100 km² wide area. The first phase of the facility in Ouarzazate with a capacity of 160 MW of the ultimate 580 MW entered into production in February 2016, after King Mohammed VI inaugurated the concentrated solar power complex and laid the foundations for Noor 2. The launch of construction works for the second and third phase of the Ouarzazate project started in 2016 and is expected to start producing electricity in 2018.

Morocco has to be considered as a model in developing renewable energies among developing countries. Germany has supported Morocco's energy sector for more than 30 years and stimulated activities in the fields of renewable energies and energy efficiency. Morocco has seen the transformation of Germany's energy system, the "Energiewende", as an encouragement for its own energy strategy, which envisages substantial investments in renewable energies. German-Moroccan cooperation facilitates the development of regional energy master plans, institution building, legislation and regulations for renewable energies and energy efficiency, and it offers loans for solar, wind and hydropower plants. So far, Germany's contribution totals EUR 834 million for the construction of the solar complex in Ouarzazate.

Morocco continues to diversify its economy and creates better investment environment to attract more FDI.

The **mining sector** is another important source of foreign currency. Over twenty minerals are being mined by about 90 companies. The main product is phosphate, of which Morocco owns half of the world's reserves, ranks third in production after China and the USA, and first as exporter. Phosphate makes up 90% of mining activity, accounting for 29% of Morocco's exports and 6% of total GDP. The national phosphate company Office Chérifien des Phosphates (OCP) introduced an investment plan worth EUR 11.6bn, which aims at increasing the phosphate mining from 30 million to 55 million tonnes per annum by 2020.

The bulk of the investment reached EUR 6.6bn by the end of 2015. The goal is to increase the processing and the added value of phosphate in Morocco to 80%. Also, a phosphate hub including a fertiliser plant, a port, and a coal-fired power plant at Safi are under construction. The fertiliser plant started production in February 2016. Other important minerals are lead, copper, silver, and cobalt.

The **agricultural sector** contributes 19% to the national GDP. Usually, cereal output drives growth in the sector. The Plan Maroc Vert (PMV) as the country's agricultural strategy for the period 2008-2020 should bring better opportunities to small and large-scale farmers by transforming the agro-food sector into a stable source of growth, competitiveness, and broad-based economic development in rural areas. The plan foresees new investments of US\$ 9bn generating 1.15 million jobs by 2020 and trepling the income of nearly three million people in rural areas. In order to expand production, Morocco started leasing land for agriculture projects. Participation is open for both Moroccan and foreign investors. The opening of the German-Moroccan Centre of Excellence for Agriculture with a training centre in the Moroccan province of Sidi Slimane is an important impetus for the development of the Moroccan agriculture as well as for the sale of German products.

Morocco is considered as one of the main exporters of vegetables and fruits in the European market. It is becoming one of the main producers of olive oil worldwide. But more importantly, Morocco is seeking to develop new markets as Russia, the United States of America and West Africa. The Moroccan Government strategy is to develop an agro-food industry. Many "Agropoles" or agro-industrial complexes are for example already operational in Meknes and Berkane. Morocco is also a major producer in fisheries with a contribution of 2.3% to the total GDP. It plans to increase production from currently 1.3 million tons to 1.6 million tons over the coming years.

Tourism is the second largest contributor adding 8.1% to GDP in Morocco. Morocco has developed Vision 2020, which is aimed at doubling the number of tourists to 40%, up from 10.3 million in 2014. Under the "Plan Azur", which is supposed to position Morocco as a seaside destination, six beach resorts have been built. According to the World Travel and Tourism Council, the sector's contribution to GDP will be more than 20% by 2020. To en-

courage the development of touristic structures in new areas, Morocco offers incentives of up to 20% of the investment volume.

The Moroccan government is also promoting **information and telecommunication technologies**. The market for IT services will grow by 10% annually according to a study of the International Data Corporation. The goal is to develop information technology and strengthen the offshoring sector as major pillars of the economy. Morocco has one of the biggest companies in Africa. The company Maroc Telecom is seen as having been successful with its existing operations in ten countries in sub-Saharan Africa. Offshoring zones are being spread across the country (Technopolis in Rabat and Technopark in Casablanca for example). The local market, especially in rural areas, still needs a lot of investment. In March 2015 the national telecommunication authority ANRT granted fourth generation (4G) mobile phone licences to three telecom operators: Maroc Telecom, Medi Telecom and Wana Corporate.

Morocco invests in its **water** sector by establishing water treatment plants. Also, the irrigational economy is supported by the Moroccan government. In the framework of the national programme of the water authority, Office Nationale de l'Electricité et de l'Eau Potable (ONEE), 260 small and middle-sized processing plants should be provided. For this purpose, an investment of EUR 3bn is planned.

Economic Outlook

The continuation of structural and macroeconomic reforms put in place over the last ten years, combined with the revival of non-agricultural activities and demand from Morocco's partners, offer promising prospects for

growth. Seven industrial priority sectors have been targeted by Morocco to increase exports. Morocco is negotiating a comprehensive deep free trade agreement (DCFTA) with the EU. While both the association and the agricultural agreements between the two sides were only provided for eliminating customs tariffs, the DCFTA will promote a larger integration of Morocco into the European economy by reducing non-tariff obstacles, easing customs procedures, liberalising trade of services, securing protection to investments and harmonising economic and trade legislation. It is also important to underline that Morocco has a free trade agreement with the USA, Turkey and many Arab and Gulf States.

Moreover, the logistics' sector is one of the focal points of the investment strategy of the country and will make investment in the different export oriented industries more attractive. All in all, Morocco has established ambitious and coordinated investment plans that are likely to promote sustainable growth, but more importantly, Morocco's ambition is to gradually become a hub for the entire African continent. The Moroccan private sector is already the second largest African private sector investing in the continent, and the first worldwide in West Africa. Morocco's strategy towards the continent is very active and already very productive. For example, many Moroccan banks are represented in at least 30 sub-Saharan African states. Casablanca's financial market is the second most important one in the continent, and the 44th worldwide.

The **Federation of Moroccan Chambers of Commerce** joins the efforts of the regional chambers in promoting economic activity and cooperation with international economic players. With its activities, the Federation contributes to economic development in Morocco.

German-Moroccan Business Relations

Trade relations between Germany and Morocco have consistently improved over the last years. The Rabat Declaration, which entered into force in 2013, outlines the further development of relations between Germany and Morocco. In addition to strengthening economic and cultural ties, it also envisages the deepening of cooperation in the fields of democracy, the rule of law and the protection of human rights. Trade is increasing, although there is still a lot of potential for exchange on both sides. In 2015, the German imports from Morocco reached EUR 1bn, whereas German exports to Morocco amounted to EUR 1.9bn. The volume of bilateral trade is, however, expected to be higher as a number of companies do business through their French branches.

The main German export goods are machinery, automobiles and automotive components, chemicals, electronics; whereas the Moroccan exports to Germany consist mainly of foodstuffs, textiles and clothing, chemical products and electronic components. There are more than 120 companies with German capital interest operating in Morocco, mainly situated in the Casablanca area. Most of them are sales offices, some of which handle business with other countries in sub-Saharan Africa from Morocco. New opportunities are opening up in several sectors including the automotive supply industry, infrastructure/construction, renewable energy, the environment (water, waste management and recycling) and agriculture.

Morocco enjoys the trust of the international financial community, as stated by the main international financial institutions such as the World Bank and the IMF.



Business Meeting with H.E. Abdelkader Amara, Minister of Energie, Mines, Water and Environment of the Kingdom of Morocco, in April 2016 (© Ghorfa picture library)

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Ain Beni Mathar Integrated Combined Cycle Thermo-Solar Power Plant, Morocco (© Dana Smillie / World Bank)



OMAN

Oman lies in the south-east of the Arabian Peninsula and occupies a total area of around 309,500 km². Oman has borders with the United Arab Emirates, Saudi Arabia and Yemen.

Political System, Society and History

Oman is a Sultanate that has been led by the wise leadership of HM Sultan Qaboos Bin Said Al-Said since 1970. His vision towards the development process of the nation has incorporated a lot of developmental progress in all sectors since 1970. An advisory council (Majlis Ash-Shura) has existed since November 1991. It is an elected institution with 84 members from the 61 government districts (Wilayat) in the country. In December 1997 a second parliamentary chamber, the state council (Majlis Ad-Dawla), was created to advise the government and Majlis Ash-Shura. The Sultanate enjoys excellent relations with its neighbouring countries. This enabled the country to play an active role in promoting regional political and economic cooperation. In addition to its rich cultural heritage, it has a safe environment and offers a lot to attract tourists and business visitors alike. The first municipal elections throughout the country for seats on local councils took place in December 2012. General elections for the Consultative Assembly were held in Oman in October 2015.

Economic Development

Market-oriented policies and private sector development are deeply rooted economic concepts and practices in Oman. The government has always regarded the dynamic private sector as the engine of prosperity and growth. This is clearly reflected in Oman's development strategy, which was first adopted in 1974 and consequently developed. One of the salient features of this strategy is the establishment of a free competitive market economy with equal opportunities for all. The promotion of more diversification of the economic base and the private sector is one of the most important goals for Oman's future economic development formulated in the "Vision 2020" charter, which was issued in 1995. Through consecutive five-year development plans, Oman has achieved remarkable progress on both the economic and social fronts in

a relatively short period of time. The current plan for 2016–20 sets an annual GDP growth of 3%, with inflation not rising more than 3%, as targets. The main challenge the government is facing is to successfully diversify the economy and activate the private sector with oil resources at current production rates lasting for around 16 years, according to Oxford Business Group. The growing role of the private sector is reflected in the fact that many Omani companies are now participating in the construction of infrastructure projects, which was formerly a domain of foreign companies. Special focus is also being put on supporting small and medium-sized enterprises. Oman thus envisages reducing the contribution of oil to GDP at current prices from 44% in the previous development plan to 26% in the coming five years.

With the objective of integrating into the international economy, Oman joined the World Trade Organization (WTO) in November 2000. In light of its limited oil resources and growing population, Oman has undertaken an ambitious economic diversification pro-

gramme and aims at the "Omanisation" of its labour market in recent years.

Special attention is being paid to the development of the **petrochemical and metal industries**. Oman's six industrial estates are all managed under the umbrella of the Public Establishment for Industrial Estates (PEIE). They are located in Al-Rusayl near Muscat, in Sur, Salalah, Nizwa, Buraimi and in the Port of Sohar, primarily as production centres for small and medium-sized private companies. In Sohar, a series of new industrial complexes are planned, including a steel factory, a polypropylene plant, a number of methanol and fertiliser projects, an aluminium smelter, and an aromatic compound complex. The aluminium smelter facilities in Sohar produces 360,000 t/y (tonnes per year) of aluminium. The complex also includes a carbon plant, a metal casting facility, and port facilities for storage and shipping. The aluminium rolling mill project at the Sohar Industrial Estate is promoted by Takamul Investment Company SAOC, in partnership with Bahrain's GARMCO, and involves a capital investment of around



Muscat City (© Embassy of the Sultanate of Oman in Germany)

US\$ 325 million. Takamul Investment Company, a majority Omani government-owned investment vehicle, plans to establish a 'Minerals City' in the Sultanate to serve as a hub for a number of ambitious minerals-based downstream processing projects.

Regarding the petrochemical sector, there will be a major expansion by three large multi-billion ongoing projects — the Sohar Refinery Improvement Project, the Liwa Plastics Industries Complex, as well as the Muscat-Sohar product pipeline. The extended refinery is expected to supply the polypropylene plant in Sohar (capacity: 350,000 t/a (tonnes per annum), as well as the new planned petrochemical projects. Another refinery is underway as part of the planned new port and industrial zone Duqm, where four major petrochemical projects worth nearly US\$ 14bn are in the pipeline according to Germany Trade and Invest.

Due to the Sultanate's increasing urban population, the demand for **power** is set to increase over the next few years, with some es-

timates forecasting annual growth of 8.5–15% until 2020. Oman's power and utility sector is one of the most open in the region to foreign investment and ownership. Electricity generation increased in 2015 by estimated 13% and is further enhanced by the commissioning of two 744 MW plants, Sohar 2 und Barka 3 which started operations in 2013. Both power plants have been put in place through substantial German participation of the Kreditanstalt für Wiederaufbau (KfW) and Siemens. The state-owned Oman Power and Water Procurement Company (OPWP) aims to boost power generation capacity in the Sultanate by around 3,300 MW through the development of four new independent water and power projects (IWPPs). These privately financed projects, planned in Barka/Sohar, Duqm, Ghubrah and Salalah, are targeted to be brought into commercial operation in the upcoming years. Oman Wastewater Services Company (OWSC) has signed two contracts worth over US\$ 375 million, covering the development of two key components of the Seeb wastewater project. The Muscat wastewater project will serve around 90% of the city's inhabitants after its

Fact File

Country Name: Sultanate of Oman
Population: 4.2 million (2015)
Area: 309,500 km²
Currency: Omani Rial (OMR),
 1 OMR = 1.000 Baizas
Capital: Muscat
Languages: Arabic (official),
 English (widely spoken)

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Bilateral Trade Volume 2008 - 2015

German Imports in EUR million

2008: 13.1
2010: 18.3
2012: 50.9
2013: 49.1
2014: 67.1
2015: 47.5

German Exports in EUR million

2008: 879.3
2010: 548.9
2012: 821.2
2013: 753.3
2014: 692.8
2015: 939.6



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The combination of healthy oil revenues and a boost in the non-oil sector performance has helped to set off rising expenditures and support the private sector, with particular emphasis on job creation.

completion in 2017 with an estimated price tag of US\$ 4bn. The first phase of the „Muscat Wastewater Projects“ has been completed in 2011 and comprised the construction of a sewage treatment plant Al-Ansab, an upgrade of the sewage treatment plant in Darsayt, and the expansion of the wastewater system by 300 km. The second phase plans to further expand the existing wastewater systems. The OWSC announced to invest a total of US\$ 2.6bn in the wastewater system of the country.

Furthermore, the Sultanate puts efforts into utilising **renewable energy** for power generation. The implementation of two major solar-projects is currently being studied: The 1,000 MW Haima Solar Thermal Hybrid Power Plant (US\$ 2bn) and a 200 MW CSP-plant (US\$ 600 million) to generate concentrated solar power. The Middle East's first Solar Enhanced Oil Recovery (EOR) Project was launched by Petroleum Development Oman (DPO) in cooperation with GlassPoint Solar. The pilot solar EOR facility reduces the amount of natural gas used for oil production, generating an average of 50 tonnes of emissions-free steam a day and serves as a blueprint for further sustainable projects throughout the region.

Also, **oil and gas** investments in enhanced oil recovery (EOR) technologies contributed to

increasing oil production in recent years. The sultanate has witnessed continuously rising production levels. With around 5.3bn barrels of estimated proved oil reserves as of January 2016, Oman is the 7th largest proved oil reserve holder in the Middle East, and ranks 22nd in the world. Resource abundance, which also includes reserves in natural gas in the South Oman Salt Basin, allow for promising developments of the petrochemical sector as well. Extensive plans to shift the focus of Oman's oil export capacity away from the crowded Gulf waterways are gathering pace, led by the establishment of the Oman Tank Terminal Company.

The largest gas project currently being undertaken is the development of the Khazzan & Makarem fields estimated at US\$ 15bn, which cover an area of around 2,800 km², aiming at completion in 2017. Developing these fields will require building 300 wells and creating flowlines exceeding 500 km, a 100 km export pipeline, as well as wastewater treatment facilities. The Sultanate is to invest around US\$ 3.2bn in stabilising the current oil production capacity of around 1 million bpd.

The Omani government has committed ever-increasing amounts of money to build up the country's **transport infrastructure** in recent years. The Sultanate is determined to continue with its long-term expansion plans, as two of the most important sectors – industrial production and tourism – are heavily reliant on a high quality and far reaching transport network. There are several harbour projects joining a logistics centre in hopes of further strengthening Oman's strategic position. The expansion of the airports in Muscat and Sa-

lahah worth around US\$ 5bn, are among the most prominent ongoing infrastructure projects of the Sultanate. Salalah in the south has become an important player in trans-shipment activities and is developing further into an important logistics and transport hub. Furthermore, the old fishing village Duqm is set to develop into an important logistics hub in the coming years with multi-billion U.S. dollar investments. Duqm Free Zone already has a dry dock in operation, and there are plans for expanding its airport in the near future.

The development of the Omani railway network ties in with the plans by the six GCC countries to construct a 2,200 km long line from Kuwait's border with Iraq to Salalah on the southern coast of Oman. It is estimated that contracts for the initial phase of the national railway worth around US\$ 11bn, a 207 km segment between Sohar and Buraimi, are to be awarded in near future. Due to unsure future prospects concerning the connection with the GCC mainline, the project is estimated to be operational within the next four years.

Another important sector of Oman's economy is the **fishery** sector. It receives growing attention with high expected increases in direct returns from fishing and fish processing activities. Oman's government plans to invest around US\$ 1.6bn in the development of the fishery related infrastructure in the next six years. The aim is to double the sector's contribution to the country's GDP. The current ninth five-year plan (2016–2020) aims at boosting fisheries production from currently around 200,000 t/y to around 480,000 tonnes by 2020. Furthermore, the National Fisheries Development Strategy is designed to encourage more private investment in that industry. Key projects in this regard include the Duqm Fishery Harbour, to which most of the planned investments have been allocated.

There are ambitious goals for the **tourism** sector. The government has a long-term plan for economic diversity, aiming for the contribution to the economy by tourism related activities to grow from 6.7% of GDP in 2010 to 9.2% of GDP by 2020. This is set out in the "Vision 2020", the blue print for the country's economic development. The Sultanate achieved recent growth in the sector by focusing on high-spending visitors. The Wave for example is a US\$ 3bn freehold Integrated Tourism Complex project and, when completed, will cover an area of 2.5 million m², combining more than 4,000 residential homes, as well as



Bader Al-Busaidi, Secretary General of the Omani Ministry of Foreign Affairs, Khalid Sulaiman Abdul Rahman Ba' Omar, Ambassador of Oman to Germany, and Matthias Machnig, State Secretary of the German Ministry of Economic Affairs and Energy, at the 13th German-Omani Joint Economic Commission (© El Sauaf)



Ghorfa Secretary General, Abdulaziz Al-Mikhlafi, met Dr. Yahya bin Mahfoudh AL-Manthri, Chairman of the State Council of the Sultanate of Oman during his official visit to Germany (© Ghorfa picture library)

retail, leisure and hotel accommodation, a marina, and a golf course. Amongst the projects underway is also the Oman Convention & Exhibition Centre in Muscat, which is due to be completed by late 2016 and considered as the “most important tourism development in the sultanate”, attracting around 600,000 visitors a year and offering more than 22,000 m² of exhibition space.

The **IT** sector in Oman has witnessed significant growth in 2015 with an annual expansion of around 5.1% in the years 2016–2019, according to Business Monitor International estimates, which forecasts particularly strong growth rates for the years 2018 and 2019. The major part continues to be attributable to the hardware market and the remaining amount to software and IT-services. New developments in the IT-market are enhanced by strong state demand, broadband networks, the popularity of tablets, cloud computing, and increased investments in enterprise resource planning (ERP). A continuous increase in IT demand by private households is a further driving force of the developments in the sector. Plans for the coming years emphasise the development of the government’s e-cloud and broadband supporting infrastructure in rural areas as a key priority. IT Service Sales, according to Business Monitor International, will even witness annual growth rates of nearly 8%.

Economic Outlook

The long-term development strategy is a roadmap that outlines the targets in economic and social policy. To implement the strategy, an

extensive framework was established especially aimed to secure the diversification of national income sources by further expanding the gas sector, the industry and tourism sector, as well as reducing the dependency on oil. Furthermore, the strategy focuses on promoting the private sector. The ninth development plan (2016–2020) lies within the framework of the main drivers for comprehensive and sustainable development in the Sultanate through the completion of infrastructure projects, providing momentum and thrust to the economic diversification, ensuring real per capita income stability, and its endeavour to double it in the real value. The current five-year plan involves investment of US\$ 106.5bn, with a particular focus on transport and social infrastructure. The IMF estimates that the Sultanate’s non-oil GDP will grow by 5% in 2016.

The **Oman Chamber of Commerce and Industry** has a pivotal role in the development of the country’s economy. It encourages private sector enterprises to be actively involved in the national economy and to contribute to the diversification of Oman’s economy. The Oman Chamber represents the sultanate’s private sector in international gatherings and serves as an information point to national and international businesses.

Oman 2040: An important development in 2013 was the formation of the main committee of “Vision 2040”. The step was aimed at drafting a new strategy which fosters economic and social development benefits in the local, regional and international arenas, while at the same time bearing in mind the assess-

ment made by the Secretariat General of the Supreme Council for Planning on drafting Oman Economic Vision 2020.

Salient features of Oman 2040 are: deterring opportunities, making ideal use of features of each economic sector – particularly airports, seaports, industrial estates and other resources – towards the diversification of sources of income and expansion of self-employment projects, while at the same time underlining the importance of balance in all governorates in a manner that suits the needs of every governorate.

German-Omani Business Relations

Several bilateral agreements demonstrate the good relationship between Oman and Germany. The Encouragement and Reciprocal Protection of Investment agreement, which was signed in 2007 and came into effect in April 2010, is having a positive impact on investment relations between the two countries. A double taxation treaty, agreed upon in 2012 still waits for ratification in Germany according to the Foreign Office. The German-Omani Joint Economic Commission has worked to encourage the bilateral relations between the two countries since 1978 and has taken place for the 13th time in Berlin on the 27 and 28 November 2015, focusing on renewable energy, infrastructure and transportation, health, tourism, education and vocational training.

In 2015, Germany imported goods worth EUR 475 million from Oman and exported goods worth EUR 939.6 million to Oman. In particular, Omani imports in pharmaceutical basic substances, optical and precision engineering products, as well as semi-finished aluminium products have grown in importance. Traditionally, the most important German exports have been vehicles, machines, electro-technical and chemical products, as well as iron and iron goods.

The economic diversification strategy includes extensive investments in many areas that offer opportunities for German companies to actively participate. This includes construction projects in the oil, gas and petrochemical industries, traffic infrastructure, and the health and tourism sectors. A further example of the dynamic and successful bilateral co-operation is given in the field of education and vocational training.

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PALESTINE

Palestine consists of the West Bank and the Gaza strip. The West Bank borders Jordan, Israel and the Dead Sea while the Gaza Strip borders Israel and Egypt and has access to the Mediterranean Sea. Combined they cover an area of about 6,020 km².

Political System , Society and History

In 1993, the Palestinian process of institutional development began with the signing of the Oslo Accords, which define the interim rules of administration and authority. The first elections were held in January 1996, and Yasser Arafat became the first president of the Palestinian National Authority (PNA – also referred to as the Palestinian Authority, or PA). In January 2005, Mahmoud Abbas succeeded Yasser Arafat as president of the PNA.

In 2005, the tensions between Fatah and Hamas rose and violent outbreaks started at the end of 2006, leading to a split of the government in June 2007. Multiple reconciliation negotiations took place between Hamas, which controls the Gaza strip, and Fatah, which is present in the West Bank, leading to a unity agreement signed by both Fatah and Hamas leaders, Mahmoud Abbas and Khaled

Meshaal, in Cairo on 4 May 2011. The last meeting between the two factions took place in Doha on 8 February 2016, where representatives of both parties addressed obstacles to the implementation of the reconciliation agreement, which was aimed to unite the two governments, and was signed on 23 April 2014.

In 2011, the United Nations Scientific and Cultural Organization (UNESCO) voted with resounding support to admit Palestine as a full member of the Paris-based agency. A further step towards full recognition took place in November 2012, when Palestine achieved non-member observer state status at the United Nations. In April 2014, applications to join 15 international treaties and conventions were signed. In April 2015, Palestine formally attained membership of the International Criminal Court (ICC).

Economic Development

The Palestinian economy is very reliant on large injections of foreign aid. Further, the economy is heavily influenced by rules, regulations and restrictions imposed by Israel. According to the International Monetary Fund (IMF), investment remained weak and donor aid declined sharply in 2015. According to re-

ports of the Palestinian general budget for 2016, the PA received no more than US\$ 750 million in foreign aid in 2015.

The role of the private sector is growing, however it needs to further develop its large potential in order to overcome the obstacle of unemployment, where the rate in 2015 amounted to 27.4%, 19.7% in the West Bank, and 42.7% in Gaza.

The robust economic growth of around 4.5% in 2013 and 4.0% in 2014 is not expected to remain as high in the coming years. According to the IMF, GDP growth will amount to 3.3% in 2016 and is expected to reach 3.5% in the medium-term. The main reasons for the decline are political insecurity, the restrictions imposed by Israel, and the decline of Official Development Assistance (ODA).

Palestine's GDP is estimated to have reached a total of US\$ 7,772bn in 2015, according to the Palestine Monetary Authority. The inflation rate is highly driven by inflation in Israel and accounted for approximately 1.3% in 2015, mainly due to the increase of 1% in the value added tax (VAT) which was introduced in 1 June 2013.

In 2012, the Interim Association Agreement on Trade and Cooperation with the EU, which



The Mausoleum of Yasser Arafat, Ramallah (© orientazing / flickr)

contains duty-free access to EU markets for Palestinian industrial goods and a phase-out of tariffs on EU exports, was enhanced by the liberalisation of agricultural products, processed agricultural products, and fish and fishery products.

The **construction sector** is one of the key economic sectors, is the biggest employer after services and agriculture, and accounted for 8% of GDP in 2015. It has gained significance in the last couple of years for the role it has played in reconstruction, road rehabilitation and the development of the country's infrastructure. Main material is stone, followed by cement. In the Gaza Strip, only cement is utilised. The main buildings to be constructed are housing units, and schools, as well as basic infrastructure. The Qatari-funded construction project "Hamad City" has been completed in January 2016, providing 1,000 new dwellings. Yet approximately 100,000 people remain displaced as a result of the 2014 conflict. Gaza is one of the most densely populated tracts of land in the world: approximately 1.5 million people live in an area of 360 km². International donors pledged US\$ 5.4bn towards the rebuilding of Gaza. According to the World Bank US\$ 1.4 bn, amounting to 40%, have been disbursed as of yet.

In the public sector, most projects are geared towards infrastructure and are financed by international donors. These projects mostly focus on the provision of potable water, sewage disposal, and road construction. In the fourth quarter of 2015 however, the private sector received far more licences for the construction of e.g. residential buildings. The Palestinian Central Bureau of Statistics (PCBS) reports that the private construction sector obtained 2,420 licences for the construction of residential buildings and 229 for the construction of non-residential buildings, whereas the governmental sector only accounted for 0 and 15 licences respectively.

The construction of the Rawabi City project in the West Bank began in 2010 and is, with an investment of more than US\$ 1.2bn, the biggest private sector project in Palestine. The city also includes public and private schools, mosques, a church, arts and medical facilities, parks, a commercial center with a retail business district, a hotel, as well as cinemas. The project, initiated at the Palestinian Investment Conference in Bethlehem in 2008, will create housing for 40,000 people and has welcomed its first residents in September 2015.

According to PCBS, the **industrial sector** in Palestine accounted for 13.5% of GDP in the third quarter of 2015. The contribution of the industrial sector to total GDP has steadily increased from 8% in the mid-eighties. The sector includes some 14,000 registered companies in the West Bank and Gaza. The majority of these are small and medium family-owned businesses. Main activities include stone and marble, soap production, cement production, glass and pottery. Smaller branches of the industry sector are food processing and packaging, chemical products, as well as synthetic materials. According to the Ministry of National Economy, the stone and marble industry alone contributes up to 5% to Palestine's GDP. Around 65,000 workers are employed in the textile and garments sector. There are also around 120 chemical factories spread across Palestine.

Power production in the West Bank and Gaza remains low. Further, as the internal market is underdeveloped, Palestine is dependent on energy imports, especially in oil and electricity. Over the next few years, infrastructure development, including upgrading the elec-

Fact File

Country Name: Palestine
Population: 4.42 million,
 West Bank: 2.7 million, Gaza Strip: 1.8 million
Area: 6,020 km²
Main Cities: Ramallah, Gaza
Languages: Arabic (official),
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Bilateral Trade Volume 2008–2015

German Imports in EUR million	German Exports in EUR million
2008: 0.30	2008: 29.9
2010: 0.18	2010: 33.0
2012: 0.53	2012: 52.9
2013: 0.53	2013: 52.9
2014: 0.88	2014: 52.2
2015: 0.76	2015: 61.8



PALESTINE

tricity network, will be of utmost importance to the Palestinian economy. Presently, the territories are dependent on the high taxed fuel imported through Israel. The agency responsible for the production of energy is the Palestine Electric Company (PEC), which was established in 1999. 33% of the PEC is owned by the public sector, while 67% are represented by private stakeholders. The Gaza Power Generating Company (GPGC) is the supplier of energy in the Gaza Strip. Experts see a huge potential notably in the area of renewable energies. Approximately 3,000 hours of sunshine per year are good preconditions to establish a solar industry, which can cover up to 13% of the total electricity demand in the region. 70% of Palestinian households use domestic solar water heating systems which are produced in the West Bank and the Gaza Strip at a rate of 24,000 units per year. The Palestinian Energy Authority is pursuing plans to reach 10% of locally generated power from renewable energy by 2020. Therefore, in August 2015, the government approved the renewable energy law, allowing private households and businesses to install solar cells in order to reduce their costs and further reach their energy demands. Other potential sources are wind energy and biomass energy.

The Palestinian **Information and Telecommunication Technology** (ICT) sector is becoming more and more a main pillar of the economy. 124 companies have been registered at the Palestinian IT Association of Companies (PITA), which represent the backbone of this subsector. Still, it is estimated that more than 500 businesses operate in the IT sector; most of them are small hardware retailers or internet cafés, office equipment importers, software development houses, business consulting services, internet service providers, and telecommunication companies. Several major multinational companies including

Microsoft, Google, Cisco, HP, Intel, and others have begun outsourcing development work to Palestinian software companies, capitalising on the educated and entrepreneurial population and a developed IT infrastructure. The ICT sector contributes around 8% to the national GDP, with expected growth rates of 10%. The local workforce is well educated, with currently around 8,000 students in ICT and 2,500 annual graduates. Approximately half of the companies have partnerships with foreign companies and around 30% export their services. With the establishment of PalTel (Palestine Telecommunications Company) in 1997 as the fixed line operator in the West Bank and Gaza, the sector was privatised. In late 2015, an agreement with Israel was reached to release 3G spectrum to the West Bank. Yet, Palestinian providers remain at a competitive disadvantage in comparison to Israeli operators that have 4G capabilities and the ability to attract higher value customers.

In 2015, the **agricultural sector** contributed about 13.5% to GDP. Main agricultural goods are fruits and vegetables. Palestine's agriculture has been severely affected by continued military operations causing widespread destruction of cultivated land, greenhouses, irrigation networks and other productive assets. Water shortages pose a serious problem and the investment in water supply and sanitation infrastructure has dropped to very low levels. Nevertheless the sector is one of the main pillars of the export structure, amounting to more than 70%.

Economic Outlook

The recovery and development in the Palestinian economy has regional and international dimensions. Many of the problems facing the public and private sectors are rooted in

The contribution of the private sector to the GDP is growing due to innovative sectors such as IT.

political uncertainties. An equitable and permanent settlement of these issues would support the sustainable development.

According to estimates of the World Bank, the GDP has grown by 2.9% in 2015. In February 2016 the World Bank supported the Palestinian Development Plan with another US\$ 40 million in order to assist in reducing the recurring deficit, improve the business and investment climate and increase efficiency and transparency of public finances.

Positive developments include projects that will eventually improve the overall basic infrastructure and thus assist in enabling trade and business activities. Among those are several World Bank programmes such as the US\$ 2.5 million Gaza Sustainable Water Supply Programme, as well as the Second Municipal Development Project which was approved in March 2016.

The **Federation of Palestinian Chambers of Commerce, Industry and Agriculture** is aiming to support sustainable growth and improving the business climate by several measures and services to assist foreign companies.

German-Palestinian Business Relations

The relations between Palestine and Germany are positive. There is a great interest in German products such as pharmaceutical, medical and electrical devices, machinery, cosmetics, and groceries. However, much of German investment comes in the form of aid funded through European Union mechanisms.

The latest intergovernmental negotiations between the parties took place in November 2014 in Ramallah. In this context EUR 104.25 million for technical and financial cooperation were made available by Germany, including EUR 45.7 million for the reconstruction of the Gaza Strip. In total, Germany has contributed a full amount of EUR 215 million to Palestine in 2014. Germany supports Palestine mainly in the framework of ODA. The Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) has been active in Palestine for over 20 years.



Ghorfa Secretary General Abdulaziz Al-Mikhlafi and Dr. Khoulood Daibes, Ambassador of the Palestinian Mission (© Ghorfa picture library)

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www.alshark-co.com

Altariq Systems & Projects

Al-Amal Institute Building, Al-Wehda Street
P.O.Box 5172
Gaza, Palestine
Tel.: +972-82847736
Fax: +970-82847736
www.altariq.ps

Alternative Business Solutions Co.

Edward Said street
Ramallah, Palestine
Tel.: +972-22971528
Fax: +970-22973751
www.abs.ps

Al-Watanieh Securities Co.

P.O.Box 1983
Ramallah, Palestine
Tel.: +972-22980420
Fax: +970-22987277
www.alwatanieh.ps

Anabtawi Group

Western Industrial Zone
P.O.Box 313
Nablus, Palestine
Tel.: +972-92348035
Fax: +970-92348036
www.anabtawigroup.com

Arab Hotel Association - Palestine

P.O.Box: 66206
Jerusalem, Palestine
Tel.: +972-26283140
Fax: +972-26283118
www.palestinehotels.com

Arab Investors Public Limited Company

91194
P.O.Box 19594
Jerusalem, Palestine
Tel.: +972-22799777
Fax: +972-22799770
www.arabinvestors.ps

Arab Islamic Bank

P.O.Box 631
Al-Bireh, Palestine
Tel.: +972-22407060
Fax: +970-22407065
www.aibnk.com

ARABIC ISLAMIC CO. For Marble & Stones

West Bank, Hebron
Shyokh, Palestine
Tel.: +972-22560778
Fax: +972-22560861
www.aimarble.com

ARJA Textile Company

Virgine Mary Str.
P.O.Box 105
Beit Jala, Palestine
Tel.: +972-22765345
Fax: +970-22765346
www.arja-textile.com

ASAL Technologies

Al-Quds Str., Masyoun Heights
P.O.Box 535
Ramallah, Palestine
Tel.: +972-22966640
Fax: +970-22966641
www.asaltech.com

Axizo

Al Esra' Building 5th floor,
Al-Ersal St.
P.O.Box 1645
Ramallah, Palestine
Tel.: +972-22988128
Fax: +970-22981283
www.axizo.com

B

Bank of Palestine

Ain Misbah
P.O.Box 471
Ramallah, Palestine
Tel.: +970-22946700
Fax: +970-22964703
www.bankofpalestine.com

Beit Jala Pharmaceutical Co.

81 Almadaress Street 97300
P.O.Box 58
Beit Jala, Palestine
Tel.: +970-22776880
Fax: +970-22741072
www.beitjalapharma.com

Beit Sahour Municipality

Al-Ras Street
Beit Sahour, Palestine
Tel.: +972-22773666
Fax: +972-22773520
www.beitsahourmunicipality.com

Bethlehem Fair Trade Artisans

Milk Grotto Street
P.O.Box 248
Bethlehem, Palestine
Tel.: +972-22750365
Fax: +972-22750365
www.bethlehemfairtrade.org

Birzeit Pharmaceutical Company

Industrial Zone
P.O.Box 79
Ramallah, Palestine
Tel.: +972-22987574
Fax: +972-2967206
www.bpc.ps

Burbar Jerusalem for Stone & Marble

Birzeit Main Str.
Ramallah, Palestine
Tel.: +972-22810606
Fax: +972-22811064
www.burbarstone.com

C

Cario Amman Bank

P.O.Box 1870
Ramallah, Palestine
Tel.: +970-22977230
Fax: +970-22967313
www.cab.ps

Crown Tours & Travel Co. Ltd.

91111
P.O.Box 11221
Jerusalem, Palestine
Tel.: +972-22740911
Fax: +972-22740910
www.crown-tours.com

D

Dawaer Company

Ramallah, Palestine
Tel.: +972-22405096
www.dawaer.ps

Delta International Logistics Transportation & Custom Clearance DITCC

El Wehda Str. Near El Shefa Hospital Felfel Building, Floor No. 6
Gaza, Palestine
Tel.: +972-82830554
Fax: +972-82834776
www.deltagaza.com

Dimensions Consulting

Al-Balou'
Al-Bireh, Palestine
Tel.: +970-22410811
Fax: +970-22410814
www.dimensions-consulting.ps

E

Eagleflex Abrasive Inc.

Oqzoon-Street
P.O.Box 176
Hebron, Palestine
Tel.: +972-2225759
Fax: +970-2225597
www.eagle-flex.com

PALESTINE

F

Future Tech Co.

Palestine St.
Gaza, Palestine
Tel.: +972-82847355
Fax: +972-82835655
www.futuretech.ps

G

Galaxy Information Systems

Tofaha Building, 6th Floor
P.O.Box 2200
Ramallah, Palestine
Tel.: +972-22958444
Fax: +970-22958807
www.galaxy.ps

GAMA Pharamaceutical Co.

P.O.Box 782
Ramallah, Palestine
Tel.: +972-22900911
Fax: +970-22900064
www.gamapharm.com

GlobalCom Telecommunications

Sun Rise Bldg., 2nd & 4th Floor,
Alirsal St.
Ramallah, Palestine
Tel.: +972-22975108
Fax: +970-22975109
www.globalcom.ps

Golden Wheat Mills PLC.

Burham - Birzeit
P.O.Box 43
Ramallah, Palestine
Tel.: +972-22818013
Fax: +970-22818014
www.gwmc.ps

Golf & Horse Shoes Manufacturing Co.

Al-Salam St.
P.O.Box 161
Hebron, Palestine
Tel.: +972-2220550
Fax: +972-22216360
www.golf-horse.com

Good Shepherd Engineering

53 Al-Makhaneq Street
Beit Jala, Palestine
Tel.: +970-22770804
Fax: +972-22751204
www.gsecc.com

Grand Park Hotel

Rafat St., Al-Masyoun Hights
P.O.Box 1375
Ramallah, Palestine
Tel.: +972-22986194
Fax: +970-22956950
www.grandpark.com

H

H. L. Jerusalem Stone & Marble Company

Ein Sara St.
P.O.Box 863
Hebron - West Bank, Palestine
Tel.: +972-22291403
Fax: +972-22253133
www.palstone.com

Hadara Technologies

Al - Fuad Center, 3rd floor,
Jerusalem Street
Ramallah, Palestine
Tel.: +972-22403434
Fax: +970-22977430
www.hadara.ps

Halaika Marble & Stone Industries Ltd.

Jerusalem st.
P.O.Box 579
Bethlehem, Palestine
Tel.: +972-22745757
Fax: +970-222747805
www.halaikastones.com

HASSOUNEH GROUP IRON & STEEL INDUSTRY

P.O.Box 170
Jericho, Palestine
Tel.: +972-22325002
Fax: +970-22325003
www.hassounehgroup.com

Helen Chemicals Company

P.O.Box 396
Nablus, Palestine
Tel.: +972-92311177
Fax: +970-92311179
www.helen1970.com

Holy Land Handicraft Cooperative Society

Shepherd's Field
P.O.Box 20
Beit Sahour, Palestine
Tel.: +972-22773087
Fax: +972-22773088
www.hlhcs.org

Hulul Business Solutions

P.O.Box 4167
Al-Bireh, Palestine
Tel.: +972-22410000
Fax: +970-22411111
www.hulul.com

I

InterTech Co. for Internet & Computer Services

P.O.Box 328
Ramallah, Palestine
Tel.: +972-22957270
Fax: +970-22955289
www.intertech.ps

Isra' Software & Computer Company

Faisal Street, Qabalani Building
2nd floor
P.O.Box 1846
Nablus, Palestine
Tel.: +972-92373001
Fax: +970-92373002
www.iscosoft.com

J

Jaffa.Net Software & Communications

AL-Kawther St. Near Ministry
Of Labour
P.O.Box 2435
Al-Bireh, West Bank, Palestine
Tel.: +972-22412020
Fax: +970-22413030
www.i-jaffa.net

Jerusalem Cigarette Company LTD

P.O.Box 19594
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Tel.: +972-22799777
Fax: +972-22799770
www.jerucig.com

Jerusalem Pharmaceuticals Company

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Al-Bireh, Palestine
Tel.: +972-22406550
Fax: +972-22403246
www.jepharm.ps

Jordan Ahli Bank

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Ramallah, Palestine
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ahli.com/palestine

L

Laila Tours & Travel

Grand Park Hotel Building,
Manger Street
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Tel.: +972-222777997
Fax: +972-222777996
www.lailatours.com

Levant Jerusalem Stone

Fattuh, Yatta
Hebron, Palestine
Tel.: +972-598314485
Fax: +972-22273132
www.levantstone.com

Lotus Financial Investment Company

Asharafieh, Jerusalem Road
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Ramallah, Palestine
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Fax: +970-22971727
www.lotus-invest.ps

M

Ma'an News Agency

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Al-Majd Building 8th floor
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www.maannnews.net
www.maannnews.com

Marmara Modern Investment Co.

Hebron Road
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www.marmarastones.com

Mashareq Company

1st floor, the fifth commercial cen-
ter of Awqaf, Jerusalem st., Ansar,
Al Rimal
P.O.Box 5555
Gaza, Palestine
Tel.: +972-82827668
Fax: +972-82820733
www.mashareq.ps

Massar Consulting & Technical Services

P.O.Box 1218
Ramallah, Palestine
Tel.: +972-22409595
Fax: +970-22409110
www.massar.com

Modern Tech Corporation (MTC)

Talatene Street
P.O.Box 562
Gaza, Palestine
Tel.: +972-82824099
Fax: +970-82820929
www.mtcgaza.com

N

Nabeel Shoes Industry & Trading Co.

Nemra, Al-Tollab Str.
Hebron, Palestine
Tel.: +972-22256592
Fax: +970-22256521
www.nabelshoes.com

Nassar Stone Investment & General Contracting Co.

P.O.Box 620
Bethlehem, Palestine
Tel.: +972-22747706
Fax: +970-22747708
www.nassarstone.com

National Aluminum & Profile Co.

Beit Iba, Qusin Junction
P.O.Box 178
Nablus, Palestine
Tel.: +972-92347222
Fax: +972-92347616
www.napco.ps

National Insurance Company

Al-Wataniah Towers 6th and 7th
floor, Al Bireh Municipality Street 34
P.O.Box 1819
Al-Bireh, Palestine
Tel.: +972-22983800
Fax: +970-22407460
www.nic-pal.com

Near East Industries & Trade Ltd. (NEIT)

Western Industrial Zone,
P.O.Box 313
Nablus, Palestine
Tel.: +972-92348035
Fax: +970-92348436
www.anabtawigroup.com

NextLevel Technologies & Systems (NTS)

Jerusalem St.
P.O.Box 805
Ramallah, Palestine
Tel.: +972-22959816
Fax: +970-22959817
www.nts.ps

O

OLIVART

225 Manger St.
P.O.Box 394
Bethlehem, Palestine
Tel.: +972-22742695
Fax: +972-22743407
www.olivart.com

PALESTINE

Osaily Trading Contracting Co.

City Center 8th Floor,
Iben Rushd Circle
P.O.Box 33
Hebron, Palestine
Tel.: +970-22220756
Fax: +970-22220873
www.osaily.com

P**PADICO - Palestine Development & Investment Company**

P.O.Box 1708
Ramallah, Palestine
Tel.: +970-22948222
Fax: +970-22948223
www.padico.com

Palestine Commercial Bank PCB

Nahda Str., Al-Masyoun
P.O.Box 1799
Ramallah, Palestine
Tel.: +972-22979999
Fax: +970-22979977
www.pcb.ps

Palestine Electric Company

Al Nusirat, Salah Al Din Street,
Power Plant
P.O.Box 1336
Gaza, Palestine
Tel.: +972-82888600
Fax: +970-82888607
www.pec.ps

Palestine Exchange (PEX)

Trust Building, 4th Floor-Amman
Street
P.O.Box 128
Nablus, Palestine
Tel.: +972-92390999
Fax: +970-92390998
www.p-s-e.com

Palestine Plastic Industries Co. Ltd

P.O.Box 1949
Nablus, Palestine
Tel.: +972-92398716
Fax: +972-92398715
www.ppic-pal.com

Palestine Polytechnic University

Wadi al-haria
Hebron, Palestine
Tel.: +972-2223050
Fax: +972-22230068
www.ppu.edu

Palestine Poultry Company (AZIZA)

P.O.Box 1835
Nablus, Palestine
Tel.: +972-92683177
Fax: +972-9180177
www.aziza-ppc.com

Palestine Yellow Pages Company

Al Terawi Bld., Al-masyoun
Ramallah, Palestine
Tel.: +972-22964446
Fax: +970-22964445
www.yellowpages.com.ps

PCNC Solutions

Karkafa street
P.O.Box 1114
Bethlehem, Palestine
Tel.: +972-22747503
Fax: +970-22744992
www.pcnc2000.com

PetraMimar Architects, Planners and Consulting Engineers

Beit-Jala
P.O.Box 247
Jerusalem, Palestine
Tel.: +972-22777788
Fax: +972-22741862
www.petramimar.com

Q**Qasrawi Industrial Trading Co.**

Al-hawoz
Hebron, Palestine
Tel.: +972-22233950
Fax: +970-22233956
www.qasrawi.ps

R**RAED Industrial Cosmetics Company**

Al-Janab Street
P.O.Box 47
Beit Sahour, Palestine
Tel.: +972-22772435
Fax: +970-22772436
www.raed-co.com

Reema Hyginic Paper Co. LTD

Industrial Zone
P.O.Box 1358
Ramallah, Palestine
Tel.: +972-22956342
Fax: +970-22956343
www.nationalpaper.ps

Ritaj for Managerial Solutions

Al-Irsal, Al-Masayef, Al-Qaser
Building 1st floor
P.O.Box 401
Ramallah, Palestine
Tel.: +972-22967477
Fax: +970-22956931
www.ritajms.com

Royal Industrial Trading Company

Al-Rameh St.
P.O.Box 51841
Jerusalem, Palestine
Tel.: +970-22219800
Fax: +972-22220127
www.royal.ps

S**Sahem Trading & Investments Company**

8 Khachaturian Street, Sahem Villa,
Al Masyoun
P.O.Box 2187
Ramallah, Palestine
Tel.: +972-22965710
Fax: +970-22965713
www.sahem-inv.com

Samara Tourist & Travel Agency

Greek Orth. Pat. Road 1
P.O.Box 14058
Jerusalem, Palestine
Tel.: +972-26276133
Fax: +972-26271956
www.samaratours.com

Sharabati Modern Co. for Marble & Stones

Industrial Zone
Hebron, Palestine
Tel.: +972-22217141
Fax: +972-22217140
www.sm-marble.com

Sidata Information & Communication Systems

41/264 Lud Street
P.O.Box 4003
Remal Gaza, Palestine
Tel.: +972-82825131
Fax: +970-82824665
www.sidata.net

Sinokrot Global Group

Industrial Zone
P.O.Box 1410
Ramallah, Palestine
Tel.: +972-22955701
Fax: +970-22955702
www.sinokrot.com

Siraj Center for Holy Land Studies

YMCA Street, Andoni Bldg., Beit Sa-
hour
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Tel.: +972-22748590
Fax: +972-22748774
www.sirajcenter.org

Sun Pharm Ltd.

Eastern Industrial Zone
P.O.Box 711
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Tel.: +972-92311181
Fax: +970-92311184
www.sunpharm-pal.com

Surda Trading & Industrial Company -Crystal

Al-Malahi Str, Industrial Zone
P.O.Box 1827
Ramallah, Palestine
Tel.: +970-22902662
Fax: +970-22908022
www.surdatrading.ps

T**Tamimi Ceramics**

25 Alquds Str.
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Tel.: +972-22220358
Fax: +970-22229253
www.tamimi.ps

Taqadum Company For Milstone & Marble (Ltd)

Al- Samou'
Hebron, Palestine
Tel.: +970-599268717
Fax: +970-22268118
www.taquadum-marble.com

TATWEER Business Services

Apt. #3, 8th Floor, Hanady Tower
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Gaza, Palestine
Tel.: +972-82882600
Fax: +970-82882700
www.tatweer.ps

The Arab Hotels Company - AHC

Irsal Street
P.O.Box 3852
Al-Bireh, Palestine
Tel.: +972-22965240
Fax: +970-82882402
www.ahc-pal.com

The Communications & Public Relations Co.

P.O.Box 4163
Al Bireh, Palestine
Tel.: +972-22409105
Fax: +970-22409106
www.ellamtam.com

The International Trade Services Co. (ITSC)

Jalaa Street
Remal Gaza Strip, Palestine
Tel.: +972-82883803
Fax: +972-82863457
www.itsc.ps

U**United Securities Co.**

4th Floor, Masrouji Building, Al-Ma-
daen Street
P.O.Box 2030
Ramallah, Palestine
Tel.: +972-22423090
Fax: +970-22423091
www.united.ps

V**Vegetable Oil Industries Co. Ltd.**

Industrial Zone (East)
Nablus, Palestine
Tel.: +972-92324011
Fax: +972-92325036
www.voic.ps

Z**Zalmout Distribution Co.**

Hisba St , Zalmout Building
Nablus, Palestine
Tel.: +972-92311765
Fax: +972-92311748
www.zalmout.com



QATAR

Qatar is located halfway along the western coast of the Arabian Gulf and has borders with Saudi Arabia in the south, occupying a total area of about 11,437 km².

Political System, Society and History

The state of Qatar is a hereditary constitutional monarchy. Its ruler has the title of Emir, with succession within the Al-Thani family. Sheikh Tamim Bin Hamad Al-Thani is head of state and became Emir of Qatar on 25 June 2013. His father and former Emir Hamad Bin Khalifa Al-Thani abdicated in favour of his son Tamim Bin Hamad, representing the first voluntary and planned handing over of power in Qatar since it became an independent country in 1971. So far, the Emir has continued the modernising and sustainable development path of his father. Sheikh Hamad has introduced government reforms and overseen the creation of a new constitution that came into force in 2005, paving the way for Qatar's first-ever legislative elections, an independent judiciary, and the election of two-thirds of the 45-member Advisory Council.

Economic Development

Qatar has experienced an impressive economic development in the last decade. Qatar produced more than 2 bn barrel of petroleum and other liquids per day (bbl/d) in 2014. In 2015 it still had the third largest proven reserves of natural gas, whilst being the second biggest exporter of natural gas worldwide. Nearly all of the country's reserves of natural gas are found in the North Field. In the past, surpluses have been invested in infrastructure, health, education and petrochemicals, as well as in oil and gas processing and trade. According to the International Monetary Fund (IMF), Qatar's GDP in 2014 amounted to US\$ 210.1bn and was estimated to grow by 3.4% in 2016. Qatar's development plan sets out an industrialisation strategy, the basic objectives of which are to diversify income resources and increase the contribution of manufacturing to GDP by adding value to hydrocarbon resources, and to increase the percentage of the national workforce employed by the industrial sector. Qatar has intensified its efforts to strengthen its domestic

small and medium-sized enterprises (SMEs) accordingly. Qatar's efforts are thus mirrored by the fact that its non-oil GDP has grown by an astonishing rate of 10.7% in 2015, a development clearly illustrating the efficacy of the state's diversification efforts.

The petrochemical industry already constitutes an important sector for Qatar. The emirate plans to increase investments in the petrochemical sector by up to US\$ 15bn by 2018. According to the Gulf Petrochemicals & Chemicals Association, the petrochemical sector contributes 42.6% to Qatar's manufacturing added value to GDP. Other important non-oil industries receiving an injection of investment include the cement, metal and chemical industries. Over recent years, Qatar's economy has experienced rapid growth, largely because of an increase in its gas production. Qatar is the world's largest liquefied natural gas (LNG) exporter. Beyond the LNG projects, state-owned Qatar Petroleum (QP), which manages Qatar's oil, gas, fertiliser, petrochemical, and refining activities, has a

range of petrochemical and fertiliser projects in the pipeline. Earnings from Qatar's oil and gas reserves are combined with foreign and domestic investments to diversify its economy and reduce the dependence on income from hydrocarbons. The emirate is also investing increasingly in other economic sectors to further diversify its economy. Primarily assumed by the Qatar Foundation for Education, Science and Community Development headed by the Emir's mother, Sheikha Moza Bint Nasser Al-Misned, Qatar is investing substantially in education and research. The main goal of the sector's development policy is the transfer of technology and know-how, which is also highlighted in the state's "Vision 2030". Additionally, the hosting of the FIFA Football World Cup in 2022 will boost other real estate, infrastructure and tourism projects.

The **oil and gas sector** remains the cornerstone of Qatar's economic development. While its oil reserves are limited compared to other states, Qatar's natural gas reserves are



Skyline of Doha (©Omar Chatrivala / flickr)

Qatar is quickly moving forward in the diversification of its economy. Particularly in light of the upcoming FIFA 2022 World Cup, Qatar is heavily investing in its infrastructure.

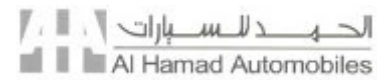
vast and account for 13.4% of global reserves (proved natural gas reserves of 871,585bn cubic feet). The highest natural gas reserves have been found in the North Field. The Dukhan oil field is the largest in the country, located on the west coast of Qatar. Currently the largest gas project is the Barzan Gas Project by RasGas, which aims to supply around 4 million tonnes per year. Much of this production will be directed to the power and water sector. Once they start operating, the total offshore production from all RasGas-operated facilities will reach around 11 bn standard cubic feet per day (the equivalent of almost 2 million barrels of oil), making RasGas the largest gas producer in Qatar. The Laffan Refinery Company is expected to complete phase 2 of setting up a condensate refinery in Laffan

within 2016, another project worth around US\$ 1.2bn. Qatar aims at increasing its oil production from currently around 0.7 million bbl/d up to 0.8 million in 2016. Meanwhile, Qatar with its two operational facilities, according to the EIA, has developed into a global leader in gas-to-liquids (GTL) technologies.

Qatar has paved the way for new developments in **environmental technologies** in the region. The “Domestic Solid Waste Management Center” (DSWMC) was designed to treat up to 2,300 tonnes per day of mixed domestic solid waste. It comprises waste sorting and recycling facilities, an engineered landfill, a composting plant and a 1,500 tonnes per day Waste-to-Energy (WTE) incineration plant generating 41 MW of power. A recycling rate of more than 90% is targeted for the remaining domestic waste. A further project is implemented by the Qatar Public Works Authority (ASHGHAL) as part of the US\$ 3bn IDRIS-Programme (Inner Doha Re-Sewerage Implementation Strategy), aiming at modernising the existing waste water system of Doha.

The real estate and **construction sector** has experienced a boom with the upcoming FIFA 2022 World Cup. The sector is set to continue this growth path, with an expansion forecast at annual growth rates of 11.4% up until 2022. Qatar has thus committed itself to ambitious infrastructure projects by announcing that more than US\$ 200bn would be invested in the sector until 2022. Furthermore, the sector provides continuing opportunities for developers and contractors, as a result of the ongoing government-backed infrastructure and housing projects. The residential market has proven to be especially strong with growth stimulated by increasingly prosperous Qatari nationals, as well as the influx of expatriates over recent years causing a rise in demand. The US\$ 45bn Lusail City project is one of the most ambitious projects of Qatari Diar Real Estate Investment Company, which aspires to become the most internationally renowned company in real estate investment. Situated around 15 km north of Doha, Lusail City will be a completely new city once finished in 2019. The construction of up to 12 FIFA World Cup stadiums makes up another big chunk of the current construction sector projects. They are overseen by the Qatar 2022 Supreme Committee. Another mega-project is the Barwa City.

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Fact File

Country Name: State of Qatar
Population: 2.4 million
Area: 11,437 km²
Currency: Qatari Riyal (QR),
 1 QR = 100 Dirham
Capital: Doha
Languages: Arabic (official),
 English (commercial)

Useful Contacts

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 14193 Berlin, Germany
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Embassy of the Federal Republic of Germany

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 Fax: +974-44-082333
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Qatar Chamber of Commerce & Industry

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 Tel.: +974-44-559111
 Fax: +974-44-661728
 Email: qcci@qatar.net.qa
www.qcci.org

Bilateral Trade Volume 2008 - 2015

German Imports in EUR million	German Exports in EUR million
2008: 33.8	2008: 1,596.2
2010: 118.4	2010: 1,567.3
2012: 723.7	2012: 1,170.5
2013: 845.5	2013: 1,253.5
2014: 678.6	2014: 2,097.5
2015: 388.2	2015: 2,158.9



QATAR



The Museum of Islamic Art in Doha (© Omar Chatriwala / flickr)

While Qatar already has an extensive **transport** network, it continues to rapidly expand to meet the present and future needs of the economy. Planned spending on major transport infrastructure projects is estimated worth as much as US\$ 50bn. There is the US\$ 35bn Qatar Integrated Rail Project including the US\$ 2.7bn West Bay people-mover (design phase) and a passenger and freight rail, the Doha metro (estimated value US\$ 35bn), a high-speed passenger line and light railways in Lusail City and Education City developments. The new Hamad International Airport in Doha, which was designed to handle 50 million passengers a year, has started operations in 2014. The New Doha Port (US\$ 7bn) is scheduled for completion in 2016 and covers the construction of a new port at Mesaieed, a new naval base and the 26.5 km² Qatar Economic Zone 3. Initiated by ASHGHAL, the local roads and drainage programme contains more than 200 individual developments with total costs of US\$ 14.6bn. The programme includes the development of 136 km of new roads and the modernisation of existing networks. Among the developments is a causeway that will link Qatar and Bahrain, which at more than 40 km length, will be the longest link in the world.

The rapidly growing population, including the increased number of expatriates, requires Qatar to restructure the **health** system to ease its financial burden. The increasing demand for health services led to investments in private sector projects, which improved the functionality of the public system. Qatar's health care system continues to grow against

the backdrop of a GCC healthcare market expected to expand by around 9% annually until 2020. Qatar has the highest health expenditures per capita in the GCC, reaching US\$ 2,043 according to a study by the Investment Bank Alpen Capital. Currently, Qatar has around 2,600 hospital beds and is expected to remain one of the fastest growing healthcare markets in the region until 2018. To satisfy the growing demand for health services, the Qatari government has recently announced that it would build up to 70 new medical centres within the coming ten years. The state is also investing large sums to train specialists in order to reduce the number of foreign medical personnel in the long-term. The aim is to develop Qatar into an international health destination and regain some of the health tourism lost to Europe and the USA.

In recent years, Qatar has pursued a determined "Qatarisation" policy under which all joint venture industries and government departments are asked to place Qatari nationals into managerial and decision making positions. As a result, growing numbers of foreign educated Qataris have been returning home to assume key positions formerly occupied by expatriates. Due to this programme, the state invests heavily in the **education** sector. 45.4% of the budget of 2016 is allocated to education, healthcare and infrastructure. ASHGHAL has already announced the aim to build 44 schools in response to increases in population growth and changing demographic circumstances. A main player in the field of education is the Qatar Foundation founded in 1995 by royal decree. The flagship project of the

Foundation is the Education City, which was erected on 10 km² in Doha and is still being expanded. The project represents a key component of the country's initiative to expand its skills resources and build a knowledge-based economy. With a current investment volume of US\$ 75bn, this project is one of the largest in the Gulf region, further major expansions are likely. So far, it includes eight branch campuses of international universities, the Qatar Science & Technology Park and the US\$ 2.3bn Sidra Medical & Research Centre. The country is set to position Doha as a key centre for education and scientific research in the Gulf.

In terms of **agriculture and food security**, Qatar founded the impressive Qatar National Food Security Programme (QNFSPP) in 2008. It has the objective to reduce Qatar's reliance on food imports through the realisation of the principle of self-sufficiency. The National Plan provides to enhance Qatar's current domestic production of agriculture from the existing capacity of 8%, against the country's total demand, to 40–60% in short term to mid-term. Further targets are to reduce price volatility and to maintain the nutritional quality of the products, as well as economic sustainability of the farming sector. The programme involves many sectors ranging from renewable energy, desalination, water management to agricultural production and food processing.

Qatar hopes to see the expansion of its role as a prime venue for specialised **tourism** activities, with areas like business meetings and conferences, sporting events, and cultural tourism. The National Tourism Sector Strategy 2030 targets to position Qatar as a world class hub with deep cultural roots, further placing the country on the world tourism map. It will reinforce Qatar's regional and international standing as a premium tourism destination, offering business facilitation, and family-focused recreation, all the while expanding and promoting the country's sports, health and wellness, nature, and educational tourism as well. By 2030, the strategy is set to increase tourism's total contribution to the national GDP, aiming at total tourist spending in Qatar to nearly US\$ 10.7bn. More than 60 new strategic tourism development initiatives are in the pipeline, with the first of them having already been launched in January 2014. The country has invested heavily over the past years in sports infrastructure and expects to invest a lot more by 2022, when the country will host the FIFA Football World Cup.

Economic Outlook

The budget plan for 2016/2017 aims to modestly reduce public spending from almost US\$ 60bn to US\$ 55.6bn, whereas state revenues of US\$ 42.8bn are expected to be generated. The budget plan focuses on three main pillars: infrastructure and transport, education, and the public health system. A further part of the new budget plan is the appropriation of funds for the establishment of new residential properties, as Qatar has a strong demand for housing space.

Oil and gas reserves provide a solid foundation for Qatar's development which will continue its ambitious growth path. The IMF's confident long-term predictions are an indicator of good prospects for companies planning to do business in Qatar in the future. Real estate, petrochemicals, financial services, including Islamic banking, research and development, IT, and tourism are regarded as particularly promising and offer notable business and investment opportunities. Services such as health and education are receiving significant investments. Qatar has the fastest growing projects market in the region due to heavy investments in infrastructure development to meet growing demand for the 2022 FIFA World Cup.

The IMF is expecting a positive development of GDP growth between 2-3% annually over the next five years. The medium-term outlook continues to reflect the strong investment outlook, led by public sector activity. The government has now shifted its focus to economic diversification and growth in non-hydrocarbon sectors through the implementation of infrastructure investments. The IMF noted that the hydrocarbon share in overall Qatari GDP is expected to decrease, indicating that Qatar is slowly moving toward economic diversification. Although a focus on hydrocarbon-linked investments still prevails, an increasing shift to infrastructure projects can be observed. The IMF thus expects Qatar's non-oil GDP to continue growing at rates around 10% in the coming years.

The **Qatar Chamber of Commerce and Industry** plays a major role in advancing Qatari trade and strengthening the development of the national economy. The Qatar Chamber is promoting the involvement of the private sector in the country's economy and provides a wide range of information for businesspeople interested in investing in the future of Qatar.

German-Qatari Business Relations

The economic relations between Qatar and Germany are traditionally excellent. Both countries are interested in intensifying these connections. Trade between Germany and Qatar continuously increased during the last decade, reaching a bilateral trade volume of nearly EUR 2.5bn in 2015. German companies are well positioned in the construction industry, in plant engineering as well as in the provision of services, and in the gas sector. German companies are engaged in the application-oriented research sector and contribute for example to the „Qatar Science

and Technology Park“, an international technology hub. Trade is politically supported by both governments, which have celebrated 40 years of bilateral relations in 2013.

In September 2010, both governments signed a memorandum of understanding, which focuses particularly on the promotion of bilateral trade, especially in the sector of renewable energies. In 2007 the joint economic commission was established. Thanks to the recent involvement of the Qatari state in German companies, German-Qatari economic relations have significantly been consolidated and are expected to increase continuously.



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QATAR

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ENERGY


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Qatar Solar Technologies (QSTec) is enabling Qatar reach a sustainable future by manufacturing and supplying solar energy solutions that are used locally and exported globally. QSTec, a world leading integrated solar company, is a joint venture formed between Qatar Solar (a wholly owned subsidiary of Qatar Foundation), SolarWorld AG and Qatar Development Bank, that is built on a philosophy of quality, operational excellence and commercial integrity.

QSTec is currently building an 8,000 metric ton per annum polysilicon facility in Qatar in addition to being the largest private equity holder in the global solar company SolarWorld AG and owning 50% of the manufacturing technology company, Centrotherm AG. QSTec and its partners are the solar technology suppliers for some of Qatar's most iconic buildings and offer turnkey solar energy solutions for projects.

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SAUDI ARABIA

Saudi Arabia is the world's ninth largest country and the biggest among the states of the Gulf Cooperation Council (GCC). The Red Sea stretches alongside the country in the west from an entry point north of Yemen in the south to the Gulf of Aqaba in the north and the Arabian Gulf in the east. The kingdom shares borders with Iraq and Jordan in the north, Kuwait, Qatar and the UAE in the east, and Yemen and Oman in the south.

Political System, Society and History

The modern Kingdom of Saudi Arabia was founded in 1932. In 2005, King Abdullah bin Abdulaziz Al Saud succeeded his half brother King Fahd and led the country into political reforms and economic liberalisation. Amongst other reforms he introduced a law entitling Saudi women to participate in the municipal elections in 2015. In 2012 the minister of defence and long-time governor of Riyadh, Prince Salman bin Abdulaziz was named crown prince after the death of his brother Prince Nayef bin Abdulaziz, and assumed office as king following the death of King Abdullah bin Abdulaziz Al Saud in January 2015. It is widely expected that King Salman will continue to lead the Kingdom of Saudi Arabia on a path of modernisation and reforms. King Salman has appointed his son Mohammad Bin Salman as Minister of Defence. Prince Mohammad has also been appointed as chairman of the Council for Economic and Development Affairs as well as

deputy crown prince. Crown Prince is Prince Mohammad bin Nayef bin Abdulaziz Al Saud.

Advised by the Council of Ministers and the Advisory Council (Majlis Ash-Shura) which currently consists of 150 appointed representatives including 30 women, the king approves the issuance of all new legislation, after an extensive deliberative process in which the Advisory Council, the Council of Ministers and numerous experts engage. Islam is the state religion. The king's formal title is "Custodian of the Two Holy Mosques", in Mecca and Medina.

Economic Development

With a population of 31.5 million and a GDP of US\$ 753.9bn in 2014, Saudi Arabia is the largest national economy in the Arab world and member country of the G20. The IMF forecasts a GDP growth of 1.2% for 2016. Oil remains the country's dominant asset, with the industry providing about 50% of the GDP and 90% of state revenues. The boom in oil revenues of the past years prior to the oil price decline has resulted in a record trade surplus for the kingdom as well as foreign exchange reserves of US\$ 592.6bn in February 2016, both of which allow the kingdom to keep up with its spending plans despite of challenges posed by the recent decline of the oil price.

The Saudi economy is supported by one of the world's most stable currencies – the Saudi Riyal (SAR) – and by low inflation. In an effort to support foreign investment the government

is committed to reducing bureaucracy at all levels and to transforming government departments. The Saudi Supreme Economic Council, headed by Prince Mohammed Bin Salman, is in charge of overseeing privatisation and encouraging foreign investment. In 2000, the Saudi government announced a new foreign investment law, introducing major regulatory incentives including the establishment of the Saudi Arabian General Investment Authority (SAGIA) to assist foreign investors in the application and approval process for operating within the kingdom. Economic diversification is seen as a special challenge due to decades-long dependence on oil revenues as a key source of income.

To strengthen the private sector as a provider of employment and to sustainably provide the coming generations with work, the government of Saudi Arabia is following its strategy of Saudisation, i. e. the nationalisation of its workforce. This process of Saudisation is particularly relevant for the private sector, in which foreign workers compose the majority of the workforce.

In April 2010, the ninth five-year development plan (2010–2014) was adopted by the Council of Ministers emphasising the kingdom's intentions to diversify the economy and boost its competitiveness, by strengthening the role of the private sector and moving towards a knowledge-based society. Several projects in power generation, desalination, and transport infrastructure are considered as strategic, with the kingdom aiming to fur-



Project of the Olaya Metro Station, Riyadh. (© Gerber Architekten)

ther diversify its hydrocarbons-based economy. The ninth five-year development plan has since proven to have laid out a successful path for the kingdom: in 2015, its non-oil GDP according to the IMF grew by 3.1%, and this trend is expected to continue. The tenth five-year development plan (2015–2019) remains committed to economic diversification and sustainable development and foresees continuous increases of public spending. Riyadh's budget that has been set for 2015 has thus been historically high. Aiming at non-oil growth to be the primary driver in 2016, and acknowledging the need for a reduction of the deficit, the kingdom has set a budget of around US\$ 224bn.

With its 268.29bn barrels of proven reserves in 2015, Saudi Arabia currently is one of the world's leading **oil producers**. In 2014, it produced 11.6 million barrels of petroleum and other liquids per day, the majority of which was exported. The kingdom's energy policy is mainly centred on ensuring both short-term and long-term supply for projected needs. The government is committed to maintain high levels of capital expenditure. For the next three years, US\$ 100bn have been allocated for oil and gas exploration and the refining sector only. Crude oil is used as feedstock and fuel, in addition to products, natural gas, and natural gas liquids, for industry and utilities, which benefit a wide range of industries such as petrochemicals, mining, cement, power generation and desalination. Oil also contributes to the diversification of industries in related sectors. The combined efforts of the pe-

troleum and industry sectors led to the expansion of secondary and specialised chemical industries. This has been followed by the launch of industrial clusters.

The creation of a strong **industrial base** will combine the oil sector with the mineral and petrochemical industries, expanding from there into more diversified and more specialised industries. Industrial activities expand over the whole kingdom with the main centres Jubail and Yanbu. The Ras Al-Khair Industrial City north of Jubail will be centred on minerals delivered from reserves within Saudi Arabia, and could become one of the world's largest industrial zones. Phosphates to be used in downstream plants are delivered from the Al-Jamalid phosphate mine since the opening of the Saudi Arabian Railways (SAR) north-south mineral railway in 2011. Jubail Industrial City, which accommodates the majority of Saudi Arabia's heavy industries and is to be expanded in a second phase, is the largest industrial estate in the Middle East.

The **petrochemicals sector** is one of the cornerstones of the country's economic diversification ambitions. With chemical output having trebled over the past decade, Saudi Arabia is also one of the world's largest petrochemicals suppliers, accounting for 7–8% of total supply. According to the Gulf Petrochemicals and Chemicals Association, the petrochemical sector contributes around 43% to the kingdom's manufacturing sector. The kingdom, according to its tenth five-year development plan, thus aims at having the sector grow at a rate of 17% annually, and foresees investments of around US\$ 152bn. While the nation's current strengths lie in the production of basic petrochemical building blocks such as ethylene and methanol, there are plans to diversify its petrochemical portfolio into more complex, distinctive products such as specialty chemicals and the engineering of thermoplastics. Saudi Basic Industries Corporation (SABIC), a public company based in Riyadh, is one of the world's leading manufacturers of chemicals, fertilisers, plastics and metals. The kingdom is now actively encouraging private investment in the sector in order to bolster its status as a global petrochemical leader. Refining projects by Saudi ARAMCO, which are associated with petrochemical complexes, such as the Petro Rabigh and Ras Tanura projects, and other projects in



Fact File

Country Name: Kingdom of Saudi Arabia
Population: 31.5 million (2015)
Area: 2,149,000 km²
Currency: Saudi Arabian Rial (SAR),
 1 SAR = 100 Halalah
Capital: Riyadh
Languages: Arabic (official),
 English (commercial)

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Bilateral Trade Volume 2008 - 2015

German Imports in EUR million	German Exports in EUR million
2008: 1,514.4	2008: 5,181.6
2010: 642.7	2010: 5,820.5
2012: 1,725.9	2012: 8,227.7
2013: 1,673.4	2013: 9,226.2
2014: 1,101.9	2014: 8,921.3
2015: 870.7	2015: 9,974.3

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Jubail, Yanbu and Jizan, aim at expanding refining capacity and diversifying the petrochemical products base. The 400,000 b/d Jizan refinery is also under construction in the southwest of Saudi Arabia, and completion is scheduled for late 2018. Saudi ARAMCO has managed to devise several mega-projects and to attract investments from international companies in excess of SAR 200bn (US\$ 53.3bn), including the Rabigh Refinery Development project. A new refinery in Yanbu in which Saudi ARAMCO is involved is currently in the commissioning phase. The Sadara Chemical complex in the Jubail Industrial City has already started operation in 2015 and is supposed to produce 3.2 million diversified chemicals annually. Investments in the complex are estimated to reach around US\$ 20bn.

The **construction industry** is of fundamental importance for the Saudi economy. A rapidly growing population and an increasing urbanisation are calling for investments in the country's infrastructure, social facilities and housing development. In the **2015 national budget**, the kingdom thus foresaw project spending of around US\$ 50bn in the construction sector. In its 2016 budget, the kingdom emphasised investments in development projects and programmes directly benefitting its citizens, e. g. water and sanitation, housing or roads.

Large investments have been set aside to upgrade its whole transport infrastructure, with seaports, airports, and road and rail networks across the country. In accordance with its National Transportation Strategy (NTS), the kingdom has taken steps to realise its potential as a leading hub for transport and logistics.

In response to increasing demand, port infrastructure is set to be significantly upgraded. Competitiveness will certainly be boosted by new projects, such as the King Abdullah Economic City Seaport, which is expected to cost US\$ 5bn and will be able to process about 20 million containers a year. One of the ambitious aims is to render the King Abdullah Economic City's planned port the largest of the region.

According to the Saudi Arabian General Investment Authority (SAGIA), Saudi Arabia has planned for investments worth more than US\$ 100bn over the coming years to upgrade its transportation **infrastructure**. One of the country's major infrastructure projects are the metro projects in Riyadh, Jeddah, Mecca and Medina. The metro project in Mecca is part of a transport scheme for Mecca with

investments of around US\$ 16.5bn. This Mecca Public Transport Programme (MPTP) also includes a bus network. The first phase is expected to be commissioned in 2019 at a cost of US\$ 6.8bn. It will include two metro lines totalling 45.1 km, with 22 stations. In the end, the metro will have four lines, 88 stations and be 188 km in length. The metro project in Jeddah is expected to have three lines and the one in Riyadh six lines under the authority of Arriyadh Development Authority (ADA). There are currently transportation projects worth US\$ 50bn at the design or main contract stage.

Saudi Arabia is one of the world's most dynamic economies and the economic powerhouse of the Arab world. Although oil remains the nation's dominant asset, its economic diversification is continuing to be a great success. The new "Vision 2030" paves the way for increased development towards a sustainable and further diversified economy.

Another important project is the Haramain High Speed Rail project – a 444 km long, double line high speed inter-city rail transport system currently under construction and intended to bolster social and cultural connections between cities in the west, as well as to improve transport options for pilgrims making their way to the Holy Cities. It will link the Holy Cities via King Abdullah Economic City, Rabigh, Jeddah, and King Abdullah International Airport. The railway is expected to carry three million passengers a year, helping to relieve traffic congestion on the road and could be operational within 2016. The Saudi Landbridge Railway (US\$ 10bn) is another project, which will connect Jeddah on the Red Sea coast with Dammam City on the Gulf via a 950 km railway. Furthermore, a 1,400 km long industrial line was built to transport raw materials from phosphate and bauxite mines in the north of the country at Al-Jalamid and Al-Zabirah to Ras Al-Khair, an industrial zone and port on the east coast. In the long run, an up to 2,000 km GCC rail network is planned to link the countries of the Arabian Peninsula.

Major road-building construction includes the reconstruction of the Mecca-Jeddah highway. Both the Haramain and the North/South projects fall under the auspices of the Saudi

Railways Organisation (SRO), which is currently responsible for operating the Dammam/Riyadh line.

Another important driver of the Saudi economy is the development of mega-projects, such as the **economic cities**. In the years to come, Saudi Arabia appears set to serve as a venue for some of the largest real estate and construction projects in the world. Four large-scale projects are in their advanced planning stages or already under construction, managed by the Saudi Industrial Property Authority (MODON). These include King Abdullah Economic City (KAEC), valued at US\$ 93bn and scheduled for completion in 2029, the Jizan Economic City (US\$ 27bn), the Prince Abdulaziz bin Mousaed Economic City (US\$ 8bn), and the Knowledge Economic City (US\$ 8bn) which will focus on industrial, academic, cultural, and commercial sectors. When completed, the economic cities should contribute US\$ 150bn to the GDP of Saudi Arabia, house about 4.5 million people, provide jobs for some 1.3 million and help boost the GDP per capita to some US\$ 33,500 by 2020. A further project is the King Abdullah Financial District (US\$ 7.8bn), which will host the headquarters of the Capital Market Authority (CMA) and the stock exchange.

There are a number of large projects being tendered in the kingdom for **power** generation and the expansion of the national grid. Saudi Arabia has one of the largest per capita electricity consumption rates in the world and its growing population means that demand is rising rapidly, with regional electricity consumption estimated to be growing at 5–6% a year. According to current industry reports, demand for power in the kingdom is projected to double by the 2030s, reaching about 120 GW. According to the governments proposed energy mix half of the energy should come from hydrocarbons and the other half from solar, nuclear and geothermal energy sources. In addition to meeting the needs of the growing population, Saudi Arabia needs to expand its power capacity and network to support its ambitious industrialisation plans. Until 2020, the kingdom aims at realising 24 GW of renewable energy projects.

In terms of the **water sector**, Saudi Arabia is active to improve and expand the kingdom's water and wastewater infrastructure as well as its capacity to desalinate sea water. In total, Saudi Arabia currently has upcoming projects worth more than US\$ 16bn in the water and



Visualization of the Celebration Hall in the Diplomatic Quarter, Riyadh (©AS&P- Albert Speer & Partner GmbH, visualization: HH Vision, Cologne)

power sector. To meet the rising demand, the National Water Company plans to invest about US\$ 66.4bn in water and wastewater projects over the coming five years.

In the desalination sector, the kingdom aims to boost capacity about 6% a year, as a result of annual population growth of 2–3% and an expanding economy.

Nearly 60% of the water Saudi Arabia consumes (nearly 7 million cubic metres per day – m³/d) is desalinated.

In recent years, the kingdom has sought to capitalise on its potential as a global **tourist destination**, focusing primarily on local tourism and regional visitors, and now focusing increasingly on creating more specialised packages for foreign visitors. According to World Bank, 18.3 million arrivals were registered for 2014. The majority of arrivals to Saudi Arabia making up 40% have a religious purpose to enter the country. In numbers this makes nearly seven million coming for the Umrah or Hajj. The kingdom is home to breath-taking natural landscapes and a wealth of marine life, and it is a prized desti-

nation for scuba divers. The sector's share of the nation's non-oil GDP is currently around 7.5%. In the medium term, the kingdom's touristic potential is seen at more than 20 million visitors per year, following estimates of the United Nations World Tourism Organisation (UNWTO). According to Vision 2030, Saudi Arabia aims at increasing its capacity to welcome Umrah visitors from currently 8 million to 30 million every year. Furthermore, it aims at doubling the number of Saudi heritage sites registered by UNESCO.

As the **largest healthcare** market in the Middle East, Saudi Arabia spends around 3.7% of its GDP on healthcare, according to Investment Bank Alpen Capital. Health and social affairs received US\$ 42.7bn from 2015's budget and remain a key priority in 2016. The kingdom aims at providing 24,000 beds at 117 new hospitals as well as further 14,500 at medical cities across the country. Healthcare provisions have traditionally been a state-led affair, with the Ministry of Health (MoH) both funding and running the majority of hospitals. Other government agencies like the National Guard or Saudi ARAMCO also supply employees with medical services through

own facilities. With a growing population, increasing life expectancy but also mounting incidences of chronic illnesses such as diabetes and heart diseases, the government is putting health high on the priority list. Saudi Arabia is strongly investing in the construction of hospitals. Among the most prominent current hospital projects under construction are two Security Forces Medical Complexes in Jeddah and Riyadh, both valued at US\$ 3.35bn. Furthermore, the kingdom is investing into medical research institutions in the kingdom, with major projects being the King Fahd Medical Research Centre in Jeddah and the King Faisal Specialist Hospital and Research Centre in Riyadh.

Due to the nation's growing youth population, there is the constant need for expansion in capacity development. To further diversify the country's economy away from oil and develop a true 21st century "knowledge economy", **education** plays a vital role in providing the kingdom's young citizens with the skills necessary. Therefore, the government has instituted a massive increase in funding for education. Together with healthcare, education projects spending accounted for 43.8%

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of the 2015 budget, a similar trend is to be observed in 2016. According to MEED projects, public education contracts worth US\$ 2.2bn are expected to be awarded in 2015. Furthermore Ministry of Education announced in January 2016, that it is planning to develop public-private partnerships (PPPs) in primary and secondary education. Also, the private sector is a significant element in tertiary education, and vocational training has become a clear priority.

Economic Outlook

The Saudi economy is the strongest in the region and is developing sustainably. The IMF predicts GDP growth rates of 1.2% and 1.9% in 2016 and 2017. The country presents the strongest long-term growth story in the Gulf region, which can be attributed to the nation's petrodollar-flushed savings, a growing population and the need for government spending on infrastructure projects. International companies can expect further investments in sectors like the industrial sector, energy, health and education. The short-term outlook is positive and in the long-term, Saudi Arabia is addressing the major challenge of diverting its dependence on petroleum-based revenues in order to sustain its economic growth. Therefore, in May 2016 the government made public the "Vision 2030", which paves the way for an economic development towards a sustainable and diversified economy. The plan lays down the timeframe in which the ambitious goals can be reached. Some of several points of "Vision 2030" include the sale of a stake of up to 5% of the most valuable corporation worldwide, Saudi Aramco. The proceeds of the sale, and the business itself, would be put into a sovereign wealth fund known as the Public Investment Fund.

The private sector is expected to grow steadily in Saudi Arabia. A key challenge facing the kingdom is job creation. Saudi Arabia is trying to combat unemployment through a surge in creating private sector jobs. Resolving labour market constraints by providing higher quality education to Saudi nationals is crucial to reduce the need for recruiting skilled professionals from abroad. The government is willing to support the economy until a revival in private sector engagement takes place by financing a number of key projects in the energy, transportation, and utilities sectors.

The **Council of Saudi Chambers** plays a notable role in the development of the national

economy. As the umbrella organisation of the Chambers of Commerce and Industry, the Council assists in the protection, preservation and development of the business sector in the kingdom. It acts as a leading partner in the nation's development process. With its head office in Riyadh, its main objective is to observe the common interests of the Saudi Chambers and assist in the enhancement of the private sector's role.

German-Saudi Business Relations

Saudi Arabia is an important business and trade partner in the Arab World for Germany. The exchange of goods and services between Germany and the Kingdom of Saudi Arabia has risen significantly over the past years. The bilateral trade volume amounted up to nearly EUR 11bn in 2015. Saudi Arabia is a highly interesting market for German companies as the kingdom is undertaking many projects in the sectors of infrastructure, education and science, renewable energies and healthcare. Prospects to further strengthen economic relations and cooperation are very good. Traditionally, German companies are highly regarded by Saudi officials and entrepreneurs.

CHEMICAL INDUSTRY



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AlGihaz Holding is a leading Saudi group having over 40 years of successful track record of providing power EPC turnkey solutions for conventional and renewable energy, communications, security, and creative design. Founded by Saeed Ali Al-Anqari in 1975, AlGihaz Company has grown from a small contracting firm to a multi-billion Saudi Riyals group of companies. Our services cover supply, erection, and commissioning of up to 380KV substations (GIS type), 13.8Kv distribution networks, up to 132KV transmission power lines, construction of conventional and renewable energy power plants. We are proud to serve major power clients in Saudi Arabia including Saudi Electricity Company (SEC), Saudi Aramco, and many others. AlGihaz Holding enjoys today an exceptional reputation for providing high quality work, completing projects on time, and delivering cost effective solutions

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ENTE Environmental Technology is a national consulting and environmental service company based in Jeddah, KSA. We started our operations in 1995 and we offer our clients state-of-the-art consulting services and innovative environmental solutions. We are proud to be pre-qualified and certified by the Presidency of Metrology and Environment PME as a specialized Environmental firm. Also in our association with foreign professional companies experts in their respective field. Our strategy reflects "the provision of timely, efficient and economical solutions to the environmental challenges facing our clients". ENTE provides consulting services in environmental impact assessment, environmental studies & environmental monitoring and abatement. Some of ENTE's services are wastewater treatment, solid waste management, desalinization units and many others.

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SAUDI ARABIA

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www.abatco.com.sa

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www.abdulla-fouad.com

Abdullah A. M. Al-Khodari Sons Co.

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www.alkhodari.com

Abdullah Ahmad Al-Dossary Holding Co.

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www.aldossary.com.sa

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www.alajlabchem.net

ABEG Arabia Ltd.

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www.abegarabialtd.com

Abuljadayel Co. For Contracting & Maintenance

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www.abuljadayel.com

Abunayyan Holding

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www.abunayyanholding.com

ACWA Power International

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11416 Riyadh, Saudi Arabia
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www.acwapower.com

Adwan Chemical Industries Co. Ltd.

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www.adwanchem.com

AEC Advance Electronics Co. Ltd.

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www.aecl.com

Ahmed G. Al-Ghamdi & Brothers Holding Co.

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aggcom.net

Ahmed Raies & Brothers Co. Ltd

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www.raiesco.com

Air Liquide Global E&C Solutions

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www.engineering-solutions.
airliquide.com

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www.akh.com.sa

Al Ajllan Establishment

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www.ajllan.com

Al Alamiah Internet & Communication Co.

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www.alamiah.net

Al Amin Medical Instruments Company

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www.amicogroup.com

Al Amoudi Beverage Industries

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www.alamoudi-bev.com

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www.alaudah.net

Al Babtain Power & Telecommunication Company

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www.al-babtain.com.sa

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big.sa.com

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www.al-dhahry-group.com

Al Ewan Medical Company

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www.alewan.com

Al Fadda Group

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www.alfaddagroup.com

Al Faisaliah Group Holding

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www.alfaisaliah.com

Al Fanar Co.

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www.alfanar.com

Al Fouad Holding Group

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Al Ittefaq Steel Products Co.

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Al Mobty Company

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Al Muhaidib Group

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Al Othman Holding Company

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www.alrashed-steel.com

Al Rushaid Group

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www.al-rushaid.com

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Al Shiha Group

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www.al-shiha.com

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Al Watania Plastics

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Al Yamama Company

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Al Zahrani Holding

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Al Zamil Heavy Industries Ltd

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www.zhiltld.com

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www.afi.com.sa

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www.alajlan-global.com

Al-Areeba for Ladies Skills Center

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Al-Arrab Contracting Co. Ltd

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Al-Bassam Group

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www.bassamgroup.com

Albawardi Group

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ALDREES Petroleum & Transport Services Co.

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www.alfac.edu.sa

Al-Fanar Company

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www.alfanar.com

Al-Fares Scaffold & Iron Works

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Al-Ghazali Trading Co. Ltd.

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Alhussan Education and Training

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www.alimanmhd.com

Alismail Group

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www.alismail.com

Al-Jabreen Contracting Co.

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Aljawdah for Wood Works Co. Ltd.

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Al-Kifah Holding Company

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www.almarfa.com.sa

Almashura Health Group

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www.munajemcs.com

Almunif Pipe

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Almutlaq Group

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www.abegs.org

Arab National Bank

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Fax: +966-114027747
www.anb.com.sa

Arabian Agriculture Services Company (ARASCO)

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11593 Riyadh, Saudi Arabia
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Fax: +966-112612111
www.arasco.com

Arabian Alkali Company (SODA)

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Tel.: +966-133478888
Fax: +966-133476705
www.causticprills.com

Arabian Auto Agency

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2874-23441 Jeddah, Saudi Arabia
Tel.: +966-126695595
Fax: +966-126601333
www.aaa.com.sa

Arabian Building Chemicals Factory

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21321 Jeddah, Saudi Arabia
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Fax: +966-126206341
www.babader.com

Arabian Equipment Trading Est.

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Fax: +966-38674870
www.arabequip.com

Arabian Falcons Aviation Services

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21442 Jeddah, Saudi Arabia
Tel.: +966-126074119
Fax: +966-126586851
www.afaserv.com

Arabian Medical Hospital Supply Co. Ltd.

P.O.Box 86582
11632 Riyadh, Saudi Arabia
Tel.: +966-114621188
Fax: +966-114654143
www.amhsco.com

Arabian Pipes Company

P.O.Box 42734
11551 Riyadh, Saudi Arabia
Tel.: +966-112650123
Fax: +966-112650312
www.arabian-pipes.com

Arabian Plastic Manufacturing Company (APLACO)

P.O.Box 6193
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Tel.: +966-114480250
Fax: +966-114480543
www.aplaco.com.sa

Arabian Precision Industries Co

P.O.Box 355877
11383 Riyadh, Saudi Arabia
Tel.: +966-112652651
Fax: +966-112652913
www.api.com.sa

Arabian Sounds And Lights

P.O.Box 12374
21411 Jeddah, Saudi Arabia
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Fax: +966-126656407
www.rolaco.com.sa

Arabian Technical Trading Est. (ATTEST)

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31482 Dammam, Saudi Arabia
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Fax: +966-138342071
www.attest.com.sa

ARABIO Company

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11516 Riyadh, Saudi Arabia
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Fax: +966-114633729
www.arabio.com

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Fax: +966-138738190
www.aramco.com

ARCLIGHT Alliance Co. Ltd.

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www.arclightt.com

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www.agr.com.sa

Armada Holding

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www.armada.com.sa

Arrowad Group

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Tel.: +966-112495943
Fax: +966-112030598
www.arrowad.org

ASAS Universal Co. Ltd.

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11543 Riyadh, Saudi Arabia
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Fax: +966-114650602
www.asas.com.sa

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www.assesseeur.com

ASTRA Arab Supply & Trading Company

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www.astra.com.sa

Atheeb Group

P.O.Box 7947
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Fax: +966-114656257
www.atheeb.com

AVK Saudi Valves Manufacturing Company

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Fax: +966-126379380
www.avksvmc.com

Awad Bin Zafrah Holding Group

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Fax: +966-112787765
www.binzafrah.com

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www.aytb.com

B

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www.babader.com

Baghlaf Al Zafer Holding Group

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www.bandariyah.com

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www.bankalbilad.com.sa

Bank AlJazira

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www.baj.com.sa

Bassam Trading Co. Ltd.

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Bina Holding

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Bravo Enterprise communication

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www.bravo.sa

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www.bronzebird.com

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Cortina Food Industries Co. Ltd.

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www.cortina.com.sa

Creative Data Systems

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www.cds-me.com

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www.dayimholdings.com

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hmg.com.sa

DRIWATER -Irrigation Technologies Co.

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Fax: +966-114941555
www.driwater.me

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Fax: +966-126674459
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Fax: +966-114659922
www.els.com.sa

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Fax: +966-138341909
www.energy-pyramid.com

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Fax: +966-26603549
entec.com.sa

ENTEC Environmental Technology

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Everest Industrial Group

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www.halawyers.com

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Tel.: +966-14779130
Fax: +966-14779131
www.food-ent.com.sa

Food Support Company

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Riyadh, Saudi Arabia
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Fax: +966-114656892
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Fax: +966-126547222
www.fourwinds-ksa.com

G

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www.garimedical.net

General Commission for Tourism & National Heritage

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scth.gov.sa

Ghaif Construction and Developers

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Saudi Arabia
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Fax: +966-148240808
www.ghaif.com

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31411 Dammam, Saudi Arabia
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Fax: +966-138577246
www.globalsuhaimi.net

Globe Group

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Fax: +966-138351222
www.globemarine.com.sa

Gulf Consulting House

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Fax: +966-138822147
gch.sa

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Fax: +966-114621296
www.gulfmedical.com

Gulf Medical Co. Ltd.

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Fax: +966-126531992
www.gulfmedical.com

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Tel.: +966-112652855
Fax: +966-112652779
www.gulf-union.com

Gulfnet Co.

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11313 Riyadh, Saudi Arabia
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Fax: +966-112160304
www.gulfnet-sb.net

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Fax: +966-112918788
www.hashem-contracting.com

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Tel.: +966-14542496
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www.inara.com

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www.intercontinental.com

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International Hospitals Construction Co. Ltd

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www.ihcc.sa

Isam Economic Co. Ltd.

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www.isam.com.sa

Isam K. Kabbani Group of Companies

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J

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www.kingdom.com.sa

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www.lavalsaudia.com

Linde Arabian Contracting Co. Ltd.
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www.linde-engineering.sa

Lucy Electric Arabia Ltd.
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www.lucyelectric.com

M

Ma'ar Group
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www.maargroup.com

Maaden Saudi Arabian Mining Company
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www.maden.com.sa

Macroeconomics Group (MEG)
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MadaEnergy
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www.madaenergy.com

Madina Plastics & Paper Products Factory
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www.madinaplastic.com

Mahd Al Watan Holding Co.
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www.mahdalwatan.com

Malath Insurance
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Mechanical and Chemical Supplies Co. Ltd.
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www.mcc.com.sa

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www.mejdaf.com

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biopharma.merckgroup.com

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www.binmahfouz.net

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www.chemanol.com

METSCO Heavy Steel Industries Co. Ltd.
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www.metscco.com

Miahona
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www.miahona.com

Middle East Development Co. Medco
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www.medco1.com

Milano International
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www.milanointl.com

MINWAL Electromechanical
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www.minwal.com

Modern Alliance Group
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www.mag.sa

Mohamed & Abdul Rahman Al-Othman Co.
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www.tsajeddah.com

Mohammed Yousuf Naghi Motors
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www.bmw-saudi-arabia.com

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www.mbamujally.com

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N

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www.alsiddiqtrad.com

NAFA Enterprises Ltd.
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Naizak Global Engineering Systems
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Nardeen Lighting Co.
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www.natmetalco.com

National Petrochemical Industrial Company
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www.natpet.com

National Pipe Co. Ltd.
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National Scientific Co. Ltd.
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Nesma Trading Company Ltd.
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Nomas Trading Est.
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Noor Trading & Contracting
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www.noor-trading.net

NOUR Communications Co.
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www.okam.com.sa

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www.ommat.com

Orient Provision & Trading Co. Ltd
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www.optcl.net

P

Philips Saudi Lighting Company
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www.saudilighting.com

Prince Sultan Military Medical City
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www.psmmc.med.sa

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Quraish Trading Co. Ltd
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R

Rajhi Steel Industries Co. Ltd
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www.rajhisteel.com

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Rawabi Holding Company
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www.reckli.com

REDA-Trading & Development Co.
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www.redachem.com

Refrigeration House Group
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www.refhouse.com

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Rezayat Trading Co. Ltd.
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Riyadh Exhibitions Company Ltd.

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Riyadh Food

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SABIC Saudi Basic Industries Corporation

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Saline Water Conversion Corporation

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Saudi Arabian Amiantit Company

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Saudi Arabian Development Co. Ltd.

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Saudi Arabian Fertilizer Company (SAFCO)

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www.safco.com.sa

Saudi Badawi Group

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Saudi Bauer Foundation Contractors Ltd.

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Saudi Cable Company

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Saudi Center for Organ Transplantation

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Saudi Consulting Services

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Saudi Credit and Saving Bank

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Saudi Geological Survey

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Saudi German Hospitals

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www.sghgroup.com

Saudi Gulf Hydraulics Co. Ltd.

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www.saudigulphydraulics.com

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Saudi Industrial Services Co. (SISCO)

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www.sisco.com.sa

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www.mais.com.sa

Saudi Marble & Granite Factory Company

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www.smg.com.sa

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www.smi.com.sa

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www.nextcarehealth.com

Saudi Oger Limited

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www.saudioger.com

Saudi Pharmaceutical Industries & Medical Appliances Corporation (SPIMACO)

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www.spimaco.com.sa

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www.saudivalve.com

Saudi Plastic Products Company Ltd. (SAPPCO)

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www.saudi-pump.com

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www.saudirailways.org

Saudi Rock Wool Factory

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www.saudirockwool.com

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Saudi Transformers Co. Ltd.

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SEPCO - Saudi Gulf Environmental Protection Co.

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Shield Gas Contracting Est.

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Sigma Paints S.A. Ltd.

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www.sigmaints.com

Sitaco Saudi Industrial Tools Corporation

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SMS Saudi Arabia LLC.

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Specialized Industrial Services Co. Ltd.

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Technical United Works Co.

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TechnoPanel

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The National Medical Products Co. Ltd.

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The Saudi British Bank

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The Saudi Company of Chemical Trading

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www.chemtrade.com

The Saudi Transformers Co. Ltd.

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The Savola Group

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Tinting Systems Company TSC

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U

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V

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Worldwide cargo services

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SOMALIA

Somalia is situated in the Horn of Africa, in the east of the continent. It is bordered by the Gulf of Aden, Djibouti, Ethiopia and Kenya. The country has a long coast on the Indian Ocean.

Political System, Society and History

British Somaliland and Italian Somaliland were unified under the new state of Somalia after their independence in 1960. In 1991, the northern region broke away unilaterally to form the unrecognised Somaliland, which is located around the city of Hargeisa. A Transitional Federal Government (TFG) for Somalia was formed in 2004 with regional governments in Somaliland (NW) and Puntland (NE), but has never succeeded in becoming an effective power. A UN brokered peace agreement was unveiled in Djibouti in the summer of 2008. In January 2009, the Transitional Federal Assembly (TFA) amended the Transitional Federal Charter (TFC) to extend the mandate of the TFG until 2011. The Islamist Al-Shabaab were chased out of Mogadishu in August 2011, and finally defeated in October 2012.

In August 2012, a new parliament was sworn in, replacing the TFG and ending the eight-year transitional period. The activist Hassan Sheikh Mohamoud was elected president by the 275 members of parliament on 10 September 2012. Somalia is now a federal republic,

with a government that is accepted by the population. And, for the first time since 1991, the United States of America recognise a Somali government. This gives the country new possibilities of international assistance, cooperation with financial institutions and foreign investment. This also concerns security. The new government is being supported to play a bigger role in improving the security of the region. The lifting of the weapons' embargo on Somalia was extended yearly until 15 November 2016. At the London Conference on Somalia in May 2013, the European Union and the United States agreed over supporting security in Somalia. Somalia's central government and officials from the semi-autonomous Puntland region have agreed on a plan to revise the election system after this year's voting.

Economic Development

Somalia is one of the poorest countries in the world and belongs to the sub-Saharan countries strongly affected by climate change. Somalia's economy has been weakened by decades of conflict and instability. The East African country, however, has many resources: uranium, largely unexploited reserves of iron ore, tin, bauxite, copper, salt, natural gas and possible oil reserves. Currently, more than 90% of the installed electrical capacity stem from imported fossil fuels, the remaining from hydroelectric plants.

A new era lies ahead for Somalia with international recognition of its government and expected oil discoveries.

According to the World Bank, Somalia's GDP amounted to US\$ 5.7bn in 2014. The economy is stable and has a strong informal sector. The most important export products are livestock, hides, fish, charcoal and bananas. Somalia's major export partners are the UAE, Yemen, and Oman, its major import partners are Djibouti, India, Kenya, Pakistan, China, Egypt, Oman, the UAE, and Yemen. The industrial sector is still small and has suffered from years of neglect during the crisis and the embargo. The main industries are the processing of agricultural products. By the end of 2013 the International Monetary Fund (IMF) announced that it will support Somalia by drawing up a financial management plan, which will include strategic help for the authorities in managing their budget, licencing commercial banks, and compiling rudimentary economic data in order to discourage corruption.

In March 2013, the Dubai based Simatech established a regular shipping service between Jebel Ali Port and Mogadishu. This connection incorporates Somalia into the world market. This is part of the anti-piracy strategy decided in Dubai in June 2012, in which piracy would be addressed by direct security measures and indirect measures to strengthen the economy and destroy the economic basis of piracy. Pirate attacks fell sharply in 2012. Due to the international naval efforts, no ship was successfully hijacked in 2013. In February 2015, the IMF created a multi-donor trust fund dedicated to encourage development in Somalia. The objective of the Somalia Trust Fund is to promote macroeconomic institutions, policies and data systems with technical assistance and training amounting to US\$ 9 million.

Agriculture and fishing are the most important sectors of the Somali economy, with livestock accounting for 60% of GDP and more than 50% of export earnings. Nomads and semi-nomads, who are dependent upon livestock for their livelihood, make up a large portion of the country's population. Sugar, sorghum, maize, and fish are commonly traded products in the domestic market. Livestock remains the main source of income for the So-



mali people. Camels, sheep, and cows destined for Saudi Arabia and Yemen form the bulk of the country's agricultural exports. A partnership between the UN Food and Agriculture Organization (FAO), the European Commission and the World Bank is focused on providing support for Somalia's agricultural sector. Apart from livestock, bananas grown on plantations along the Juba and Shebelle rivers, form the main export goods.

In previous years, improved technologies have been introduced to increase production efficiency. Somalia began the export of bananas to countries of the European Union, but the trade has suffered from the protracted instability. Another important crop grown in Somalia is sugar cane, which the country has been seeking to develop for export. Production of seed cotton is another important crop, but the quantity is insufficient for export and is instead sold to the local textile industry. Maize and sorghum are produced as subsistence crops in the southern part of the country. Fishing was principally a small-scale subsistence activity until recently, but nowadays fish products like lobster, shark, tuna and sardines are caught for export. In June 2014, a three-year programme, organised by the EU and Oxfam, was initiated. The objective of the programme is to improve Somali artisanal fisheries production and sustainability.

Somalia's public **telecommunications** system had been almost completely destroyed through conflict. Recently however, several private sector providers and internet services are emerging in greater numbers. Somalia's telecommunications network operator, Telcom, was the first major privately owned company to provide telecommunications to larger cities. The company's headquarter is located in Mogadishu and has representative offices in Dubai and the UK. The mobile phone branch is boosting with the three major providers: Hormuud Telecom, Nation Link, and Telecom Somalia. They provide wireless services in most major cities and have more than 1.8 million customers with tariffs that rank among the lowest in the world. In April 2014, several internet providers in Mogadishu rolled out fibre optic connections, which allow decreasing communication costs and increasing GDP in the long run.

Somalia has no proven reserves of oil, but there is speculation of possible reserves off the shore of Puntland and in Somaliland. This makes the **oil sector** a promising sector for the economy of Somalia.

The Somali Chamber of Commerce, Industry and Agriculture contributes to the Somali development and encourages economic activity. It will be an even more important link between private businesses and the state in the coming years as well as a major interlocutor for foreign investors.

Economic Outlook

The rehabilitation of the Somali economy continues to move forward, but remains limited by open security issues and efforts to establish a peaceful environment. Somalia currently lacks functioning financial institutions, which are the basis of any sound economy and would normally provide crucial backup for business initiatives. Building functioning institutions and fighting piracy remain the most crucial tasks in order to rebuild the Somali economy, although pirate attacks fell sharply in the past years.

Potential investment lies in infrastructure which was neglected for 20 years, energy, telecoms, real estate, fisheries, education and healthcare. Some large international companies are already operating in Somalia, among them some airlines and logistics companies. Although Somalia faces different challenges, confidence and interest in the country is growing steadily.

German-Somali Business Relations

The German-Somali trade shows a steady increase in the past years. In 2015, German exports to Somalia added up to EUR 15.3 million, and German imports from Somalia were EUR 0.9 million. It is speculated that German products found their way into Somalia through other countries as well, like the UAE, Oman and Kenya. The direct trade relations are likely to improve. In the fall of 2012, after over 20 years, Germany nominated its first ambassador to Somalia. She handed in her appointment document to the Somali president in February 2013. In the past, Germany has provided humanitarian aid to Somalia directly and indirectly, contributing 20% to EU aid. Germany contributes EUR 400,000 to the Somali Democratisation Support Project implemented by the peace-building organisation Interpeace. The objective is to assist in developing democratisation strategies, especially in the preparation of elections on the federal, regional and local level. Humanitarian assistance continues in 2015.

Fact File

Country Name: Federal Republic of Somalia
Population: 10.9 million
Area: 637,657 km²
Currency: Somali Shilling (SOS),
 1 SOS = 100 Senti
Capital: Mogadishu
Languages: Arabic and Somali (official),
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Bilateral Trade Volume 2008–2015

German Imports in EUR million	German Exports in EUR million
2008: 0.134	2008: 1.172
2010: 0.330	2010: 4.454
2012: 0.388	2012: 1.862
2013: 0.512	2013: 3.876
2014: 0.616	2014: 5.192
2015: 0.898	2015: 15.261



SUDAN

Sudan is located in the North East of Africa. It shares borders with Egypt in the north, Libya, Chad and the Central African Republic in the west. In the south, it is bordered by South Sudan, in the east by Ethiopia, Eritrea and the Red Sea. While Sudan enjoys a coastline of 870 km along the red sea, four of these bordering countries are land-locked.

Political System, Society and History

As one of the first African Nations, Sudan gained independence from Great Britain in 1956. Since 1989 President and Field Marshal Omar Hassan Ahmed Al-Bashir has ruled the country with his National Congress Party (NCP). The civil war in the south lasted from 1955 (before independence) until 2005 and was ended through a peace treaty with Sudan's People's Liberation Movement (SPLM). In a referendum in January 2011, 98.8% of the people of the south voted for independence. On 8 July 2011, President Al-Bashir's public acceptance of the vote for independence, which was officially declared by South Sudan the next day, followed.

Economic Development

Sudan has been challenged by the economic embargo imposed by the USA and ongoing national conflicts. According to estimates of the International Monetary Fund (IMF), Sudan's GDP amounted to US\$ 83.6bn in 2015 and is expected to increase by 3.7% in 2016. After losing 75% of its oil reserves to South Sudan, diversification is the best way to compensate for the income losses and to foster development. In its second five-year strategy plan (2015–2019) after the secession of South Sudan, the government stipulates its diversification strategy with a strong focus on both industry and agriculture. Before the secession, Sudan's non-oil income made up less than 7% of its GDP. Therefore, it will not be an easy gap to fill in the short run. Exports to South Sudan and other African countries, taxes and royalties on the neighbours transiting imports, however, will help to overcome this challenge. Almost immediately after the agreement had been reached, Sudan started to export sorghum among 70 other commodities to South Sudan.

At least in the short run **oil** will remain a major source of income for Sudan. The oil production amounted to 120,000 barrels per day (bpd) in 2015 and is expected to reach 150,000 by the end of 2017. In the long run, new sources to generate revenues are sought. One of the income sources are the pipeline fees for oil transit from South Sudan to Port Sudan. The agreement reached in 2012 stipulates transit fees of US\$ 9.10 per barrel, in addition to a fee of US\$ 15 per barrel in fulfillment of a US\$ 3.028bn package which the two sides agreed on as a transitional financial arrangement (TFA). Currently the two countries agreed to review the transit charges, considering the sharp fall in oil prices.

The **agricultural** sector contributes a large amount to Sudan's GDP – around 29.2% in 2014, and employs 80% of the work force. In the past years the agricultural sector has grown an average of 8.5% a year. Cotton, gum arabic and oil seeds are major products in Sudan. Since 2012 farmers have started to produce genetically modified cotton with huge success. The yields have doubled compared to conventional cotton, reaching 600 kg instead of 300 kg per acre, however, the Ministry of Agriculture currently aims to assess and review the experience of Bt cotton. A textile factory costing more than US\$ 80 million was inaugurated in January 2016 in Hassahiesha city in Gezira. The project was established through a Sudanese-Qatari-Turkish partnership. Sudan is one of the largest sesame producers in the world. Sudan produces the best food stuff grade of gum arabic and holds a share of around 85% in the world market.

Agriculture contributes a large amount to Sudan's GDP. It is considered as the backbone of the economy.

Gum arabic is therefore one of Sudan's most attractive (non-replicable) export products. To increase its revenues Sudan could take advantage of its agricultural product's quality and the jump in prices. Also, one future goal is to refine the gum arabic in order to reach higher export prices. Mangoes make up 90% of the country's fruit production. First experiments to grow stevia are planned in Khartoum state. *Jatropha* is a promising product as it can be used for fuel production. The plants are not fit for human or animal consumption and grow in marginal land with little water on poor soil, so they do not compete for resources with food plants. The oil share of the seeds amounts to 30–35%. Sudan intends to become a sugar exporter in the coming years and one of the largest sugar producers and exporters in the long run. Furthermore, there are foreign investors operating in the sector, especially the Gulf countries, e. g. the UAE, Saudi Arabia and Kuwait.

The **mining industry** will help to compensate the lost oil revenues. Gold is the main mining product with reserves estimated at 940 tons. Besides expanding the mining of gold, Sudan is also aiming at improving the quality of its gold exports. Therefore, a gold refinery was opened in Khartoum in September 2012, and in July 2015 another mining contract was



The Nile is the main source of agriculture in Sudan. (© Ghorfa picture library)

signed with the Russian company (Siberian) to construct another gold plant in the Red Sea and River Nile states. The gold production reached 80 tons in 2015 and is expected to mount to 100 tons in 2016. Other mining products are iron ore, cement, limestone, salt, marble, silver and manganese, chrome and zinc. Out of 20 minerals of the EU's critical minerals, Sudan has deposits of 11 of them.

The **manufacturing industry** has been neglected for many years. But there are examples of efficient and modern companies, like the Kenana Sugar Co., which is building carbon-neutral sugar factories, producing electricity, animal feed and ethanol. Until 2020, several projects are planned with the objective to further promote sugar production and export. However, the country will need technical assistance as well as funds. Big potential is seen in processing biodiesel from jatropha seeds. The jatropha oil has been successfully tested by Lufthansa and KLM since 2008. According to estimates of the Air Transport Action Group (ATAG), jatropha will cover about 6% of fuel consumption by 2020. The jatropha oil production is currently an unexploited investment opportunity. In December 2012, the Sudanese government signed, as a first project in these fields, a partnership with the Saudi TALA company to produce sugar, ethanol in Sinnar state, as well as to cultivate Jatropha trees in an area estimated at 165,000 acres for bio-fuel production, and is expected to start production in 2017.

The development of the industrial sector in search for new revenue sources is boosting the stagnant **construction** and infrastructure sectors. In 2009, the Merowe Dam project in the north was constructed and the electricity power station with a capacity of 1250 MW was attached in 2010.

Further projects are the Burdana Dam on the Setit River and the Rumela Dam on the Atbara River. The dams are very important for the Kassala state in eastern Sudan and will assure irrigation for future agricultural use of this semiarid area. At the same time, a power station on Rumela Dam with an installed capacity of 320 MW capable of delivering 843 GWH per year will supply electricity. Construction began in 2011 and both dams are expected to be completed by the end of 2016. About two thirds of Sudan's electricity is produced by hy-

droelectric energy. In total, feasibility studies are underway and are partly still being developed for facilities producing over 2,000 MW by 2020. Generally, the **energy** requirements are far from being met, and therefore this market offers many investment opportunities. Electricity programs in rural areas are also of great importance, since most of the electricity there is based on diesel fueled generators. Solar and wind energy are also planned on being implemented, though these plans remain at an early stage. The promotion of renewable energy is delegated to the Ministry of Water and Electricity. In 2010, the Ministry developed a Directorate for Renewable and Alternative Energy which includes four sections: solar energy division, wind energy division, geothermal energy division, and alternative energy division. The government has set up a five-year plan to produce 300 MW from wind energy and 20 MW from solar energy. Another long-term plan is set up to generate 680 MW from wind and 666 MW from solar sources by 2031.

The **communications and IT-sectors** have received further investments to their infrastructure. The mobile market is experiencing rapid growth and due to saturated demand, strong competition between the three main suppliers (Sudatel, Zain and MTN) has emerged. The potential of internet and communication technology in the agricultural sector might come into use in Sudan as in other African countries.

Economic Outlook

After the division of the country, Sudan faces political, economic and social challenges. Nevertheless, a peaceful resolution and an agreement on the border conflict with South Sudan were reached in March 2013. The two economies are interdependent and strong economic ties will assure peace and prosperity in the long run. Furthermore, the settlement of the conflict opens the way for foreign investment and aid as well as debt canceling that will help Sudan's development. In 2013, the Sudanese Investment Act, which aims at facilitating procedures for investors, was ratified. Investment is already taking place in strategic areas and the country is planning to further expand its mining, manufacturing and agricultural sectors. The gold refinery

Fact File

Country Name: Republic of the Sudan
Population: 39.6 millions
Area: 1,861,484 km²
Currency: Sudanese Pound (SDG),
 1 SDG = 100 Piaster
Capital: Khartoum
Languages: Arabic (official),
 English (commercial)

Useful Contacts

Embassy of the Republic of the Sudan

Kurfürstendamm 151
 10709 Berlin, Germany
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 Fax: +49-30-890 69 823
 Email: info@sudanembassy.de
www.sudanembassy.de

Embassy of the Federal Republic of Germany

Khartum Riverside Apartment C 7, Plot 12/13,
 Bahri, Helat Hamad Kafouri Estate
 P.O. Box 970, Khartoum, Sudan
 Tel: +249- 9123 - 01115
 Email: info@khartoum.diplo.de
www.khartoum.diplo.de

Sudanese Businessmen & Employers Federation

International Park
 P.O. Box 1758 Khartoum, Sudan
 Tel: +249-1-83-43 1277 / -43 1276
 Fax: +249-1-83 43 1281
 Email: info@sudabiz.org
www.sudabiz.org

Bilateral Trade Volume 2008 - 2015

German Imports in EUR million	German Exports in EUR million
2008: 33.9	2008: 226.2
2010: 17.0	2010: 238.2
2012: 18.7	2012: 164.0
2013: 15.0	2013: 223.6
2014: 16.8	2014: 157.6
2015: 20.9	2015: 170.4

SUDAN

built in 2012 should be complemented by another gold plant in the Red Sea and River Nile states. Also, refineries for gum arabic were built and others are underway. Sudan is coming back as a cotton exporter; it is increasing its gold production and quality. Sudan is also working on exporting refined products to increase its income. Many ambitious projects are also underway to improve food security and enhance development.

The Sudanese Businessmen and Employers Federation located in the city of Khartoum is a major interlocutor for Sudanese and international economic players. The federation contributes to economic development in the country by providing information and promoting economic activity.

German-Sudanese Business Relations

Sudan's main imports from Germany include: machinery, equipment, finished products, chemicals, groceries, and textiles. Exports to Germany traditionally include: gum arabic, cotton, sesame nuts and skins. In 2015 German exports to Sudan reached EUR 170.4 million. At the same time, Sudanese exports to Germany reached EUR 20.9 million. Economic relations have great potential. The manifold opportunities for both sides were revealed during the business delegation visit to the Republic of Sudan headed by Ghorfa-President and Minister ret., Dr. Peter Ramsauer, in January 2016. Also, various conferences such as the Sudanese-German Fo-

rum on Higher Education and Scientific Research in March 2016 or the second Sudanese-German Business Forum in Khartoum in 2014 underline a mutual interest in improving the business ties. The country holds many opportunities for German exporters and investors. Large infrastructure, mining and agricultural projects, as underlined during the Investment Conference on Mineral Resources and Food Security in Khartoum in September 2014, are waiting for German expertise and finance.



H.E. Hassabu Mohamed Abdelrahman, Vice President of the Republic of Sudan, received the German delegation headed by Dr. Peter Ramsauer in Khartoum. (© Ghorfa picture library)

SUDAN

A

Abbarci Group of Companies

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Khartoum, Sudan
Tel.: +249-183472594
Fax: +249-183460005
www.abbarcigroup.com

Ahmed Osman Abdelsalam & Sons Group

P.O.Box 2386
Khartoum, Sudan
Tel.: +249-183781866
Fax: +249-183778751
www.aoggroup.com

Alif Engineering for Construction Products

P.O.Box 13486
1111 Khartoum, Sudan
Tel.: +249-912311373

Araak Group

P.O.Box 732
1111 Khartoum, Sudan
Tel.: +249-183722510
Fax: +249-183776890
www.araak.com

Arab Bank for Economic Development in Africa

P.O.Box 2640
Khartoum, Sudan
Tel.: +249-183773646
Fax: +249-183770600
www.badea.org

B

Bank of Khartoum

Underground Level at Al Waha Mall
Khartoum, Sudan
Tel.: +249-156661000
bankofkhartoum.com

Bluewater Logistics Co. Ltd.

P.O.Box 11606
Khartoum, Sudan
Tel.: +249-183214771
Fax: +249-183214770
www.logistics.sd

C

Chamber of Commerce Division of Mining

P.O.Box 192
Khartoum, Sudan
Tel.: +249-183286008
Fax: +249-183286002

D

DAL Group Company Limited

P.O.Box 807
Khartoum, Sudan
Tel.: +249-185444000
Fax: +971-42995581
www.dalgroup.com

Dal Group Company Ltd

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www.dalgroup.com

Dar Consult

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Tel.: +249-183498096
Fax: +249-183498094
www.darconsult.net

E

Elnefeidi Group of Companies

P.O.Box 1222
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Tel.: +249-183762013
Fax: +249-183770036
elnefeidi.com

ESD Engineering Services & Design

Alseteen Road
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Tel.: +249-183248886
Fax: +249-183248866
www.esd-sudan.com

F

Faisal Islamic Bank

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Khartoum, Sudan
Tel.: +249-183741326
Fax: +249-183771714
www.fibsudan.com

Fast International Co.

P.O.Box 10676
Khartoum, Sudan
Tel.: +249-183790000
Fax: +249-183789442
www.fastinternational-net

Financial Investment Bank

P.O.Box 12046
Khartoum, Sudan
Tel.: +249-183730300
Fax: +249-183730304
www.fibaonline.com

Fuchs

P.O.Box 4220
Khartoum, Sudan
Tel.: +249-155779806
Fax: +249-155779802
www.fuchs.com.sd

G

Giad for Furniture and Medical Equipment

Khartoum Africa Road opposite to Halawiyat Sa'ad Schools
Khartoum, Sudan
Tel.: +249-183565346
Fax: +249-183202244
www.giadfurniture.sd

Giad Industrial Group

P.O.Box 444
Khartoum, Sudan
Tel.: +249-187094004
Fax: +249-187094090
www.giad.com

H

Hashim Hago Group of Companies

P.O.Box 459
Khartoum, Sudan
Tel.: +249-183491835
Fax: +249-183491833
www.hagogroup.com

I

ideal DECORE COMPANY

P.O.Box 37
Khartoum, Sudan
Tel.: +249-183478530
Fax: +249-183468688
www.idealdecure.com

International Center for Quality (ICQ)

Arkweet Sq. No. 68,
Obid Khatim Street
Khartoum, Sudan
Tel.: +249-120786000
www.icq-international.com

Investment Encouragement Commission

Alqibla Building, Africa Street
Khartoum, Sudan
Tel.: +249-120664471
www.iec.gov.sd

L

Luqman Company

P.O.Box 3275
Khartoum, Sudan
Tel.: +249-183247875
Fax: +249-183247813
www.luqmanigroup.com

M

M.A. Medics Co. Ltd.

Alqaser Street - Alqaser Building -
3rd floor - 7 th Apartment
Khartoum, Sudan
Tel.: +249-157979900
www.mamedics.com

Mahgoub Sons Group

P.O.Box 54
Khartoum, Sudan
Tel.: +249-183784954
Fax: +249-183775156
www.mahgoubsons.com

Mamoun Beheiry Center

Aleamarat, square No.37,
Building No.346
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Fax: +249-183430420
www.mabecentre.net

Mamoun Elberier Group of Companies

P.O.Box 2157
Khartoum, Sudan
Tel.: +249-183784222
Fax: +249-183774317
www.mamounelberier.com

N

National Bank of Abu Dhabi

P.O.Box 12147
Khartoum, Sudan
Tel.: +249-183774204
Fax: +249-183774892
www.nbad.com

Q

Qatar National Bank SAQ

P.O.Box 8134
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Tel.: +249-183480000
Fax: +249-183486666
www.qnb.com.qa

R

Raidan Travel & Tours

Alganhuria st.
Khartoum, Sudan
Tel.: +249-120820009
Fax: +249-155221928
www.raidantravel.com

S

Samir Gasim Group of Companies

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Sudanese Businessmen & Employers Federation

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www.sudabiz.org

Sudanese French Bank

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Tel.: +249-183771730
Fax: +249-183771740
www.sfbank.net

T

Tadamon Islamic Bank of Sudan

P.O.Box 3154
Khartoum, Sudan
Tel.: +249-183771210
Fax: +249-183773840
www.tadamonbank-sd.com

The Sudan Cotton Company Limited

P.O.Box 1672
Khartoum, Sudan
Tel.: +249-183779573
Fax: +249-183770703
www.sudan-cotton.com



SYRIA

Syria is located on the east coast of the Mediterranean Sea, bordered by Turkey, Iraq, Jordan, Lebanon and Israel. Syria's climate is characterised by rainy winters and dry summers.

Political System, Society and History

Syria gained independence from the French mandate in 1946 followed by a period of arduous nation building. After a series of military coups and a temporary unification with Egypt, Hafez Al-Assad seized political power in 1970 and achieved political stability. The Arab Socialist Baath Party has been the ruling party since 1963 and gained control over most parts of Syrian society. Hafez Al-Assad's reign lasted 30 years until his death. He was succeeded by his son Bashar Al-Assad after a referendum approved him as president.

In light of the uprisings in the region, protests broke out in March 2011 aimed against the repressive rule of the government. In November 2011, Syria was suspended from the League of Arab States of which it had been a member since its founding in 1945. The National Coalition of Syrian Revolution and Opposition Forces, formed by opposition groups, has been recognised as legitimate representation of Syria by more than 130 countries in December 2012. Still today, various interest groups are participating in this conflict which is no longer polarised between governmental forces and rebel groups, but can be more described as several conflicts emerging.

Economic Development

Due to the current political situation in Syria, accurate information cannot be provided.

German-Syrian Business Relations

Since 2001, German development cooperation with Syria had steadily increased until the beginning of the conflict. The priority area of development cooperation was the water sector, but Germany was also active in the fields of economic reform, higher education, urban development and renewable energies. The main exports from Germany to Syria in 2010 were machinery, motor vehicles and vehicle parts.

The trade volume between both countries decreased enormously between 2010 and 2015. In the light of the ongoing humanitarian crisis in Syria, Germany supports projects for rural development in Syria, aiming at securing the agricultural base as well as the drinking water supply in the country.



Bosra Theatre (© Ghorfa Picture Library)

The country's future development and economic performance depends on a political and sustainable solution to the conflict.

Fact File

Country Name: Syrian Arab Republic
Population: 22.0 million (2014)
Area: 185,180 km²
Currency: Syrian Pound (SYP),
 1 SYP = 100 Piaster
Capital: Damascus
Languages: Arabic (official),
 English, French (commercial)

Useful Contacts

Embassy of the Syrian Arab Republic

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 10787 Berlin, Germany
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 Email: info@syrianembassy.de
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Embassy of the Federal Republic of Germany

(The German embassy in Syria is closed until further notice. The embassy in Beirut, Lebanon has taken over a number of consular duties.)

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 Fax: +963-11-371 87 68
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www.damaskus.diplo.de

Federation of Syrian Chambers of Commerce

Mousa Bin Nosair St
 P.O. Box 5909
 Damascus, Syria
 Tel.: +963-11-3337344 / +963-11-3311504
 Fax: +963-11-3331127
 Email: ritsec@schamb.com.eg
www.fedcommsyr.sy

Bilateral Trade Volume 2008 - 2015

German Imports in EUR million	German Exports in EUR million
2008: 1,238.9	2008: 681.4
2010: 1,162.3	2010: 659.7
2012: 79.8	2012: 205.0
2013: 16.5	2013: 72.8
2014: 8.8	2014: 67.0
2015: 12.4	2015: 63.1

SYRIA

TRANSPORT AND LOGISTICS

**MAHER KHEIR EDDIN BOULAD & PARTNERS**

DAMASCUS - SYRIA

Jaddet AlKhansaa B.17/3

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mb@mbp-co.com

www.mbp-co.com

MBP is a leading company in:

- Forwarding and transport in international and transit fields.
- Import and Export services: Transport by sea, air and load to/from Syria.
- Customs clearance services of commercial goods as well as all kinds of equipment.
- We are the exclusive agent of Bel Syria, World Food Programme(WFP), Syrian Arab Red Crescent(SARC).
- Following up all documents related to industrial projects.
- Chartering of air-crafts, ships and containers.
- Hotel reservations and arranging visit Schedules.
- All embassies services in Syria.

A

Abajimed Medical & Electronic LTD (currently working in Turkey)

Yildiz Park-2, Merkez Mah.,

Mezitli, Sok. 52072

Mersin, Turkey

Tel.: +963-21-2283216

Fax: +963-21-2240042

A.S.T.E. Al Shatta for Technical Engineering

P.O.Box 7572

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www.aste-sy.com

Al Baraka Bank - Syria

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www.albarakasyria.com

Al Bashek for Trading & Fairs

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www.al-bashek.net

Al Yaman Medical Supplies

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Fax: +963-112313902

www.alyamanmedical.com

Aleppo Pharmaceutical Industries L.L.C.

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Tel.: +963-212122525

Fax: +963-212122626

www.alpha-syria.com

Aloustora

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Fax: +963-112458430

www.aloustora-tour.com

Al-Rabih Group

P.O.Box 5404

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Fax: +963-114434668

www.alrabihdrugstore.com

Altoun Group

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Fax: +963-115915680

www.altoungroup.com

Arab Bank - Syria

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Tel.: +963-113348125

Fax: +963-113349844

www.arabbank-syria.com

ASIA Pharmaceutical Industries

P.O.Box 8846

Aleppo, Syria

Tel.: +963-212213033

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www.asiapharma-syria.com

Attar Group

P.O.Box 2771

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Fax: +963-113338464

www.attargroup.com

B

Bahi Motors

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Fax: +963-115351215

www.bmw-syria.com

Bank Audi Syria

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Fax: +963-112454197

www.bankaudisysyria.com

Bank Of Syria & Overseas

P.O.Box 3103

Damascus, Syria

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Fax: +963-112260555

www.bso.com.sy

Boushra Co. for Detergent & Soaps Co.

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Tel.: +963-216521330

Fax: +963-216521510

www.boushra.com

Byblos Bank Syria P.J.S.C.

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Fax: +963-113348205

www.byblosbank.com.lb

C

Central Bank of Syria

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Fax: +963-112220550

www.banquecentrale.gov.sy

Cham Bank

P.O.Box 33979

Damascus, Syria

Tel.: +963-1133919

Fax: +963-113348731

www.chambank.com

D

Damascus Securities Exchange

P.O.Box 6564

Damascus, Syria

Tel.: +963-115190000

Fax: +963-115190099

www.dse.sy

Daoud Trading Co

P.O.Box 689

Homs, Syria

Tel.: +963-31464000

Fax: +963-31464006

www.daoudpoultry.com

Darwish Logistics

P.O.Box 60690
Damascus, Syria
Tel.: +963-11211870
Fax: +963-112128911
www.nazhagroup.com

E**ELSaad Pharma**

P.O.Box 11688
Aleppo, Syria
Tel.: +963-215210274
Fax: +963-2152270100
www.elsaad.com

F**Farzat Group for Development**

P.O.Box 73
Homs, Syria
Tel.: +963-314866711
Fax: +963-314866718
www.farzat.co

G**GANAMA Trading & Contracting Company Ltd.**

P.O.Box 33002
Damascus, Syria
Tel.: +963-113320541
Fax: +963-113320905
www.ganama.com

GFTO - General Foreign Trade Organisation

P.O.Box 15
Damascus, Syria
Tel.: +963-114420944
Fax: +963-114424489
www.gfto.gov.sy

H**Habib Betinjaneh Est.**

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Tel.: +963-112313212
Fax: +963-112313213
www.betinjaneh.com

Hafi International Trading

P.O.Box 1631
Damascus, Syria
Tel.: +933-1121499360
Fax: +963-112122330
www.hafi-sy.com

Hanin Establishment

P.O.Box 12873
Aleppo, Syria
Tel.: +963-21232334
Fax: +963-211331336
www.haninco.com

J**Joud Parquet**

P.O.Box 219/199
Lattakia, Syria
Tel.: +963-41381201
Fax: +963-41878828
www.joudwood.com

K**Khwanda Group**

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Tel.: +963-113311901
Fax: +963-113311903
www.khwandagroup.com

Kocache Holding

P.O.Box 1010
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Tel.: +963-113336966
Fax: +963-113336308
www.kocache.com

L**Lara Kids Wear**

P.O.Box 9405
Aleppo, Syria
Tel.: +963-214644733
Fax: +963-214641251
www.larakidswear.com

M**Maher Boulad and his Partners**

P.O.Box 6808
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Tel.: +963-113346810
Fax: +963-113316960
www.mbp-co.com

Makasari Group

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Fax: +963-112319605
www.makasari.com

Moukhtar Samman Co.

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www.msco-me.com

N**Nader & Khaldoun Atassi & Partners (NATASSICO)**

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Damascus, Syria
Tel.: +963-112227381
Fax: +963-112213291
www.atassiconstruction.com

National Co. for Pharmaceutical Industry

P.O.Box 13020
Aleppo, Syria
Tel.: +963-212251310
Fax: +963-212120504
www.ncpipharma.com

Nawar Sukkar & Co. - NASCO

P.O.Box 3993
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Fax: +963-113319220
www.nsukskar.com

O**Oubari Pharma**

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Aleppo, Syria
Tel.: +963-215788980
Fax: +963-215788867
www.oubari.com

P**Puzant Yacoubian Group**

P.O.Box 3617
Damascus, Syria
Tel.: +963-112128600
Fax: +963-112128611
www.pyg-online.com

R**Rabbath Group of Companies**

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Damascus, Syria
Tel.: +963-1169299010
Fax: +963-1169299019
www.deltafoods.sy

Rakha Trading Co. LLC

P.O.Box 33661
Damascus, Syria
Tel.: +963-119358
Fax: +963-115329940
www.nissan-sy.com

S**Salaheddin Al-Khatib & Co.**

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Shiffa Plaster Company

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Fax: +963-212116736
www.shiffaplaster.com

Silk Road Travel & Tourism LLC

P.O.Box 5774
Damascus, Syria
Tel.: +963-112244558
Fax: +963-112310311
www.silkroad.ae

Sinanco

P.O.Box 7908
Damascus, Syria
Tel.: +963-116118023
Fax: +963-116110677
www.sinanco.net

Syria International Islamic Bank

P.O.Box 35494
Damascus, Syria
Tel.: +963-116114691
Fax: +963-116111245
www.siiib.sy

Syrian Air

P.O.Box 417
Damascus, Syria
Tel.: +963-2450098
Fax: +963-1123498132
www.syriaair.com

Syrian Commission on Financial Markets & Securities

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www.scfms.sy

Syrian Export Center

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Tel.: +963-112313004
Fax: +963-112313005
www.secsyr.com

T**TechnoLead total automation**

P.O.Box 33679
Damascus, Syria
Tel.: +963-119489
Fax: +963-114461656
www.technolead.com

U**Unipharma - Universal Pharmaceutical Industries**

P.O.Box 695
Damascus, Syria
Tel.: +963-116712507
Fax: +963-116712508
www.unipharma-sy.com

United Syrian Co. LTD for Artificial Leathers

P.O.Box 7053
Aleppo, Syria
Tel.: +963-212686419
Fax: +963-212638086
www.usyco.com

Universal Travel House

P.O.Box 5934
Damascus, Syria
Tel.: +963-112224276
Fax: +963-112221599
www.uth-syria.net

University of Kalamoon

P.O.Box 222
Deratia, Syria
Tel.: +963-11783399
Fax: +963-117833990
www.uok.edu.sy

Z**Zein Brothers & Co.**

P.O.Box 20
Lattakia, Syria
Tel.: +963-41467032
Fax: +963-41210222
www.zeinbros.net



TUNISIA

Tunisia is the smallest country of the Maghreb Union. It is located on the southern shore of the Mediterranean Sea, between Algeria and Libya. The country is a popular tourist destination, especially for Europeans and ranks 74th among 189 countries in the World Bank Doing Business Report of 2015.

Political System, Society and History

Since gaining its independence from France in 1956, Tunisia has undergone a deep political change. The first President of independent Tunisia, Habib Bourguiba, set up the fundamentals for a modern state and established important women's rights. Zine El Abidine Ben Ali became President in 1987. On 14 January 2011, he went into exile after a few weeks of street protests over unemployment and the lack of political freedom. An interim government was formed under the presidency of Fouad Mebazaa. The first democratic elections of a constitutional assembly took place on 23 October 2011. The Tunisian moderate Islamist and formerly banned Ennahda party won 41% of the vote, securing 90 seats in the 217-member parliament.

In December 2011, former human rights activist Moncef Marzouki was elected President with 153 of the 202 votes. Ennahda leader Hamadi Jabali was sworn in as Prime Minister, who resigned shortly after. In March 2013, Ali Larayedh took office as Prime Minister, but resigned in January 2014. Since then the former Minister of Industry, Mehdi Jomaa, led the caretaker government until elections were held in October 2014. Furthermore, in 2014 Tunisia's parliament adopted a new constitution which guarantees, for example, freedom of religion and gender equality. In October 2014 the parliamentary election took place, while in November and December the presidential runoff elections were conducted. Beji Caid Essebsi became President in January 2015, while the new appointed Prime Minister Habib Essid was authorised to form a government. The new cabinet was sworn in on 5 February 2015, however reshuffled on 6 January 2016 replacing, among others, ministers of interior, foreign affairs and justice.

Economic Development

Tunisia has become a competitive economy thanks to a good educational system, a diverse economy, a good investment climate and an effective integration into the Euro-Mediterranean region. Tunisia became the first Arab country to complete the process of entering the EU Free Trade Zone in January 2008. In recent years, Tunisia has been characterised by sustained and stable economic growth. According to the International Monetary Fund, in 2014, the GDP reached US\$ 47.6bn with an estimated growth rate of approximately 2% in 2015, while in 2017 a forecast of 3% has been made. Inflation remained at 4.9% in 2015. The Tunisian economy is based on services. The development plan 2016–2020 forecasts an ambitious growth rate of 5%, pushing the investment rate from 18.5% of GDP in 2015 to 25% by 2020. The overall volume of investments is estimated to reach EUR 55bn.

Tourism is the major contributor to GDP. Due to recent incidents, the tourism sector suffers from a lack of visitors keeping the total growth of the economy slow. As a result of the security incidents in 2015, the number of tourists decreased to 5.4 million from 7.2 million in 2014. The country offers superb beaches, a good infrastructure of thermal tourism, spectacular desert scenery and a wealth of historical sites dating back nearly 3,000 years, when the ancient city of Carthage dominated the entire western Mediterranean. Apart from ca-

tering to the needs of a more diverse range of visitors, Tunisia began to diversify its tourism sector by developing subsectors such as sports and medical tourism, where significant growth opportunities exist. The development of the tourism sector remains promising. The sector offers several investment opportunities in various areas of the country. The so-called little Switzerland, Fej El Atlel resort in the governorate of Ain Draham is equipped with 50 hectares of forest and mountains with the side of the Mediterranean Sea. The region set its focus on eco-tourism and luxury tourism for environmentally conscious customers.

The **telecommunications and IT** sector is one of the fastest growing sectors. The fixed-line voice services market is shared by two companies, namely Tunisie Telecom holding the monopoly and Orange. The mobile phone market is shared by three companies: Tunisie Telecom, Tunisiana and Orange. Internet is available throughout the country and in September 2012 the Tunisia Broadband Strategy was released. It describes the government's goals to accelerate the sector's growth, i. e. increasing fixed-line broadband penetration and the mobile broadband penetration. This will require investment in infrastructure, and thus cooperation between telecom operators and real estate developers. On 2 March 2016, 4G licence was awarded to Ooredoo Tunisia, following a call for bids launched by the Ministry of Communication Technologies. The company will launch its 4G service in June 2016. Tu-



World Heritage Site Dougga, an ancient roman city on northern Tunisia. (© Dennis Jarvis / flickr)

nia is readying to create, in co-operation with the African Development Bank, an African Centre of Excellence in Information and Communication Technology. Furthermore, the Tunisian government launched the programme “Tunisie Digitale 2018”, which aims to increase the rate of Internet connections, in particular for the broadband network. The sector expects an increase in turnover from EUR 1.3bn in 2015 to EUR 3.8bn in 2018.

The Tunisian **infrastructure** is well developed. In addition to an extensive network of paved roads covering almost 20,000 km, the country has over 360 km of highways. There are seven seaports and nine international airports. The 2,167 km railways can manage the transport of 11 million tonnes of goods and 40 million passengers. Furthermore, US\$ 208 million have been dedicated for developing road infrastructure for the period 2016–2020. The package covers renovating 719 km of roads, building 23 bridges and constructing a 7.3 km-long bypass in Thala. Another plan has been set up with a value of US\$ 112 million, allocated for road infrastructure works around Zaghuan in 2016. An important mega-project is the development of the economic city of Enfidha, which will include a deep water port, an industrial zone, a warehouse zone, medical facilities, and logistics zones. The project, which will take 15 years, will cost US\$ 50bn, with the participation of 50 donors and 30 countries. The port will have a handling capacity of 5 million tonnes in the first section

and 4 million tonnes of bulk goods in the second section. Logistics and infrastructure offer many investment opportunities.

Tunisia's **industry** is very diverse. The most important industries are textiles, food processing, mechanical, electronics and leather. Textiles and clothing is the largest industry and industrial employer in Tunisia. Tunisia is one of the leading suppliers of apparel products in the world. 45% of the mechanical sector consists of components for the automobile, motorcycle and cycle production. Tunisia offers three great advantages. First, the geographical proximity to Europe allows a fast delivery. Second, the availability of a highly educated population stands for qualified employees, and a well-developed educational system, including eight vocational training centers and eleven training centers for skilled workers, assure quality.

Energy consumption is growing at rates of around 5% per year. Energy is mainly produced from fossil fuels, especially gas. However, the Tunisian government aims to produce 11% of electricity from renewable sources by 2016, and 30% by 2030. In 2014, the share of renewable energy amounted 6% of the 4,799 MW electricity productions. Tunisia has developed and amended the national Solar Plan covering goals for solar and wind energy as well as energy efficiency. Tunisia's goals are to build plants to produce 4.7 GW from renewable energies, especially from solar energy by 2030 which includes the use of solar photovoltaic systems, solar water heating systems and solar concentrated power units. Also, the country intends to build power lines to export some of the electricity to Europe. After mainly targeting wind projects over the last years, the electricity and gas company (La Société Tunisienne de l'Électricité et du Gaz – STEG) has increased investment in solar and gas plants.

Tunisia's proven **natural gas** is estimated at 2.3 tcf (trillion cubic feet); 60% of which lie offshore in the Gulf of Gabes. Only half of the known fields are currently being exploited, while Tunisia imports about one third of its gas consumption. Tunisia also holds 23 tcf of technically recoverable shale gas resources, according to the US Energy Information Administration (EIA). Gas is the country's main energy source witnessing a growth in con-

Fact File

Country Name: Tunisian Republic
Population: 11.2 million
Area: 162,155 km²
Currency: Tunisian Dinar (TND),
 1 TND = 1,000 Millimes
Capital: Tunis
Languages: Arabic (official),
 French (commercial)

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Bilateral Trade Volume 2008 - 2015

German Imports in EUR million

2008: 1,345.9
2010: 1,397.8
2012: 1,435.2
2013: 1,494.7
2014: 1,613.1
2015: 1,645.2

German Exports in EUR million

2008: 1,325.4
2010: 1,594.9
2012: 1,401.2
2013: 1,317.4
2014: 1,317.2
2015: 1,359.3



TUNISIA

sumption at a rate of 11.26% per year. The STEG intends to invest in gas pipelines and municipal gas supply. One example is a 370 km pipeline worth US\$ 1bn that will connect Oued Zar in the south to a new gas processing plant in the coastal city of Gabes. Furthermore, a new law concerning public-private partnerships (PPP) with the aim to promote investments in the sector was passed by the Tunisian assembly in November 2015. Tunisia's proven **oil** reserves amount to about 425 million barrels, and the country is a net importer of refined petroleum products.

The National Office of Mines mentions 600 deposits of **minerals** across the country, of which only 50 have been exploited in the past and present. The main mining products are iron ore, phosphate, plumb, zinc and iron. Tunisia is one of the largest exporters of phosphoric acid and triple super phosphate.

Agriculture contributes a large share to Tunisia's GDP. The sector is dominated by livestock production, followed by trees (olives, dates, and citrus fruits), vegetables and cereals. The main export product is olive oil with a share of roughly 40% of the country's agriculture exports. Tunisia has the potential to become a supplier country for bio products. Five inspection and certification bodies have been instructed to certify local bio products. Further business opportunities can be found in the food processing industry, which make up roughly 18% of the manufacturing industry. The most important export crop is cereals, which occupy almost half of the cultivated land. Another third is planted with more than 55 million olive trees. Moreover,

Tunisia is one of the largest supplier of dates in the world.

Economic Outlook

It is expected that the new investment code will further open the economy and increase the opportunities for private investors. The first public-private partnership was launched in March 2015 during the EU-Tunisia Council for Entrepreneurship which was founded in 2012 with the objective to cooperate and enhance growth and sustainable development on both sides. One of the Tunisian advantages is a high industrialisation level and it being an attractive tourist destination. Especially the Tunisian telecom and infrastructure sectors are likely to draw investment in the medium term.

The **Tunisian Union for Commerce, Industry and Handicrafts (UTICA)** supports the efforts of the government in promoting economic activities in the transition period and promotes private entrepreneurship. It is a major contributor to growth and development in Tunisia. Ouided Bouchamaoui, President of the UTICA is a member of the Tunisian National Dialogue Quartet, to which the Nobel Peace Prize has been awarded to in 2015.

German-Tunisian Business Relations

German-Tunisian business relations are intensive and sustainable. Since the Tunisian revolution both countries have had a mutual interest in intensifying those relations. Germany is Tunisia's third largest trading partner and

As Tunisia's economy is based on services, it is striving to become an international hotspot for trade.

third largest foreign investor. There are around 260 German companies currently operating in Tunisia, taking advantage of Tunisia's key geographic location. IT, electrical, mechanical industries, as well as environmental technologies are the most promising sectors for German companies.

The most important German exports to Tunisia are mainly comprised of textiles (preliminary products), electronics, machinery, automobiles, chemicals, food products, iron and iron products. In 2015, the exports to Tunisia reached EUR 1.36bn. German imports from Tunisia amounted to EUR 1.65bn in 2015. They consisted mainly of finished textile products, electronics, automotive components, leather, crude oil, food stuff, fuels, lubricants and carpets.

Both countries are working together in a transformation partnership to tackle the challenges of the transition process towards a sustainable democracy in Tunisia. German-Tunisian development cooperation areas are very diverse. The focus lies in the fields of environment and resource protection, water, sustainable development, renewable energies and the promotion of employment. In October 2015, Yassine Brahimi, Minister of Economy, Investments and International Cooperation, has underlined the mutual interest in strengthening the bilateral relations during the German-Tunisian Business Forum in Stuttgart.



Ghorfa President Dr. Peter Ramsauer and Ghorfa Secretary General, Abdulaziz Al-Mikhlaifi, visited the Tunisian Republic in 2014. (© Ghorfa picture library)

TUNISIA

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TUNISIA

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INSP Institut National de la Santé Publique

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The United Arab Emirates (UAE) is located on the eastern side of the Arabian Peninsula and shares borders with Saudi Arabia and Oman. Occupying a total area of about 83,600 km², the UAE has a coast along the Arabian Gulf as well as along the Gulf of Oman.

Political System, Society and History

Unlike all other Arab countries, the United Arab Emirates operates under a federal system consisting of seven Emirates, founded in 1971. The country's Supreme Council of Rulers, the top policymaking committee, is made up of the hereditary rulers from each individual Emirate. Traditionally, the ruler of Abu Dhabi, currently Sheikh Khalifa bin Zayed Al Nahyan, holds the presidency of the UAE. The Prime Minister is the ruler of Dubai, Sheikh Mohammed bin Rashid Al Maktoum. Due to their population number and economic strength,

Abu Dhabi and Dubai are the two powerhouses of the federation. The UAE's population is estimated at around 9.2 million.

Economic Development

The UAE's GDP amounted to US\$ 399.5bn in 2014 according to the International Monetary Fund (IMF). For the coming five years, the IMF expects the Emirati economy to grow by approximately 3% on average. This positive trend is also reflected in the World Bank's Ease of Doing Business 2016 report, where the UAE ranked 31st out of 189 countries worldwide. This rank reflects the UAE's successful efforts to diversify the economy away from dependence on hydrocarbons and to create a favourable business climate and investment environment. A solid industrial base has been established along with a very strong services sector. The establishment of free zones has been an important feature of the diversifica-

tion policy. Reform of property laws gave a major boost to the real estate and tourism sectors.

Abu Dhabi and Dubai represent the economic heavy weights of the federation. The Emirate of Abu Dhabi, which can rely on its enormous oil and gas reserves, is following an ambitious agenda to diversify the economy with the Abu Dhabi Economic Vision 2030. Dubai as a trading city with a rich tradition, is concentrating on its global position as a logistics and financial hub as well as a main tourism attraction. The recent success for the Dubai 2020 World Expo bid is expected to bring multi-billion investments for the UAE.

The UAE is an increasingly attractive place to do business with considerable opportunities emerging in each of the Emirates. Clearly Dubai and Abu Dhabi are the main attractions, but investors are now looking further afield towards the emerging markets of the northern Emirates such as Sharjah and Ras Al-



Abu Dhabi skyline (© Mathias Apitz (München) / flickr)

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Fact File

Country Name: United Arab Emirates
Population: 9.2 million (2014)
Area: 83,600 km²
Currency: UAE Dirham (AED),
 1 AED = 100 Fils
Capital: Abu Dhabi
Emirates: Abu Dhabi, Dubai, Sharjah, Ajman,
 Ras Al-Khaimah, Fujairah, Umm Al-Qaiwain
Languages: Arabic (official),
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Bilateral Trade Volume 2008 - 2015

German Imports in EUR million	German Exports in EUR million
2008: 503.0	2008: 8,164.6
2010: 516.6	2010: 7,575.2
2012: 779.0	2012: 9,773.6
2013: 798.9	2013: 9,900.2
2014: 748.0	2014: 11,408.5
2015: 893.4	2015: 14,626.3

Khaimah. Visitors are drawn toward the open, low-tax and robust economy, the stable market, the ease of doing business, the essential back-up provided by first rate infrastructure, the transparent regulatory system, and the legal protection offered to intellectual property rights. The new Commercial and Companies Law aims at easing doing business in the UAE.

The UAE has been developing its non-oil activity in recent years. The government's diversification programmes enabled the non-oil sector to account for around 60% of the UAE's GDP through large-scale infrastructure investment in transport, trade and tourism. In order to enhance the economic diversification strategies entitled UAE Economic Vision 2021, the UAE is currently focusing its efforts on investments in the real economy which directly influence the standard of living of all UAE residents, such as renewable energy, air-plane components and manufacturing, technology, tourism and education, and expand-

ing the country's services sector. The non-oil sector has thus grown by 3.4% in 2015. The major **industries** in the UAE are oil and gas, petrochemicals, aluminium, aeronautics, iron and steel, cement, ceramics, ship repair, pharmaceuticals, tourism, transport, real estate, and financial services.

The UAE government is also developing the small and medium enterprises (SMEs) sector as a strategic move to transform it into a major contributor to the national economy. SMEs account for more than 80% of private sector jobs in the UAE. According to the Ministry of Economy, they contribute up to 46% to Dubai's nominal GDP and more than 60% of the UAE's GDP.

The UAE is the third largest net **oil** exporter, and oil production amounted to over 2.79 million barrels per day (bpd) in 2015. Oil reserves amount to 97.8bn barrels and constitute the eighth largest reserves in the world. Meanwhile, natural gas reserves are estimated at 215.1 trillion cubic feet (tcf), which is the seventh largest in the world, according to the U.S. Energy Information Administration (EIA). Abu Dhabi is pushing ahead with a massive investment programme, which includes development of its hydrocarbon sector to meet domestic and foreign demands. The Abu Dhabi National Oil Company (ADNOC), which is owned by the Abu Dhabi government and ranks among the top ten oil and gas companies worldwide, plans to invest further multi-billion U.S. dollars in the oil, gas and petrochemical sector in the coming years. ADNOC has begun the implementation of projects to boost Abu Dhabi's oil production capacity to 3.5 million bpd by 2018. Part of the ongoing programme to expand its oil output capacity is the development of the upper Zakum oilfield, the world's fourth largest oilfield. Once completed, the project will lift the field's capacity to an expected 750,000 bpd in 2017. Another key venture is the US\$ 11bn Shah Gas Development project, a joint venture between ADNOC and Occidental Petroleum, which is supposed to assure a steady supply of gas for the UAE's growing economy. When fully operational, it will produce about 600 million cubic feet a day. The final package of the Integrated Gas Development Expansion (IDG-E) comprises the construction of a gas treatment plant on Das Island and is carried out by ADNOC. The development of the **downstream**



UAE

industry is one of the UAE's priorities in the diversification of the national economy. Currently a US\$ 10bn expansion of the petrochemical refinery in Ruwais is under implementation. In the Khalifa Port and Industrial Zone, the Abu Dhabi National Chemicals Company (Chemaweya) is building twelve petrochemical plants at the cost of US\$ 20bn.

The newly established industrial city, the Higher Corporation for Specialised Economic Zones (ZonesCorp) has attracted US\$ 3.1bn (AED 11.3bn – (AED: United Arab Emirates dirham)) of new investments in the last two years and developed 152 new projects. Launched in 2004 by the Abu Dhabi government, ZonesCorp is one of the key players enhancing the economic diversification of the Emirate. At the Hannover Fair, ZonesCorp has signed a US\$ 272 million contract with Ittihad International Investment to launch the region's first uncoated wood-free printing and writing paper mill in the MENA Region.

In the **transport and infrastructure** sector, construction work on the UAE's US\$ 11bn federal railway project is under way as the project's first stage has been completed in December 2015. Etihad Rail started commercial operations on Stage One of the rail network in the same month. The rail network links Shah and Habshan, located in the outback of the country, to the port of Ruwais. Since then, Etihad Rail has transported four million tonnes of Sulphur for the Abu Dhabi National Oil Company (ADNOC) through this route, aiming for more than seven million tonnes of Sulphur

every year. The entire network is expected to carry up to 50 million tonnes of cargo a year by 2030. This will be Abu Dhabi's most strategically significant civil engineering project as it seeks to drive the diversification of its industrial base away from its heavy focus on petrochemicals. Among the most important projects for 2016 is the 14.5 km extension of Dubai Metro's Red Line, called the Route 2020 and leading to the Expo premises. In addition, the design of a 20.6 km extension to the Green Line is expected for early 2017.

In June 2012, the Emirate of Dubai has completed Phase I of Dubai World Central – Al Maktoum International **Airport**. 888,714 tonnes of freight were handled in DWC in 2015. By 2020 it is planned to be the largest airport in the world in terms of freight handled, transporting up to twelve million tonnes per year. Furthermore, Dubai Airports announced in 2015 a project to expand the existing passenger terminal at DWC in order to handle 26 million passengers per annum by 2017. Another key infrastructure project is the expansion of Dubai International Airport (DXB) in accordance to the US\$ 7.8bn 2020 expansion plan. DXB is expected to handle up to 90 million passengers a year by 2018. In 2014, Dubai International Airport overtook London's Heathrow as the world's most frequented airport for international passenger business, with passenger numbers reaching 78 million in 2015. The Abu Dhabi Airport Expansion worth around US\$ 3bn will be 90% completed by the end of 2016. Furthermore, the Metro Sector is an important part of the transport projects in the

UAE. The Department of Transport of Abu Dhabi is planning to invest US\$ 7bn for the construction of the Abu Dhabi Metro.

The UAE remains one of the largest **construction** markets in the GCC. The value of the construction industry is set to increase to US\$ 49bn next year from about US\$ 44bn this year. Within the Gulf the biggest increase in the value of projects was recorded in the UAE. Considerable building activities are taking place across the Emirates. Abu Dhabi still has a major shortage of residential units and construction of infrastructure projects such as new roads, the Dubai and Abu Dhabi metros, airports and new industrial areas has proceeded without delay. Moreover, the Abu Dhabi Ports Company, the entity in charge of developing and regulating industrial zones and ports in the capital, has launched the US\$ 7.2bn initial phase of its flagship project, Khalifa Industrial Zone Abu Dhabi (KIZAD). The infrastructure project is comprised of a multipurpose offshore port and one of the largest integrated industrial zones in the world. The most advanced container terminal Khalifa Port was inaugurated on 12 December 2012. The launching of the industrial free zone is on track with the Emirate's goal to reduce dependence on hydrocarbons. The industrial complex and its port are expected to generate 15% of Abu Dhabi's non-oil GDP by 2030. In 2015, Abu Dhabi Ports added 3% to the non-oil GDP-contribution. With the World Exhibition approaching, several further projects in the fields of real estate and construction can be expected to be launched and invested in.



Delegation visit to the UAE in 2015 (© Ghorfa picture library)

Progress towards the long-term goal of diversification continues as the non-oil economic sectors are producing high growth rates. Dubai's successful bid for the Expo 2020 will bring wide-ranging investments.

Through its Masdar initiative, a wholly-owned subsidiary of the Abu Dhabi government-owned Mubadala Development Company, also Abu Dhabi is becoming a world centre for **renewable energy technologies**. Masdar comprises three business units – including Masdar Capital, Masdar Clean Energy and Masdar City – and is complemented by Masdar Institute, an independent, research-driven graduate university. Through a series of projects, the Emirate is creating the world's first carbon-neutral city of high regional and global relevance. A further indicator of the UAE's focus on renewable energy is the creation of the International Renewable Energy Authority (IRENA) in 2009, with its global headquarters in Abu Dhabi. According to the Ministry of Energy, the UAE is looking to increase its target for power generation from clean energy to 30% by 2030. Dubai Electricity & Water Authority (DEWA) awarded contracts in 2015 for the 200 MW second phase of its Mohammed bin Rashid Al-Maktoum Solar Park. The project received attention due to the world-record-low tariff for a photovoltaic (PV) solar plant of 5.85 cents a kilowatt hour (kWh) that was agreed upon with Saudi developer ACWA Power. A 40 MW solar energy plant is supposed to be constructed in Ras Al-Khaimah worth US\$ 225 million. In Sharjah, a study is underway for another solar plant. The most prominent solar energy projects Shams 2 and Shams 3 in Masdar are expected to be tendered in 2017.

In order to foster international business activities in the UAE, each Emirate now has its own **free zones**. All free zones in the UAE are governed by the independent Free Zone Authority (FZA) which is also the agency responsible for issuing operating licences and for assisting companies with establishing their business. The UAE is home to multiple free zones including, among others, the famous Jebel Ali Free Zone, Dubai International Financial City, and Dubai Healthcare City in Dubai, KIZAD, Masdar City Free Zone, ZonesCorp and Abu Dhabi Airport Free Zone in Abu Dhabi, the Hamriya Free Zone Au-

thority in Sharjah, RAK Free Trade Zone in Ras Al-Khaimah. More specialised free zones are planned, which will cater to specific sectors including textile, energy, and design cities. Setting up business in one of the UAE's many Free Trade Zones (FTZs) is recognised as an attractive option for foreign investors. The concessions offered to investors in the free zones have led to their success in attracting a large number of companies and foreign direct investment. In turn, this success has had the positive effect of expanding net non-oil exports.

The **tourism sector** is an important pillar of the Emirati economy and increasingly attractive due to its rich tourism varieties and its capability to provide entertainment, culture, art, music, fairs, and other services in the region. Dubai is first in that field. Particularly with Dubai hosting the Expo 2020 huge investments are expected in the tourism sector. Meanwhile, Sharjah, widely seen as the UAE's cultural capital, maintains its position as a leading destination for culture, heritage, and family tourism worldwide. In March 2017, the thirteenth Sharjah Biennial is going to take place with more than 100 artists, architects, filmmakers, musicians and performers. Furthermore, Ras Al-Khaimah is putting a focus on promoting its tourism industry and is fast establishing itself as a global tourism destination. According to Dubai's Department of Tourism and Commerce Marketing, in 2015 the Emirate has seen nearly 14.2 million overnight visitors, which equals a growth of 7.5% to the previous year.

Economic Outlook

The UAE's future course is geared toward sustaining and broadening economic growth, rapid expansion of the capacity of public services, particularly in the fields of health, education and transport, an increased focus on research and development and sustainability, and deepening trade and diplomatic ties with a range of partners. The IMF expects the UAE's GDP to grow by 2.3% in 2016. Apart from Abu Dhabi and Dubai, the other five Emirates that make up the UAE are becoming more important in terms of governmental spending plans in the future. Closing the north-south gap through more investment is a major goal of the federal government's future economic development plans. Moreover, the UAE have issued a new federal law on foreign direct investment. The new Commercial Companies

Law (CCL) approved in July 2015 makes 100% foreign ownership outside free zones possible. With the UAE planning to decrease federal spending slightly by 1.1% in 2016, and with the draft budget at US\$ 13.2bn, a continuously favourable investment climate may be safely expected.

The Federation of UAE Chambers of Commerce and Industry International Chamber of Commerce United Arab Emirates play an important role in the advancement of the Emirati economy, particularly in encouraging the private sector to venture into all activities related to economic development. With chambers in all seven Emirates of the federation, it is in an ideal position to promote and implement the continuing diversification of the UAE economy.

German-Emirati Business Relations

Business relations between Germany and the United Arab Emirates are excellent. The bilateral trade volume reached EUR 15.52bn in 2015, making the UAE Germany's most important trading partners in the Arab world.

Around 1,000 German companies are operating in the UAE, the majority in Abu Dhabi and Dubai. German companies have a large share in the UAE economy, particularly with the supply of heavy machinery and technical equipment, technology transfer, and performance of construction works. Thus, German companies are engaged in the construction of power plants, desalination plants, and infrastructure projects. Led by Ghorfa President and Federal Minister ret., Dr. Peter Ramsauer, the Ghorfa Arab-German Chamber of Commerce and Industry visited the UAE in November 2015. A high-ranking delegation of German entrepreneurs visited the Emirates of Abu Dhabi, Dubai and Sharjah, met the respective chambers of Commerce and took part in the 17th Arab Businessmen and Investors Conference.

Together with the Embassy of the United Arab Emirates in Berlin, the Ghorfa organised the UAE Investment and Business Forum at the Hanover Fair 2016 for the fifth time. The UAE was the partner country of the 19th Arab German Business Forum in 2016. Minister of Economy in the UAE, Sultan bin Saeed Al Mansouri, headed a high-ranking governmental and business delegation to the forum.

UAE

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AGRICULTURE AND FOOD
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The Arab Authority for Agricultural and Investment Development (AAAID) is an independent multilateral financial institution established in 1976 in Sudan with the vision of achieving food security. Its Head Office is located in Khartoum, Sudan with a Regional office located in Dubai, United Arab Emirates. AAAID has 21 member states who have collectively contributed an Authorized Capital of KD 336 Million (1.107 Billion US Dollars), its Paid up capital is KD 172 Million (USD 566 Million) as of December 31st 2015. AAAID Agricultural Investment activities include plant processing, animal production, agricultural processing and other related activities. AAAID's affiliated companies across 12 of its member states have reached 34: 30 of which are established and 4 that are under establishment. AAAID further provides production services and revolving loans.

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Commerzbank is a leading international commercial bank with branches and offices in more than 50 countries. The core markets of Commerzbank are Germany and Poland. With the business areas Private Customers, Mittelstandsbank, Corporates & Markets and Central & Eastern Europe, its private customers and corporate clients, as well as institutional investors, profit from a comprehensive portfolio of banking and capital market services. Commerzbank finances more than 30 per cent of Germany's foreign trade and is the unchallenged leader in financing for SMEs. With its subsidiaries Comdirect and Poland's M-Bank it owns two of the world's most innovative online banks. With some 1,050 branches and approximately 90 advisory centres for business customers Commerzbank has one of the densest branch networks among German private banks. In total, Commerzbank boasts approximately

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Bayer is a global enterprise with core competencies in the Life Science fields of health care and agriculture. Its products and services are designed to benefit people and improve their quality of life. At the same time, the Group aims to create value through innovation, growth and high earning power. Bayer is committed to the principles of sustainable development and to its social and ethical responsibilities as a corporate citizen. In fiscal 2014, the Group employed around 119,000 people and had sales of EUR 42.2 billion. Capital expenditures amounted to EUR 2.5 billion, R&D expenses to EUR 3.6 billion. These figures include those for the high-tech polymers business, which was floated on the stock market as an independent company named Covestro on October 6, 2015.



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Medical International is a medical recruitment company that was opened in 2006 in Dubai, UAE. Middle East office was initiated to offer its services of human resource consultation to hospitals and healthcare centers in GCC. Since the setup and unfaltering commitment to the healthcare recruiting industry; with strategic partnerships and extensive networking, we have perfected our ability to offer custom-tailored, cost-effective search solutions. Medical International has a wide array of joint ventures working together to provide recruits from destinations like United States, East and West Europe, Middle East and South Africa. As a continuous progress; it was 2013, Data Bank software was developed and launched "Medical International Job Portal" as the 1st Healthcare Job Portal in the Region. Our mission in Medical International is to identify the real needs in the medical field in UAE and Middle East Region.

UAE

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SEA SANDS SHIPPING LLC (SSS) established in year 2001, has its head office in Dubai. Agencies. SSS is involved in various shipping activities including but not limited to Sea / Air freight/inland transportation, NVOCC, Chartering, Break bulk / Bulk / Container trade, Container Line WORLD WIDE NETWORK UAE (Headquarters) Dubai. Iraq: Basrah, Baghdad, Sulaymaniyah, Umm Qasr, Khor Al Zubair. China: Guangzhou, Ningbo, Yiwu. Nigeria: Lagos. We are represented by partners in other countries including but not limited to Germany, Italy, Libya, Saudi, Kuwait, Qatar, Bahrain, Iran, Korea, Taiwan, Thailand, Vietnam, Indonesia, Malaysia, Singapore. We also have reliable agency network throughout rest of the world.



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Shurooq was established in 2009 with the aim of achieving social, cultural, environmental and economic development on the basis of Sharjah's distinct Arab and Islamic identity, and to encourage investment by adopting the best international standards in providing quality services that help attract investors from the region and the world. The Authority's key mission is to provide facilities and incentives to help overcome obstacles facing investment activities in the Emirate, evaluate tourism and investment related infrastructure projects, and lay down the necessary plans to complete such projects. In recognition of its overall accomplishments, Shurooq was named The Banking Awards 2013 and 2014 - FDI Agency of the Year in the MENA region, in The European's Global Banking and Finance Awards.

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Siemens has been a key contributor of infrastructure to the Middle East since 1856, when the company's founder supervised the laying of undersea cables for the London-Calcutta telegraphic line. Since opening a permanent office in the region in 1901, Siemens technology has been used for efficient and reliable power plants and electricity transmission, rail systems, intelligent building management, oil pipeline automation and control, smart grids, traffic management, factory automation and district cooling facilities. Siemens Middle East is headquartered in an award-winning, energy efficient building in Abu Dhabi's Masdar City, and employs more than 6,000 employees across the region. The company continues to focus its operations on supporting the sustainable development of the region's fast-growing economies.



Innovative buildings stand out in Abu Dhabi. (© Paolo Rosa / flickr)

UAE

A

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Arab Orient Insurance Company PJSC

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B

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www.harwal.net

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Health Authority - Abu Dhabi

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www.haad.ae

Heat Shield

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www.heatshielddubai.com

Hepworth PME (LLC)

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hepworth.ae

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Modern Pharmaceutical Company

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Premier Composite Technologies L.L.C.

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RAK Investment Authority

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T

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TechnoMix General Trading LLC

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The Center for Learning Innovations and Customized Knowledge Solutions (CLICKS)

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YEMEN

Yemen is located on the southern tip of the Arabian Peninsula, bordering Saudi Arabia to the north and Oman to the east. Yemen is a country of deeply rooted traditions, which have existed for thousands of years.

Political System, Society and History

With a population of over 26 million people and a population growth rate of 2.47%, Yemen is the most populous country in the Arabian Peninsula after Saudi Arabia. Its natural resources are limited, most notably water is in short supply, and arable land is scarce. While the country enjoyed some oil and gas wealth over the last 20 years, its resources are gradually declining.

After 33 years in power Ali Abdullah Saleh agreed to step down from his office as president in the course of the political uprisings in the region. At a ceremony in Riyadh, Saleh signed two agreements in November 2011, endorsing a GCC plan for a peaceful transition of power to vice president Abdrabbuh Mansour Hadi. In February 2012, in an election in which he stood unopposed, Hadi was elected as president. On 25 January 2014, the National Dialogue Conference, which had begun on 18

The country's economic prospects depend on creating a stable political environment for the short-term and on generating new sources of economic growth for the medium and long-term.

March 2013, was concluded. It led to a general agreement on principles for a new constitution and paved the way for parliamentary and presidential elections. A committee from different parties also agreed on a political system dividing the country into six regions. The Constitution Drafting Committee has been working on a new constitution for Yemen. The draft was submitted to the National Authority for review in January 2015. In parallel, the national electoral commission has been working to build a new voter registry to prepare for elections.

However, Yemen still faces a number of threats to its stability. The Houthi movement, supported by adherents of former president Ali Abdullah Saleh, has not agreed with the outcome of those political processes, namely the new constitution and the federal system. They invaded the capital of Sana'a and forced President Hadi and his government to step down. President Hadi was able to leave the

capital and to address the Gulf Cooperation Council (GCC) to support his legitimate government. A coalition led by the Kingdom of Saudi Arabia and supported by ten countries following a decision of the summit of the League of the Arab States on 26 March 2015 started military operations to restore public order in Yemen. After a year of war in April 2016, political negotiations between the legitimate government of Yemen on one side, and Houthi rebels and supporters of former President Ali Abdullah Saleh on the other took place in Kuwait. The negotiation was held under the umbrella of the UN, based on the initiative of the GCC, the outcome of the National Dialogue Conference, and the UN Security Council Resolution 2216.

Economic Development

Due to the current political situation in Yemen, accurate information cannot be provided.

Economic Outlook

The country's economic prospects now depend on creating a stable political environment for the short-term and on generating



Old City of Sana'a (© Ghorfa pictures library)



Yemeni delegation at the Ghorfa (© Ghorfa)

new sources of economic growth over the medium and long-term. Oil revenue is expected to decline with the prospects of running out in 2021, if no new oil discoveries are made. The production and export of liquefied natural gas (LNG) via the Yemen LNG project (YLNG) will offer some cushion, but cannot compensate for the loss of oil revenues. Regardless of new gas sector development, it is of importance to develop the private sector in Yemen

to accommodate for an effective solution to jobs and employment creation in Yemen.

The **Federation of Yemen Chambers of Commerce and Industry** is actively working towards comprehensive economic development and acts as a main supporter of private sector activities for both companies and individuals. It organises conferences and trainings, provides studies and supports Yemeni and foreign businesses in their activities.

German-Yemeni Business Relations

Trade between Germany and Yemen is expandable. In 2015, the bilateral total trade volume amounted to EUR 146 million, a visible decrease compared to 2014 (EUR 210 million). Main German exports to Yemen are manufacturing plants, machinery, motor vehicles (including commercial vehicles), chemical products, and electrical goods. Yemen's export to Germany are marginal, however, currently there are noteworthy investments of German companies in Yemen.

In March 2005, a revised agreement on the protection of investment was signed which is in power since 2008. In January 2007, a double taxation agreement for aviation was also signed. Germany is one of the main sponsors of development aid in Yemen. For over 35 years the countries have been in mutual exchange.

Fact File

Country Name: Republic of Yemen
Population: 26.73 million (2014)
Area: 527,968 km²
Currency: Yemeni Riyal (YER),
 1 YER = 100 Fils
Capital: Sana'a
Languages: Arabic (official),
 English (commercial)

Useful Contacts

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Embassy of the Federal Republic of Germany

The German embassy in Yemen is closed until further notice. The ambassador is currently working from Amman, Jordan.
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Federation of Yemen Chambers of Commerce and Industry

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www.fycci-ye.com

Bilateral Trade Volume 2008 - 2015

German Imports in EUR million	German Exports in EUR million
2008: 6.7	2008: 224.6
2010: 4.3	2010: 178.3
2012: 6.3	2012: 128.5
2014: 4.9	2014: 205.1
2015: 2.3	2015: 144.1



YEMEN

CONSTRUCTION AND
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Al Ashwal Trading & Industry Group
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Al Kuraimi Islamic Microfinance Bank
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Al-Ahwal Holding Group
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Al-Amal Microfinance Bank
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Tel.: +967-1446699
Fax: +967-1446688
www.sahmggroups.com

Saudi German Hospital - Sana'a
P.O.Box 8794
Sana'a, Yemen
Tel.: +967-1313333
Fax: +967-1333900
san.sghgroup.com.sa

Shamil Bank of Yemen & Bahrain
P.O.Box 19382
Sana'a, Yemen
Tel.: +967-1538383
Fax: +967-1538364
www.sbyb.net

Sheba Co. for General Trade & Contracting Ltd.
Sana'a, Yemen
Tel.: +967-1443902
Fax: +967-1443902
www.shebac.com

Sheba Hotel
P.O.Box 773
Sana'a, Yemen
Tel.: +967-1272372
Fax: +967-1274129
www.tajshebahotel.com

Sheikh Mohammed Abdullah Sons.
P.O.Box 12400
Sana'a, Yemen
Tel.: +967-11424242
Fax: +967-1500491
www.SMAsons.com

Snono
P.O.Box 16013
Sana'a, Yemen
Tel.: +967-1570600
Fax: +967-1263598
www.snono.com

T

Tadhamon International Islamic Bank
P.O.Box 2411
Sana'a, Yemen
Tel.: +967-1203270
Fax: +967-1203271
www.tiib.com

Tadhamon Real Estate Company Limited
P.O.Box 15584
Sana'a, Yemen
Tel.: +967-1212468
Fax: +967-1209427
www.trecye.com

Tamimi Fisheries Company
P.O.Box 60079
Hadhramout, Yemen
Tel.: +965-335493
Fax: +965-335493
www.tamimifish.com

Tihama Tractors & Engineering Co. Ltd.
P.O.Box 49
Sana'a, Yemen
Tel.: +967-1471809
Fax: +967-1472007
www.tihama-group.com

TSC Technical Supplies Center Ltd
P.O.Box 7186
Sana'a, Yemen
Tel.: +967-1432400
Fax: +967-1432431
www.tsc.com.ye

U

United Insurance
P.O.Box 1883
Sana'a, Yemen
Tel.: +967-1555555
Fax: +967-1214012
www.uicyemen.com

Universal Eagles for Security Services Ltd.
Fajj Attan, Next to Azal University
Behind Safer oil company
Sana'a, Yemen
Tel.: +967-1410090
Fax: +967-1410909
www.universaleagles-ye.com

Universal Group of Companies
P.O.Box 18226
Sana'a, Yemen
Tel.: +967-1440305
Fax: +967-1449902
www.universalyemen.com

University of Science and Technology -Yemen
P.O.Box 13064
Sana'a, Yemen
Tel.: +967-1373237
Fax: +967-1373234
www.ust.edu/en/

W

Wadi Saah Exporting Products Bureau
P.O.Box 824
Aden, Yemen
Tel.: +967-2230499

Y

Yemen Businesswomen Council
P.O.Box 16938
Sana'a, Yemen
Tel.: +967-1411542
Fax: +967-1425855
www.bwyemen.com

Yemen Company for Packaging Material Industry
P.O.Box 4102
Taiz, Yemen
Tel.: +967-4218458
Fax: +967-4218081
www.ycpmiyemen.com

Yemen Company for Paints & Derivatives Ltd.
P.O.Box 5743
Taiz, Yemen
Tel.: +967-4205570
Fax: +967-4205571
www.ycpd.biz

Yemen Economical Corporation -Medical Equipment & Drugs Sector
P.O.Box 1207
Sana'a, Yemen
Tel.: +967-1501311
Fax: +967-1501396
www.yecomedical.com

Yemen Feed Co.
P.O.Box 2765
Sana'a, Yemen
Tel.: +967-1272232
Fax: +967-1274185
www.jumaanco.com

Yemen General Insurance Company
P.O.Box 2709
Sana'a, Yemen
Tel.: +967-1442489
Fax: +967-1442492
www.yginurance.com

Yemen Polling Center
P.O.Box 5782
Sana'a, Yemen
Tel.: +967-1505647
Fax: +967-1505648
www.yemenpolling.org

Yemen Tourism Promotion Board
P.O.Box 5607
Sana'a, Yemen
Tel.: +967-1251035
Fax: +967-1251034
www.yementourism.com

Yemen United Beverages Co.
P.O.Box 3674
Hodeidah, Yemen
Tel.: +967-3315307
Fax: +967-3315304
www.yubco-ye.com

Germany

Country Profile

and Federal States Profiles



GERMANY

General Business Information

With a Gross Domestic Product (GDP) of EUR 3 025.9 bn in 2015, Germany is the largest and strongest economy in the European Union and ranks fourth worldwide. It benefits from a large talented work force that has enabled Germany to become a key player in various sectors across the globe. Germany has a stable economic growth, the lowest unemployment figures in 20 years (4.3% in January 2016) and a positive economic outlook.

The Global Competitiveness Report 2015/2016 of the World Economic Forum (WEF) assesses the competitiveness of 140 world economies and confirms that Germany is one of the top attractive business locations in the world. Germany is the first mover in this year's index, climbing one place to fourth thanks in part to improvements in its macroeconomic environment. It has also advanced on the efficiency of financial markets and the labor market. Germany's competitive strengths include its highly sophisticated businesses, excellent on-the-job training, rapid uptake of new technologies and supportive research environment. Ernst & Young's "European Attractiveness Survey 2015", shows that investors have ranked Western Europe (50%) as the world's most attractive foreign direct investment (FDI) destination for the second year running. Several hundred senior managers proclaim that Germany is perceived as the second most

attractive FDI receiver in Europe after the UK. The surveys all come to the same conclusion: Germany is at the top of the pile when it comes to attractive European business locations. According to the World Investment Report 2015 of the United Nations Conference on Trade and Development (UNCTAD) Germany almost tripled its FDI outflows, becoming the biggest direct investor country in Europe in 2014, and a leading global investor.

Important Business Sectors

The highly diversified German economy consolidated its leadership position in many sectors worldwide.

Germany's machinery and equipment (M&E) sector is the largest and strongest in Europe and thus of significant strategic importance. M&E is Germany's largest industry by level of activity; with 6,419 companies and more than 1 million workers along the value chain. In 2015, machinery turnover amounted to EUR 218 bn, according to the German Engineering Federation (VDMA). The M&E turnover level has increased by about 70% throughout the last decade.

The automotive industry is the biggest branch in the manufacturing industry and in terms of turnover the clearly most important industry branch in Germany. All over

the world, German cars embody highly cherished values of innovation, reliability, safety, and design. In 2015, the automotive sector listed a turnover of EUR 404 bn, around 20 % of total German industry. Germany is Europe's number one automotive market; accounting for over 30 % of all passenger cars manufactured (5.7 million) and about 20 % of all new car registrations (3.2 million). Around 77 % of cars produced in Germany in 2015 were ultimately destined for international markets – a new record.

The healthcare industry is a dynamic sector with an extraordinary economic relevance. Currently work about 5.2 million people in this sector. Germany is Europe's leading business location for medical technology. The medium-sized enterprise dominated sector has also maintained results: In terms of new patent registrations, German manufacturers currently lie second behind the USA, making Germany Europe's strongest location for innovation in this industry. Germany has the third largest medical device market in the world, ranking behind the USA and Japan. Germany is one of the best international locations for the research, production, and distribution of pharmaceuticals at an exceptionally high level. Direct access to internationally renowned scientists, outstanding research units, and major pharmaceutical markets make Germany a unique business location.



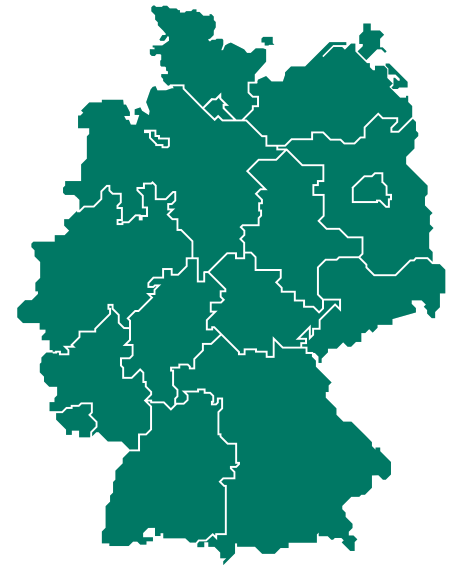
Impressions from the Hanover Fair 2016, the world's biggest industrial fair (© Dr. Al-Absi)



Düsseldorf plant, roof building line (© Daimler AG)



Chancellor Merkel during a visit to the Siemens vocational training in Berlin (© Siemens AG)



With worldwide renowned companies as BASF SE, Bayer AG, Fresenius SE & Co. KGaA and Linde AG the **chemical industry** is a major branch of German industry. In terms of production and turnover, Germany's chemical industry is the uncontested leader in Europe, and ranks fourth worldwide; therefore the chemical industry is rich in investment opportunities. According to the Association for the German Chemical Industry (VCI) the turnover of the chemical industry in Germany reached EUR 190 bn in 2015 with 447 000 employees.

For decades Germany has been a global pioneer in applying **renewable energies and environmental technologies**. The new energy concept continues this path with ambitious goals to cut CO₂ emissions by 80% and increase the share of renewable energies at total energy consumption to 60% by 2050. Solar energy plays a key role in Germany's sustainable energy future and is already one of the most important renewable energy sources for both the supply of electricity and heating. Germany is one of the most developed PV markets with around 40 GWp of cumulated installations in 2015. The country's wind energy industry is also one of the world's largest and is at the forefront of technological development.

With about 569,000 employees in 5,850 companies, the **nutrition industry** is according to Federation of German Food and Drink Industries (BVE) the third largest industry in Germany. This industrial branch makes an important contribution to welfare, growth and employment in Germany. The export quota of 33 % shows that customers all over the world appreciate the quality of German products.

Germany plays a leading role in the world economy with exports of EUR 1,196 bn in 2015. In the World Bank's ranking of the top exporting countries, Germany ranked third after China and the United States. Germany's

exporting industry mainly relies on the numerous small and medium-sized enterprises (SMEs). 99.6 % of the 3.7 million companies in Germany are SMEs. Many of these SMEs are world market leaders in their respective niche segments. Together with internationally leading companies – such as Volkswagen AG, Daimler AG, BMW AG, Siemens AG – make up Germany's manufacturing industrial base.

Many Arab countries are already actively involved in the German economy. Investors such as Kuwait have played an important investor role since the 70s. Together with Saudi Arabia, Qatar, the United Arab Emirates, and Oman, they hold significant investments of well-known German companies such as Daimler, Volkswagen Siemens, and Hochtief, amongst others. On the other hand, German investors play a major role in the Arab region. In the UAE alone operate around 900 German companies.

Arab-German Business Relations

Germany and the Arab world have traditionally had good business ties. Trade volume between Germany and the Arab countries has more than doubled since 2004, reaching EUR 52bn in 2015, which is a 6.3% increase compared to 2014. This very encouraging development of business relations is further strengthened by the active political support from both sides. Regular exchange of views on economic issues take place bilaterally between Germany and each of the Arab states, e.g. through the creation of joint economic commissions. The high increase in trade relations is also a positive sign that the recent developments in the Arab world bear huge opportunities for mutual cooperation. The Arab-German Business Forum is one of the most important platforms to create new business opportunities (www.business.ghorfa.de).



Reichstag (© Ross Huggett / Flickr)

Fact File

Country Name: Federal Republic of Germany
Population: 81.7 million
Area: 357,127 km²
Main Cities: Berlin (Capital), Hamburg, Munich, Cologne, Frankfurt am Main

Useful Links

www.deutschland.de
www.invest-in-germany.de (business)
www.germany-tourism.de (tourism)

Trade Volume 2004–2015 between Germany and the Arab world

	German imports (in EUR million)	German exports (in EUR million)	total turnover
2004	8,024.40	16,102.30	24,126.70
2006	12,044.80	21,312.00	33,356.80
2008	14,265.30	28,335.00	42,600.30
2010	9,622.45	29,033.20	38,655.65
2012	15,321.60	33,452.40	48,774.00
2013	14,831.82	34,879.80	49,711.62
2014	11,735.00	37,223.00	48,958.00
2015	10,510.66	41,580.13	52,090.79



Baden-Württemberg

BADEN- WÜRTTEMBERG

General Business Information

Our state is very attractive to investors from all over the world because of different reasons: Baden-Württemberg serves as a central gateway in Europe. 80% of all European capital cities can be reached within two hours. At EUR 460 bn in 2015, our GDP is one of the highest in Europe and at EUR 195 bn in 2015, our export volume exceeds that of many European countries. We invest 4.8% of our GDP in research and development – more than any other state in Germany. Over 100 research institutions ensure that we continue to contribute to progress and cutting-edge technology. Over 80 universities, including 3 universities of excellence, create a highly attractive system of higher education.

Internationally renowned global players such as Daimler, Porsche, Bosch, SAP and Karl Storz have been founded and are based with their headquarters in Baden-Württemberg.

More than 4,000 multi-national corporations for example ABB, HP, Tata, John Deere or IBM have chosen to make our state the

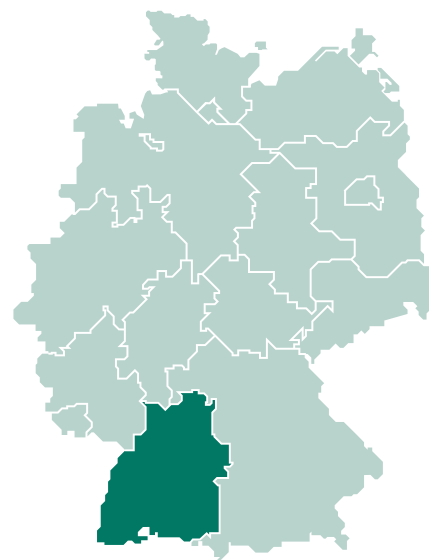
centre of their business operations. Baden-Württemberg also benefits from a powerful backbone of small and medium-sized enterprises.

Important Business Sectors

Traditional driving forces behind our economy have always been the dynamic and export orientation of our core industries such as Automotive Industry, Mechanical Engineering, ICT Industry, Environmental Technology and of course Medical Technology and the Healthcare Sector. Furthermore our state has also gained a leading position in new fields of industry like e-mobility and life sciences.

Bilateral Relations

The Arab region is an important business partner. The export volume of 2014 exceeded EUR 6.4 bn. Baden-Württemberg on the other hand imported goods, worth more than EUR 4.2bn.



High quality products and services in the medical technology industry (© Trumpf GmbH + Co.KG)



Tradition meets Innovation: two car generations in front of the Mercedes-Benz Museum in Stuttgart (© Daimler AG)

Fact File

Population: 10.7 million

Area: 35,741 km²

Main Cities: Stuttgart (Capital), Karlsruhe, Mannheim, Freiburg, Heidelberg, Heilbronn, Ulm, Pforzheim, Reutlingen

Private Sector Promotion Contacts

For all questions about the economy and research in Baden-Württemberg, Baden-Württemberg International is your first point of contact.

www.bw-i.de

www.bw-invest.de

Useful Links

www.bw-i.de (Business)

www.bw-invest.de (Investment)

www.bw-jobs.de (Work)

www.bw-fairs.de (Exhibitions)

www.tourismus-bw.de (Tourism)

www.bw-studyguide.de (Study)



BAVARIA

General Business Information

With an area of more than 70,000 km², it is not only the largest, but also the most attractive of the total of 16 German states, also in economic terms: with a gross domestic product of EUR 522 bn in 2014, Bavaria outperforms 20 of the 27 EU member states and is one of the markets with the strongest economies in the world. Messe München and Messe Nürnberg – the Munich and Nuremberg Trade Fair Corporations – boast international standing; Munich Airport is a major hub in Europe and in 2015 was named the best airport in Europe and the third best in the world by Skytrax. More than 115 non-stop flights per week connect Munich to the Arab region, and Airport Nuremberg offers flexible transfer connections.

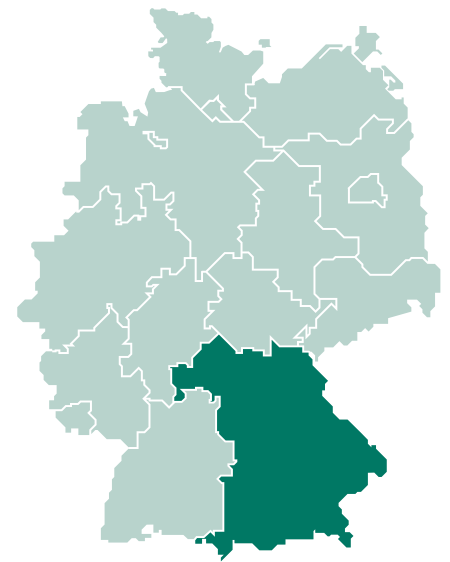
Important Business Sectors

Bavaria excels in many high-tech and advanced technologies. This includes not only established industrial sectors like machinery. Big data and cloud computing, cyberphysical systems and the Internet of things – digitalization is reaching into ev-

ery area of work and life and becoming a key driver of innovation in every sector. Bavaria is pioneering and shaping the digital future. And Bavaria also enjoys great popularity as a tourist state. Munich's Maximilianstrasse, the luxury shopping mile with some of the finest urban architecture in Germany, or world-famous castles like Neuschwanstein make Bavaria a favorite destination for vacation trips. Over the past few years Bavaria has attracted many clinic and wellness guests from the Arab region – thus combining recovery and regeneration with medical treatments or rehabilitation measures.

Bilateral Relations

Since 2006, the State of Bavaria has maintained a representative office in the United Arab Emirates (UAE) to further boost business relations. Moreover, Bavaria enjoys an excellent reputation in the Arab countries as a top location for medical technology and healthcare services – as underscored by the strong presence of Bavarian exhibitors at the medical technology and healthcare exhibition “Arab Health” in Dubai.



Neuschwanstein, one of the most famous castles in the world (© BAYERN TOURISMUS Marketing GmbH)



First global deliveries of the BMW i8 at BMW Welt in Munich (©BMW AG)

Fact File

Population: 12.744 million

Area: 70,550 km²

Main Cities: Munich (Capital), Nuremberg, Augsburg

Private Sector Promotion Contacts

Invest in Bavaria – the Business Promotion Agency of the State of Bavaria – has an excellent network to provide information and location expertise.

www.invest-in-bavaria.com

Useful Links

www.bayern.by (Tourism)

www.invest-in-bavaria.com (Business)

www.vae.ahk.com (Business)



BERLIN

General Business Information

Berlin's rapid growth is driven in part by the following factors:

- An unparalleled environment for science and research
- High-performance communication networks
- Expertise in information and communication technology
- Affordable office and commercial space
- A highly qualified workforce, flexible working hours
- Well developed networks and supply infrastructure
- The best economic development incentives in the EU
- Direct access to the markets of Central and Eastern Europe.

Berlin is furthermore home to Germany's national parliament, the federal government and the representations of the other federal states as well as numerous top central organizations representing industry and science. Doing business in the capital puts you in close proximity to federal ministries, embassies

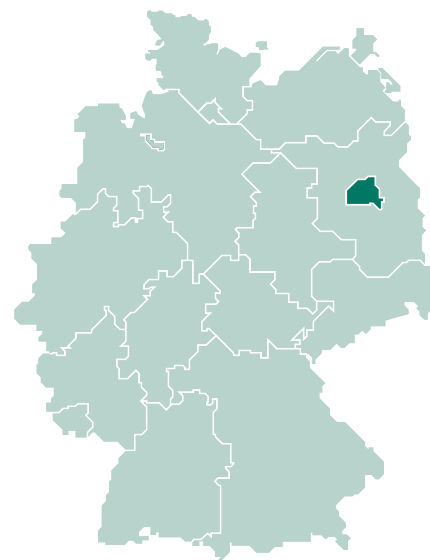
and other decision making centers, meaning you have optimal conditions for research and development, production and sales.

Important Business Sectors

Key areas of particularly dynamic growth in Berlin's economy include the service sector; industry, mobility and clean technologies; life sciences; and the media, IT and the creative sector. These promising sectors and growth areas exemplify Berlin's strengths as a location for business. They also represent global market potential. The sectors of Internet/games, print, health services, medical technology and energy technology/automotives will also see particular positive development in 2016.

Bilateral Relations

The bilateral relationship between Berlin and the Gulf Region has been growing rapidly during recent years. Companies from the Gulf Area seek products and services from Berlin, and they also invest in the region.



Reichstagskuppel
(© Berlin Partner FTB-Werbefotografie)

Fact File

Population: 3,56 million
Area: 892 km²
Main Cities: Berlin (Capital)

Private Sector Promotion Contacts

www.berlin-partner.com
www.businesslocationcenter.com
www.ihk-berlin.de/English/en

Useful Links

www.berlin.de/en
www.visitberlin.com
www.talent-in-berlin.com



Potsdamer Platz (© Berlin Partner – FritschFoto)



Brandenburger Tor
(© Berlin Partner FTB-Werbefotografie)

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BRANDENBURG

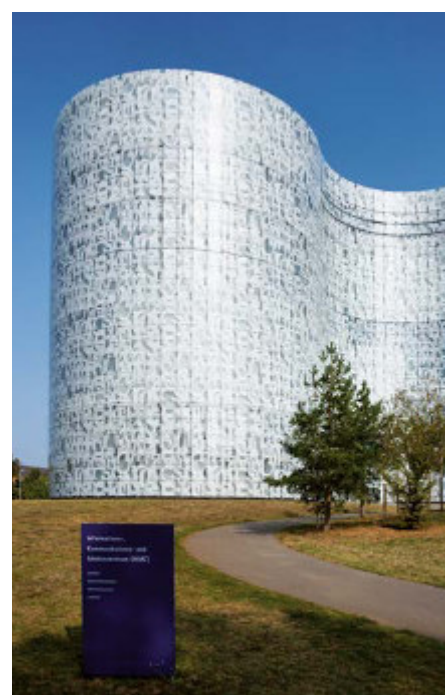
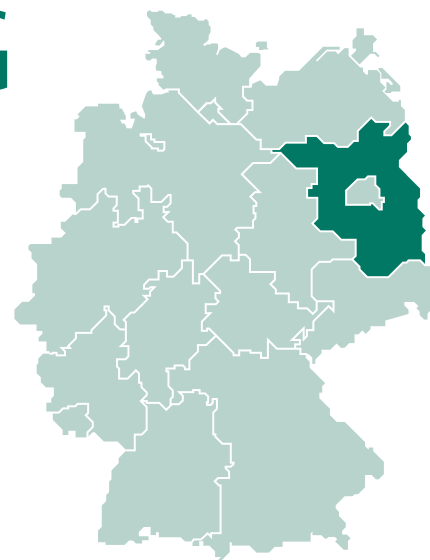
General Business Information

Brandenburg as a strong part of the German capital region is located between the Western European business locations and the emerging markets in Central and Eastern Europe. Whether Paris or Warsaw, Amsterdam or Minsk: the German Capital Region is right in the middle of the continent. Important trans-European roads - including Paris–Warsaw–Moscow and Stockholm–Prague–Vienna - pass through the region. Nowhere else in Germany the concentration of R&D institutes is as high as in Berlin-Brandenburg. With 55 universities, 46 institutes of technology and more than 100 private R&D institutes, the German Capital Region offers optimal cooperation opportunities. With approx. 221,000 students and some 40,000 new graduates on the job market each year, the region's universities and institutes of technology cater for skilled junior employees in virtually all industries, from biotechnology to aeronautics to renewable energy. Highly skilled workforce, high productivity, state-of-the-art infrastructure, a rich R&D environment as well as longer and more flexible working hours than in other German regions guarantee that investments pay off in the region. Moreover, Berlin-Brandenburg enjoys a series of location assets, including a particularly favorable real-estate market, Germany's lowest trade and land tax rates and Europe's best investment incentives. In a word: an interesting investment location. Last but not least, Brandenburg offers excellent conditions not only for working, but also for enjoying life. This comes as no surprise, as

Berlin-Brandenburg boasts a clean environment with plenty of green spaces, Europe's largest interconnected lake ensemble and a rich cultural landscape with excellent leisure-time opportunities. Living in green surroundings, by the water or in an historic building: every dream comes true in Brandenburg! And Berlin, one of the world's most exciting cities, is only a stone's throw away.

Important Business Sectors

Brandenburg is particularly strong in mobility. Major companies like Deutsche Bahn, Bombardier, Siemens, VW, Rolls-Royce or MTU provide excellence in railway technologies, aerospace and clean tech. Another cluster that Brandenburg and Berlin focusses on is the creative industry with media, communication and ICT. Berlin and Potsdam are quickly becoming the most creative and busy information technology hub in Europe. Even so the healthcare industry is developing very well in the region. Brandenburg supports in addition to that the strategic clusters metal, chemicals and plastics, and food. Another top topic in the German Capital region are the renewables that are focused on in the strong cluster energy technology. One can see this development by travelling through Brandenburg: in the north extended wind power plants are located, in the south one can find one of the biggest European solar energy parks. And in the middle of Brandenburg one can find research on entirely new solutions such as an innovative hybrid power plant.



Information-, Communication- and Media Center (ICMC/IKMZ) of the BTU Cottbus-Senftenberg (© ZAB-Archiv)



Part of Sanssouci Palace and windmill in Potsdam (© TMB/Böttcher)

Bilateral Relations

Brandenburg's companies are busy visitors of the trade fairs in the Arab Region. The Arab Health, the Geospatial Middle East or the Big 5, Middle East's largest building and construction show - they are all on the agenda of Brandenburg's highly specialized and innovative companies. Since the reunification of Germany in the year 1990 Brandenburg's trade with the Arab World has been continuously growing. Most important export goods are machineries, automotive, electronics, optic and chemical goods. Most important imports are crude oil and gas.

Fact File

Population: 2.5 million

Area: 29,500 km²

Main Cities: Potsdam (Capital), Cottbus, Brandenburg an der Havel, Frankfurt (Oder)

Private Sector Promotion Contacts

www.brandenburg-invest.com

Useful Links

www.brandenburg-business-guide.de

www.brandenburg-tourism.com



BREMEN

General Business Information

Nowhere else can one meet so many decision makers, corporations and world-class brands within a mere 327 km² – a small area with enormous advantages. Because what is being created here is strong and dynamic mix of industries, know-how and technologies – contacts are made faster, new perspectives revealed and useful partnerships made possible. Another aspect is the convenient location directly beside a major port and global sows of goods. Important Business Sectors: Excellence in Energy.

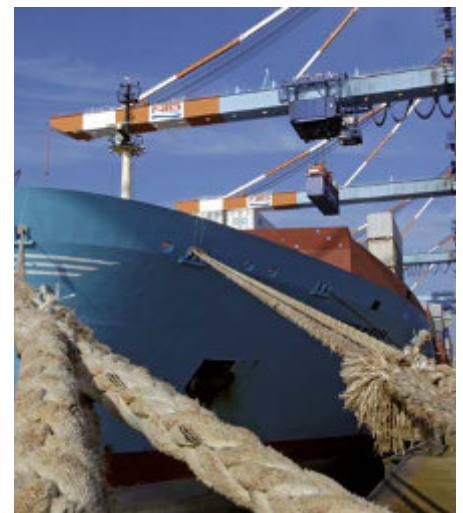
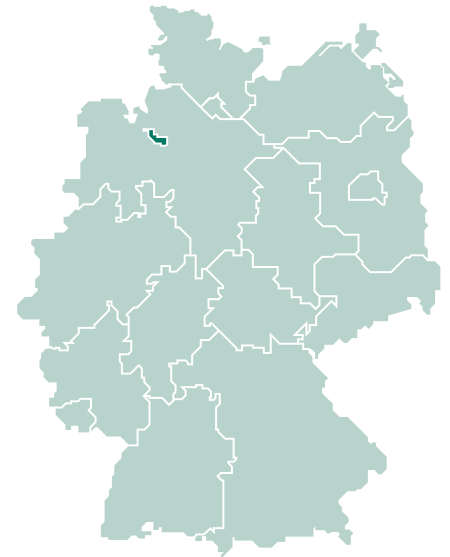
Important Business Sectors

Space industry divisions that make Bremen the most significant centre of aerospace development in Germany include EADS SPACE, OHB System AG and ZARM drop tower. Bremen has with its world ranking seaport always been a strong port location and one of the centres of Germany's foreign trade, as well as an up-and-coming high-tech city and innovative service enterprise metropolis. Mercedes-Benz produces its C-Class models, the T-Model, the SL and SLK roadster in Bremen. And the development of the

offshore wind energy industry has become a central economic interest in Bremen. The two-city-state has major potential for expansion, and knowhow for this industry of the future is well established. So the city is involved in all mobility – no matter whether on land, on the water, in the air or even in outer space.

Bilateral Relations

Bremen is undergoing a fascinating structural change – from the typical shipbuilding and port city to a future-oriented economic centre with a high degree of technological expertise. However, the focus of the economic activities is not just confined within Germany's borders. New markets in Europe and beyond are crucial to the competitiveness of businesses and cities, and the business development company uses various interfaces for its international dealings. The three Bremen-based innovation clusters of Maritime Industry/Logistics, Aviation & Aerospace, and Renewable Energy are set to particularly benefit from this in the long-term, whether through new businesses established in Bremen, co-operations, or the development of joint projects in the target country.



Business Directory Maritime Industries/Logistics
(© WFB Wirtschaftsförderung Bremen GmbH)



Business Directory of Aerospace and Astronautics (© WFB Wirtschaftsförderung Bremen GmbH)

Fact File

Population: 0.660 million

Area: 404 km²

Main Cities: Bremen (Capital), Bremerhaven

Private Sector Promotion Contacts

The Chambers of Industry and Commerce (IHK)

www.handelskammer-bremen.de

Useful Links

www.bremen-tourism.de (Tourism)

www.bremen.de (General Information)

www.bremen-invest.com
(Economic Development)

www.home-of-innovation.de



HAMBURG

General Business Information

A crucial factor for its tremendous economic potential and superb infrastructure is the port of Hamburg. Around 10,000 ship calls per year, almost 300 berths along a total of 43 kilometres of quay walls for seagoing vessels, more than 1,100 freight trains per week, four state-of-the-art container terminals and around 50 facilities specialized in handling project shipments and bulk cargoes, along with about 7,300 logistics firms within the city limits - these are just a few of the factors making the Port of Hamburg one of the world's most flexible, high-performance universal ports. Last year 137.8 million tons of cargo crossed the quay walls of Germany's largest seaport. That included around 8.8 million standard containers (TEU). Hamburg is accordingly the third largest container port in Europe and in the 18th place on the list of the world's largest con-

tainer ports. Hamburg is the trading hub for all goods from or for Northern Europe. World Famous firms and branches have their German or European head office here. The city is one of the federal states in Germany (Laender) and has thus a parliament and law making powers.

Important Business Sectors

A number of innovative growth industries are represented in Hamburg and the Metropolitan Region, most notably in the fields of port & logistics, life sciences, the aviation industry, and media & IT. Other key sectors are renewable energy, maritime industry and trade relations with Asia, with a particular focus on China. Hamburg as a centre of learning, moreover, is flanked by excellent research institutes and universities across the metropolitan area.



Bilateral Relations

Hamburg's Chamber of Commerce has renewed its 2008 strategic partnership agreement with the Dubai Chamber of Commerce & Industry (DCCI) on the occasion of the Dubai Hamburg Business Forum (20.-24.3.2016). Both chambers seek to deepen co-operation at the Dubai Hamburg Business Forum, at the maritime trade fair SMM, the ARAB Health medical fair and between the University of Dubai and the Hamburg School of Business Administration (HSBA). Closer collaboration is also planned as part of Expo 2020 in Dubai.

The Elbphilharmonie with its impressive glass facade and wave-like rooftop rises up from the former Kaispeicher building on the western tip of the HafenCity. Accommodated inside are two concert halls, a hotel and residential apartments. Between the old warehouse and the glass structure is the Plaza - a public viewing area that extends around the whole building. Grand Opening on 11 January 2017.



Elbphilharmonie (© www.mediaserver.hamburg.de / Thies Raetzke)

Fact File

Population: 1.8 million
Area: 755 km²
Main Cities: Hamburg (Capital)

Private Sector Promotion Contacts

www.hamburg-economy.de

Useful Links

www.english.welcome.hamburg.de
www.hafen-hamburg.de
www.hamburg-economy.de
www.hamburg-tourism.de



HESSEN

General Business Information

Hessen has been generating the nation's highest gross domestic product per capita for many years. The Frankfurt Rhine-Main-Region is a huge market with more than 35 million consumers within a 200 kilometers catchment area. Hessen is the continent's premiere financial center with the European Central Bank, German Central Bank and the German Stock Exchange. Combined with Hessen's other major economic sectors (chemical manufacturing, automotive and mechanical engineering, ICT, electronics, biotechnology and logistics), it builds the foundation of Hessen's strong economy.

The region Frankfurt Rhine-Main-Neckar is "Europe's Silicon Valley" with approx. 105,000 employees in 10,500 companies. Furthermore, Hessen has the highest capacity internet exchange world-wide (DE-CIX), which provides 90% of all German and 35% of all European online traffic. Ranked among the Top 10 regarding the most innovative regions in Europe, Hessen has a higher-than-average R&D spending.

Frankfurt Airport, a prime hub of international air transport and key factor in Hessen's world renowned infrastructure, is home to 104 airlines flying to 297 destinations in 104 countries. Every week 206 flights reach 16 destinations in the Middle East, clearly underlining Hessen's connection to

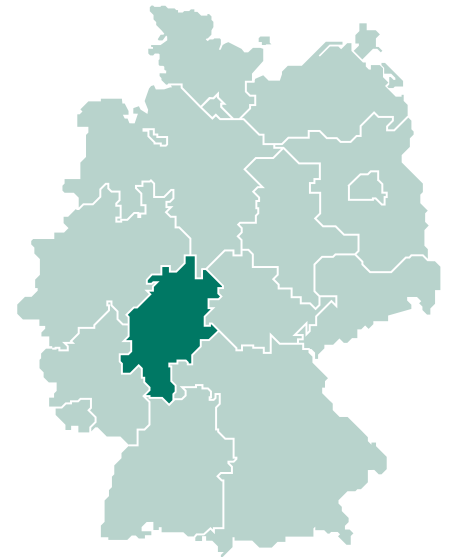
the Arab Business world. Hessen differentiates itself from other European regions, as it can boast simultaneously a vital financial center, an international airport, and highly regarded international trade fairs including the International Motor Show (IAA) which takes place in Frankfurt every second year. With 578,000 square meters of exhibition space, Messe Frankfurt is the third largest trade fair ground in the world.

Bilateral Relations

The state is well-connected and highly international. 12,500 international companies from 190 countries and about 100 consulates are located in Hessen including those of several Middle Eastern countries. With more than 190 German and foreign banks, Frankfurt enjoys a leading position in Germany and a prominent position on the European continent.

Hessen hosts more international headquarters than anywhere else in Germany: for US, Indian and Korean companies it is the number one location, which is also due to Hessen's highly trained professionals and strong focus on research and development. Our Chinese, Brazilian and US communities are growing continuously.

Bilateral relations to countries from the Arab region are becoming more and more important. There are joint Hessian exhibitions at



several international fairs in the Arab region, for example, at Intersec - trade fair for safety and security - or the BIG 5 Show – an international building and construction show – in Dubai. Recently, Hessen's Minister of Economics, Tarek Al-Wazir, has visited Oman and the UAE with a Hessian delegation in order to foster bilateral economic relations. Both countries are major trade partners for Hessen.



Alte Oper (Old Opera House) in Frankfurt am Main
(© Communication Solution GmbH)

Fact File

Population: 6.1 million

Area: 21,115 km²

Main Cities: Wiesbaden (Capital), Frankfurt am Main, Kassel, Darmstadt, Giessen

Private Sector Promotion Contacts

The central point of contact in Hessen is the Hessen Trade & Invest GmbH
www.htai.de

This website provides important information about Hessen in English.
www.invest-in-hessen.com

The Chambers of Industry and Commerce (IHK) are located in several cities in Hessen.
www.ihk-hessen.de



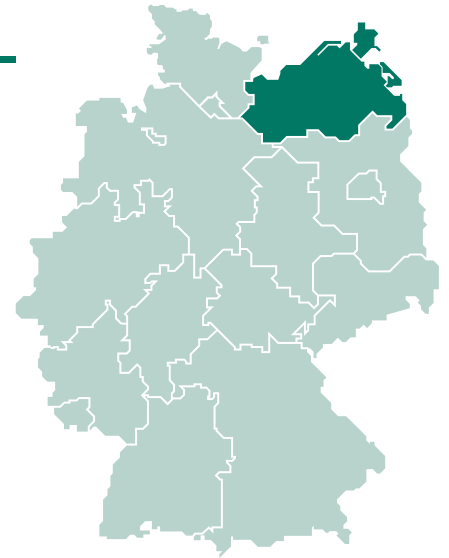
Frankfurt am Main Skyline (© Communication Solution GmbH)



Frankfurt am Main Skyline (© Guy Gorek / flickr)



MECKLENBURG-VORPOMMERN



General Business Information

The German federal state Mecklenburg-Vorpommern is an attractive and competitive business location at the heart of the booming Baltic Sea Region with close ties to Sweden and Denmark. The region boasts a modern infrastructure and enjoys an innovative and environmentally friendly economic framework. The ultra-modern seaports are a key asset in international trade, which has put Mecklenburg-Vorpommern on the map as a traffic and logistic hub. No region has seen a more thorough modernization of its roads in recent years. Mecklenburg-Vorpommern not only offers favourable conditions to established companies but also to newcomers – the region is characterized by a dynamic entrepreneurial climate, including very good possibilities to obtain support and fast acting administration.

Important Business Sectors

Mecklenburg-Vorpommern's economic structure is modern and efficient. Today traditional economic areas such as agriculture, the maritime industry or tourism are already

looking at the demands and markets of tomorrow. In addition, numerous new companies in industrial growth areas such as the wood and automotive industries, the aerospace industry, off-shore wind energy, plastics processing as well as call centres for many big German companies have settled here. Organic farming, new environment technology and soft tourism contribute to the protection of the environment – an ideal precondition also for a booming health industry. Products from the local food industry, another future branch, enjoy consumer confidence. Key technologies made in Mecklenburg-Vorpommern can be found in many areas, as for example in the field of renewable energy, environment technology, biotechnology and medical engineering or information technology. When it comes to attracting visitors, Mecklenburg-Vorpommern sets the standard for the rest of Germany to follow. With over 2,000 lakes and 1,945 kilometers of open coastline, bays and lagoons, the sheer variety of Mecklenburg-Vorpommern attracts and enchants visitors from far and wide. With a wide range of cultural attractions and its beautiful landscape, the state is the ideal destination for all kinds of holidays. The rates of growth in tourism have been enormous. In the meantime Mecklenburg-Vorpommern has become the most popular tourist destination in Germany.



North German joint stand at the Arab Health 2016
(© Life Science Nord Management GmbH)

Fact File

Population: 1.60 million
Area: 23,213 km²
Main Cities: Schwerin (Capital),
 Rostock, Neubrandenburg, Stralsund,
 Greifswald, Wismar

Private Sector Promotion Contacts

For information about business in Mecklenburg-Vorpommern see
www.investorenportal-mv.de or
www.mecklenburg-vorpommern.eu.

The Chambers of Industry and Commerce are located in Rostock, Neubrandenburg and Schwerin
www.rostock.ihk24.de
www.neubrandenburg.ihk.de
www.ihkzuschwerin.de

Useful Links

www.m-v.eu (State Portal)
www.auf-nach-mv.de (Tourism)
www.invest-in-mv.de
 (Economic Development Agency)
www.investorenportal-mv.de (Business)
www.bcv.org (BioCon Valley® is the initiative for life science and healthcare industry)



Redbrick Gothic in Stralsund – St. Nikolai Church and City Hall (© Landestourismusverband MV, Werk 3)

Bilateral Relations

Co-operation in the fields of health care and medical technology are key priorities in Mecklenburg-Vorpommern's relations with Arab countries. Companies from Mecklenburg-Vorpommern regularly present their products and services at the annual Arab Health, Dubai, the most prominent trade fair for the booming markets in the Arab and Asian countries. In 2016 Mecklenburg-Vorpommern presented itself at the Arab Health with 12 companies and medical institutions as a centre of excellence for diabetes mellitus. Especially in this field the local health economy offers highly innovative products and services. Innovations such as telemedicine solutions from Mecklenburg-Vorpommern can provide effective help in preparing healthcare providers for these challenges.



NIEDERSACHSEN

General Business Information

Niedersachsen (Engl. Lower Saxony) is the second-largest of Germany's federal states, situated at the centre of Europe on the intersection of its principle north-south and east-west transport routes. Its modern infrastructure, with state-of-the-art road, rail and waterway networks, means that no location is really very far away. Niedersachsen is closely linked to the rest of the world – especially through Hannover Airport and the Container Terminal Wilhelmshaven, one of Europe's few deep water harbours.

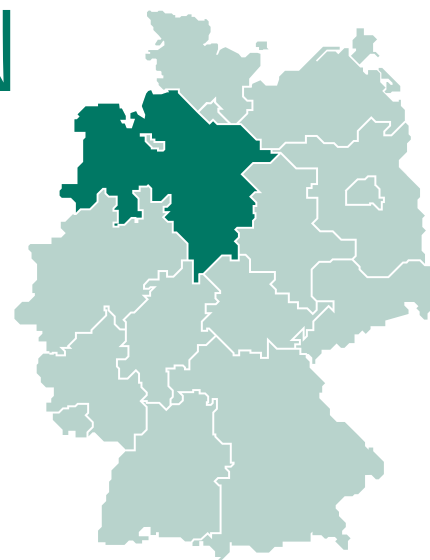
Important Business Sectors

A number of the world's leading car, ship and aircraft manufacturers have their headquarters in Niedersachsen. At Volkswagen, the company's engineers design the cars of the future, while Meyer Werft sends the finest and largest cruise liners out onto the world's oceans, and aerospace visions are tested in the wind tunnel at Braunschweig Research Airport. New areas of business are opening up through digitalization and Industry 4.0. The Niedersachsen state government supports SMEs and craft enterprises in this, for example at one of Germany's five 'SME 4.0 Competence Centres', in the state capital of Hannover. Niedersachsen is also home to the most important international trade fairs: One of these is HANNOVER MESSE, the world's largest industrial trade show. Another is CeBIT, the most important trade fair for the

IT industry. Niedersachsen-based fairs, including the Agritechnica, Euroblech and Biotechnica, are among the best known venues for professionals to do business. Also, the state is a key location for renewable energies: It is Germany's centre for the development and production of wind turbines on- and offshore and as largest energy producer, Niedersachsen is the powerhouse of Germany. Furthermore, Niedersachsen's companies in the food and health industries are highly developed, making use of cutting-edge technologies. Their developments are in demand all over the world, helping to raise life quality and expectancy constantly and sustainably.

Bilateral Relations

Relations with Arabic-speaking countries have seen dynamic developments since the start of the 'Niedersachsen-Arab Initiative' in 2004, with numerous business delegations to Arab countries; the most recent from Niedersachsen to the region took place in January 2015. There have also been diverse approaches in Niedersachsen, such as several visits by the diplomatic corps of Arab embassies and further business delegations. Such activities have made a strong contribution to help Niedersachsen enterprises in Arab countries. These companies are optimistic about further economic development in the Arab world. These companies are optimistic about further economic development in the Arab world.



Beach chairs on the North Sea island of Langeoog
(© Kurverwaltung Langeoog)

Fact File

Population: 8 million

Area: 47,625 km²

Main Cities: Hannover (Hanover) – (Capital), Braunschweig (Brunswick), Osnabrück (Osnabrück), Oldenburg, Göttingen (Göttingen), Wolfsburg, Salzgitter, Hildesheim

Private Sector Promotion Contacts

The Chambers of Commerce and Industry are located in Braunschweig, Hannover, Lüneburg (Lunenburg), Oldenburg, Osnabrück, Emden and Stade

www.braunschweig.ihk.de

www.hannover.ihk.de

www.ihk-lueneburg.de

www.ihk-oldenburg.de

www.osnabrueck.ihk24.de

www.ihk-emden.de

www.stade.ihk24.de

Useful Links

www.niedersachsen.de

www.mw.niedersachsen.de

(investment promotion)

www.nds.de (investment)

www.dman.de (foreign trade)

www.niedersachsen-tourism.de (tourism)



Touran production at Wolfsburg plant of Volkswagen (© Volkswagen AG)



NORTH RHINE-WESTPHALIA

General Business Information

North Rhine-Westphalia (NRW) is located in the center of Europe and borders on the Netherlands and Belgium. It is both the most populous and the most densely populated of the 16 federal states in Germany. 17.6 million people live on an area of 34,110 km². North Rhine-Westphalia is Germany's No. 1 investment location and is the state with the most foreign investors and the largest economy in Germany. It is Germany's most important logistics location and home to the world's largest inland port. North Rhine-Westphalia has the largest trade fair venue in the world. Moreover, it hosts one of the densest research networks in Europe and industry, science and research achieve top results here. Many companies based in North Rhine-Westphalia are hidden champions.



Gehry buildings in Düsseldorf
(© Düsseldorf Marketing & Tourismus GmbH)

Important Business Sectors

North Rhine-Westphalia's economic structure is characterized by a well-balanced mix of 'classic' and future-oriented sectors. The represented sectors range from advertising to yarn production, the range of products from abrasives to zoom lenses. NRW also leads the way in many areas which play a key

role in determining the shape of an Industry 4.0 such as logistics, intelligent technical systems, smart grids and big data. The NRW location concentrates all of the skills required for both the modernization of the traditional industries and the innovative digital economy. There is practically no other combination with the combination of such a high population density and strong industrial structures. The excellent infrastructure, the central location in Germany and Europe and the high qualification of its workforce have made North Rhine-Westphalia to an economic powerhouse of Europe. North Rhine-Westphalia contains one of Europe's largest metropolitan areas: the Ruhr Metropolitan Region, in which 5.1 million people live. The region between Dortmund, Essen and Duisburg was once dominated by the coal and steel industries; today, numerous highly capable companies from the service and high-tech sectors determine its economic structure.

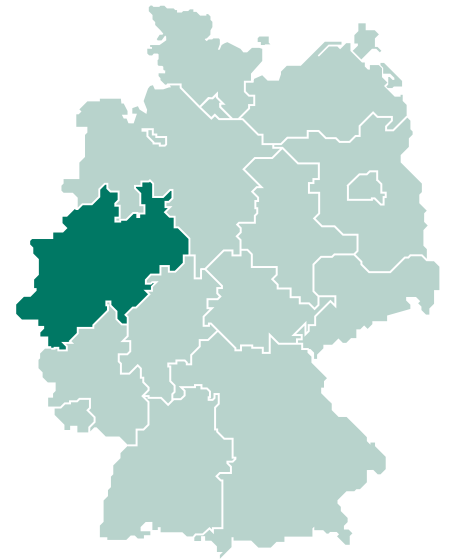
Bonn, Cologne and Düsseldorf form a metropolitan area in the Rhineland which has a population of more than 3.0 million. Manufacturers from the automotive and chemical industries in particular are domiciled here, as well as major service providers in the logistics, advertising, media and consulting sectors.

Bilateral Relations

NRW is a cosmopolitan, tolerant country and home to many Muslims living in Germany. Economic and cultural exchanges between NRW and the Arab world are influenced by the numerous migrants from different countries of North Africa, the Mashreq and the Arabian Peninsula.



Cologne Cathedral is the most popular German attraction with 6.5 million visitors annually
(© Andreas Müller/Tourismus NRW e.V.)



Fact File

Population: 17.6 million

Area: 34,110 km²

Main Cities: Düsseldorf (Capital), Cologne, Dortmund, Essen, Duisburg, Bochum, Wuppertal, Bielefeld, Bonn, Münster

Private Sector Promotion Contacts

The service agencies NRW.INVEST GmbH, the state-owned economic development agency, and NRW.INTERNATIONAL GmbH, the Public Private Partnership of the NRW-Chambers of Industry and Commerce, the NRW-Chambers of Crafts and Skilled Trades and the NRW.Bank, pool all necessary resources to provide full assistance.

www.nrwinvest.com

www.nrw-international.de

The Chamber of Industry and Commerce (IHK) has 16 offices in North Rhine-Westphalia, to mention just a few: Bielefeld, Cologne, Dortmund, Düsseldorf and Essen.

www.bielefeld.ihk.de

www.ihk-koeln.de

www.dortmund.ihk24.de

www.duesseldorf.ihk.de

www.essen.ihk24.de

Useful Links

www.land.nrw/en (State Government)

www.mweimh.nrw.de (German Site of the Ministry of Economic Affairs)

www.nrw-tourism.com (Tourism)

www.kultureventkalender.de (Event Calendar)



RHINELAND-PALATINATE

General Business Information

Its economy is remarkably diversified: Rhineland-Palatinate is a major centre of engineering industry, automotive supply industry and chemical industry. Besides, two thirds of Germany's wine come from here.

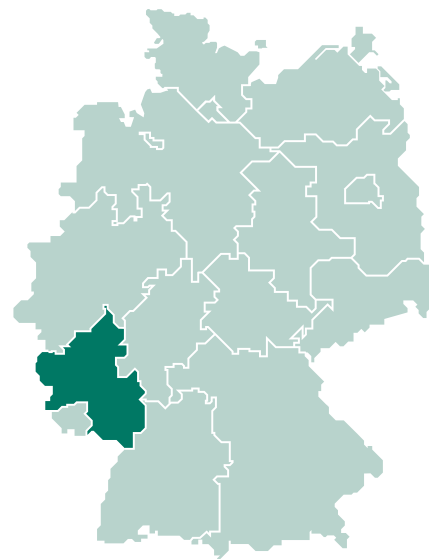
Important Business Sectors

Distinctive regional industries include the gemstone industry in Idar-Oberstein, ceramic and glass products from the Westerwald and the leather industry of the Palatinate. The state's principal industrial employer is the chemical and plastics processing industry: BASF in Ludwigshafen is Europe's largest chemical factory complex and Rhineland-Palatinate's largest manufacturing. Also situated on the Rhine are the

State's four next-largest companies: Boehringer (pharmaceuticals) in Ingelheim, Joh.A. Benckiser (chemicals, cosmetics) in Ludwigshafen, SGE Deutsche Holding (construction) in Ludwigshafen and the Schott Glassworks in Mainz. Europe's largest television network, ZDF (Channel Two), has its headquarter in Mainz.

Bilateral Relations

The economic and trade relations between Rhineland-Palatinate and the Arab countries are good. An important field of cooperation is the healthcare industry. The Dubai Health Authority and the State of Rhineland-Palatinate are cooperating in the field of stroke management, diabetes treatment and qualification. In 2013 the activities were presented at a symposium during the Arab Health fair.



Castle Katz, in the background the Loreley
(© Rheinland-Pfalz Tourismus GmbH)



Control of the hydrogen plant in Ludwigshafen (© BASF SE)

Fact File

Population: 4.108 million

Area: 19,854 km²

Main Cities: Mainz (Capital), Trier, Koblenz, Kaiserslautern

Private Sector Promotion Contacts

You will find the Chambers of Industry and Commerce (IHK) in the following cities: Koblenz, Mainz, Ludwigshafen and Trier.

www.ihk-koblenz.de

www.rheinhausen.ihk24.de

www.pfalz.ihk24.de

www.ihk-trier.de

Useful Links

Interesting information about traveling to Rhineland-Palatinate offers

www.gastlandschaften.de

The federal State's official web-site is hosted on

www.rlp.de



SAARLAND

General Business Information

Due to Saarland's central geographical location in Europe – directly at the border of France and Luxembourg – the region is an intriguing location for companies of all branches. 40% of the GDP of the EU are generated within a radius of 650 km from Saarbrücken, the Saarland state capital. Saarland's economic strength is based on strong industries and excellent research facilities as well as its modern infrastructure. Next to the sophisticated highway and road system you may find several international airports in easy reach from Saarland.

Important Business Sectors

Saarland is an attractive and innovative location for industry and research. Major business sectors in Saarland are the IT industry, medical engineering, the automotive industry, logistics, and nanotechnology, as well as renewable energies and the call center industry. Top-level research institutes – e.g. the German Research Center for Artificial Intelligence (DFKI), the Institute for New Materials (INM), two Max Planck and two Fraunhofer Institutes, as well as three clusters of excellence – support companies with their know-how. These strong cooperation between industry and research provides the ideal environment for tremendous opportunities.

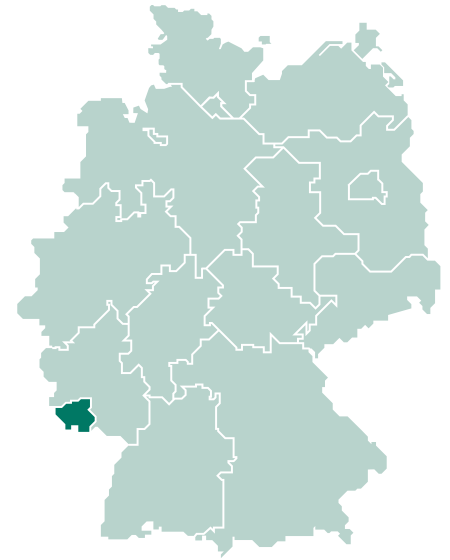
In addition to the strong automobile industry and the industrial sectors showing great

growth potential, technology-oriented production and service enterprises in particular are on the increase. The availability of highly qualified and motivated personnel and favorable personnel cost in Saarland are further criteria that ensure the success of companies in the region.

Bilateral Relations

gwSaar has points of contact all over the world who can introduce investors to the location Saarland without red tape. Countries in which the gwSaar network has been set up comprise Austria, France, Italy the USA and, on the eastern hemisphere, China, India, Korea and Singapore. In addition to this, the following bilateral relations exist:

- Saarland Partnership with the Hubei Province, China (since 1996)
- Saarland partnership with the City of Tianjin, China (since 1994)
- Partnership of the Saarland Parliament with the Parliament of the Burgenland/Austria (since 1995)
- Amity Agreement between Saarland and the City of Gwangju, South Korea (since 2003)
- Amity Agreement between Saarland and Wojewodship Podkarpackie, Poland (since 2009)
- Cooperation Agreement between the Saarland Economics Ministry, the Saarland Economic Promotion Corporation (gwSaar) and the State of Utah/USA (since 2002)



Moreover, Saarland is a member of the Greater Region SaarLorLux (Saarland, Lorraine and Luxembourg) – Rhineland-Palatinate – Wallonia.

Fact File

Population: 1 million
Area: 2,570 km²
Main Cities: Saarbrücken (Capital), Neunkirchen, Homburg, Saarlouis

Private Sector Promotion Contacts

gwSaar – Saarland Economic Promotion Corporation
www.invest-in-saarland.com

Useful Links

Saarland Government
www.saarland.de

TZS Tourismus Zentrale Saarland
www.tourismus-saarland.de

Saarbrücken Airport
www.flughafen-saarbruecken.de

IHK Saarland Chamber of Industry and Commerce
www.saarland.ihk.de

saar.is – saarland.innovation&standort. e. V.
www.saar-is.de

Saarland University
www.uni-saarland.de

HTW University of Applied Sciences
www.htw-saarland.de



Map of Industrial Areas Masterplan Saarland (© gwSaar)



SAXONY

General Business Information

There are many good reasons why Saxony is a top location for such globally active companies as GLOBALFOUNDRIES, Volkswagen, BMW, Porsche, GlaxoSmithKline, KUEHNE + NAGEL, and many more. Due to its advantageous geographic location, Saxony is the ideal logistics location for distributing goods throughout Europe. The logistics giant DHL operates its European air cargo hub at Leipzig/Halle Airport. Here, ground handling services for cargo liners are provided 24/7, all year round.

Saxony has the brightest minds. 96 % of the Saxons have earned at least a university entrance diploma or have completed vocational training. For example, the OECD average amounts to “only” 76 %. Another of the region’s particular strong point is its very unique and compact research infrastructure. Saxony is the German federal state with the second most dynamic trend in innovation, and even the leader in growth regarding the number of employees active in research. And Saxony enchants – as Germany’s number one cultural destination – with more than 1,000 castles, gardens and manor houses, over 400 museums as well as 20 theaters and opera houses. Saxony’s metropolises Dresden and Leipzig belong to Germany’s Top 10 city destinations.

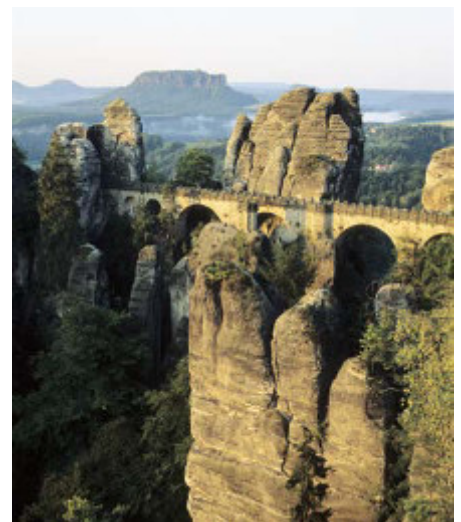
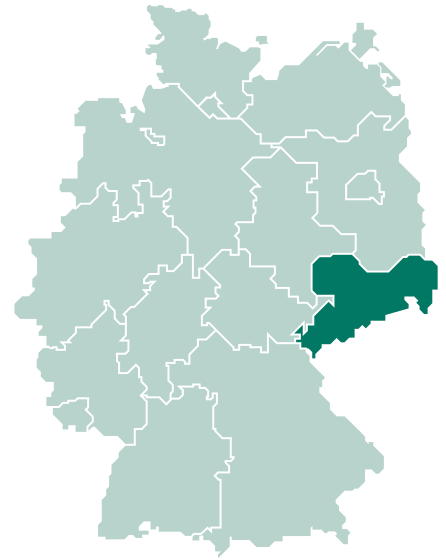
Important Business Sectors

Saxony is one of Germany’s most dynamic economic regions with a strong industrial base. Whether it be 200 years of mechanical

engineering industry or more than one hundred years of “Autoland Saxony”, whether it be Europe’s leading microelectronics / ICT cluster “Silicon Saxony” or environmental and energy technology – vibrant industries and clusters are based here on smart ideas and intelligent solutions.

Bilateral Relations

The Saxon Emirati Committee has been in existence already since 2010. It strengthens Saxony’s cooperation with the UAE in the sectors industry, research and development as well as education and culture. Since 2012, a Memorandum of Understanding has been in existence between Saxony’s and the UAE’s Ministries of the Interior – it is an agreement which calls for greater cooperation among the police forces. It was in this context that Saxony’s State Minister of the Interior visited the partner region in March 2014. On the occasion of guest appearance of Saechsische Staatskapelle Dresden, Saxony’s Prime Minister Stanislaw Tillich visited Abu Dhabi in February 2015. During his stay, Tillich was received by Crown Prince of Abu Dhabi His Highness Sheikh Mohamed bin Zayed Al Nahyan. Furthermore, Tillich and his delegation met top politicians from Abu Dhabi and the United Arab Emirates. Saxony’s companies regularly participate in trade shows held in the Arabian states – for example, the BIG 5 show in Dubai, the ARAB HEALTH, or the Building Healthcare. Numerous visits of entrepreneurial delegations from Saxony to the region help to intensify existing contacts and initiate new cooperation.



Basteibrücke bridge in the Elbe Sandstone Mountains (© Tourism Association of Saxon Switzerland / Frank Richter)

Fact File

Population: 4.06 million
Area: 18,420 km²
Main Cities: Dresden (Capital), Leipzig, Chemnitz

Private Sector Promotion Contacts

www.wfs.saxony.de
 (Saxony Economic Development Corporation)

Useful Links

www.invest-in-saxony.net
 (Presentation of business location Saxony)
www.saxony.de
 (Official website of the Federal State of Saxony)
www.visitsaxony.com
 (Saxony’s Tourism Association)



BMW i3 (© BMW AG)



SAXONY- ANHALT

General Business Information

A highly competitive industrial location and a place to feel comfortable: Located in the centre of Europe, Saxony-Anhalt has evolved into a booming powerhouse for business. According to a study by Ernst&Young published in 2015, Saxony-Anhalt is leading the Eastern German federal states in foreign direct investments. Not without reason: Thus, Saxony-Anhalt is the federal state of easy access. It lies at the point of intersection of Trans-European transport axes. In addition to the excellent connection by road and rail, Saxony-Anhalt can be reached through the network of waterways from East and West Europe. The international airports at Leipzig/Halle, Berlin and Hannover also offer excellent transport routes. Because of the DHL Europe Hub, among other reasons, the Leipzig/Halle is an important airport for the express and freight traffic.

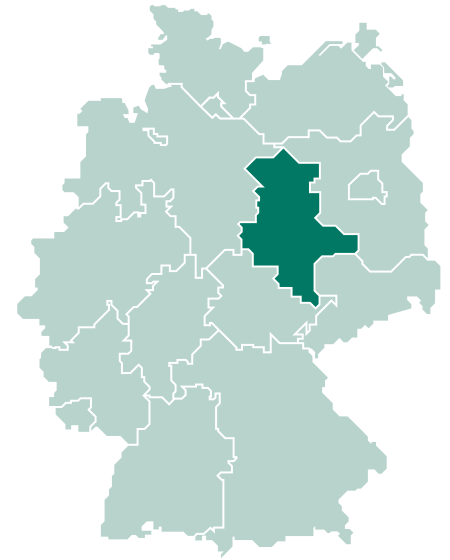
Important Business Sectors

A wide range of sectors in Saxony-Anhalt offer a considerable level of potential for innovation. Traditional sectors such as the chemicals industry, mechanical engineering as well as food and agriculture are heavy weights in Saxony-Anhalt, characterized by a leading-edge level of know-how, innovation and technology. Since 1990, dynamic industries, which base on the core competences in the existing fields of science and

economy in Saxony-Anhalt and advance them in view of the future global challenges. These Lead Markets play a key role in the economic upswing in the state and include for example the linking of energy, mechanical and plant engineering and resource efficiency as well as chemistry and bioeconomy, or logistics and mobility, just as health and medicine. The basis for the success of these industries in Saxony-Anhalt is provided by the exceptionally favorable research environment in the state and the close cooperation between science and the economy in the state.

Bilateral Relations

Saxony-Anhalt has fostered contacts in the MENA states and presented itself for quite some time, among other things at the World Future Energy Summit, Jeddah Economic Forum and the Saudi Arabian Conference in Riyadh. The German-Jordanian University in Amman and the Magdeburg-Stendal University of Applied Sciences have been working together for several years as good partners. In 2015, Jordan and Saxony-Anhalt celebrated the 10-year anniversary of the university together. University cooperations, like with Egypt, Yemen, Jordan, Sudan or Syria, are complemented by trans-national relations in science and in trade. Cooperations such as this illustrate the special relationships which Saxony-Anhalt fosters with the countries of the MENA region.



T-Systems operates Europe's most cutting-edge data center in Biere, near Saxony-Anhalt's state capital Magdeburg (© T-Systems International / Bernd Liebl)

Fact File

Population: 2.26 million
Area: 20,45 km²
Main Cities: Magdeburg (Capital),
 Halle (Saale), Dessau

Private Sector Promotion Contacts

Investment and Marketing Corporation Saxony-Anhalt (IMG) is the economic development agency of the German federal state of Saxony-Anhalt. IMG is also globally marketing the state as business and science location. IMG is assigned by the Ministry of Science and Economic Affairs of Saxony-Anhalt to guide investors and companies as a one-stop agency through the investment process in Saxony-Anhalt – from project idea to business implementation.

Useful Links

www.invest-in-saxony-anhalt.com
www.sachsen-anhalt.de/lang/english/welcome



TOTAL Raffinerie in Leuna, one of five chemical parks in Saxony-Anhalt (© TOTAL Raffinerie / Thomas Kuch)

SCHLESWIG-HOLSTEIN

General Business Information

“Moin Moin”. This is how folks from Schleswig-Holstein greet their visitors and the land lives up to its promise: you will find cultural diversity, friendly social interaction and natural landscapes. The land between the seas, as it's called, has preserved large stretches of its unspoiled nature – not least through consistent protection. Schleswig-Holstein's countryside and its big sky have inspired poets and thinkers from time immemorial. For example, the author Günter Grass, winner of the Nobel Prize for Literature, has been living in Schleswig-Holstein, where Thomas and Heinrich Mann and Theodor Storm once worked and wrote.

Important Business Sectors

Schleswig-Holstein's business landscape is diverse, constantly on the move and shaped by Germany's famous Mittelstand, the small to mid-sized enterprises (SMEs). In fact, 99% of the approx. 129,000 companies in Schleswig-Holstein are SMEs with less than 250 employees. SMEs are not just the biggest and most diverse segment of the Schleswig-Holstein economy, they are also the motors of growth and jobs. Schleswig-Holstein has several standout sectors with great future promise and development potential:

Maritime economy: With an annual turnover of around €8.5 billion this sector accounts for 12% of Schleswig-Holstein's gross domestic product (GDP). 15 educational and research institutions involved with the maritime economy operate in Schleswig-Holstein. In all, some 1,700 companies employ around 47,000 people in this sector.

Wind energy & Renewables: Over 200 companies and associations now operate in Schleswig-Holstein's wind energy sector and around 7,000 jobs have already been created. Thanks to the fresh breeze that frequently blows across the flatlands of Schleswig-Holstein around 2,900 wind turbines in on- and offshore wind parks generate nearly 3,500 megawatts of clean energy. To distribute all this power to where it is needed the state gov-

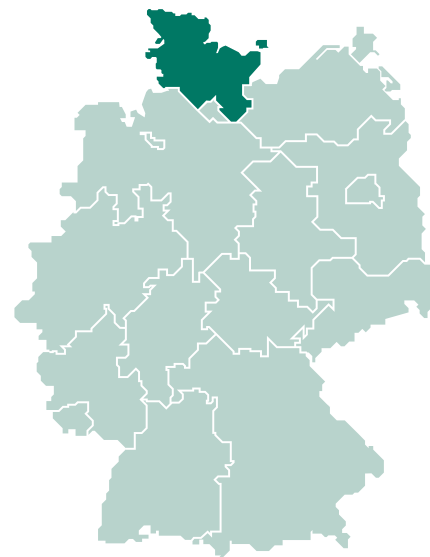
ernment is pushing ahead with the expansion of the grid. More new jobs are expected, mainly on the west coast, when the offshore wind parks are operational. The key locations and ports for wind energy are Kiel, Lübeck, Rendsburg and Brunsbüttel.

Life sciences: In Schleswig-Holstein some 260 companies from the fields of medicine, medical technology, biotechnology and pharmaceuticals employ around 140,000 people. Companies from related industries have formed clusters with biotechnology strongly represented in the east and south of the state and medical technology in and around Lübeck and Norderstedt.

Digital economy: Schleswig-Holstein's digital economy covers information technology (IT), telecommunications, ICT hardware, ICT trading, e-commerce, media-related companies and the media. The strongest segments are IT (incl. software development), media-related companies and e-commerce. IT with 5,125 companies is the leading segment. Around half of those companies are software developers. Most digital economy companies are located in the south of Schleswig-Holstein, although their share of all companies is highest in the midlands (around 11%) where it is mainly media-related and IT companies.

Mechanical engineering: One of the important motors of innovation and growth in “The True North” is mechanical engineering. Companies from this sector are investing particularly intensively in research and development and display an unusually high export ratio of 65%. Global market leaders such as Sauer-Danfoss, Vossloh, Caterpillar and Jungheinrich profit from Schleswig-Holstein's geographical location as well as the proximity of international ports and Hamburg Airport.

Logistics: Schleswig-Holstein's geographical location alone makes it one of the most important hubs of the international transport industry. With nearly 3,200 companies and some 53,000 employees in the transport, cargo-handling and warehousing sectors, logistics is one of Schleswig-Holstein's most important industries. In 2014, Germany's leading Baltic port, Lübeck, recorded a total



cargo-handling volume of 26.3 million tonnes. In 2014 1,620 ships with a net registered tonnage of over 34.98 million called in at the Port of Kiel, where a total of 6.4 million tonnes of cargo was handled. And 32,597 ships transported around 99 million tonnes of cargo through Kiel Canal, the world's busiest artificial waterway, in 2014.

Bilateral Relations

Despite the global economic and financial crisis, Schleswig-Holstein's export industry is an important part of the overall economy of the State. In terms of both imports and exports the biggest trading partners are European Union member states, the United States of America and China. Within this framework, Denmark is one of the State's most important partners.

Fact File

Population: 2.838,954 million

Area: 15,799.57 km²

Main Cities: Kiel (Capital), Lübeck, Flensburg, Neumünster

Private Sector Promotion Contacts

www.wirtschaft.schleswig-holstein.de
www.wissenschaft.schleswig-holstein.de
www.wtsh.de

Useful Links

www.der-echte-norden.info
www.newsroom.der-echte-norden.info
www.schleswig-holstein.de
www.sh-tourismus.de



THURINGIA

General Business Information

Thuringia's central location, efficient infrastructure, well trained specialist staff, excellent R&D landscape and broad variety of free and developed industrial sites make it an excellent place for business. This is proven by interesting new investments and expansions of national and international corporations in Thuringia in 2015. Among them are global players such as MDC Power (Daimler), VW (Training Center), Zalando, Gonvauto (Gestamp Group/Spain), NIDEC Group (Japan), and a number of interesting smaller investments from all over the world, for example the Australian Talga Resources having developed an innovative process for extracting graphene, the material of the future.

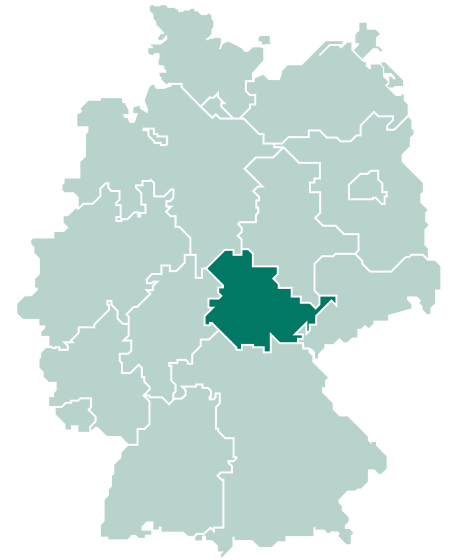
Important Business Sectors

"The secret is in the mix!" This holds particularly true for Thuringia boasting a wide range of industries, making its economy exceptionally resilient and viable for the future. Thus, many of the industries with the best future growth and job-creating potential can be found here: automotive, optics, medical technology, mechanical engineering,

foodstuffs, solar energy, aviation technology, plastics and the creative sector. Of course, a dynamic services sector rounds off the ideal business environment. This diversity ensures a broad base for the economy, while offering investors a multitude of opportunities to join forces with others and enable further growth across sectors.

Bilateral Relations

Thuringia maintains a worldwide network of partner regions, several of which established formal ties to the state. Among these are the French regions of Picardy and Franche-Comté, Lesser Poland (Małopolska) and the Chinese province of Shaanxi. The close business partnership with the Japanese prefecture of Shizuoka – like Jena a center for the optoelectronics industry – is entirely driven by direct trade and R&D relations, as are the newly founded relations with the Korean city of Gumi. Thuringia has been participating in the Arab Health fair for some years, paying heed to the demand for medtech products from Thuringia. Thuringian companies are active in many countries of the MENA region, focusing on Saudia Arabia, Iran, and the UAE.



The city of Jena is renowned for its optics industry and high-level research institutes (© jenaparadies)



Carl Zeiss SMT optics focused on the future (© ZEISS)

Fact File

Population: 2.2 million

Area: 16,172 km²

Main Cities: Erfurt (Capital), Jena, Gera, Weimar, Eisenach

Private Sector Promotion Contacts

LEG Thüringen – The State Development Corporation of Thuringia guarantees the highest quality of service to all customers.
www.invest-in-thuringia.de/en

Useful Links

www.thuringen.de
www.thuringen-tourismus.de

Germany

Listing of Companies

GERMANY

AEROSPACE, MARINE,
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Yacht Broker

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For more than 15 years, A PRIMA VISTA Yacht Broker is internationally engaged in the sale of new and second hand yachts as well as in the luxury charter business of crewed yachts. We support our clients from a first idea to the hand-over of their yacht with a wide range of services consisting of an assessment process in the beginning, surveys, monitoring and support of the purchase process, international registration, search of berth, worldwide transport/shipping and finally yacht management. A PRIMA VISTA is in the position to offer Yacht Consulting that will save our customers' time and efforts while enabling them to get exactly what they were looking for. With our vast experience and our global networks as well as long-time interaction with a wide variety of service providers and direct cooperation with the largest European shipyards, we guarantee highest quality.

DAIMLER

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Daimler AG is one of the world's most successful automotive companies. With its divisions Mercedes-Benz Cars, Daimler Trucks, Mercedes-Benz Vans, Daimler Buses and Daimler Financial Services, the Daimler Group is one of the biggest producers of premium cars and the world's biggest manufacturer of commercial vehicles with a global reach. Daimler Financial Services provides financing, leasing, fleet management, insurance, financial investments, credit cards, and innovative mobility services. The Group's focus is on innovative and green technologies as well as on safe and superior automobiles that appeal and fascinate. Daimler consequently invests in the development of alternative drive trains with the long-term goal of emission-free driving: from hybrid vehicles to electric vehicles powered by battery or fuel cell.

**Deutsche Recruiting**

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Deutsche Recruiting is an international advisory firm which is specialised in the identification and hiring of engineering professionals for the Middle East. Based in Hamburg / Germany, we support industrial clients in the Middle East with the onboarding of engineering experts from North America, Europe, South Africa, Asia and the Middle East itself. Our main fields of expertise comprise Technical Vocational Training, Power Engineering, Aerospace, Naval & Mechanical Engineering. We are sure that we can also support you in the further built-up of your expert teams in the Middle East, and are looking forward to getting in contact with you.

**HORIBA Europe GmbH**

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The HORIBA Group of worldwide companies provides an extensive array of instruments and systems for applications ranging from automotive R&D, process and environmental monitoring, in-vitro medical diagnostics, semiconductor manufacturing and metrology, to a broad range of scientific R&D and QC measurements. Proven quality and trustworthy performance have established widespread confidence in the HORIBA Brand. Everything begins with measurement. Analysis and measurement provides the base for all kinds of technologies. By pursuing "measuring technologies", HORIBA contributes to a pleasant and enjoyable society with consideration for the global environment, energy issues, human health, and public safety.

AGRICULTURE AND FOOD
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The AMANDUS KAHL Group Research, design, development, and synergies within the group are essential functions of the companies. The Kahl group of companies, founded in 1876 is family-owned. Amandus Kahl Complete feed mills, plants and machines, wood pelleting plants, industrial and domestic waste pelleting plants, waste tyre recycling plants F. H. Schule Muehlenbau Rice mills, parboiling plants, quick cooking plants, grain processing plants, oat mills, sunflower seed processing plants Neuhaus Neotec Green coffee handling center, coffee roasting facilities, fluidized bed processes, crushing roller mills for the chemical industry Heinen Freezing Food freezing plants Devex Extraction Plants and the equipment for continuous and batch recovery of essential oils, oleoresins, aromas, natural extracts proteins, drying technology, and evaporation technology IMS IMS Contenance

**Big Dutchman International GmbH**

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As worldwide market leader in the development and distribution of housing equipment and feeding systems for modern poultry management, Big Dutchman offers you everything from one single source. Big Dutchman's extensive product lines ranges from simple installations to computer-controlled feeding and housing systems, environment-friendly, feed-saving manure belt batteries, furnished colony systems, multi tier aviary systems as well as floor management systems for layers, broilers and breeders. All with environment control, egg collection, drinking and management solutions. With the right know-how based on many years of experience, the financial power of a worldwide successfully operating group, and the business philosophy of a true family-owned enterprise, Big Dutchman is able to provide clients with the desired security and support in the long-term.

GERMANY

**cdVet Naturprodukte GmbH**

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The company was founded by Clemens Dingmann in 1999. The health and well-being of animals is always our top priority. By natural products the use of drugs and poisons can be minimized. For this reason cdVet offers natural products, which obtained by optimal care, especially with micronutrients that support natural body functions and metabolic processes and health. By using high quality ingredients and gentle processing of the products the health will be supported effectively by the power of nature. The organism of animals which is especially burdened by the increasing use of chemical substances and poisons can be supported. cdVet-products combine traditional, scientific, naturopathic and biological knowledge in a feed and care concept. As a pioneer in „natural animal health“ cdVet is conceptually diversified and offers a complete range of products for all species.

**Falkenstein Projektmanagement GmbH**

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Since decades, the name Falkenstein stands for an international team of specialists, which develops and executes economical and practical solutions for construction projects of all sizes in the food industry. Food industry projects are highly complex and require a high degree of planning. Technical know-how, engineering skills and experience are required, since the structure will only become a functional unit through the interplay of a multitude of different installations - these include not only the construction and media supply but among others also the food production machineries, transport- and conveyor equipment, waste water disposal and a number of other diverse mechanical installations.

**Gut Springenheide GmbH**

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Gut Springenheide GmbH is a leading family controlled manufacturer of egg related pre cooked dishes, situated in the North-West part of Germany, owned and directed by the Tusky Family. To our range of products belong ready-egg-products in homemade style like: Omelettes, Frittatas, Tortillas, Egg-Rolls, Fried Eggs, Scrambled Eggs, Egg Soufflé, Egg Savoury Mille Feuille, Egg-Pancakes, Crepes. Real Eggshells filled with Crème Brûlée, Mousses or savoury fillings. Real eggshells filled with Praline Chocolate. Those who prefer to design their own dishes can take advantage of empty eggshells, for example gold, silver, black or red. The products are exported worldwide.

**GPS Reisacher GmbH & Co. KG**

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GPS Reisacher is a company operating worldwide in the fields of food technology and packaging systems. We are your partner for: - single machines and complete plants, new and used - replacement parts and components - die sets for thermoforming machines and tray sealers - installation and services worldwide - film and consumables Our particular speciality is complete slicing and packaging lines, and we rank among the technology pacemakers in overhauling used machinery. Our company's location in Bad Grönenbach has its own, unique centre of competence. Besides extensive machine stores and a modern workshop for overhauls and conversions, we also have a spacious showroom where we'll be pleased to show you our range of products and where we can also perform application tests.

**Halal Certification Services GmbH**

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Halal Certification Services (HCS), an independent inspection and certification body based in Switzerland, the heart of Europe, has been providing Halal assessment, inspection, auditing and training services since 26 years. Halal Certification Services is recognized globally as an institution for Halal Certification and relevant services. Halal Certification Services offers Halal certifications for food, pharmaceuticals, cosmetics and personal care products. Additionally we also offer solutions for Halal complaint hotels, restaurants and financial products. Halal Certification Services' quality seal guarantees you a professional and reliable certification with high quality. Renowned clients such as Nestlé Maggi, Emmi, Nespresso, CSM or Wander give us a reputable standing among the industrial stakeholders.

European Gourmet Export**European Gourmet Export
Heidelore Knirr GmbH**

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European Gourmet Export is a trading house specialized on exporting German bakery ingredients. The product portfolio covers bread mixes, improvers, cake mixes, chocolate and other pastry ingredients. European Gourmet Export works together with German or European based producers manufacturing bakery, pastry and food ingredients. These suppliers have massive experience with their product lines and sell them successfully in their domestic markets, but not internationally. Head office is located in Frankfurt. Orders are coordinated from here. European Gourmet Export offers to consolidate shipments according to the needs of the customers. Constant annual growth rates are the proof for a successful business.

GERMANY

**Hintz Foodstuff Production GmbH**

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Our Company is based in Bremen, and we are specialized in the trade with foodstuffs. Our main product lines comprise Cocoa Powder, Instant Coffee and Cappuccino, Coffee Creamer, Chocolate Drink as well as various Milkshakes. For more than 25 years the activities of our company have been directed at foreign countries where we are supplying and marketing our branded products. All our products can be supplied with labelling in national languages and in accordance with national regulations. Our major customers are large consumer markets in the Middle East, Far East and Africa. High quality at favourable prices and always fair policy are our company's guiding principles. Our know-how and experience combined with our personal service and the flexibility of our qualified staff has led to close friendship with our clients all over the world.

AUTOMATION, ELECTRONICS AND LIGHTING

**ALTHEN SENSORS & CONTROLS****ALTHEN GmbH Mess- & Sensortechnik**

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ALTHEN is your specialist for electrical measurement of mechanical values. Our product range encompasses the following physical values:

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- Inclination, levelling

Top priority is given to customized solutions and is the reason we focus on user consulting, sales and servicing of readings recorders and sensors for the "electrical measurement of mechanical values" and on through to complete measuring systems and system integrations. The high demands placed on the technical properties of all products are also reflected in our calibration lab, which is equipped to cope with the values in question.

**ELABO TrainingsSysteme GmbH**

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ELABO TrainingsSysteme is a manufacturer of training systems providing innovative and reliable technological solutions for vocational and higher technical education in the subject areas of electrical engineering/electronics, protective engineering, safety technology, control and drive engineering, pneumatics, renewable energies, automation/mechatronics, sensor and bus technology, building automation and communication technology. The company's product range spans from single training Boards over integrated experiment workplaces to complete networked room concepts. The systems, designed for student practical exercises and instructors' demonstrations in classrooms, workshops and laboratories, excel in quality and design. The modular structure of the systems makes them flexible enough to be used in all types of educational establishments such as training departments in industry, vocational institutions, technical colleges and universities.

**Insta Elektro GmbH Lightment**

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Projects, Design, Realization - In 1970 Insta was founded as an electronics technology center by Berker, Gira and Jung, three leading family companies for intelligent building technology. The business unit "Insta Lightment" develops and manufactures sustainable LED luminaires in combination with smart control systems for LED Architectural Lighting. All articles are "Made in Germany". Insta Lightment is well-known for landmark lighting projects in the Middle East, like the Burj Doha (Qatar), which was awarded as the Best Tall Building Worldwide 2012 by CTBUH. The Olaya Towers Riyadh (KSA), Barwa Financial District (Qatar), Yas Island Abu Dhabi (UAE) or IPIC (Qatar) are further exclusive lighting project references. Insta Lightment brings unique architecture into a bright light with LED solutions, performing longtime even under tough weather conditions.



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For more than 130 years, companies around the world have depended on Intertek to ensure the quality and safety of their products, processes and systems. We go beyond testing, inspecting and certifying products; we help customers improve performance, gain efficiencies in manufacturing and logistics, overcome market constraints, and reduce risk. We've earned a reputation for helping our customers increase the value of their products, gain competitive advantage, and develop trusted brands. Through our services we help our clients to minimise the adverse health and environmental impact of their products and processes for the benefit of society as a whole. Intertek is the industry leader with more than 40,000 employees in 1,000 locations in over 100 countries.

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Since almost 20 years, Le-vi Elektrovertrieb GmbH is a reliable German provider of integrated solutions in security, access control, audiovisuals, communication and lighting in the Middle East and North Africa. As a synergistic link between selected manufacturers and our clients, we offer state-of-the-art products, manage the shipping process, and work with local partners to implement projects to the clients' full satisfaction. All our local partners receive technical and logistical support from Le-vi headquarters, and work side by side with our engineers to meet clients' requirements. Based in Berlin, we emphasize on products and systems "Made in Germany". The Le-vi portfolio encompasses projects including refineries, power plants, airports, banks, government ministries, royal palaces, mosques, hospitals, hotels, and malls. We look forward to working for your trust.

GERMANY

BANKING AND FINANCE

**Private Bank for Entrepreneurial Families**

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BHF-BANK emerged from Frankfurter Bank and Berliner Handels-Gesellschaft. Frankfurter Bank was founded in 1854 as the reserve bank of the Free City of Frankfurt and after the turn of the 20th century concentrated on asset management. In the 19th and 20th century, Berliner Handels-Gesellschaft as an industrial bank paved the way for the aspiring German economy. The strategy for the following years was based on the idea of a "German merchant bank". Today the BHF-BANK business model is averse to risk and consistently aligned to the needs of the real economy. As an asset management bank, it looks after major assets of primarily ultra-high-net-worth clients with entrepreneurial background. It further advises its entrepreneurial clientele on related corporate finance matters on their respective corporate levels.

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As part of the Arab Bank Group, which has one of the largest banking networks in the Arab world, Europe Arab Bank is uniquely positioned to offer clients seamless access to markets across MENA, Europe and North America. Headquartered in London, with offices in France, Germany and Italy, we offer a comprehensive range of corporate, institutional, treasury and private banking services. Corporate banking and trade finance are core to the Group. Our strong advisor and arranger credentials are backed by experience across a number of industries. Products and Services: Import/Export Letters of Credit, Letters of Guarantee, Standby Letters of Credit, Discounting Receivables, Invoice Financing, ECA-supported Finance, Network Banking (cash management), Treasury Business.

**Helaba Landesbank Hessen-Thüringen**

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One of the leading banks in Germany's financial capital of Frankfurt, the Helaba. Group employs approximately 6,300 people and has a business volume of € 205 bn. Professional services across a wide range of areas and responsibilities have earned Helaba a highly competitive position in its various markets: it provides products and services to support the business of the Sparkassen; as a development bank it works to realise economic and structural policy objectives; and as a commercial bank it takes on the competition in the free market in Germany and abroad. Helaba also engages in many areas of public life by sponsoring groundbreaking cultural, educational, environmental, sports and social projects.

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SUBITO is a well-established partner for financial service providers. SUBITO offers software solutions for the end-to-end credit process (consulting, credit extension and processing, recapitalization and settlement of credits) for a broad range of products and clients as well as debt collection-software. Apart from selling and supporting software for financial services providers, we provide expert knowledge about the products and associated issues as well. SUBITO also offers product-independent consulting in the area of credit management and leasing. We have divided our manifold experiences and comprehensive knowledge according to topic areas into different competence centres and are thus able to provide ideal support for our clients and for you as competent partner for your consulting projects. Moreover, SUBITO offers NPL outsourcing solutions.

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MEDIAN INVEST AG is a Munich domiciled management company for investment fund solutions. We tailor our services to the specific business and regulatory needs of our institutional investors. Our clients are asset managers, family offices, foundations, banks, pension institutions, insurance companies and project development companies. Our service offerings include the setup and administration of investment vehicles and package solutions. All assets classes (securities/bonds, real estate, real assets) and legal forms of investment fund solutions are served. EU-wide passporting of products is included wherever necessary. MEDIAN INVEST and the MEDIAN GROUP have an excellent institutional network for investment solutions.

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As the only consulting firm in the field of financial advisory services, ValueTrust focuses on the core areas of business valuation and corporate finance advisory. ValueTrust advises management and investors in acquisitions, mergers, restructurings and value management. ValueTrust also supports clients and judges in proceedings before the courts and arbitral tribunals with the same degree of professionalism and competency. ValueTrust offers its clients solution-oriented advice and combines strict client focus and proven independence with a demand for the highest quality. ValueTrust generates long-term benefits for its clients through its dedicated financial experts and senior advisors with many years of project experience in a partnership-like manner with a clear focus on practical solutions for clients which are solidly based in theory and case law.

GERMANY

CHEMICAL INDUSTRY

EKATO

EKATO Rühr- und Mischtechnik GmbH

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In the past 80 years EKATO has developed to world market leader in mixing technology and offers today optimized mixing technologies for all process-oriented industries. EKATO has been family-owned since its founding in 1933 and is represented worldwide with subsidiaries as well as a network of trading partners. At the ultramodern R&D center at EKATO headquarters, more than 1,000 m² of laboratories and testing facilities are available for an analysis of customer processes. Production takes place exclusively in Germany. A complete after-sales service package with a worldwide 24 hour hotline as well as a comprehensive service spectrum that covers start-up, modifications and modernization up to process optimization complete the offer. For more information about the EKATO GROUP please visit our website www.ekato.com



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ICE FIELD DRY ICE ENGINEERING GmbH is a production and engineering services company, located in the Industriepark Höchst (formerly Hoechst AG) in Frankfurt am Main since 1998. ICE FIELD DRY ICE ENGINEERING GmbH has two business units:

1. Applied Technology
Production of CO₂ dry ice out of recycled liquid carbon dioxide in combination with environmental sustainable cleaning services with dry ice blasting technologies for the chemical and pharmaceutical industry
2. Engineering Services
Focus Area is M & A, engineering and technology transfer projects in the Middle East Region (core area KSA), Qatar and in the United Arab Emirates in the fields of the chemical industry, but also on promising future markets like construction materials and automotive business

OELTECHNIK
Gesellschaft für Oeltechnik mbH

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Private owned German based engineering & manufacturing company for turbine and compressor auxiliaries. Intercoolers, aftercoolers, surface condensers, lube-, seal- and control oil systems, seal gas panels, fin fan coolers, TEMA type shell & tube heat exchangers, nitrogen steam heaters, miscellaneous pressure vessels, high fin tubing with copper foot brazed fins or aluminium extruded fins. Certifications: ASME Code, PED 97/23/EC, Chinese Manufacturing License A1+A2, Korean License, DIN EN 1090/3834-2, DIN 18800-7 Class B, Det Norske Veritas, NB R-Stamp. Well re-known within all major international engineering companies and being familiar with their specification. Thermal design performed with in-house developed rating software. Results checked against actual performance data.



REMA TIP TOP AG

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REMA TIP TOP AG is a globally operating system provider of services and products in the field of conveying and treatment technology as well as for repairing tyres. The company provides a global service network and offers a broad range of rubber products, linings and coatings for the industrial sector as well as in the automotive sector. In almost 100 years of corporate history, the company gained unique expertise in material development and industrial services and is active in the business segments Material Processing, Surface Protection and Automotive. The company employs more than 5,500 people and has more than 140 subsidiaries and participations – including notable brands like Dunlop Belting Products South Africa, Cobra/Depreux or Asplit. In all its business units REMA TIP TOP stands for quality, service and innovative solutions: ONE BRAND – ONE SOURCE – ONE SYSTEM.



SOPAT GmbH

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SOPAT is specialized in the analysis of particulate systems. An innovative measurement technology for in-situ real-time analysis of multiphase systems was developed. The SOPAT technology consists of a photo-optical sensor probe with a fast automated intelligent image analysis. The algorithm can be adapted to a broad variety of particles (droplets, bubbles, solids, crystals, grains, cells, etc.) and is even able to discern between particles of different phases or shapes. Particles in the range of 1 to 3000 microns can be measured quantitatively with high precision even in harsh environments. Different probes are available to fulfill customer requirements and process conditions. Pressures up to 300 bar and temperatures up to 450°C are possible. The fast quantitative in-situ analysis enables the customer to actively control the particle size, to detect errors promptly, to improve product quality and hence to optimize the process significantly.



TLT-Turbo GmbH

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TLT-Turbo GmbH is one of the world's leading manufacturers of technology-driven industrial fans and ventilation systems. Through our products, we are able to respond to the challenges presented by your projects. We develop and build radial & axial flow fans, wind tunnels and tunnel ventilation systems. Our systems have been in use in many fields all over the world: from process engineering to thermostechnical processes up to dedusting technology. First-rate engineering, tradition and progress in air handling technology and a worldwide support network have been the cornerstones of our excellent global renown as a fan and systems manufacturer for more than 175 years. The typical fields of application: Thermal power plants, mine ventilation, steelmaking, chemical & petrochem. processes, cement industry, waste incineration, metro & tunnel ventilation, and wind tunnels.

GERMANY

CONSTRUCTION AND
INFRASTRUCTURE**Aerotechnik E. Siegwart GmbH**

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Aerotechnik E. Siegwart is a family-owned, medium-sized company in South West Germany. Since 1975 we have been developing, producing and distributing components for the ventilation and air-conditioning technology throughout the world. Our product range includes ducts, fittings, laser welded bends, shut-off dampers, throttle valves, multi-leaf dampers in standard and airtight version, constant and variable volume flow controllers, weather resistant louvers and attenuators for perfect tight and silent air distribution. We are specialized in customer specific solutions. All products fulfill highest quality needs and are designed for comfortable room climate and long life period. We have a certified quality management system according to DIN EN ISO 9001. Aerotechnik focus on good long-term fair business relationships, reliability, innovation, excellent customer service and short lead times.

**Amandus Kahl GmbH & Co. KG**

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The AMANDUS KAHL Group Research, design, development, and synergies within the group are essential functions of the companies. The Kahl group of companies, founded in 1876 is family-owned. Amandus Kahl Complete feed mills, plants and machines, wood pelleting plants, industrial and domestic waste pelleting plants, waste tyre recycling plants F. H. Schule Muehlenbau Rice mills, parboiling plants, quick cooking plants, grain processing plants, oat mills, sunflower seed processing plants Neuhaus Neotec Green coffee handling center, coffee roasting facilities, fluidized bed processes, crushing roller mills for the chemical industry Heinen Freezing Food freezing plants Devex Extraction Plants and the equipment for continuous and batch recovery of essential oils, oleoresins, aromas, natural extracts proteins, drying technology, and evaporation technology IMS IMS Contenance

**AS&P - Albert Speer & Partner GmbH**

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AS&P combines innovative methods in architecture, urban design and transportation planning to provide clients with holistic solutions. In the process, it can draw on many decades of experience in designing and managing international planning and construction projects. The company's portfolio includes multi-storey dwellings and high-rises, urban planning, regional development, planning for tourism and leisure-time facilities, conceptual transportation planning and project management through to the planning for major international events and expert consultancy for politicians. AS&P prioritizes lean structures, with a core payroll of some 160, and alongside the head office in Frankfurt/ Main, Germany and the large representative office in Shanghai otherwise opts for temporary project offices, staffed by highly-qualified, highly-motivated and highly-specialized experts.

**Badische Bautechnik GmbH**

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The company's activity consists in the supply of spare parts and accessories for construction machinery, concrete pumps, mixing plants, machinery for civil engineering, cement industry, tunneling and related industries. Founded in 1968 the company rapidly proved to be a well-known European and international supplier providing a wide range of original and authorized manufactured spare parts and accessories for concrete production, mixing, pumping and transport. The high quality delivery pipe lines, delivery hoses, couplings, seals, cleaning accessories, distribution equipment, bottom and panel linings, paddles, arms, scrapers and other replacement and spare parts are suitable for machinery and plants of all leading brands and available from a large stock. Close to our customers, manufacturers and suppliers our team offers experience, competence and reliable service.

**BAUER Spezialtiefbau GmbH**

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BAUER Spezialtiefbau GmbH is one of the leading companies in the development of specialist foundation engineering worldwide. The company operates on all continents with over 40 subsidiaries. Bauer has built up networks across the world, enabling it to execute contracts both in the countries in which it is represented and in neighboring countries, using its own machinery and in-house engineering consultancy. In the Arab countries, Bauer is represented in Egypt, Lebanon, Libya, Qatar, Oman, Saudi Arabia, Iraq and United Arab Emirates.

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bw engineers represent a consortium of German engineering excellence, which integrates and coordinates the foreign market activities of leading consulting companies under a joint management. bw engineers member companies

• employ more than 800 planners and engineers in the areas of

- Project Management
- Facility Management
- Geotechnical Engineering
- Regional&Urban Planning-Transportation&Traffic
- Water and Environment
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- Architectural Design

We are perfectly capable of conducting complex projects such as general planning programs as well as highly specialized studies and simulations. Senior representatives of bw engineers have long-time experience in both consulting and teaching. Currently running projects in KSA are in the fields of project management, water&environment, transportation planning, review and value engineering.

GERMANY

**European-Arab Initiative for Reconstruction and Development (EARD)**

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EARD (European-Arab Initiative for Reconstruction and Development) is a non-governmental, non-political and non-profit European organisation, founded in Austria and established in response to the ever-increasing conflicts the world is witnessing, specifically in the MENA region.

The global objective of EARD is to give refugees an economic incentive to return to their home country. EARD aims to build on unique European technical reconstruction expertise in cooperation with the German private sector, to leverage funding from NGOs and international donors, and make use of know-how attained from partnering private sector companies, and coordinate its efforts with humanitarian relief IGOs. Returning refugees will be trained and engage in building housing settlements to be united later with their families.

EARD – Rebuilding the Future

**Ha-Be Betonchemie GmbH & Co. KG**

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Ha-Be Betonchemie is dedicated to construction chemicals and produces concrete admixtures, surface protection systems and concrete colours for the international concrete industry. The company offers a broad product line specially designed for the application areas ready mix and precast concrete, manufactured concrete products, tunnel – and underground constructions and transport engineering constructions. Ha-Be stands for technological concrete expertise for over 45 years. Since its foundation in 1970, the admixture producer emerged to one of the leading manufacturers of the European construction chemicals industry.

**HOHENLOHER**

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Flexible Learning Environments for Tomorrow's Education. Made in Germany. HOHENLOHER supports education institutions worldwide with flexible learning environments, in order to give schools a learning and competitive advantage. It is the leading solutions supplier for science, technical and class rooms. Customers benefit from the global group competencies of the Waldner group. The flexible learning environments allow teachers to become a moderator, activate pupils and learn in more depth. The comprehensive solutions are intuitive, preventing teachers from failing in front of the class but strengthen their position. All products reduce complexity for the construction site drastically and meet highest safety standards. The broad portfolio of ceiling systems for school labs, science and technical classes is unique, worldwide. More on www.hohenloher.de.



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**KERN-DEUDIAM Diamantwerkzeuge und Maschinen GmbH**

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KERN-DEUDIAM is since 40 years one of the leading German manufacturers of diamond tools and machines for cutting, drilling and grinding of concrete, hollow core slabs, asphalt, brickwork, tiles, marble, granite and other stones. Rational working process, constant application of new materials as well as intensive research and development are an absolute must in our strive of perfection. Quality can be seen and measured in our products that is why we are certified ISO 9001:2008.



LINDEMANN GROUP

Lindemann Group

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Lindemann is best known for plus energy buildings of the future and smart city megaprojects in GCC. The growing venture works on designing iconic and intelligent buildings and real estate projects of all sizes. From project development, analysis, early design, research and feasibility studies to BIM and final construction. Services include Architecture, Design, Planning, Consulting, Research and Ventures. Currently, Lindemann has offices in Abu Dhabi, Bad Oeynhausen, Cologne and Munich. The range of projects locations is truly international, from Germany to the Kingdom of Saudi Arabia and from the United Arab Emirates to UK and Australia.

GERMANY

**LISSMAC Maschinenbau GmbH**

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LISSMAC stands for innovation, experience and quality. We optimize our customers' work with innovative solutions on a daily basis. It is our aim to always be a step ahead. And we break the mold daily to do just that. With the series production of fully hydraulic floor saws, LISSMAC has set entirely new benchmarks in the industry. Compact construction, refined company and high performance are the results of decades of research and development. Top quality and a great price/performance ratio characterize the entire product line of LISSMAC floor saws, from small electrical floor saws up to the sensor-controlled high-tech unit.

**MAX STREICHER GmbH & Co. KG aA**

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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 business sector "Drilling Technology" manufactures drilling rigs for hydrocarbon and geothermal exploration as well as HDD rigs. The sector "Drilling Technology" works closely together with the drilling contractor DrillTec GUT GmbH Großbohr- und Umwelttechnik, a subsidiary of STREICHER. The STREICHER Group, with approx. 3,500 employees worldwide, undertakes large-scale projects in different sectors, such as Pipelines & Plants, Mechanical Engineering, Civil & Structural Engineering as well as Construction Material.

**THE FORMWORK****NOE SCHALTECHNIK GMBH & CO. KG**

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NOE Concrete Formwork for all concrete construction works like in housing, office buildings, infrastructure and industry. Also partly used in precast concrete plants.

NOEplast and NOEliner textured formliners for structured concrete surfaces for both in-situ and precast concrete production.

**ProfiNet GmbH**

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Established in 2001, ProfiNet GmbH is internationally active in the fields of project development, project management and civil defense services. We provide consulting services and support clients, organizations and authorities in project development and project management, firefighting/rescue, CBRNE protection, disaster management, HAZMAT handling, safety engineering, training and education, institutional development, project evaluation and analysis. Development of PPP and BOT projects, contract negotiation, EOI, PQ and marketing. End of 2015 we finalized for example the development and design for the Kuwait Fire Academy with all necessary curricula etc. for higher education (bachelor and master studies) and a training of the art center.



#ONE BRAND #ONE SOURCE #ONE SYSTEM

REMA TIP TOP AG

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REMA TIP TOP AG is a globally operating system provider of services and products in the field of conveying and treatment technology as well as for repairing tyres. The company provides a global service network and offers a broad range of rubber products, linings and coatings for the industrial sector as well as in the automotive sector. In almost 100 years of corporate history, the company gained unique expertise in material development and industrial services and is active in the business segments Material Processing, Surface Protection and Automotive. The company employs more than 5,500 people and has more than 140 subsidiaries and participations – including notable brands like Dunlop Belting Products South Africa, Cobra/Depreux or Asplit. In all its business units REMA TIP TOP stands for quality, service and innovative solutions: ONE BRAND – ONE SOURCE – ONE SYSTEM.

**ROHDE KG**

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ROHDE KG is a producer of wall-coverings and special hygienic coatings for interior walls and ceilings with high to highest requirements. More than 30 years of experience and numerous well-known references world-wide guarantee our high competency. Reliability, longevity and high cost efficiency are the basics for this lasting success. If once our products were used mainly in the healthcare sector - for example in operating theatres, ICUs and isolations wards - now the next generation of coatings is also used in various applications in the laboratory sector (e.g. in production halls, security labs, GMP- and GLP-sectors, also in clean rooms of research companies and universities). Properties: pore-free surfaces, decontaminability, resistance to chemicals (esp. resistance to disinfectants), mechanical resistance, effective against MRSA, easy-to-clean, no emissions.

GERMANY


**Rudolf Hensel GmbH |
Varnish and paint factory**

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Rudolf Hensel GmbH – fire protection coatings made in Germany. Over 90 years of creativity, high standards of quality and continued customer proximity have turned us into one of the leading manufacturers worldwide of coatings for preventive fire protection made in Germany. In March 2016, AUDAX-Keck GmbH merged with Rudolf Hensel GmbH to further develop the use of existing synergies for the benefit of its customers. Mr Günther Keck will continue to look after his customers. The merger means our customers now have access to all the products in the RENITH-ERM®, HENSOTHERM® and HENSOMASTIK® fire protection coating systems, as these are Rudolf Hensel GmbH brands. Fire protection is our passion.


TLT-Turbo GmbH

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CONSULTING

**AJG
INGENIEURE**
AJG Ingenieure GmbH

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Unternehmensprofil: AJG Ingenieure are working as multi purpose consultants for the full scope of work spectrum within a team of architects, civil engineers and specialists for building services since 1957. We provide overall planning services for all types of buildings: industrial plants, infrastructure projects, especially: business centres, theatres, museum, cinema, entertainment centres, shopping-malls, hotels, airports, hospitals. Our services offered range from planning and evaluation to design and implementation, from training services to economic and ecologic consulting. We have special expertise in structural analysis for protection and safety of buildings (e.g. fire, bombing, aircraft-crash on structures; impact, missile and other attack, seismic engineering, blast). We are based in Munich/Germany with branch offices in Dubai/UAE and Erbil/Iraq.


APRICUM
THE CLEANTECH ADVISORY.

Apricum – The Cleantech Advisory

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Apricum – The Cleantech Advisory is a transaction advisory and strategy consulting firm focused exclusively on solar, wind, energy storage and integrated renewable energy systems. Apricum offers a complementary suite of growth-oriented consulting services for companies and investors around the world. The team at Apricum combines an impressive array of experts with backgrounds in cleantech, consulting and corporate finance. Apricum is headquartered in Berlin and has representative offices in the UK, Turkey, Saudi Arabia, India, China, South Korea, Japan, USA, Mexico, Brazil, Indonesia, Thailand and The Philippines.


**Berlin Partner für Wirtschaft und
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bw-engineers GmbH

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bw engineers represent a consortium of German engineering excellence, which integrates and coordinates the foreign market activities of leading consulting companies under a joint management. bw engineers member companies

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We are perfectly capable of conducting complex projects such as general planning programs as well as highly specialized studies and simulations. Senior representatives of bw engineers have long-time experience in both consulting and teaching. Currently running projects in KSA are in the fields of project management, water&environment, transportation planning, review and value engineering.

GERMANY

**CONDESA**

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The CUBE spectrum offers comprehensive consultancy services in the sectors of WIND, SOLAR and SMART POWER. The integration of fluctuating energy sources into the existing grid and its interaction make use of the synergy effects of these technologies. CUBE is interdisciplinary and provides all services from one source always with a close eye on market occurrences and the technological pulse of the time. The company, accredited according to DIN EN ISO / IEC Norm 17025:2005, has successfully supported over 4,800 projects worldwide, with a total installed capacity of over 16,300 MW. ManagementConsulting: Country profiles, greenfield development, due diligence Planning & Project Management, Tender support, site identification, tech. project management, approval planning, construction supervision, feasibility study, Wind Assessment, Wind reports, measurement campaigns, LiDAR

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Deutsche Recruiting is an international advisory firm which is specialised in the identification and hiring of engineering professionals for the Middle East. Based in Hamburg / Germany, we support industrial clients in the Middle East with the onboarding of engineering experts from North America, Europe, South Africa, Asia and the Middle East itself. Our main fields of expertise comprise Technical Vocational Training, Power Engineering, Aerospace, Naval & Mechanical Engineering. We are sure that we can also support you in the further built-up of your expert teams in the Middle East, and are looking forward to getting in contact with you.



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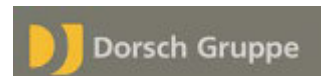
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Dornier Consulting International is your innovative project consulting and engineering partner in the fields of Infrastructure & Real Estate, Airports, Transportation & Traffic, Automotive, Energy as well as Water & Environment. We serve our clients from business concept to implementation. Our in-depth technological heritage and extensive knowledge of the industry combined with abroad business background is the base for integrated and long-term sustainable solutions. Our global clients can rely on internationally experienced consultants who are based in more than ten branch offices across Europe, the MENA region and Asia.

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For over fifty years, the companies of the Dorsch Gruppe have been respected consulting and engineering partners for industrial clients, private investors and public institutions. With approximately 1,600 employees the Dorsch Gruppe is Germany's largest independent planning and consulting company. In addition to a large variety of investment projects, Dorsch keeps its special market position due to its significant presence in development cooperation. Our employees work in a future oriented and quality conscious way for people in all regions of the world. They offer an entire performance spectrum in the fields of project development, structural engineering, industrial construction, urban planning, water, transport and environment. Thus the companies of the Dorsch Gruppe are able to plan and competently oversee projects in all stages, both in Germany as well as abroad.

GERMANY



DrKoernerConsult
Technical and Vocational
Education and Training
consulting planning training

DrKoernerConsult

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DrKoernerConsult develops concepts, plans and realizes projects for technical and vocational education and training on the basis of training need analyses, consequently taking into consideration the existing conditions. The international experience are incorporated in the areas of the development of concepts and documents for initial vocational training and further training as well as in the development of "Vocational Training Schemes" for training equipment. DrKoernerConsult is experienced in modern pedagogical training of teachers, instructors, trainers and tutors. They become multipliers in their respective trade area. DrKoernerConsult plans equipment and furnishings for secondary schools, technical schools, training workshops, vocational training centres, trading training institutes, staff training institutes, colleges and universities.

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Lamprecht Leadership Consultants AG is an internationally operating management consultant company based in Wollerau on Lake Zurich, Switzerland. Additional branch offices are located in Washington D.C., USA, Singapur, Republic of Singapur and Riyadh, Saudi Arabia. Our clients include market-listed industrial groups as well as highly specialized medium-sized companies. Key advisory services include entrepreneurial organizational development, board consulting, executive development and promotion of new talent, executive coaching, capability analyses of key players and support with change processes as well as filling top senior management positions.

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Schwippert Law Office advises on business laws in the Middle East and supports Arab investors in Europe. Mr. Wolf R. Schwippert, German lawyer, has an overall professional expertise of 25 years in and with the Middle East, among them 9 years in Saudi Arabia. He advises on commercial, corporate and investment laws and public procurement. Particular areas of specialization are health, transportation, real estate and construction. He has also advised governmental and international bodies in the region on transport legislation and PPP structures. Schwippert Law Office maintains a network of cooperation partner law firms throughout the Middle East, in particular in Jeddah, Riyadh, Dammam, Manama, Doha, Dubai, Abu Dhabi and Beirut. Schwippert Law Office moreover maintains a network of cooperation partners in various European destinations to cater affairs in Europe.

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**Arab-German Young Academy of
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AGYA has been established in 2013 as the first bilateral young academy worldwide. It is mainly funded by the German Federal Ministry of Education and Research and Qatar Foundation. The academy's aim is to promote Arab-German research cooperation based on the idea of scientific excellence and social commitment of early career scholars (3-10 years after PhD). The current 50 AGYA members are distinguished researchers from various fields of the Natural Sciences, Life Sciences, Humanities, Social Sciences and Technical Sciences working in 15 Arab countries and Germany. AGYA effectively supports their interdisciplinary projects in different areas of scientific research, science policy and education. Moreover, AGYA fosters the intercultural experiences of its members and promotes them as ambassadors of science and culture.


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Didacta represents the interests of the German education industry and promotes the application of high-quality teaching and learning aids, furnishings and equipment designed to meet the unique needs of all learning environments. The Association provides information and advices about the education sector and the respective industries. Didacta join hands with other associations and organisations, political bodies, educational facilities and training providers, research institutes and the media in order to promote the German education industry worldwide. The Didacta Association is the main promoter of the trade fair "didacta - die Bildungsmesse", the largest education show worldwide and also facilitates the participation of German companies at international trade fairs.

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SKZ is one of Europe's largest institutes for quality assurance, monitoring plastic products according to 1,000 standards. SKZ carries out its own research and development and offers consultancy with turnkey solutions for typical problems concerning plastics. The research and development in the core competences compounding, additive manufacturing, extrusion, injection moulding, product characteristics, welding and sustainability covers a wide range of polymers. SKZ is the European leader in education and advanced training of specialised and executive personnel for the plastics industry. Mechanical and industrial training are part of our business activity as well as practice-oriented events. 'SKZ consulting' accompanies its customers throughout the entire value-added chain, from the development via the production up to the application - always with the objective of finding the best solution.

GERMANY

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szenaris specializes in PC-based learning media such as Computer Based Training (CBT) and Web Based Training (WBT) as well as distance learning, virtual reality (VR), simulation and team training. The spectrum ranges from corporate training programs through team training systems and all the way to complete training solutions. We offer e-learning programs and team training systems. This form of learning enables location- and time-independent study of pre-defined client tasks. It allows individuals or team members to learn independently at their own pace. These cost-efficient solutions will, in many cases, replace original systems. New techniques are innovatively integrated into learning solutions for our customers. Collaboration with research associations provides us, and therefore you, with an incisive advantage. We advise you on your project from start to finish and beyond.

**COLIBRI ENERGY GmbH**

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We develop and produce intelligent battery solutions for mobile and stationary applications. All of our products have proven reliability and performance in high temperature and high humidity environments where traditional battery technologies fail. At airports, ports, and logistics centers, our products transform the traction vehicle fleet to safe and clean lithium battery technology. Our systems are engineered and manufactured in Germany to operate in harsh environments where maximum application performance, uptime and safety are required. Our solutions reduce operating costs through increased vehicle utilization, longer battery lifetime, fast charging and no maintenance. We also manufacture stationary energy storage solutions from 1 kWh up to 1+ MWh capacity that provide backup power, grid independence and peak demand shaving.

**DEA Deutsche Erdoel AG**

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DEA Deutsche Erdoel AG is an international operator in the field of exploration and production of crude oil and natural gas based in Hamburg. Its focus is on safe, sustainable and environmental conscious exploitation of oil and gas. DEA has 117 years of experience working along the whole upstream value-chain as operator or project partner. With a staff force of 1,400 employees DEA has stakes in production facilities and concessions in, among others, Germany, Norway, Denmark, Egypt and Algeria. Moreover, in Germany, DEA also operates large subsurface storage facilities for natural gas.

ENERGY

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The Bioclimatic GmbH is a manufacturer and developer of systems for the purification and disinfection of air with the help of ionization and photo-oxidation. The patented systems employ these principles of air treatment without additive use of chemicals. The different air purification systems ensure breathing air, which is low in germs and bacteria as well as odor neutral. The systems are used, for example: in the food production, in the health sector, in hotels or in restaurants, as well as air conditioning systems and industrial and commercial air purification applications of all sizes. Implementation is easy, incl. retro-fitting. For support in planning and any questions please contact Bioclimatic directly. The family-owned company with its seat in Lower Saxony Bad Nenndorf produces since nearly 40 years exclusively in Germany.

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The CUBE spectrum offers comprehensive consultancy services in the sectors of WIND, SOLAR and SMART POWER. The integration of fluctuating energy sources into the existing grid and its interaction make use of the synergy effects of these technologies. CUBE is interdisciplinary and provides all services from one source always with a close eye on market occurrences and the technological pulse of the time. The company, accredited according to DIN EN ISO / IEC Norm 17025:2005, has successfully supported over 4,800 projects worldwide, with a total installed capacity of over 16,300 MW. Management Consulting, Country profiles, greenfield development, due diligence Planning & Project Management, Tender support, site identification, tech. project management, approval planning, construction supervision, feasibility study, Wind Assessment, Wind reports, measurement campaigns, LiDAR

**EEE Anlagenbau GmbH**

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EEE Anlagenbau GmbH is specialized in the entire process of engineering, manufacturing and commissioning of natural gas-, LPG-, oil- and condensate systems for gas- and energy distributing companies on- and offshore, especially for gas- and oil fired power plants. We offer - systems for conditioning natural gas for power plants and gas grids; - natural gas metering systems; - flow control systems for natural gas; - natural gas analyzing systems; - high pressure calibration facilities for Ultrasonic-, Turbine- and Rotary Displacement Meters; - automation systems, data acquisition systems, supervisory systems; - engineering services for the natural gas- and power industry. The company is certified in accordance with ISO 9001, PED 97/23/EC Module H, DVGW G 493-1, SCC** and EN 1090-1.

GERMANY

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International project development, engineering and EPC company in the power generation field from renewable and alternative energy sources. Since its pioneering 1994 origins has delivered over 2.500 solar systems of all types and scale and has built its presence in Europe and MENA region, through a network of subsidiaries and associated companies. Capitalizing on its international experience, engineering competencies and proven track record, it can design and deploy energy supply solutions to serve diverse application requirements. Its comprehensive offering covers the entire project implementation chain from design, procurement and construction to training and O&M. EUROSOL is investing significant resources in knowledge build up, R&D and technology acquisition in order to make inroads in the Energy Management, Power Saving and E-Mobility sectors.

**Lahmeyer International GmbH**

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Engineering and consulting services, primarily for complex infrastructure projects, are our main activities in the fields of energy as well as hydropower and water resources. The sound adjustment of conventional and new technologies is the key to preserve precious primary energy resources and the reasonable use of renewable energies. State-of-the-art know-how in these technologies make us a reliable partner. Our record of consulting services in Arab and Middle East countries dates almost 50 years of successful project development. Lahmeyer is a company of Tractebel Engineering.

**OELTECHNIK****Gesellschaft für Oeltechnik mbH**

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Private owned German based engineering & manufacturing company for turbine and compressor auxiliaries. Intercoolers, aftercoolers, surface condensers, lube-, seal- and control oil systems, seal gas panels, fin fan coolers, TEMA type shell & tube heat exchangers, nitrogen steam heaters, miscellaneous pressure vessels, high fin tubing with copper foot brazed fins or aluminium extruded fins. Certifications: ASME Code, PED 97/23/EC, Chinese Manufacturing License A1+A2, Korean License, DIN EN 1090/3834-2, DIN 18800-7 Class B, Det Norske Veritas, NB R-Stamp. Well re-known within all major international engineering companies and being familiar with their specification. Thermal design performed with in-house developed rating software. Results checked against actual performance data.

**Global EnerTec AG**

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We offer plants for the "Waste to Energy Technology" by using the residues from the waste treatment. Our plants can process shredded household and industrial waste, waste tires, waste plastics and biomass (for example grain hulls from grain mills). We can also process some materials which are not allowed in incineration plants. The output-products are energy-carriers like clean, dry and high-caloric gas, clean and high-caloric liquid fuels and coke. It is an own-developed and patented technology: the Thermo-Catalytic Degassing Technology. For the realization of the projects we have strong and international experienced German partners for engineering, plant construction and automation / process-control. We operate in Germany a semi-industrial plant with an input of about 250 kg per hour.

**MSS Mola Solar Systems Ltd. & Co. KG**

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MSS is project developer, system integrator and EPC(Engineering-Purchasing-Commissioning) in the renewable energy sector (photovoltaic, solar thermal, wind, hydro, geothermal, etc.). If needed, MSS offers Operation and Maintenance (O&M) too. The applications are diverse: residential, commercial and governmental (off-grid and/or grid connected). As wholesaler the company offers high quality silicon raw materials (polysilicon, for the photovoltaic industry and photovoltaic components such as solar panels, solar inverters, etc. As manufacturer MSS offers highest efficiency solar panels, solar hybrid inverters, solar batteries, etc. The company has its headquarter in Duisburg and is active worldwide. If you have projects you would like to initiate, develop and realize with us, please do not hesitate to contact us. We will be more than happy to serve you.

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Phocos is one of the world's leader in manufacturing of components for off-grid solar power systems. Our high quality and rugged products such as solar charge controllers, power management units, DC appliances etc are well-suited to the climate of the Middle East. They are used in rural electrification, BTS for telecommunication, oil & gas fields, lighting systems and recreational units. We strive to improve the efficiency of off-grid solar systems by providing a technology that ensures system reliability at affordable costs.



Renewable Energy and Energy Efficiency for the MENA Region (REMENA)

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REMENA is an English-language double degree M. Sc. program of the University of Kassel (UKAS) in Germany and Cairo University (CU) in Egypt or University of Monastir (UM) in Tunisia. It aims at building capacities to foster the development of renewable energy and energy efficiency concepts, markets and technologies in the MENA region. Students become familiar with institutions and cultures in the Arab and German regions and receive first-hand advice from high-level professionals and experts in the energy sector. In addition to the usual technical topics, REMENA focuses on economic, ecological and regulatory policy dimensions of the energy sector. National and international energy and climate policies are treated together with energy-management legislation, intercultural and language aspects. Students are granted a M.Sc. degree from both UKAS and CU or UKAS and UM.



Renewables Academy AG (RENAC)

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The Renewables Academy AG (RENAC) is a leading international provider of training and capacity building in renewable energy and energy efficiency. Since 2008, about 6,000 participants from 145 countries have attended RENAC programmes. RENAC delivers customised educational solutions, as well as capacity building and market development services that target the entire market value chains; starting from the setting up of political frameworks, to financing, design and installation, through to operation and maintenance of applications. RENAC transfers know-how on solar thermal energy, photovoltaics, CSP, wind power, bio-energy, hydro power, hybrid technologies, grid integration and energy efficiency. RENAC services include tailor-made trainings, open courses, online courses, university degrees, capacity building, quality assurance and organisation of delegations.

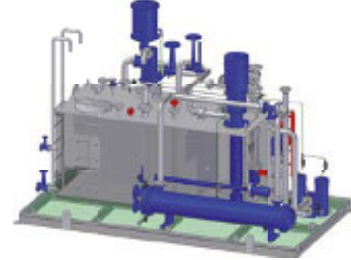
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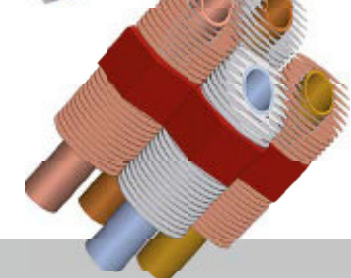
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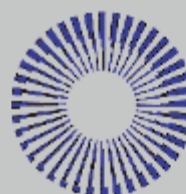
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SiTec GmbH based in Augsburg, Germany, is a leading company providing integrated engineering and technology solutions for polysilicon production for solar and microelectronic industry (basic engineering). SiTec GmbH is part of the centrotherm photovoltaics AG group. The portfolio covers among other things project development, feasibility studies, consulting engineering, plant and facility design, commissioning, process optimization and after sales service for production plants (e.g. TCS synthesis, distillation, polysilicon deposition, post processing, vent gas recovery, off-gas and wastewater treatment). SiTec GmbH provides complete technological solutions for greenfield and plant in operation. Management: Dr. Josef Biedermann, Holger Hilsenitz

**STEAG Energy Services GmbH**

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STEAG Energy Services GmbH is the engineering and service branch of STEAG GmbH, the 5th largest German IPP, being active in power generation for more than 75 years. With its source in Germany's energy capital Essen, STEAG Energy Services has developed into a global company with a team of more than 2000 energy professionals in international subsidiaries. Our scope reflects the complexity of energy generation facilities of all kinds, including services in development and design, construction, operation and optimization, both for new builds as well as for efficiency improvement and modernization of existing plants. Your project will particularly benefit from the decades of hands-on operation experience we have gained in our own power plants and plants owned by third parties worldwide. Thus, the design engineer with operating experience is our global trademark.

**Tauber-Solar Holding GmbH**

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TAUBER-SOLAR is a pioneer in the solar industry. As early as 1996, the company commenced with the development, implementation and operation of photovoltaic plants in Germany. Since 2007 TAUBER-SOLAR operates worldwide, the latest project is a 15 megawatt utility in Mauritius. The product portfolio ranges from small rooftop facilities for private homes to multi megawatt solar power utilities, including the world's largest roof-mounted systems. In addition, TAUBER-SOLAR offers advanced storage technologies and solutions for eMobility. TAUBER-SOLAR is particularly proud to have received the GERMAN SOLAR PRIZE in 2007, awarded by Eurosolar.

**TLT-Turbo GmbH**

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TLT-Turbo GmbH is one of the world's leading manufacturers of technology-driven industrial fans and ventilation systems. Through our products, we are able to respond to the challenges presented by your projects. We develop and build radial & axial flow fans, wind tunnels and tunnel ventilation systems. Our systems have been in use in many fields all over the world: from process engineering to thermostechnical processes up to dedusting technology. First-rate engineering, tradition and progress in air handling technology and a worldwide support network have been the cornerstones of our excellent global renown as a fan and systems manufacturer for more than 175 years. The typical fields of application: Thermal power plants, mine ventilation, steelmaking, chemical & petrochem. processes, cement industry, waste incineration, metro & tunnel ventilation, and wind tunnels.

ENVIRONMENT AND WATER

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The Bioclimatic GmbH is a manufacturer and developer of systems for the purification and disinfection of air with the help of ionization and photo-oxidation. The patented systems employ these principles of air treatment without additive use of chemicals. The different air purification systems ensure breathing air, which is low in germs and bacteria as well as odor neutral. The systems are used, for example: in the food production, in the health sector, in hotels or in restaurants, as well as air conditioning systems and industrial and commercial air purification applications of all sizes. Implementation is easy, incl. retro-fitting. For support in planning and any questions please contact Bioclimatic directly. The family-owned company with its seat in Lower Saxony Bad Nenndorf produces since nearly 40 years exclusively in Germany.

**bw-engineers GmbH**

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bw engineers represent a consortium of German engineering excellence, which integrates and coordinates the foreign market activities of leading consulting companies under a joint management. bw engineers member companies

- employ more than 800 planners and engineers in the areas of
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We are perfectly capable of conducting complex projects such as general planning programs as well as highly specialized studies and simulations. Senior representatives of bw engineers have long-time experience in both consulting and teaching. Currently running projects in KSA are in the fields of project management, water&environment, transportation planning, review and value engineering.

GERMANY

DORNIER

CONSULTING

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Dornier Consulting International is your innovative project consulting and engineering partner in the fields of Infrastructure & Real Estate, Airports, Transportation & Traffic, Automotive, Energy as well as Water & Environment. We serve our clients from business concept to implementation. Our in-depth technological heritage and extensive knowledge of the industry combined with abroad business background is the base for integrated and long-term sustainable solutions. Our global clients can rely on internationally experienced consultants who are based in more than ten branch offices across Europe, the MENA region and Asia.


EVERS GmbH & Co. KG
WATER TECHNOLOGY and
FILTER MATERIALS

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EVERS is one of the well-known producers of anthracite filter material, under the brand of EVERZIT®N, which is worldwide in use for the treatment of drinking water, desalination, waste water as well as for multi-layer filtration. The main applications for EVERZIT® filter materials are particle filtration, iron and manganese removal, deacidification and adsorption. We offer innovative filtration systems for decentralized drinking water treatment in developing countries, e.g. the EVERS EASY FILTRATION® with an innovative gravity backwash technology that leads to minimized energy consumption. EVERS WATER WONDER® a small and mobile filter system which can be operated without electricity for the use in emergency situations as well as for private use. Major references are the water treatment plants of Al Jubail, Aguilas-Murcia, Algiers, Ankara and Chennai.

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We offer plants for the "Waste to Energy Technology" by using the residues from the waste treatment. Our plants can process shredded household and industrial waste, waste tires, waste plastics and biomass (for example grain hulls from grain mills). We can also process some materials which are not allowed in incineration plants. The output-products are energy-carriers like clean, dry and high-caloric gas, clean and high-caloric liquid fuels and coke. It is an own-developed and patented technology: the Thermo-Catalytic Degassing Technology. For the realization of the projects we have strong and international experienced German partners for engineering, plant construction and automation / process-control. We operate in Germany a semi-industrial plant with an input of about 250 kg per hour.



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For more than 130 years, companies around the world have depended on Intertek to ensure the quality and safety of their products, processes and systems. We go beyond testing, inspecting and certifying products; we help customers improve performance, gain efficiencies in manufacturing and logistics, overcome market constraints, and reduce risk. We've earned a reputation for helping our customers increase the value of their products, gain competitive advantage, and develop trusted brands. Through our services we help our clients to minimise the adverse health and environmental impact of their products and processes for the benefit of society as a whole. Intertek is the industry leader with more than 40,000 employees in 1,000 locations in over 100 countries.

**INVENT Umwelt- und Verfahrenstechnik AG**

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INVENT offers a wide scope of efficient stirring and mixing solutions for almost every application in the water, wastewater and process technology. In the field of aeration technology, INVENT offers a range of membrane aeration systems for biological wastewater treatment, which have been developed and optimized for various applications. Mechanical engineering components which have been carefully dimensioned result in a safe and efficient plant, an INVENT System Solution. In such cases, INVENT takes over total responsibility for project management, supply, installation, commissioning and maintenance of the plant. INVENT's Engineering and Consulting services range from fluid mechanical optimizations of hydraulic structures or processes, to solving chemical engineering problems, flow simulations using CFD or simulations of entire wastewater treatment plants.

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Engineering and consulting services, primarily for complex infrastructure projects, are our main activities in the fields of energy as well as hydropower and water resources. The sound adjustment of conventional and new technologies is the key to preserve precious primary energy resources and the reasonable use of renewable energies. State-of-the-art know-how in these technologies make us a reliable partner. Our record of consulting services in Arab and Middle East countries dates almost 50 years of successful project development. Lahmeyer is a company of Tractebel Engineering.

GERMANY

**Plastic Solutions + Consulting GmbH**

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Plastic Solutions + Consulting GmbH is the answer to one of the biggest challenges in markets. Affluence waste puts stress on the environment but at the same time provides valuable raw materials for recycling. As experienced all-rounders in the plastics business, we offer our customers the synergy of the know-how from the operation of our own recycling plants and the expert knowledge of detailed facts and figures about worldwide market requirements. This makes us a reliable advisor and partner for all investments in complete plastic recycling plants and for process optimisations in already existing plants.

**PWT Wasser- und Abwassertechnik GmbH**

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PWT Wasser- und Abwassertechnik GmbH is one of the internationally leading German contractors in the field of Design, Build and Operation of infrastructure projects for water and wastewater treatment. We have more than 40 years experience in the realization of turn-key and O&M projects for urban water supply, water treatment for industrial purposes, urban and industrial wastewater treatment, desalination and groundwater depollution. We are dedicated to develop and to execute tailor made case to case solutions for our clients and our technical expertise guarantees long-term sustainable investments. Our core market is the Middle East and North Africa Region where we are currently executing large projects in sewage and desalination for major public clients.

**REMA TIP TOP AG**

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REMA TIP TOP AG is a globally operating system provider of services and products in the field of conveying and treatment technology as well as for repairing tyres. The company provides a global service network and offers a broad range of rubber products, linings and coatings for the industrial sector as well as in the automotive sector. In almost 100 years of corporate history, the company gained unique expertise in material development and industrial services and is active in the business segments Material Processing, Surface Protection and Automotive. The company employs more than 5,500 people and has more than 140 subsidiaries and participations – including notable brands like Dunlop Belting Products South Africa, Cobra/Depreux or Asplit. In all its business units REMA TIP TOP stands for quality, service and innovative solutions: ONE BRAND – ONE SOURCE – ONE SYSTEM.

**HOHENLOHER**

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Flexible Learning Environments for Tomorrow's Education. Made in Germany. HOHENLOHER supports education institutions worldwide with flexible learning environments, in order to give schools a learning and competitive advantage. It is the leading solutions supplier for science, technical and class rooms. Customers benefit from the global group competencies of the Waldner group. The flexible learning environments allow teachers to become a moderator, activate pupils and learn in more depth. The comprehensive solutions are intuitive, preventing teachers from failing in front of the class but strengthen their position. All products reduce complexity for the construction site drastically and meet highest safety standards. The broad portfolio of ceiling systems for school labs, science and technical classes is unique, worldwide. More on www.hohenloher.de.

FURNITURE AND INTERIOR

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Febromed – preparation for a gentle delivery. Febromed produces equipment to support women in labour. Researches show giving birth in the natural, vertical position has positive effects on the mother and the baby: less episiotomies, less labour pain, less perineal/vaginal trauma. In upright position babies show less frequent abnormal heart rate patterns and a higher umbilical arterial pH. Febromed-products support the mother to be in any stage of labour and the partner is actually involved in the birthing process. Our hand-made top quality products are highly esteemed throughout the world. Bright colours, modern shaping and versatility of febromed products create a relaxing ambience and inspires to a creative planning. Febromed-products are modular constructed, designed ergonomically, flexible in use and easy to handle – the enrichment for every birthing room

HEALTH

**ACENDIS Handels GmbH**

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ACENDIS supplies the latest medical technology in cooperation with our numerous manufacturing partner companies in whole Europe. We organize financial solutions and take care of the logistics of your devices. From the planning of your project until the training of your staff we stand by your side. With our help you are able to reduce your overall costs due to package prices and you can rely on timely delivery of the devices in coordination with the progress of your project. Because we are not tied to specific brands or manufacturers, we are able to apply our knowledge and experience in the interest of our clients. Our references include over 200 completed hospital projects. Leading hospitals in Turkey, the Middle East Region and all over the world rely on ACENDIS.

GERMANY



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As a German manufacturer within the healthcare industry for airway management Andreas Fahl Medizintechnik-Vertrieb GmbH has become a market leader in Germany for the highly sophisticated and specialized market of tracheostomy and laryngectomy care in only two decades. With a focused and comprehensive product range we have become a reliable global partner for ENT, head and neck surgery and intensive care specialists. Due to its high innovation dynamic Fahl products and services enjoy an exceptionally good reputation in many Arabic countries and the longtime presence in many of these countries has resulted in excellent relationships to key opinion leaders and stakeholders in this domain as well as in enhanced patient care.



ARAB- GERMAN- SCIENTIFIC- AKADEMY for holistic medicine & therapy

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The AGSA offers education and training in a special program as postgraduate course for medical staff, therapists & doctors. A Masterdegree in effective high-class therapies & medicine will given after complete study. The program is based on science and modern diagnostic. The philosophy of the academy is to be transparent in diagnostic, so one can find trust in the therapeutic synergy. The Team of lecturers are international experts with a long time of experience in their particular fields. The concept is based on the latest state-of-art. The courses will held at UAE and other arab countries and Germany. Language:english Modules: Complete:6 days/6 x courses /1 year /5 years, Basiccourse:1,5, Specialcourse:3,5, Diploma and intership & examination at the end of last year. Degree: Master of Holistic Therapies & Medicine Start:2016



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B. Braun is one of the world's leading manufacturers of medical devices and pharmaceutical products and services. With over 55,000 employees in 62 countries, B. Braun develops high quality product systems and services for users around the world. Every service provided by B. Braun incorporates the entirety of our knowledge and skills, the company's deep understanding of users' needs—and 175 years of extensive expertise. With its constantly growing portfolio of effective medical care solutions, B. Braun makes a substantial contribution towards protecting and improving people's health. In developing its products, product systems and services, B. Braun acts like a sparring partner. A companion who knows their counterpart. Who wants to do the best for them. A companion who promotes developments through constructive dialog and the motivation to improve things.



BFB Pharma Handel GmbH

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BFB Pharma Handel GmbH is an internationally active German company for manufacturing, export and distribution, operating intensely in the Near and Middle East area, with range expertise in the fields of healthcare, hygiene products and infant nutrition. Our headquarter is located in Hannover, Germany. By now we offer successfully introduced brands of food and dietary supplements - hygiene - body care - cosmetic products for babies and adults. Our own brand MARINOX® and well known products from German manufacturers (BABYLINE, BABY-NOVA, DELINA, GLYSOMED®) epitomize highest quality and an extraordinary market success.



centrovital Hotel & Health Center

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Experience centrovital, situated in Berlin's City West on lake "Spandau", as unique combination of hotel and health center. With us, you receive a personal treatment, cut out for your individual needs by highly qualified specialists. Meanwhile, you and your family are welcome to stay at the 4-star hotel with 158 rooms as well as a wellness, Ayurveda and beauty area. Health center service offers: medical check-up and treatment supervision performed by the medical director; operative and non-operative orthopaedic, surgical, trauma surgical and sports medical expertise in individual one-on-one treatment; Prof. Dr. Dr. Reinhard G. Ketelhut's medical practice for cardiology, internal and sports medicine; individually treatment plan; nutrition advice and weight reduction; professional support in the preservation and the regeneration of your health; Halal and Arabic dishes.



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CompuGroup Medical (CGM) is one of the leading eHealth companies in the world. With a revenue base of more than EUR 500 million, its software products are designed to support all medical and organizational activities in doctors' offices, pharmacies, laboratories and hospitals. Its information services for all parties involved in the healthcare system contribute towards safer and more efficient healthcare. CGM's services are based on a unique customer base of approximately 400,000 doctors, dentists, pharmacists and other service providers in inpatient and outpatient facilities. With locations in 19 countries and products in more than 40 countries worldwide, CGM is the eHealth company with one of the highest coverage among eHealth service providers. Approximately 4,200 employees support customers with innovative solutions to meet the steadily growing eHealth demands.

GERMANY


Falcon Company
YOUR BRIDGE TO GERMANY

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In 2010 the company Falcon was founded under the motto "your bridge to Germany". Falcon organizes the medical stay in Germany for patients from Arabian countries. We forward the medical reports of the patients to a qualified clinic and ask for a treatment plan and cost estimation. If desired, we eventually make an appointment for the patients in one of the clinics. We accompany the patients during their complete length of stay and offer them transfer services, translation services and care also for the accompanying persons. In case, the patients or accompanying persons have several wishes or needs – for instance shopping possibilities or wellness/ SPA, visiting another city in Germany for a weekend, etc. – Please contact us for searching your clinic.


Febromed GmbH & Co. KG

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Febromed – preparation for a gentle delivery. Febromed produces equipment to support women in labour. Researches show giving birth in the natural, vertical position has positive effects on the mother and the baby: less episiotomies, less labour pain, less perineal/vaginal trauma. In upright position babies show less frequent abnormal heart rate patterns and a higher umbilical arterial pH. Febromed-products support the mother to be in any stage of labour and the partner is actually involved in the birthing process. Our hand-made top quality products are highly esteemed throughout the world. Bright colours, modern shaping and versatility of febromed products create a relaxing ambience and inspires to a creative planning. Febromed-products are modular constructed, designed ergonomically, flexible in use and easy to handle – the enrichment for every birthing room.


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Medizintechnik

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A finger on the pulse – Clinical Experience, Technical Competence. A sense of responsibility, thrill of innovation, expertise, medical and technical competence – these are the foundations on which the success of the Gackebach, Westerwald/Germany based Fritz Stephan GmbH with its 120 strong workforce is built. Since 1978, the family owned enterprise has consciously focused on the specialized fields of ventilation therapy, anaesthesia and oxygen supply. In addition, Fritz Stephan GmbH has developed innovative solutions in the fields of neonatology and paediatrics; it's Stephanie ventilation system is considered a worldwide leader. Understanding and a good rapport with providers, key medical and technical personnel and international representatives facilitates active dialogue. This close cooperation is an essential factor in the development of innovative medical technology which is based entirely on the needs of patients and providers.


Geraldine Maschenware GmbH & Co. KG

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Geraldine Maschenware GmbH & Co. KG is an entity of Karl Rieker GmbH & Co. KG and is one of the leading manufacturers of textiles with algae or zinc fibres. We develop innovative fashion, which does more than just dress you – we boast skin sensitive wear clothing people with various allergies. The brands of Geraldine Maschenware GmbH & Co. KG are:

- b.well® (wellness clothing with alga)
 - sensipur ZINK® (underwear with zinc fibres)
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- Our high-quality clothing is made in Germany and has been ecologically, dermatologically and medically tested and certified by renowned, independent institutes. The Karl Rieker group has more than 60 years experience in designing, manufacturing and selling textiles and is a globally reliable trading partner.


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The company is manufacturer and distributor for medical and wellness products. The Bionic 880 is a full body photon-therapy system based on infra-red pulsed LED. It offers 3 different treatment modes:

1. Local mode: Pain relief, woundhealing, inflammation, burnings
2. Hormon harmonization: Endorphine, Cortisol, Serotonin, Melatonin, DHEA.
3. Treatment of bacteria diseases w/o using antibiotics, viral diseases.

This offers a wide range of treatment possibilities. For this product and its protocol the company received 2013 the German industrial award "Best of 2013". The bionic Health Scanner is a wellness system that scans the health status of a person. The system scans 39 parameters within 60 second and offers over 200 results. It measures the magnetic field of organs and cells. The Bionic Health Scanner is in use by medical clinics, pharmacies, gyms and fitness studios.


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Medicine of the Highest Standard Heidelberg University Hospital with more than 44 specialized clinical departments is one of the leading medical centers in Europe. Our patients have high expectations, which our world-renowned professors, distinguished physicians and committed nursing staff strive to fulfill in their daily work. True to our mission statement "Scientific Excellence for Your Health" intensive research activities make it possible to implement latest research results in our treatment standards. Outstanding areas of expertise are:

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- Cardiovascular diseases
- Neurological diseases
- Metabolic diseases and hormonal disorders
- Orthopedic diseases
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- Pregnancy and gynecological diseases
- Childhood diseases

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ISO & CE certified manufacturer and wholesaler of laboratory-, medical- and hospital supplies, disposables and consumables. Established in Hamburg in 1949. Export worldwide to currently more than 100 countries. Our main products are: Laboratory glassware, gynaecology accessories, blood lancets, cotton swabs, bacterial sample collecting sets, pipettes, instruments, disinfectants. Patents and Trademarks are registered for many countries. We are home of the GENUINE STERISTOPPERS®! More than 60 years of experience in business, and a warehouse with more than 3,500 m² allows us to supply in shortest time for your benefit! In order to keep close contact with our customers and partners we are regularly exhibiting at the major events in the medical and laboratory fields: MEDICA,ACHEMA, Arab Health, Arab Lab, Zdravoochranenije, Analytica, Hospitalar, FIME, Forum Labo et al.

**HMC, Dr. med. Dagmar Binder General Practitioner in own medical office**

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The team consists of a doctor, a coordinator for Arab patients and a coordinator for African patients. Our clientele is looking for competent and individual care and treatment of existing chronic diseases and prevention suggestions for impending diseases. We work together with a network of highly trained physicians and hospitals in the Heidelberg area, if necessary, with appropriate reference centers throughout Germany. Our concept aims at and is specialized on patients suffering from chronic diseases such as Diabetes mellitus, high levels of blood fats, uric acid, chronic pain syndrome, diverse cardiac diseases, gastritis. High priority enjoys the prevention of diseases by means of stress management training, the orthomolecular-, nutrition- and anti-aging- medicine.

**HOFFMANN'S****Hoffmann Dental Manufaktur GmbH**

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Hoffmann Dental Manufaktur is one of the longest-established companies in the German dental industry. Berlin based, family-run Hoffmanns is known worldwide for dental cement, an invention of the company founder Dr. Otto Hoffmann in 1892. With more than 40,000 applications worldwide per day, Hoffmann's Cements count to the most widely used luting and lining materials in restorative dentistry. Special emphasis is placed on sustainability of the products and production processes. Hoffmann's cements are particularly well tolerated, highly biocompatible and are recommended for allergy sufferers. Hoffmann Dental Manufaktur has 3000 m² of production area, laboratories, offices and a conference centre in Berlin-Tempelhof. Showroom and shop are open for visitors.

**Karl Kolb GmbH & Co. KG Scientific Technical Supplies**

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Karl Kolb GmbH & Co. KG has been a major supplier of laboratory and scientific equipment of all kinds for more than 60 years. Our clients range from medical and scientific institutes to research and educational establishments as well as industrial enterprises. The company manages a product portfolio of over 40,000 items from 439 manufacturers. The broad spectrum of products ranges from simple lab consumables to complete laboratory solutions. From our company headquarters in the Rhine-Main area in Central Germany we export mainly to customers in the region of the Middle East and Africa. We guarantee excellent customer service, thanks to our highly qualified sales personnel and experienced engineers, including specialists for all our markets.

**novel gmbh**

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The Munich based company novel is the specialist in load distribution measurement systems. For more than 35 years, our scientists and engineers set the benchmark for accuracy and reliability in this field. novel has developed various systems, which include the emed® pedography platform providing a barefoot measurement for foot diagnostics and the analysis of foot functions, and the pedar® in-shoe system for the evaluation of local forces between foot and shoe. pliance® identifies load distribution on soft surfaces and 3-D areas, and manugraphy® measures the hand forces while gripping. novel and its partners world-wide have conducted extensive research on the treatment of the diabetic foot and the prevention of ulceration and amputations. emed® and pedar® are the ideal combination to diagnose on-risk diabetic feet and to monitor the function of footwear and orthotics.

**OSPAPHARM GmbH**

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Quality is the basis of sustainability. Ospapharm is the successful example of a medium size German company with long tradition in manufacturing herbal medicines at highest international pharmaceutical level. The clinically proven combinations of specific phytopharmacological ingredients lead to unique niche products, mainly in nephrology, urology, hepatology and gastroenterology. Ospapharm products are being exported for decades into many countries, the Arabic markets being a major strategic corporate target. The company's success is founded to equal parts on the cooperation with selected business partners for the local marketing and distribution in the single markets. A recent change in ownership shall guarantee a highly dynamic growth perspective on the solid base of a well established business history.

GERMANY

**Premium DocServices oHG**

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Premium DocServices aims at facilitating Arabic patients, doctors and students the access to the offers of the German health care system. We attach great importance to setting up a bond of trust to our customers and to offer performances of best quality. We are the direct contact person for the potential patient for all issues concerning the medical journey: inspection of the patient's health records, medical evaluation and treatment recommendation by our experts, travel organisation, interpreter services and leisure time programme for the family. For doctors in further training, medical specialists and students we are offering medical courses in English in cooperation with the most advanced medical training centers in Germany.

**SUNLIFE Produktions- und Vertriebsgesellschaft mbH**

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SUNLIFE® Produktions- und Vertriebsgesellschaft mbH is a well known manufacturer as well as a supplier to renowned international trading partners in the food retail and pharmacy sectors in over 70 countries. SUNLIFE® produces and markets a wide range of food supplements, vitamin products, minerals, OTC pharmaceuticals, wellness and dietary products, cosmetics & care products and medical devices. We develop our own innovative formulations and offer contract manufacturing services for our business partners. Our products offer premium quality, they are manufactured according to GMP/HACCP guidelines, and have ISO 9001 as well as EN ISO 13485 certification. SUNLIFE® is also a well established partner for the development of custom-tailored PRIVATE LABEL brands.

**TRILUX Medical GmbH & Co. KG**

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Innovative solutions for the medical sector TRILUX is synonymous with competence and more than 100 years of experience as a special manufacturer for lighting technology. A quality promise that stands for innovative products and state-of-the-art technology with more than 50 years of experience in the field of medical technology as well. TRILUX Medical is specialized in the development and production of medical devices for normal care, intensive care and operating rooms such as surgical lights, pendants, media bridges and telemedicine as well as in the development of customized turnkey concepts. The goal of our constant research and development activities is to understand the needs of patients and care providers to create meaningful solutions. Functionality, efficiency and ease of use are the characteristics of TRILUX Medical solutions.

**Schultes medacta GmbH & Co Lehrmodelle KG**

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In 1866 our company started with business of medical equipment. 125 years ago our first Obstetric Phantom has been developed in cooperation with The Director of University Women's Clinic in Jena, Germany, Professor B.S.Schultze. Meanwhile our Obstetrical and Gynecological Training Models are part of medical Education worldwide. Since the middle of the 80's last century we supply Clinics and Skills Labs with our GYN-TRAINER models, one especially to train Inspection and Palpation and finally Insertion of the COIL. Our "Mamma-Trainer" allows examination of the female Breast with several findings. We use fine Leather to give a very good impression of the examination at a real patient.

**Sysmex Europe GmbH**

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Sysmex Europe GmbH (SEG), located in Hamburg, Germany, is a subsidiary of the Sysmex Corporation from Kobe, Japan. From our Hamburg offices we serve our affiliates, distributors and customers throughout the Europe, Middle East and Africa region. Sysmex is the global leader in haematology and a renowned specialist in haemostasis, urinalysis, and automation. We are growing to cover other exciting areas such as life sciences, cancer management and essential healthcare in resource-poor regions. With the successful introduction of flow cytometry pioneers Sysmex Partec into our organisation, we are opening up entirely new avenues of diagnostic significance. Everything we do is driven by a single mission: Shaping the Advancement of Healthcare.

**VISUS GmbH**

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VISUS is one of the leading providers of process-oriented solutions for imaging and diagnostic management. The JiveX product family covers the full range of imaging and diagnostic data communication, from PACSs for radiology clinics to hospital solutions spanning multiple departments and sites. Thanks to their use of internationally recognized standards, VISUS solutions—all of which are developed in Germany—can be readily integrated into existing systems.

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**Vivantes International Medicine**

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**Zeppelin Mobile Systeme GmbH**

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ZEPPELIN MOBILE SYSTEME GmbH is known as one of the leading manufacturer of mobile systems in the world. Zeppelin Mobile Systeme offers mobile hospitals, emergency and prevention systems, mobile communication systems, supply and service units as well as customer-specific special shelter systems – all of them based on the ZEPPELIN-Shelter®, which is designed for safe and reliable shipping by any conventional means of transport involving land, air and sea. ZEPPELIN-Shelter® can be equipped with various functions and facilities. They are all individually configured and equipped for the specific range of applications. Equipment that includes ballistic protection, and configurations with NBC-protected ventilation systems, are available as options. These systems can be deployed as vehicle-supported or ground based units. The function systems are designed in customised versions or standard ZMS configuration.

IT AND
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Caelum Group's smart services and solutions secure governments and corporations with the real and digital world. We offer software solutions for managing data to issue identities (such as passports, national IDs, tickets), e-government services, border management, and site protection (physical and logical access control, including video surveillance with face recognition and intelligent video analysis). Our solutions can meet the most complex specifications.

**COI Consulting für Office und Information Management GmbH**

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CompuGroup Medical (CGM) is one of the leading eHealth companies in the world. With a revenue base of more than EUR 500 million, its software products are designed to support all medical and organizational activities in doctors' offices, pharmacies, laboratories and hospitals. Its information services for all parties involved in the healthcare system contribute towards safer and more efficient healthcare. CGM's services are based on a unique customer base of approximately 400,000 doctors, dentists, pharmacists and other service providers in inpatient and outpatient facilities. With locations in 19 countries and products in more than 40 countries worldwide, CGM is the eHealth company with one of the highest coverage among eHealth service providers. Approximately 4,200 employees support customers with innovative solutions to meet the steadily growing eHealth demands.

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GERMANY

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Alexander & Partner is a specialist law firm advising international clients on business activities and investments in Europe, the MENA-Region and India. With our head office in Berlin and representations in Doha, Dubai, Muscat and New Delhi we are committed to supporting our clients in understanding the business cultures in Europe, the MENA-Region and India. Our legal team assists our clients in all stages of their business activities and investments, from market entry and corporate set up to closing, including legal advice on transactions, contract drafting and negotiations, legal assistance during the operational phase of projects and dispute resolution as well as contract and claims management. Through our long-standing experience in the construction, infrastructure, logistics, energy, technology, real estate and natural resources industries, we offer a unique sector focus and understanding of the demands of clients active in these industries.

ALLEN & OVERY

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Allen & Overy LLP, founded in London in 1930, is one of the leading international legal practices with around 2,800 professional advisors in 44 offices worldwide. We advise corporates, financial institutions and public institutions on all major areas of commercial law.

Acknowledging the long lasting (business) relationship between the Middle East and Germany and the comprehensive collaboration inter alia in business related matters, the offices in Germany and the Middle East work closely together and combine a true local depth and a unique network in both markets. In the Middle East, we have gained unparalleled experience regarding the ground-up establishment of mega projects and transactions. In Germany, we have an outstanding track record of advising international companies and financial institutions especially on their investments into the German market.

AMERELLER

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Amereller Rechtsanwälte is an international law firm specializing in corporate and commercial law in the Middle East. Our multilingual lawyers advise on a broad spectrum of legal matters, focusing on Joint Ventures, Mergers & Acquisitions, Capital Markets Transactions and Agency and Distribution. We have acted for major Arab, U.S., and European clients from various industries, including automobiles, pharmaceuticals, chemicals, consumer goods, software, foodstuffs, banking, international construction and engineering projects, oil and gas, and tourism, advising at least one major global player in each of these sectors. We have recently expanded our office network in the region and now maintain offices in Berlin, Munich, Cairo, Dubai, Damascus, Baghdad, Basra and Erbil, as well as an associated office in Tripoli, Libya.



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that he founded with offices in Berlin (headquarter), Munich, Istanbul and Abu Dhabi. The independent company has the purpose to assist institutional and non-institutional investors from the Arab Gulf Cooperation Council Countries and other Arab countries in their investment activities in the fields of Real Estate, Corporate Finance and Asset Management in Germany. That means, to seek, find and place investment vehicles and opportunities upon the demand of its Arab clientele.



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The company GILLARDON GmbH + Co. KG is a manufacturer of heavy duty drilling machines for industry and crafts. The product range includes column drilling machines, coordinate-drilling machines, gang drilling machines and radial drilling machines.

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V-LINE EUROPE GmbH, headquartered in Germany, has its primary MRO Supply Market operations in the Middle East, based in the Kingdom of Saudi Arabia, and other country customer service centers in GCC states, Mexico and Brazil. V-LINE sourcing and procurement centers in the USA and Asia offer industrial plants in all its markets an integrated set of services tailored to lowering their total procurement costs for foreign MRO parts while meeting the highest global standards of supply performance. V-LINE service takes title to the plant MRO parts flow from order until delivery. V-LINE manages the flow of goods and procurement transactions and also offers a comprehensive set of additional MRO plant lifecycle services that provide global knowledge and data based plant management solutions to achieve Operational Excellence.

**WEYRAUCH GmbH + Co.KG
Werkzeugmaschinen**

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Since 1958 the company WEYRAUCH is on the market as a manufacturer and supplier of metal working machines. The product range includes radial drilling machines, milling machines, machining centers and lathes in conventional and CNC-controlled versions.

**ZehCon GmbH - FIRENZINI manufaktur
bester florentiner**

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Tel.: +49-8171-385457-0
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www.firenzini.com

Manufacturer and distributor of handmade and gluten-free florentin(almond)biscuits with dark-, milky- and white chocolate and high quality selected ingredients.

**Zeppelin Systems GmbH**

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88045 Friedrichshafen, Germany
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As a leading global plant engineering company for the handling of high-quality bulk materials we work in the industry sectors plastic, rubber and tire, chemical and food. Zeppelin Systems supplies all plant engineering services from a single source from basic engineering and the production of our own components and control technology through to the final assembly as well as a comprehensive after-sales service. All contacts come from a single source because we are involved in every project phase ourselves. This keeps the number of interfaces to a minimum and ensures that projects run smoothly.

**Zink KÖRNER GmbH**

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alexander.harder@koerner-hagen.com
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The publishing companies Georg Olms AG and Weidmannsche Verlagsbuchhandlung GmbH cultivate over 30 specialist areas in established cooperation with 500 scholars and librarians. The catalogue lists 12,000 titles in particular in the following subject matters: Arabian studies, philosophy, classical studies, history of art, musicology, history, European languages, German language & literature, history of science, medicine & technology, bilingual children's books and books on horses. It also offers the largest number of reprints worldwide. The 325 year old Weidmann Publishing House belongs to Olms, whose owner is a breeder of Asil Arabians and the President of the international Asil Club (www.asilclub.org). Dr. W. Georg Olms is focussed on hippological and Arabic publications and edits articles on the influence of the Arabic culture and science on the west.

GERMANY

REAL ESTATE



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bw engineers represent a consortium of German engineering excellence, which integrates and coordinates the foreign market activities of leading consulting companies under a joint management. bw engineers member companies

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**Lindemann Group**

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 Fax: +49-221-65060500
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Lindemann is best known for plus energy buildings of the future and smart city megaprojects in GCC. The growing venture works on designing iconic and intelligent buildings and real estate projects of all sizes. From project development, analysis, early design, research and feasibility studies to BIM and final construction. Services include Architecture, Design, Planning, Consulting, Research and Ventures. Currently, Lindemann has offices in Abu Dhabi, Bad Oeynhausen, Cologne and Munich. The range of projects locations is truly international, from Germany to the Kingdom of Saudi Arabia and from the United Arab Emirates to UK and Australia.

SECURITY AND DEFENCE



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 www.caelum-knowledge.com

Caelum Group's smart services and solutions secure governments and corporations with the real and digital world. We offer software solutions for managing data to issue identities (such as passports, national IDs, tickets), e-government services, border management, and site protection (physical and logical access control, including video surveillance with face recognition and intelligent video analysis). Our solutions can meet the most complex specifications.

**Le-vi Elektrovertrieb GmbH**

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Since almost 20 years, Le-vi Elektrovertrieb GmbH is a reliable German provider of integrated solutions in security, access control, audiovisuals, communication and lighting in the Middle East and North Africa. As a synergistic link between selected manufacturers and our clients, we offer state-of-the-art products, manage the shipping process, and work with local partners to implement projects to the clients' full satisfaction. All our local partners receive technical and logistical support from Le-vi headquarters, and work side by side with our engineers to meet clients' requirements. Based in Berlin, we emphasize on products and systems "Made in Germany". The Le-vi portfolio encompasses projects including refineries, power plants, airports, banks, government ministries, royal palaces, mosques, hospitals, hotels, and malls. We look forward to working for your trust.

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Result Group - established 1996 by Walfried O. Sauer - is one of the world's leading risk and crisis management consultancies. Our highly experienced consultants advise national governments, international organizations and multinational companies, including many of the world's TOP 500, in the neutralization of criminal attacks, 24 hours a day, worldwide. Our services including CORPORATE Security Solutions (Security Abroad, Security Training, Maritime Security, Product Extortion and Product Recall, Forensic Plus, Operative Compliance, International Investigations, Kidnap & Ransom, Information Protection), GOVERNANCE Security Solutions (Police Reform, Justice Security Reform, Border and Disaster Management, Armed Forces in Transition, Security Sector Reform, Intelligence Reform, Expert Services) as well as PRIVATE Security Solutions.

**Veridos GmbH**

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Veridos GmbH creates secure and pioneering identification and identity solutions. Founded in January 2015, the joint venture between Giesecke & Devrient GmbH, Munich, and Bundesdruckerei GmbH, Berlin, offers its customers a unique product portfolio from a single source. For instance, it covers the entire value chain for passports, from paper right through to the eGates. The German company is a reliable partner valued by governments and public authorities throughout the world – so far, it can count over 70 countries among its customers. In addition to its headquarters in Berlin and the operating facility in Munich, Veridos is represented around the world including in Brazil, Canada, Mexico, Singapore, the USA, and the United Arab Emirates. Veridos currently employs a workforce of approximately 400.

GERMANY

**WAGNER Group GmbH**

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The WAGNER Group GmbH has been developing and producing technical fire protection systems since 1976 and has established itself internationally as an innovative provider of solutions and systems. The Group is a global technology leader in the field of fire detection (TITANUS®) and fire prevention (OxyReduct®), which are also used in combination in IT, storage and logistics, archives, museums and other areas guaranteeing optimal fire protection concepts tailored to customer requirements. WAGNER covers the complete service portfolio for its customers from planning and design to system construction and service. With over 470 employees and a sales revenue of circa €75 million in the 2014/2015 financial year, the company is continuing its expansive development, with a network of subsidiaries in Germany as well as locations abroad.

ZEPELIN MOBILE SYSTEME

Zeppelin Mobile Systeme GmbH

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ZEPELIN MOBILE SYSTEME GmbH is known as one of the leading manufacturer of mobile systems in the world. Zeppelin Mobile Systeme offers mobile hospitals, emergency and prevention systems, mobile communication systems, supply and service units as well as customer-specific special shelter systems – all of them based on the ZEPELIN-Shelter®, which is designed for safe and reliable shipping by any conventional means of transport involving land, air and sea. ZEPELIN-Shelter® can be equipped with various functions and facilities. They are all individually configured and equipped for the specific range of applications. Equipment that includes ballistic protection, and configurations with NBC-protected ventilation systems, are available as options. These systems can be deployed as vehicle-supported or ground based units. The function systems are designed in customised versions or standard ZMS configuration.

TEXTILES AND CLOTHING

LUXURY AWAITS


**Chic Outlet Shopping
Wertheim Village & Ingolstadt Village**

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97877 Wertheim, Germany
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85055 Ingolstadt, Germany
Tel.: +49-841-8863-100
Fax: +49-841-8863-101
www.ChicOutletShopping.com

Ingolstadt Village, near Munich, and Wertheim Village, less than an hour from Frankfurt and Nuremberg, are two of the Collection of nine Chic Outlet Shopping® Villages in Europe by Value Retail. Offering an exclusive outlet shopping experience, each Village has more than 110 boutiques of leading international and German brands that include Bally, Bogner, Furla and Escada, providing a tempting choice of fashion and luxuries for the home. With reductions of up to 60% on the former recommended retail price of previous seasons' collections, the Villages are open six days a week, all year round, and are home to a selection of restaurants and cafés, as well as a suite of carefully prepared services. With personal shoppers, Tourist Information Centres and the convenience of the luxury Shopping Express® daily coach service that operates from the Villages' closest cities.

Geraldine Maschenware GmbH & Co. KG

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Tel.: +49-7471-9581-0
Fax: +49-7471-9581-250
info@b-well.de
www.b-well.eu
www.sensipur-zink.de

Geraldine Maschenware GmbH & Co. KG is an entity of Karl Rieker GmbH & Co. KG and is one of the leading manufacturers of textiles with algae or zinc fibres. We develop innovative fashion, which does more than just dress you – we boast skin sensitive wear clothing people with various allergies. The brands of Geraldine Maschenware GmbH & Co. KG are:

- b.well® (wellness clothing with alga)
- sensipur ZINK® (underwear with zinc fibres)
- sensipur ECO® (underwear for sensitive skin)

Our high-quality clothing is made in Germany and has been ecologically, dermatologically and medically tested and certified by renowned, independent institutes. The Karl Rieker group has more than 60 years experience in designing, manufacturing and selling textiles and is a globally reliable trading partner.



Company Name	:	The Egyptian Company for Trade & Industry (SOGIC)
Contact Persons	:	Eng. Mohamed Abdel Sattar Arafa (Chairman & President)
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Hot line	:	00203 9600090 Mobile: 002012 3247533
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Sogic is one of the oldest and greatest private textile companies in Egypt and all over the Middle East, with its ultimate experience in export since 1976.

Sogic producing different models of knitted inner and outer wear for kids, ladies & men and acting under license of a big name Absorba Confetti France since 1994.

Sogic certified by ISO 900, OKEKO TEX standard 100 class1 and 2, Gotz, Fair Trade, BSCI certificates

Our Clients: Major market of export:

- Europe: "Germany France, U.K, Spain and Belgium"
- Scandinavian Countries: "Denmark, Sweden and the Netherlands"
- U.S.A and Canada
- Middle East, Saudi Arabia and Jordan

Our Main Produced Fabric :

Interlock, Fine 1*1 Rib, double rib, Single Jersey, Pique, Fleece, Thermal, yarn dying and Fashion Stitch.

All in 100% cotton, organic cotton, modal, viscose or blended

All produced fabrics has to undergo rigid quality control and lab testing before dyeing ranging from 100 gm/m2 to 350 gm/m2

Our Products (for all ages and sexes) are:

- Polo Shirts, T-Shirts, Blouses, Sweat Shirts, Mock & high necks
- Joggings, Pajamas, Night Gowns, Shorts and leggings
- Panties, Slips and Singlet

Production Rate is about 20,000 Pcs/Day

Annual Turnover is about \$ 9,200,000

GERMANY

TOURISM

**AS&P - Albert Speer & Partner GmbH**

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AS&P combines innovative methods in architecture, urban design and transportation planning to provide clients with holistic solutions. In the process, it can draw on many decades of experience in designing and managing international planning and construction projects. The company's portfolio includes multi-storey dwellings and high-rises, urban planning, regional development, planning for tourism and leisure-time facilities, conceptual transportation planning and project management through to the planning for major international events and expert consultancy for politicians. AS&P prioritizes lean structures, with a core payroll of some 160, and alongside the head office in Frankfurt/ Main, Germany and the large representative office in Shanghai otherwise opts for temporary project offices, staffed by highly-qualified, highly-motivated and highly-specialized experts.

LUXURY AWAITS

**Chic Outlet Shopping****Wertheim Village & Ingolstadt Village**

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Ingolstadt Village, near Munich, and Wertheim Village, less than an hour from Frankfurt and Nuremberg, are two of the Collection of nine Chic Outlet Shopping® Villages in Europe by Value Retail. Offering an exclusive outlet shopping experience, each Village has more than 110 boutiques of leading international and German brands that include Bally, Bogner, Furla and Escada, providing a tempting choice of fashion and luxuries for the home. With reductions of up to 60% on the former recommended retail price of previous seasons' collections, the Villages are open six days a week, all year round, and are home to a selection of restaurants and cafés, as well as a suite of carefully prepared services. With personal shoppers, Tourist Information Centres and the convenience of the luxury Shopping Express® daily coach service that operates from the Villages' closest cities

**Department of Tourism & Commerce Marketing Dubai**

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DTCM is the principal authority for the development of tourism in Dubai, one of the world's most popular destinations. Established in 1997, it is the sole licensing body for the hotel establishments and tourism-related businesses. Its supervisory role covers heritage sites, cruise terminal and convention bureau. DTCM has 18 overseas offices, including three in China and two in Saudi Arabia.

**Hotel Palace Berlin**

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The privately run Hotel Palace Berlin is located in the vibrant heart of the capital center between the Ku'damm and Zoological Garden, just a few stations away from the Brandenburg Gate and Berlin's conference center. The "Leading Hotel of the World" offers 278 rooms and suites with free WiFi, a sophisticated Club Lounge with skyline view, a cozy Lobby Lounge, a special bar concept at the House of Gin and the 800 sqm Palace SPA with fitness, pool and sauna. With 2,400 sqm of event space and 17 meeting rooms this business hotel provides the perfect setting for any kind of event - whether you're hosting a high quality conference with 900 guests in the ballroom with 5 m ceiling height or an exclusive dinner in one of the salons. The experienced Palace convention team is on hand to fulfil your wishes and ideas with flexible and creative planning.

**KACO new energy GmbH**

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KACO new energy is amongst the world's largest manufacturers of solar inverters. With offices in 16 countries, the company offers inverters for every array size from the smallest homes to the largest solar farms of hundreds of Megawatts. KACO new energy is based in Neckarsulm, near Stuttgart, Germany and the production facilities there, in the Americas and Asia have supplied around 8 Gigawatts of inverters since 1999. The company was the first inverter manufacturer to achieve fully carbon-neutral production and is rapidly heading towards power self-sufficiency. KACO new energy also supplies energy storage systems and battery inverters, as well as inverters for PV-Diesel hybrid systems and combined heat and power plants. In 2014, KACO new energy celebrated the centenary of the original company which was one of the first suppliers of inverters in the late 1930s.

**Mandarin Oriental, Munich**

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Quietly tucked away in a side street, yet centrally located near the famed Maximilianstraße, Mandarin Oriental, Munich is an elegant gem, combining timeless, sophisticated charm with a contemporary, modern design and subtle oriental accents. Mandarin Oriental provides the highest levels of personalized service in the very city center, as well as a selection of brand new restaurant and bars, such as Germany's first Matsuhisa restaurant or the new Bar31. The hotel's elegant and spacious 48 guestrooms and 25 suites offer the finest in international luxury and, along with the stunning rooftop pool, feature views that stretch across the picturesque surroundings of the old town.

GERMANY

**Maritim Hotelgesellschaft mbH**

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Maritim Hotels are one of Germany's largest hotel chains with 34 first-class and deluxe hotels in Germany, plus properties in Egypt, Spain, Turkey, Mauritius and Malta. With hotels designed specifically having the conference and incentive market in mind, Maritim Hotels offer over 40 years experiences in managing small, medium and large European or global conferences in excellent city centre, resort and leisure destinations. For more information click on www.maritim.com

**Sixt rent a car**

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www.sixt.com

Sixt rent a car was founded in 1912 and is part of the Sixt Group, an international provider of high-quality, end-to-end mobility services. Available in over 105 countries at 4000 locations, Sixt is one of the major players in the car rental industry. Throughout the world, Sixt provides a wide range of vehicles of all brands and offers the world's largest BMW and Mercedes Benz fleet. As part of our commitment to quality and service, we make sure that our vehicles are never older than 6 months. Sixt rent a car provides a wide and exclusive selection of SUVs, sedans, luxury vehicles, and sports cars that can satisfy any driver's needs not just in Europe but also from the Middle-East, to Asia or America and even on the Caribbean islands. You can expect the same great service wherever you go and our car rental services are available for all budgets and tastes.

**Sofitel Berlin Kurfuerstendamm**

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Fax: +49-30-800999-1523
hg387@sofitel.com
www.sofitel-berlin-kurfuerstendamm.com

Luxury is everywhere in this 5-star Berlin hotel, from the warmth of the doorman's greeting to the attention to detail in 311 spacious rooms and suites. A genuine welcome from our expert staff adds a personal touch to your stay in this contemporary hotel. German art and timeless design create a sophisticated vibe. Mingling with locals in the Lounge Bar or dining on the terrace of Le Faubourg Restaurant, experience the artistic energy of western Berlin.

**Steigenberger Hotel Am Kanzleramt**

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10557 Berlin, Germany
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kanzleramt-berlin@steigenberger.com
www.steigenberger.com

Right outside the main train station, in sight of the Federal Chancellery, you will find the Steigenberger Hotel Am Kanzleramt. Many places of interest are within walking distance, including the Platz der Republik (approx. 850 m) and the Brandenburg Gate (approx. 1.5 km).

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**Vivantes International Medicine**

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vim@vivantes.de
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TRANSPORT AND LOGISTICS**Bureau Veritas Industry Services GmbH**

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We are dedicated to delivering effective global logistics and supply chain management solutions to help make our customer's businesses flow. CEVA Logistics is one of the world's leading non-asset based supply chain management companies, designs and implements industry leading solutions for large and medium-size national and multinational companies. Approximately 41,000 employees are dedicated to delivering effective and robust supply chain solutions across a variety of sectors and CEVA applies its operational expertise to provide best-in-class services across its integrated network, with a presence in over 160 countries. For the year ending 31 December 2015, the Group reported revenues of US \$ 6,959 million.

DORNIER

CONSULTING

Dornier Consulting International GmbH

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Germania Fluggesellschaft mbH

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HOHENLOHER

HOHENLOHER

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IPSEN LOGISTICS

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IPSEN LOGISTICS GmbH

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