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# Arab-German Yearbook 2014

Construction and Consulting



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### Quick Info

- ▶ Programme name:  
**PartnerPlusBenefit**
- ▶ Target audience:  
**Small and medium-sized businesses with headquarters in Germany**
- ▶ Number of members:  
**Over 25,000 (As at: 2014)**



**PartnerPlusBenefit**  
Lufthansa

# Arab-German Yearbook 2014

Construction and Consulting

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# Preface

We proudly present the fifth edition of the Arab-German Yearbook—Construction and Consulting. As in previous editions ground-breaking projects of Arab-German cooperation in the field of construction and consulting are taken into the focus which state eloquent examples of the quality of Arab-German business relations.

The Arab countries reaching from the Moroccan Atlantic coast to the Gulf of Oman are at different stages of industrial development and, therefore, offer a broad range of opportunities for German companies: from the provision of basic infrastructure like railways and water treatment to creative architectural designs. About \$100 bn is forecasted to be awarded on projects in the infrastructure sector in the GCC countries in 2014. Saudi Arabia projects about \$55 bn of contract awards, Kuwait and the UAE about \$33 bn-worth projects each, and Qatar will also be a major market with many planned projects for the upcoming 2022 World Cup. The Housing Complex in Basmaya with a contract value of \$8 bn in Iraq or the Egyptian project New Giza worth \$1.8 bn are just some of many construction projects in the Arab world.

Obviously, Arab countries are considering German companies as reliable partners with respect to design and implementation of projects and are inviting them to contribute to the continuing economic growth process. Due to their unique and globally renowned experience and know-how, German engineers, architects and constructors have a considerable impact on the way of construction in the Arab world. Jointly accomplished projects illustrate the continuing intensification of the cooperation between Arab and German partners which is characterized by mutual understanding and high benefits for both partners.

The success stories presented in this book encourage us to pursue our goal of flourishing Arab-German business relations and inspire us in our daily work. Based on its invaluable heritage and its commitment, the Ghorfa Arab-German Chamber of Commerce and Industry has a powerful network consisting of both institutional and entrepreneurial decision-makers from the Arab countries and from Germany. As the competence center for business relations between Germany and the Arab world, the Ghorfa promotes and strengthens business relations between Germany and the Arab countries in the fields of trade, industry, finance, and investment. The Working Group “Infrastructure, Construction and Transport” meets regularly in Germany and in the Arab world to facilitate Arab-German cooperation in this field. It offers a valuable platform to share information, exchange experiences and to facilitate cooperation.

This Arab-German Yearbook would not have been possible without the contribution of numerous German companies considerably engaged in the Arab world. We sincerely thank Ms Rafaela Aguilera Alvarez for her commitment and dedication to this publication and all matters of the working group. We also would like to thank Ms Petra Reisdorf, Ms Traudl Kupfer and Ms Stefanie Lehmann for their work and effort to realize this book project.

We hope you enjoy reading this book and wish you many new and fascinating insights, ideas for your own future business activities and inspirations for further reference projects in Arab-German business relations.

**Olaf Hoffmann**  
*Vice President*

**Abdulaziz Al-Mikhlaifi**  
*Secretary General*



Olaf Hoffmann



Abdulaziz Al-Mikhlaifi

# Saudi Arabia

الملكة العربية السعودية



|               |   |
|---------------|---|
| Country Name: | Kingdom of Saudi Arabia                       |
| Population:   | 28.0 million                                  |
| Land Area:    | 2,149,690 km <sup>2</sup>                     |
| Currency:     | Saudi Arabian Rial (SAR), 1 SAR = 100 Halalah |
| Capital:      | Riyadh  |
| Languages:    | Arabic (official)<br>English (commercial)     |





Equipped with up-to-the-minute media resources, the Info. HUB's role is that of an information exchange and network center.

## Exchange of Cultures and Expertise: Architectural Infrastructure Projects in Saudi Arabia

### Gerber Architekten

The expertise and high-quality performance of German architects and engineers enjoy a good reputation worldwide. A high standard of design work, highly advanced construction technology and the solid execution of construction work are the crucial factors in this good reputation. The creativity, the structured and constructive way of working and the high reliability of German architecture firms are particularly highly valued in the Arab world as the following examples will prove.

The planning and implementation of building projects by German architects in Saudi Arabia takes place according to European standards. A precise and meticulous execution of construction work, however, can be ensured only through the cooperation of all those involved in the building work. For the implementation of the King Fahad National Library, for instance, individual, technologically manufactured construction materials were produced by German manufacturers and were exported to Saudi Arabia. Under the competent guidance

of Gerber Architekten's heads of construction, an impeccable implementation onsite by Saudi Arabian firms is guaranteed.

The National Library is one of many outstanding examples of intercultural planning expertise. An assignment of this form and on this scale requires that one accepts the culture of the other party and conforms to the rules particular to the country. This means that architects must open up and expand their horizons — the architect must learn to know and to value the country and its culture before embarking on the planning work.

## Olaya Metro Station, Riyadh

Gerber Architekten always endeavours to conduct an intercultural discourse and to translate the traditions of the country into a modern, contemporary architecture that satisfies all requirements, both in terms of function and of design. The firm has been active in Saudi Arabia since 2001, and is currently planning a whole series of further projects to follow the completion of the King Fahad National Library. The firm's winning competition entry designs for the Olaya Metro Station and for the Prince Salman Science Oasis—both in Riyadh—are currently being implemented, and construction of the Butterfly Dome and the new civic library in the "Financial District" is scheduled to begin this year. Infrastructure-related investment in Saudi Arabia is being channelled into the rail transport sector. The new Riyadh metro network will cost an estimated US\$19 billion. Due to its good financial status, the Kingdom of Saudi Arabia is in a position to finance mega-projects of this type from its own coffers.

In order to improve quality of life in the Saudi Arabian capital of Riyadh, a new metro network is to be created. In 2012, Gerber Architekten won the Olaya Metro Station competition. The prominent location—between Olaya Street and King Fahad Road—is to be the meeting point between two metro lines. The design represents the designer's intention of a Saudi Arabian topography: a desert landscape. The volume of the building puts one in mind of a minimalist image of a sand dune, thereby opening up a dialogue between tradition and the future. This new "oasis" will be a meeting point within the city, a site of communication. The sculpture relief formed roof is also a kind of park that rises up from street level; it ascends in gentle waves until it becomes the canopy of the Olaya Station. This new landscaped park will represent an impressive improvement to this major city, providing sorely needed open, green spaces. One striking feature of the station's interior is its clear orientation system — in spite of the way in which the metro lines cross on a number of different levels. In order to ensure the safety of metro users who are waiting to embark, the trains will enter the station within glass tubes. They also make use of the latest technology. It is scheduled to be completed in 2019.

The new King Abdullah Financial District at the north of Riyadh's city center.





In order to ensure the safety of metro users who are waiting to embark, the trains will enter the station within glass tubes.

## Info.HUB, King Abdullah Financial District, Riyadh

To the north of Riyadh's city center, the new King Abdullah Financial District (masterplan by Henning Larsen Architects) is being built on a 1.6 km<sup>2</sup> site. Gerber Architekten was directly commissioned to construct the new Info.HUB—a public library with a community center. The design is based upon a visionary use concept developed by our firm. Equipped with up-to-the-minute media resources, the Info. HUB's role is that of an information exchange and network center, incorporating educational access points to promote social consciousness in the cultural context. Its functions go far beyond those of a library—it houses tourist information services, exhibition spaces, restaurants, community services and informal communication zones. The building is divided into transparent areas: the communication levels—which are open 24 hours a day—and enclosed volumes that contain the library's main functional areas. Once again, in terms of its form, the design responds to the age-old topographies of the Arabian landscape: the form of the enclosed parts of the structure are reminiscent of the Arabian desert's "mushroom" rock formations. Planning is now in the final stages, and construction work is scheduled to begin in 2014.

## Butterfly Dome, King Abdullah Financial District, Riyadh

Gerber Architekten is planning a butterfly house which is also to be built in the King Abdullah Financial District and will be an urban landmark and an oasis of peace in the heart of the hectic financial center.

The Butterfly Dome building's exceptional function and its equally exceptional location—on the Thumamah Road land bridge—both require a carefully adjusted unified concept. The special conditions required for the butterflies have to be achieved within an extremely lightweight structure. The dome configuration, with its transparent, faceted surface, meets this requirement.

The sphere is constructed as a chessboard-like surface, one that produces cycloid forms. Its units have a four-sided configuration. As a result, the torsion of this structure produces a slight directional effect within this otherwise homogenous dome building. This directional quality accentuates the entrance, thereby drawing the visitor into the building. It is expected that this spectacular recreational attraction will open in 2016.



The design represents the designer's intention of a Saudi Arabian topography: a desert landscape.

Embedded in the landscape feature known as a wadi, this design responds to the topographical features that surround it.





## Prince Salman Science Oasis, Riyadh

Gerber Architekten is currently creating an exhibition center with a scientific orientation—the Prince Salman Science Oasis—that contributes in an interactive way to a unified understanding of our universe. In didactic terms, the configuration of this innovative museum brings together the different thematic zones—earth, water, life, energy, and ecology—making them comprehensible in an accessible way. This is another major Saudi Arabian project that will have a major significance for the future. It addresses the themes that will be important in future, suitably preparing the younger generation to respond to them.

Embedded in the landscape feature known as a wadi (the former course of a dried up river), this design responds to the topographical features that surround it, providing an experience that connects one to the unique topography of the location. Seven permanent exhibition galleries, each with its own individual theme, are arranged along the course of the former riverbed. Specially designed expanses of water surrounded by green recreation spaces encourage visitors to pause and to take a stroll. The science center, the shopping mall and the landscaped recreational and teaching park are sheltered beneath a

light roof construction whose undulating form puts one in mind of a flying carpet. Seen from beneath, this roof creates the impression of a traditional bazaar roof, and provides shade. This carpet that hovers above the whole concept was developed using high-tech construction techniques. It incorporates the potential to sustainably harvest environmentally-friendly energy: solar power, wind power, Stirling systems, heliostats, photovoltaics, and rainwater collection. The whole of the PSSO will therefore be able to supply its own energy for cooling the building and for electrical supply. The complex is scheduled to be complete by late 2014.



Professor Eckhard Gerber  
Founder and Owner  
Gerber Architekten



MCI Business Park, MCI Headquarter (HH Vision), 2012–2014

# MCI Business Park in Riyadh, Saudi Arabia — A New Attractive and High Quality Public Place

## AS&P—Albert Speer & Partner GmbH

MODON, the Saudi Industrial Property Authority of the Kingdom of Saudi Arabia, has been assigned to manage and supervise the design and construction of the Business Park in the city of Riyadh. The business park will accommodate the headquarters of the Ministry of Commerce and Industry (MCI) and some of its related authorities including MODON.

## Project background & tasks

Private sector rentable mixed-use space will also be offered, the amount and nature of which has been determined by a feasibility study during the initial phase of the project. The main objective of the project is to develop an attractive new location in Riyadh, one that is well known for an excellent working environment during the working hours and a 24 hours accessible high quality public space.

AS&P—Albert Speer & Partner GmbH were commissioned to head a team of urban planners, architects, landscape architects, engineers (Saudi Consulting Services), marketing specialists (Deloitte & Touche Bakr Abdulkhair & Co.), and branding consultants (abold Büro für Marketingkommunikation GmbH). The project team elaborated a masterplan, including the preliminary and final design, and construction and control docu-

mentation of utilities and underground infrastructure (e.g. car parking garages), roads and landscape design, since these elements are implemented first.

The architectural designs of the buildings were developed to a conceptual design only, to be later developed as additional architectural projects. However, AS&P provided development control regulations, which provide plot specific urban planning and design data, controls and regulations that have to be met in the format of official site and urban design plans. The aim has been to control the massing and the design quality of future development. Supplementing the above specific urban planning and design regulations, further design guidelines provide a description of the general planning and design stipulations for the project.

## Project area

The site area of approximately 19 ha is located at the distinguished junction of Prince Turki Ibn Abdulaziz Al Awwal Road and Imam Saud Ibn Abdulaziz Road, adjacent to the King Saud University and the Communications and Information Technology Commission HQ. As such, the site offers landmark potential within a dynamic part of the city of Riyadh.

Large parts of the site have already been built up with the HQ of the Saudi Arabian Standards Organization (SASO), a small residential compound and a number of testing laborato-

ries. All existing facilities were assessed within the first phase of the project with regard to their potential retention and re-use in order to create additional office and/or retail space.

## Planning objectives

The project aims at conceiving a masterplan which creates a viable and efficient planning framework for the development of the various phases of the MCI Business Park.

The broad objective has not only been to spatially structure and plan the project area, but also, within an integrated feasibility study, to review the client's development vision, the sites' economic potential, and to define the basic development programs in terms of land-use and volumes beforehand.

Planning issues, such as creating employment opportunities and high quality working environments were to be addressed. Quality urban planning and design is essential to the project's success and for high standards of efficiency and a subtle security approach. Good urban planning practice also demands full consideration of sustainability. In the course of the project, these parameters were carefully studied and adapted to fit economic, planning and local authorities' requirements. To guarantee a beneficial sustainable development an integrated masterplan was elaborated which takes the neighboring areas and all other relevant aspects into consideration.

MCI Business Park, visualization mixed-use commercial (HH Vision), 2012–2014





MCI Business Park, master plan, 2012–2014

## The masterplan

The project brief emphasized the meaning of quality open space as the dedicated “driving theme” of the master planning work. One important objective formulated is that the MCI Business Park shall be a future landmark development within the City of Riyadh, and the landmark meaning derives from its open spaces, rather than tall or “egocentric” buildings. Buildings shall form a high quality, yet humble background for the open space and its multitude designs and activities.

Hence, the driving theme of the masterplan has been the layout of open spaces engendering a unique “sense of place” and representing a future anchor within the neighborhood. The proposed open space concept has been based on a large central open multi-functional environment, including a sequence of formal plazas surrounding the mixed-use com-

mercial buildings at its northern end, a central plaza and a green recreational activity zone at its southern end. Vehicular access and car parking is planned underneath this central open space via underground access roads and a central two-level underground garage with large open air light wells as access courtyards.

Resisting a noticeable trend of high-rise development in central Riyadh, care has been taken in limiting buildings to a low to medium height in order to respect the neighboring urban fabric and particular privacy needs of adjacent residential and university land uses.

The most sensitive plots, in terms of privacy concerns, are located along the eastern and south-eastern edge of the site, facing the existing residential quarter, typically consisting of



low-rise residential villas featuring tall boundary walls to protect their private open spaces.

Architectural design guidance have focused on the buildings' interfaces with the public realm, prescribing active frontages and a contemporary and coherent, yet individual appearance. "Façade families" have been developed for the main land-uses identifying solid building plinths with glazed standard floors above, or vice versa, including stipulated design elements, materials and colors.

The masterplan also aimed at environmental sustainability on a technical level by e.g. implementing a district cooling system, which reduces energy consumption and the development's impact on the city's infrastructure network.

## Site plan

The masterplan provides a core planning program (governmental offices) of 149,000 m<sup>2</sup> BUA, SASO facilities (HQ building and laboratory campus) of 44,000 m<sup>2</sup> BUA, plus 60,000 m<sup>2</sup> mixed-use buildings (hotel & retail/commercial office buildings). Together with some utility buildings, this amounts to a total BUA of 257,000 m<sup>2</sup>.

The MCI HQ is prominently located within two buildings, interlinked via sky-bridges, along Prince Turki bin Abdulaziz Al Awwal Road. Between the two buildings an entrance plaza, also offering the possibility for VIP parking, would offer representative qualities.

The new MODON building is proposed to be located between the MCI HQ and the SASO HQ along Prince Turki bin Abdulaziz Al Awwal Road. All other authorities are arranged along the eastern edge of the central open space. The replaced laboratory building is forming a low-rise (2 storeys) laboratory campus together with the existing Calibration Lab building at the eastern edge of the site facing the sensitive (privacy) residential neighborhood.

A 4-star plus business hotel will be positioned next to Al Imam Saud Ibn Abdulaziz Road, providing maximum exposure. Either side of the hotel, retail strips would help attracting customers into the site and to the group of plazas to be explored. At the northern edge of the central open space, a gateway-building opens the plaza behind towards Al Imam Saud Ibn Abdulaziz Road.

The sequence of urban plazas culminates in the central plaza, which features a landmark iconic pavilion structure and world-class interactive water features. Both sides of the central open space are aligned by buildings aiming at quality spatial enclosure through careful architectural design of the building façades. A moderately tall ten-storey mixed-use office tower with retail provision at ground floor forms a further landmark structure, widely recognizable from the main roads and the central open space.

MCI Business Park, visualization (HH Vision), 2012–2014



## Green, secure and enjoyable

For maximized community benefit the proposed masterplan has been carefully developed after studying the adjacent developments and similar benchmark projects in Riyadh and elsewhere. As such, the proposed MCI Business Park impacts on the city in a very positive way, adding a new social node.

One major objective of the project has been to design a place/location which is going to be a benefit for the general public, offering the following qualities:

- 24 hours open access to the public realm
- No gates or fences segregating any part of the development
- Creating a public space for different kinds of users
- Different design themes giving visitors a special experience
- Modern and contemporary design language
- High quality materials

The MCI Business Park will be occupied by different groups of users with different user requirements. The various needs of these user groups have to be satisfied to ensure a successful and active public space not only during the working hours, but also in the evenings.

AS&P's vision is to create an exciting and vibrant public space, attracting people of all backgrounds and generations

who can meet and socialize in a green, secure and enjoyable environment. As such, the development is envisaged to become a landmark destination within the city of Riyadh.



Joachim Schares  
Member of the Management and Partner  
AS&P



Robert Hagen  
Project Director  
AS&P

MCI Business Park, visualization central open space (HH Vision), 2012–2014





Jizan dam (51 mio. m<sup>3</sup> of storage capacity)

# Utilization of Rainwater for Sustainable Drinking Water Supply in Saudi Arabia

**GIZ — Deutsche Gesellschaft für Internationale Zusammenarbeit GmbH**

**DCo — Dornier Consulting GmbH**

To supplement water resources in the Kingdom of Saudi Arabia (KSA) the Ministry of Water and Electricity (MoWE) implements various measures for sustainable water management. This includes the utilization of surface water.

## Water scarcity in the Kingdom of Saudi Arabia

In this context MoWE awarded the consortium of GIZ and Dornier Consulting to study more than 100 dams and to design infrastructures for the utilization of the dam water. It is expected, that dam water utilization infrastructures will provide in total approximately 700,000 m<sup>3</sup> per day of drinking water to secure the drinking water supply for the south-western regions of the Kingdom.

The Kingdom of Saudi Arabia (KSA) is a highly arid country. In the region of the capital Riyadh the annual rainfall is below 100 mm with a potential evaporation of up to 3,000 mm per year, while the annual rainfall reaches 500 mm in the western part of the country.

Other factors intensifying the water scarcity in KSA are high population growth, fast economic development, high water demand for irrigation and high per capita water consumption.



Topographic survey works at Zahban dam



Location of dams in the project area

## Utilization of rainwater for sustainable water resources management

In the KSA a number of dams of various types have been constructed serving for protection of downstream areas from floods, providing water to the population and to agriculture, as well as enhancing groundwater recharge. Despite the fact that perennial rivers (i. e. permanently water-bearing rivers) do not exist in Saudi Arabia, the Kingdom provides dams with huge storage capacities (up to about 325 mio. m<sup>3</sup> – which is much larger than Germany's biggest dams).

The Ministry of Water and Electricity (MoWE) awarded the consortium of GIZ and Dornier Consulting a comprehensive project to evaluate the stored water behind the dams and to design relevant water infrastructures for the utilization of dam water. The objective of this project is to increase the production of drinking water and the availability of water for groundwater recharge in the regions concerned for future use.

The dams investigated by the project range from 250,000 to 220,000,000 m<sup>3</sup> of storage capacity.

Even if the relative amount of rainfall is low, there are regions in Saudi Arabia where considerably quantities of rainwater occur seasonally, making storage of rainwater with dams a useful strategy.

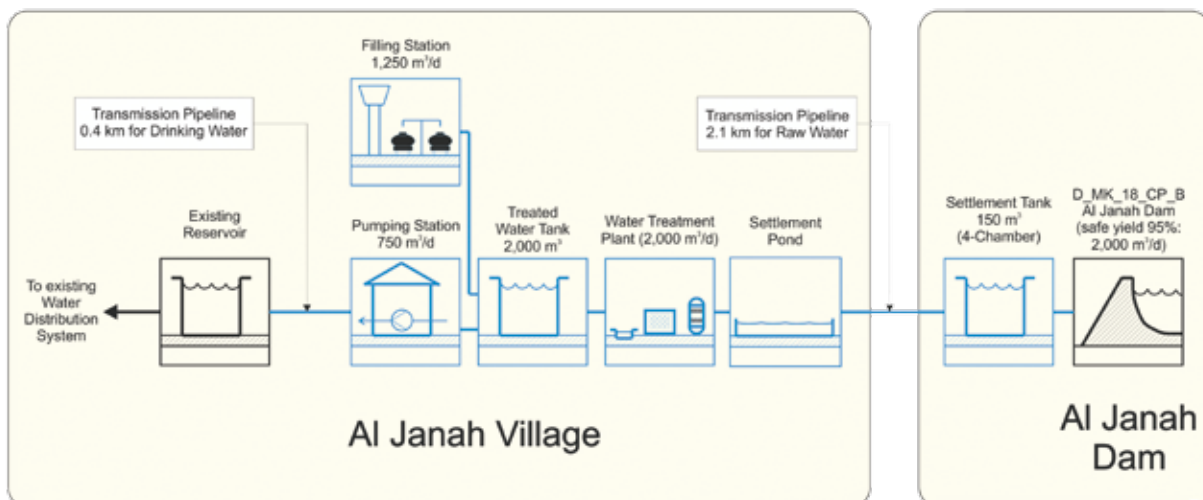
To reduce water shortage in KSA the Ministry of Water and Electricity implements various measures for sustainable water management. This includes the utilization of surface water from dams (which is originating from rainwater).

## Implementation on the ground

Within the study, more than 100 dams existing and under construction have been examined, all located in the south-west of the KSA (Madinah, Makkah, Al Baha, Asir, Najran and Jizan) being scattered over a total area of approximately 500,000 km<sup>2</sup>, ca. 1.5-times the area of Germany.

Out of the total of investigated dams, the consortium of GIZ-DCo identified 45 dams to be subject of detailed designs and elaboration of complete sets of tender documents for implementation of water infrastructure facilities, mainly for drinking water supply of the population.

Concept of future drinking water supply (example: Al Janah dam)



## Measures carried out

The project will be completed in 2014. It followed the stages with:

- identification/description of the as-is situation
- development of concepts
- elaboration of designs/tender documents

For each of the investigated dams, comprehensive hydrologic studies and determination of water demand in the respective regions had been executed, comprising:

- determination of the morphologic characteristics of the watershed basin
- determination of evaporation losses
- prediction of the sedimentation
- safe yield determination under consideration of the purpose of water utilization (95 % reliability for drinking water applications)
- determination of water demand in the respective regions

For the hydrologic studies a state-of-the-art dynamic modelling software had been applied, using watershed modelling systems (WMS), whereas for specific investigations (safe yield, sedimentation) tailor-made applications had been developed and implemented.

The designs of all future technical infrastructures for drinking water supply feature integration of existing infrastructures to the maximum extent possible. Exemplarily, figure "Concept of future drinking water supply" shows the concept to future drinking water supply from Al Janah dam.



Dr.-Ing. Ingmar Obermann  
Senior Project Manager  
GIZ International Services



Dr. Dirk Schoenberger  
Director Water Supply & Sanitation  
Dornier Consulting

## Results

As a result of this study, numerous solutions for future dam water utilization for drinking water supply and groundwater recharge will be provided. The designed infrastructures feature a total pipeline length of approximately 150 km, with pumping heads up to 250 m. Drinking water production will be realized by containerized/modular drinking water treatment plants.

The water supply flow rates of the future drinking water supply infrastructure projects range from 1,000 up to 9,000 m<sup>3</sup> per day. Drinking water supply of the local population will be ensured by filling stations (i. e. drinking water distribution by water trucks), by provision of distribution points (tank/reservoir) for existing or future household connections or by providing alternative water sources to existing drinking water supply systems, by this significantly increasing safety of water supply.

These designs will be in addition to numerous already existing dam water projects with flow rates up to 200,000 m<sup>3</sup> per day with lifting heights of more than 2,500 m.

It is expected that dam water utilization infrastructures will provide in total approximately 700,000 m<sup>3</sup> per day of drinking water plus considerable amounts for groundwater recharge. This will secure the drinking water supply for the south-western region of the Kingdom.



# Building Bridges between Germany and the Arab World

The Business and Investment in Qatar Forum was held under the patronage of H. E. Sheikh Hamad Bin Jassim Al Thani, Prime Minister and Minister of Foreign Affairs for the State of Qatar in April 2013.



The Iraqi delegation at the 3rd Iraqi-German Business and Investment Forum in February 2014 was headed by H. E. Rowsch Nuri Shaways, Deputy Prime Minister of the Republic of Iraq.



## Ghorfa Arab-German Chamber of Commerce and Industry

### 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. The Board of Directors and the Executive Board equally consist of German and Arab members. This guarantees balance and mutual trust. Not only major German and Arab enterprises are among our members, numerous small and medium-sized enterprises complete our top-class network.

### Our network

The Ghorfa operates under the umbrella of the General Union of Chambers of Commerce, Industry and Agriculture for Arab Countries and represents all Arab Chambers of Commerce and Industry in Germany. Our chamber works 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 federal and regional level and 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 benefit 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.



## Building Bridges between Germany and the Arab World

### Networking

- Quick access to decision-makers from industry and politics
- Organisation of delegation visits
- Organisation of events, conferences and further contact platforms (e.g. German-Arab Business, Energy, Tourism, Health, Education and Vocational Training, Forum)
- Ghorfa joint booths at major Arab and German trade fairs
- Promoting member services and products to a wider business community

### Consulting

- Connecting with matching business partners
- General and business-related intercultural consulting
- Country and branch specific analysis
- Mediation and arbitration in cases of business disputes
- Advice and guidance through the multitude of offers and competing products on the German and Arab market
- Comprehensive and detailed market information about Germany and the 22 Arab states
- Visa support and legalisation services

### Information

- Early information about projects and tenders
- Monthly issued Arabic and German newsletters
- Quarterly bilingual business magazine SOUQ
- Arab-German Business Directory providing over 6,000 yearly updated company profiles
- Arab-German Yearbooks that focus on industry-sector specific topics
- Information on the latest economic developments, markets and sectors, legal and political background

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

### Ghorfa

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GCC-Germany Business and Investment Forum,  
March 12th-13th, 2014

# Contributing Companies and Institutions

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Mr. Michael Dausel | *CFO*

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## Multiport GmbH— Efficient, Steady and Eco-friendly Cable Ducts

Multiport GmbH was founded in 1991. The company develops, produces and sells recycles and final products made of plastic with an annual turnover of €26.5 million and 92 employees. By using secondary raw material, cost-intensive virgin material is replaced, and therefore, resources of the customers and the environment are preserved.

Multiport GmbH is located in Bernburg, Germany, on an area of 40,000 m<sup>2</sup>, provided with a manufacturing equipment of four injection moulding facilities, one shredder, three reclaim extruders, and three recycling lines.

Since 1995 Multiport GmbH has experience with the production of plastic cable ducts. Alongside railway routes, power plants, airports or in telecommunications the availability of technical

facilities is dependent on power supply and information transfer. In order to guarantee a constant flow, a variety of damageable cables have to be protected effectively against influences from outside. The MPO plastic cable duct has been developed as a replacement for the mainly used concrete cable ducts.

Due to the used material and the technical construction the MPO plastic cable duct of Multiport GmbH offers considerable advantages compared to concrete, concerning transport, laying, handling, and adaptation. It offers an efficient protection against external influences for cables and pipes.

The MPO plastic cable duct unifies economic efficiency, steadiness and environmental friendliness.

Since 2002, about 550,000 m of our MPO plastic cable duct have been laid within Germany as well as abroad.

Example of a cable duct installation in Netherlands



MPO plastic cable duct





Head of company: Alexander Schwörer  
Dr. Fabian Kracht  
Dr. Ekkehard Gericke

Year of Foundation: 1969 by Artur Schwörer

Products: formwork, scaffolding, engineering

Contact:  
Jörg Hegestweiler | *Managing Director Middle East and Africa*

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## PERI – Tailormade Engineering, Formwork and Scaffolding Systems

Since the expansion of PERI in the Middle East and Africa, we have been involved in various prestigious projects in this region and established additional offices in Kuwait, Lebanon, Nigeria, Qatar, Saudi Arabia, South Africa, the Sultanate of Oman, and the United Arab Emirates to further extend our service to our customers. With 6,700 employees, 55 national subsidiaries and more than 100 high-capacity storage sites across the globe, PERI serves its customers with innovative system equipment and a broad range of services to realize construction projects in the most cost-effective manner possible.

PERI, with headquarters in the south of Germany, develops and produces formwork and scaffolding systems, which rationalize working procedures and increase safety levels during every phase of construction. With its own technical design office using the latest CAD equipment and tailor-made engineering, PERI develops project specific solutions for each customer requirement. Our engineers design technically and economically optimized formwork and scaffolding solutions.

We provide the best possible support: from the start of construction right through to the last return delivery. Our services include site supervision and trainings to ensure a successful support for each project. Our close-knit network of logistic sites results in fast availability of materials and enables us to meet sale and rental demands timely and efficiently. The professionalism and know-how make PERI a strong and reliable partner of choice in the local, regional and international market.



Logistics and Products: in-time delivery of formwork, scaffolding and engineering.

Engineering: No matter how complex the project, our engineers will support you with comprehensive technical drawings, efficient material planning and constant design support.



Supervision and Training: Our professional support from supervisors ensure the efficient use of PERI materials from the very beginning of the construction sequence.





AJG Ingenieure are working as multipurpose consultants for the full scope of work spectrum within a team of architects and engineers. For more than 50 years, AJG have been designing all types of buildings. Our buildings meet highest architectural aspects and include energy efficiency and sustainability. Special fields: Safety of buildings (structural and fire safety design, blast-protection-design, etc).

## AJG Ingenieure GmbH

**Project:** develoPPP—Building and Fire Safety for the Kurdistan Region of Iraq  
**Contact:** Dr.-Ing. Dirk Jankowski | *Managing Partner*

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## ALEXANDER & PARTNER

Alexander & Partner is a specialized boutique law firm with offices in Berlin, Germany, and Doha, Qatar, that emphasizes bridging both worlds and cultures. We specialize in construction, corporate and commercial law, project and contract management as well as litigation and arbitration, with a strong focus on the GCC countries. In addition, the firm advises Arab clients on investments in Europe.

## Alexander & Partner

**Project:** Two Worlds of Thinking: Risk Allocation between Construction and Industry in Large Infrastructure Contracts  
**Contact:** Andreas Scherdel | *Rechtsanwalt, Attorney at Law, Partner*

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*architects, planners*

AS&P combines innovative approaches in architecture, urban and transport planning with 50 years of international planning and building experience. The projects range from structural design, urban planning and urban and regional development to recreation and tourism planning, conceptual transport planning and project management as well as planning specific preparation of major events and expert opinions for policy advising.

## AS&P—Albert Speer & Partner GmbH

**Project:** MCI Business Park in Riyadh, Saudi Arabia—A New Attractive and High Quality Public Place  
**Contact:** Gerhard Brand | *Managing Partner*

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## DB International

DB International advises railway and urban transport companies, governments and local authorities as well as private investors. The pronounced technical, business, rail and transport know-how, combined with experience from national and international projects, makes our employees to valuable partners since 1966. DB International's activities are divided into engineering, system consulting and business consulting.

## DB International

**Project:** Qatar Integrated Railways Project  
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## DORNIER

CONSULTING

With 300 employees Dornier Consulting GmbH is consulting on projects of high national political and public interest for sustainable metropolitan and mobility solutions. We manage project volumes of about € 20 billion summarized. Our key customers are: World Bank, KfW, EU, governments, authorities, airports, infrastructure operators, automotive and aerospace industry, and utility companies.

## Dornier Consulting GmbH

**Project:** Utilization of Rainwater for Sustainable Drinking Water Supply in Saudi Arabia  
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## Dorsch Consult Egypt

**Project:** Raw Water Transportation Pipelines to the Six October City (Egypt)  
**Contact:** Eng. Hany Anwar | *General Manager*



### Dorsch Consult Egypt

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## Dorsch Holding GmbH – DC Abu Dhabi

**Project:** Bringing Visions to Life: Al-Graia'at Bridge Project in Baghdad, Iraq  
**Contact:** Mr. Hany Labib | *External Operations, Director*

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## Dorsch Holding GmbH – Dorsch Qatar

**Project:** Post Contract Supervision Consultancy Services for Lusail Development Project  
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### Dorsch Qatar

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

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## Drees & Sommer

**Project:** Jazan Industrial City – the Future Consumer and Industrial Gateway to the Region  
**Contact:** Josef Linder | *Managing Director*

### Drees & Sommer

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As an international player, Drees & Sommer has been supporting owners and investors in all aspects of real estate in the areas of consulting, planning, construction, and operation for over 40 years. Our services cover development consulting, project management, engineering, real estate consulting, infrastructure consulting, and strategic process consulting. With over 1,500 employees at 38 international offices we achieved sales of €172.5 million in 2012.

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## FOGTEC Brandschutz GmbH & Co. KG

**Project:** Water Mist in Balamand  
**Contact:** Rüdiger Kopp | *General Manager Fixed Systems*



### FOGTEC Brandschutz GmbH & Co. KG

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FOGTEC is one of the world's leading suppliers of water mist fire protection systems. The wide range of customized high-pressure firefighting equipment is used for a number of different fixed and mobile applications, and for tunnel and rail operations. FOGTEC is offering worldwide engineering capability and services through its own offices and licensed expert companies.

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 **Gerber Architekten**

Gerber Architekten takes an integral approach to their work as architects and engineers. Gerber Architekten are a German based practice with national and international projects and over 45 years of expertise across all project stages. With offices in Dortmund, Hamburg, Berlin, Riyadh and Shanghai we currently employ around 140 staff organized in project teams consisting of architects, interior designers, landscape designers, engineers, and surveyors.

**Gerber Architekten**

**Project:** Exchange of Cultures and Expertise: Architectural Infrastructure Projects in Saudi Arabia  
**Contact:** Prof. Eckhard Gerber | *Founder and Owner*

**Gerber Architekten**

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As a federal enterprise of the German government, GIZ provides services against remuneration to governments of other countries and international donor organizations. GIZ has more than 40 years of experience in delivering customer focused solutions and projects, using its access to Germany's technical know-how via its well-established partner network. GIZ carries out water projects ranging from water sector reform, water resources management, urban water supply and sanitation. Since 1980, GIZ maintains a partnership agreement with the Kingdom of Saudi Arabia.

**Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH**

**Project:** Utilization of Rainwater for Sustainable Drinking Water Supply in Saudi Arabia  
**Contact:** Dr.-Ing. Ingmar Obermann | *Senior Project Manager*

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Hansa Luftbild, a mapping and GIS company, was established in 1923 and has been in continuous operation ever since. Our geo-spatial services and products meet the requirements of all sectors, including those in mining, land administration, utilities, infrastructure, rural development, and management of geodata-bases. We have been active in many countries including North Africa and the Middle East.

**Hansa Luftbild AG**

**Project:** Airborne LiDAR Survey for the Design of Two Railway Alignments in Djibouti  
**Contact:** Tarek Zein | *International Director*

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**INGENIEURBÜRO DR. BINNEWIES**

The engineers from Dr. Binnewies have over 45 years of international experience in structural and civil engineering. The goal of the over 80 engineers is to surpass expectations, every step of the way, through innovative thinking and proactive involvement. We are using our sound experience to achieve the requirements of the client as well as to support the architect to realize his outstanding design concepts.

**Ingenieurbüro Dr. Binnewies GmbH**

**Project:** Zayed University in Abu Dhabi—Engineering for an Iconic Project  
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INTEWO + Partners (Studio Michele De Lucchi, Studio Dr. Ulrich Hermanns) provide integrated design and project management services for its clients throughout the Arabian Peninsula. The consortium, with offices in Germany, Italy, Ethiopia, and Oman, has grown out of a combination of direct experiences in museum and cultural design around the world and a thorough understanding how best respond to the clients needs and opportunities.

**INTEWO + Partners**

**Project:** Oman Archaeological Museum—A New Experience of Oman's History and Culture  
**Contact:** Mr. Khalid Al Toubi | *CEO, INTEWO + Partners*

**INTEWO + Partners**

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## KfW Development Bank



**Project:** Jordan Struggles with Dehydration  
**Contact:** Dr. Manuel Schiffler | *Senior Project Manager*

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## KfW Development Bank

**Project:** Pioneer for a Brighter Future—Morocco is Building one of the Largest Solar Power Complexes of the World  
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KfW Development Bank carries out Germany's Financial Cooperation (FC) on behalf of the Federal Government. In this way, it contributes not only to reducing poverty but also to shaping globalization fairly as well as to protecting the environment, and thus, ensuring peace. The goals of Financial Cooperation are ultimately to permanently improve the living conditions of the world's poorest people.

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## Lahmeyer GWK Consult GmbH



**Project:** Construction of the World's Largest Water Reservoirs in Qatar  
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Lahmeyer GWK Consult is engaged worldwide in environmental engineering, with particular emphasis in the fields of water supply, wastewater treatment and disposal, regional development, and management support. Our services cover the full project cycle and range from project identification, feasibility studies, preliminary and final design, tender preparation and evaluation, to construction supervision, commissioning, and operation.

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## Omeras GmbH



**Project:** Enamel Art in Dubai's "Red Line"  
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Omeras is a manufacturer of vitreous enameled panels, also known as glass coated steel panels. V.E. Panels made by Omeras (Germany) are found on major buildings and civil engineering projects throughout the world. The robust nature of Omeras panels, their unrivalled color fastness and longevity has found favor with architects universally and are applicable in various fields like road tunnels, architectural cladding, underground stations, etc.

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## Professor Pfeifer and Partner German Engineering Consultancy



**Project:** German Engineering—Stability and Cost Optimization  
**Contact:** Guido Noelle | *Civil Engineer, General Manager for Middle East*

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The company was established in 1989 by structural engineer Prof. Dipl.-Ing. Matthias Pfeifer and qualified architect Dipl.-Ing. Ute Pfeifer. The company has several branches in Germany and the Middle East with a total staff of more than 100 people. The extremely well-qualified team offers comprehensive engineering services and support in the planning and execution of construction projects of varying magnitudes and scopes.



## **schlaich bergemann und partner**

Structural Consulting Engineers

schlaich bergemann und partner operates in the classic as well as specialized fields of structural engineering. Our focus lies on light-weight structures in bridge design, membrane and cable structures, glass architecture and all related fields. Open to all kinds of materials as well as to innovations, we look for solutions that suit a building project technically, economically and ecologically

## schlaich bergemann und partner, sbp gmbh

**Project:** Hazza Bin Zayed Stadium in Al Ain (U.A.E.)  
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## **SIEMENS**

The Siemens Energy Sector is the world's leading supplier of a broad spectrum of products, services and solutions for power generation in thermal power plants and using renewables, power transmission in grids and for the extraction, processing and transport of oil and gas. In fiscal 2013 (ended September 30), the Energy Sector had revenues of EUR 26.6 billion and received new orders totaling approximately EUR 28.8 billion and posted a profit of approximately EUR 2 billion. On September 30, 2013, the Energy Sector had a work force of approximately 83,500. Further information is available at: [www.siemens.com/energy](http://www.siemens.com/energy).

## Siemens Energy

**Project:** Rehabilitation of the Control System for Al Hartha Power Station  
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## Siemens EES Kuwait

**Project:** Efficiency Key to Managing Kuwait's Energy Demand  
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## **skytron®** pioneers of energy

skytron energy has been developing integrated monitoring, control and supervision systems since 1977. Specializing in utility-scale and commercial power plants, it has installed monitoring and control systems in more than 600 plants with a total capacity of about 5 GWp. As a technology leader, skytron energy has received a number of prestigious awards, such as the highly coveted InterSolar Award for the "PVGuard" Supervision Platform and for the "StringGuard" string current measurement system.

## skytron energy GmbH

**Project:** Kuwait's First Grid-Connected Photovoltaic Power Plant  
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TRANSRADIO SenderSysteme Berlin AG, formerly TELEFUNKEN SenderSysteme, specializes in the research, development and design of modern AM and DRM broadcasting systems. The professional service of TRANSRADIO ranges from the delivery of transmitters, antenna-, power supply- and airconditioning systems to the management of turnkey projects, incl. all facilities needed to operate a broadcasting station.

## TRANSRADIO SenderSysteme Berlin AG

**Project:** High-power AM Site Upgrade in Tipaza — Preparing for the Digital World  
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## Werner Sobek Group

**Project:** An Unconventional High-rise—the Four Seasons Hotel in Bahrain

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WERNER SOBEEK .

Werner Sobek stands throughout the world for engineering, design, and sustainability. The firm has offices in Stuttgart, Dubai, Frankfurt, Istanbul, London, Moscow, New York, and Sao Paulo. The work of Werner Sobek is defined by premium design on the basis of high-class engineering combined with sophisticated green technologies. Founded in 1992, the studio has now more than 200 employees. They work on all types of buildings and materials.

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# Imprint

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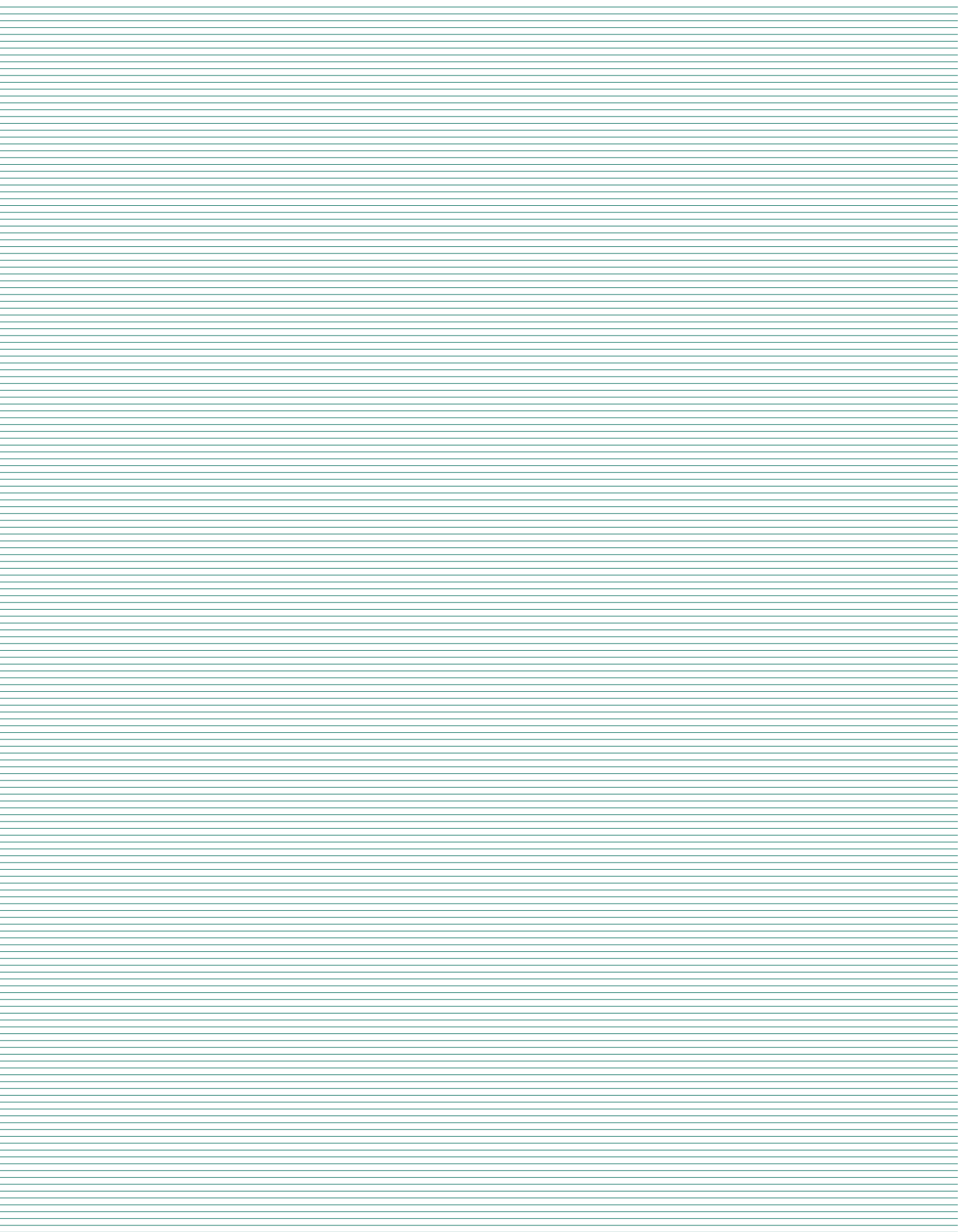
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SIEMENS

# Energizing a city's future. And the imagination of its people.

Across the region Siemens employees are bringing answers for sustainable power generation, transmission, and consumption within reach.

The cities of today need effective energy solutions to become the cities of tomorrow that people want to live and work in. Which is why Siemens offers a range of innovative products and services designed to meet the specific energy needs of the Middle East.

For example, in Abu Dhabi, a city where water is scarce and very precious, state-of-the-art Siemens combined-cycle power plants provide a plentiful 1.43 million cubic meters of drinking water daily. In neighboring Dubai, all the installed Siemens power plants together provide 2.8 million homes

with highly efficient and reliable clean energy, reducing CO<sub>2</sub> emissions and blackouts. And in Qatar, Siemens integrated a bespoke architectural substation into the landscape for Kahramaa, Qatar General Electricity & Water Corporation, without disturbing the natural beauty of the surrounding area.

Over 8,000 Siemens employees in the Middle East are bringing answers for a future that's best for our region and within reach of today's generation.

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