

Arab-German Yearbook 2015

Construction and Consulting



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Quick Info

- Programme name:PartnerPlusBenefit
- Small and medium-sized businesses with head-quarters in Germany
- Number of members:
 Over 25,000 (As at: 2015)





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Construction and Consulting



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Preface

We proudly present the sixth edition of the Arab-German Yearbook Construction and Consulting. The presented ground-breaking construction and consulting projects underline how successful Arab-German business relations are.

The Arab countries are at different stages of industrial development. Therefore, they offer a broad range of opportunities for German companies: from the provision of basic infrastructure like railways and water treatment to creative architectural designs. The GCC's construction market will hit a record of US\$144 billion in 2016, driven by mega-projects for World Expo 2020 in Dubai, 2022 FIFA World Cup Qatar, Smart Cities, and infrastructure, according to the EC Harris report "Middle East Major Construction Programmes". Mega-projects in the GCC will reach US\$1 trillion by 2030, according to the report. In Algeria, the construction of the Grand Mosque of Algiers was started. The Mosque will accommodate 120,000 worshipers/ believers and will have a 300 meter high minaret. The project amounts to US\$1.5 billion and will be opened in 2016. In Morocco, the construction of the Casablanca Grand Theater was announced. The project is part of the Greater Casablanca Region Integrated Development Plan 2015-2020. The project amounts to US\$139 billion and will be realized within 36 months. In Egypt, a new administrative capital city will be built. Phase one will cost US\$45 billion and shows the government's vision for Egypt's future. These are only some of the construction projects in the Arab world.

Arab countries see German companies as reliable partners with respect to design and implementation of projects. 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 cooperation between Arab and German partners.

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, 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. It offers a valuable platform to share information, to exchange experiences and to facilitate cooperation.

We hope you enjoy reading this book and wish you many new inspirations for further reference projects. We would like to thank the numerous German companies for their valuable contributions.

Dr. Peter Ramsauer President Federal Minister ret. **Abdulaziz Al-Mikhlafi** Secretary General



Dr. Peter Ramsauer



Abdulaziz Al-Mikhlafi



Algeria

People's Democratic Republic of Algeria

38.7 million Population: Land Area: 2.381.741 km²

Algerian Dinar (AD), 1 AD = 100 CentimesCurrency:

Algiers Capital:

Official: Arabic Languages:

Commercial: French



15-person Gondola in Algier

Aloft above the traffic jams on the ground

Garaventa AG

When cities have no more room for extending roads, and building an underground railway is too expensive, aerial ropeways are an attractive alternative for inner-urban mass transit. The systems in Algeria show that there is a genuine need for this. The country already has four aerial ropeways carrying passengers safely from one point to another above the congested streets.

Opened in August 2014 and running for just under three customers, including construction technology and ancillary kilometers, the new detachable 15-person gondola lift accesses the district of Bouzareah from the center of the Algerian capital Algiers. Whereas public transport buses and taxis need just under an hour to cover this distance, since the opening, the trip by gondola now takes just twelve minutes. The gondola lift linking Oued Koriche–Beau Fraisier-Bouzareah is already the fourth such installation that Swiss aerial ropeway manufacturer Garaventa has completed in Algiers. The Swiss company may seem to make the impossible possible today, but this is thanks to all the expertise garnered over the years. And this is backed by a network enabling the company to offer holistic solutions to

installations. In this case, service always covers coordination with sub-contractors.

Algeria as a Pioneer

Algeria of all places may be acting as a pioneer in the field of urban transport systems, but it comes as no surprise to Garaventa CEO Istvan Szalai. "This type of transport system is a real option for urban centers in emerging countries when traffic problems need to be solved there." With a total of 57 communities, the Province of Algiers is the beating heart of Algeria. During the first half of the 19th



IRAQ

Republic of Iraq Country Name:

34 million Population: 435.520 km² Land Area:

Iraqi Dinar (ID), 1 ID = 1.000 Fils Currency:

Baghdad Capital:

Official: Arabic and Kurdish (in Kurdish Regions) Languages:

Commercial: English



Representative ILF design, major water pipeline, Middle East

Common Seawater Supply Project (CSSP) for Oil Production

ILF Consulting Engineers

As the second largest oil producer of OPEC nations, Iraq's economy fully depends on the stability and growth of the national oil industry. It is therefore of paramount importance to keep oil production at the target level. To achieve this goal, it is necessary to apply secondary oil recovery methods.

The method selected for the oil fields in Southern Iraq is to inject water into the reservoir in order to maintain the reservoir pressure and to increase the percentage of oil extraction.

Water Source

The amount of water required in Southern Iraqi oil fields for this purpose is in the range of 12.5 million barrels of water per day, which is equal to 24 m3/second. Such quantities of water are not available in the project provinces

of Al-Basrah and Missan, where temperatures regularly exceed 40 °C and where the annual precipitation rate is less than 155 mm. Sourcing water from the famous Euphrates and Tigris rivers would only amount to 10% of the quantities required in the oil fields. Furthermore, use of these local water sources would significantly detract from the life-sustaining water for the local population and community needs.

The only source available in sufficient quantity for the needs of the project is seawater. In consequence, it is logical



KUWAIT

Country Name: State of Kuwait ca. 3.8 million

 $\mbox{Land Area:} \qquad \mbox{17.818} \ km^2$

Currency: Kuwait Dinar (KD), 1 KD = 1.000 Fils

Capital: Kuwait City
Languages: Official: Arabic

Commercial: English



Kuwait: The New Hub in the Middle Ea

Technical Conference and Exhibition "Infrastructure Middle East (IME)" Accompanies Infrastructure Development in Kuwait

Euro Institute for Information and Technology Transfer in Environmental Protection, EITEP

The Kuwaiti national assembly recently accepted the new five-year Kuwait Development Plan for 2015-2020 which will enliven the Kuwaiti economy. Kuwait announces US\$155 billion infrastructure expenditure regardless of low oil prices.

Kuwait is strategically located in the northern Arabian Gulf and is a neighbor to three main markets: the Kingdom of Saudi Arabia, Iraq and Iran across the Gulf. This position allows for an extended access to markets in several directions. Therefore, several huge transport infrastructure projects such as a new port (Mubarak Al Kabir port on Bubiyan island), a new airport terminal and a new national railway network are being planned in order to improve access within and outside the country. With this, Kuwait wants to build on past successful development as a hub for Arabian gulf countries before it was raided twice by Saddam Hussein.

The plan was agreed to with US\$155 billion of spending concentrating on both oil and non-oil economic sectors such as roads, ports and airport infrastructure, water, energy and social infrastructure, a metro and national rail network, etc. Taking into account the country's huge oil deposits, nobody is really in doubt that Kuwait will manage this. Currently, Kuwait accounts for 10% of global oil reserves. Thanks to low consumption on its part, these oil fields will still be profitable when others are already depleted.



QATAR

Country Name: State of Qatar Population: 2.14 million

Land Area: 11.437 km^2

Currency: Qatari Riyal (QR), 1 QR = 100 Dirham

Capital: Doha

Languages: Official: Arabic

Commercial: English



Qatar Economic Zone—street illustration

Bringing Visions to Life: Qatar Economic Zone Ras Bufontas, Doha, Qatar

Dorsch Gruppe

A specialized logistics and industrial hub enables ease of access and handling in a secure, high quality environment for regional and global business, trade and investment, driving the economic diversification of the State of Qatar.

Qatar has recorded an exponential growth in population over the last decade. With projects such as FIFA World Cup 2022, Qatar continues to advance its position in the region. As per the requirements of having advance position, Qatar Government has developed several economic diversification initiatives other than the oil and gas industry.

While Qatar currently caters for many large scale and heavy industrial activities through developments, studies

have identified urgent needs for mid-sized industries, warehouses and manufacturing, and the logistics sector.

Manateq was established to play a significant role in developing Qatar's National Vision by developing and operating advanced economic zones and projects. Manateq is developing three special economic zones as a means of establishing an efficient, sustainable and world class business environment, which will enable



SAUDI ARABIA

Country Name: Kingdom of Saudi Arabia

Population: 28.3 million Land Area: 2.149 million km²

Currency: Saudi Arabian Rial (SAR), 1 SAR = 100 Halalah

Capital: Riyadh

Languages: Official: Arabic

Commercial: English



City Center Area Action Plan and T.O.D. Guidelines, Public Realm Design Al Batha Road (HH Vision)

City Center Area Action Plan and Transit Oriented Development (T.O.D.) Guidelines in Riyadh

AS&P - Albert Speer & Partner GmbH

The Government of the Kingdom of Saudi Arabia is implementing a major program of investment in public transportation facilities in the capital city and the Kingdom's largest metropolitan area, Riyadh.

The Riyadh Metro consists of six main lines running a total length of 176 km. The metro system will have 96 stations in total, including four main stations, four transfer stations and five park-and-ride stations. The accompanying bus program includes a three-line Bus Rapid Transport (BRT) network. It is 85 km in length, has two completed 83 km circular lines and an 18-line community bus service that will cover a total of 405 square km, and includes a traffic control center.

In light of the planned public transportation facilities, the target of this study commissioned by the Arriyadh Development Authority (ADA) provides a planning framework for a progressive conversion of the existing sensitive urban fabric of Riyadh's historic center towards a metropolitan "Transit-Oriented Development" (T.O.D.) within the next 25 years. Without this centennial opportunity, it seems unlikely that the renewal of the currently declining central area would be undertaken with the foreseen scale and coherence.



SYRIA

Syrian Arab Republic Country Name:

22 million Population: 185.180 km² Land Area:

Syian Pound (SYP), 1 SYP = 100 Piaster Currency:

Damascus Capital: Official: Arabic Languages:

Commercial: English & French



Syria, the Future Begins

Euro-Arab Initiative for Reconstruction and Development (EARD)

As soon as peace returns to Syria, millions of refugees and displaced people will return to their homeland. After massive damages to buildings and infrastructure as a result of the conflict, an enormous demand for reconstruction will arise.

Since Syria's uprising began on March 15, 2011 within the context of the "Arab Spring" protests, the current conflict has been characterized by fluctuating frontlines, destruction, casualties and millions of refugees and displaced people. The conflict is certainly the largest humanitarian crisis worldwide. The negative consequences have been shown in the contraction of the Syrian economy by an estimated 40% since 2011. The unemployment rate is currently at around 53%. Tens of thousands of businesses have been forced to close, leading to the unemployment of approximately 2.67 million people who supported around 11 million dependents. Since the outbreak of the crisis, purchasing power has been declining while prices for food, fuel and medicine have been skyrocketing. The value of the Syrian pound dropped

from 47 Syrian pounds per US Dollar in 2011 to 220 Syrian pounds per US Dollar in February 2014.

Due to the massive scale of damage caused by four years of conflict, electricity generating capacity dropped by over 30%, factories shut down, many schools were reassigned from their primary function of educating children to being used as shelters, while others were closed down because of structural damage. Many hospitals or medical facilities also had to be closed.

Syria will face a tremendous need for rebuilding the destroyed cities all over the country, including residential and community buildings, roads and infrastructure networks,



TUNISIA

Tunisian Republic Country Name:

10.9 million Population: Land Area: 162.155 km²

Tunisian Dinar (TND), 1 TND = 100 Millimes Currency:

Tunis Capital:

Official: Arabic Languages:

Commercial: French



Process area

Exploring New Gas Fields for Tunisian Gas Demand

MAX STREICHER GmbH & Co. KG aA

In January 2006, huge gas reserves were discovered in Jenein Sud exploration permit in the South of Tunisia. A partnership between ETAP (Enterprise Tunisienne D'activités Pétrolières) and OMV will develop this gas discovery. To operate these gas fields, special plants and a pipeline will be built in the Tunisian desert. It is expected that the produced gas will provide approximately 11% of the Tunisian gas consumption needs.

The Nawara gas field is located in the desert in the south of Project Tasks Tunisia. Gas exploration is carried out by nine wells. The gas will be transported to a central gas processing facility (CPF) via a network of 100 km 6" flowlines. There, the gas will be collected and processed for further transport. The gas will then be delivered to a gas treatment plant (GTP) in Gabès by a 370 kilometer 24" pipeline, where further processing and distribution will take place.

The Nawara Development project is a key strategic infrastructure project for Tunisia to unlock South Tunisia's gas resources.

Within the scope of the Nawara Development Project of OMV Tunisia, MAX STREICHER GmbH & Co. KG aA has been awarded two contracts. The Tunisian company Bouchamaoui Industries LC is the joint venture partner.

The EPCC contract contains the construction of a central gas processing facility (CPF) in the Nawara gas field, as well as the construction of gas pipelines and the development of drilling sites. Furthermore, STREICHER carries out the construction of a 24" pipeline with a length of 380



UAE

Country Name: United Arab Emirates

Population: 9.2 million Land Area: 83.600 km²

Currency: UAE Dirham (AED), 1 AED = 100 Fils

Capital: Abu Dhabi
Languages: Official: Arabic
Commercial: English



Aggregate base course

Bringing Visions to Life: Mafraq-Gweifat Highway Project in Abu Dhabi, UAE

Dorsch Gruppe

In March 2014, the Department of Transport (DOT), the authority for transportation in the United Arab Emirates, appointed Dorsch Holding GmbH – Abu Dhabi (DC) to provide consultancy services for the provision of a construction supervision for Section 4B Al Mafraq to Himmem Interchange.

The total construction period of the project is 30 months. It will be handed over with a total construction cost of US\$325 million in 2017.

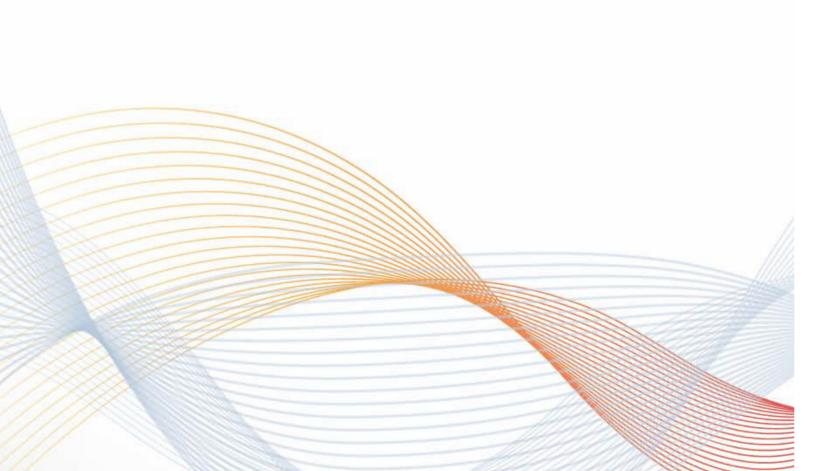
Mafraq-Gweifat Highway Section 4B Project

The project upgrades the existing E11 Mafraq to Ghweifat road, a two-lane dual carriageway, which runs from Mafraq (located south of the metropolitan area of Abu Dhabi) to

the international border with the Royal Kingdom of Saudi Arabia at Ghweifat in Al Gharbia. The upgrading will be to expressway standards with grade-separated interchanges and limited right-in/right-out junctions throughout the project.

The project comprises six highway sections. Detailed designs for the upgrading and widening of highway sections that total 248 kilometers have been procured by the DOT;

SPECIAL TOPICS





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Dispute Resolution in Construction Projects

Alexander & Partner

Construction disputes are fairly common, and they vary in their nature, size, and complexity. In fact, construction disputes are among the most common among arbitration proceedings.

Furthermore, the complexity of a contemporary construction project, which requires the orchestration of numerous interdependent components including information, materials, tools, equipment and a large number of personnel working for independent engineers, contractors, and suppliers, add to the complexity of the disputes arising out of or in relation to them.

When not resolved in a timely manner, arbitration disputes can consume considerable resources in terms of finances, personnel, time, and opportunity costs. The apparent expenses (e.g., costs of attorneys, expert witnesses, the dispute resolution process itself) alone are significant. Although difficult to quantify, the less visible costs (e.g., company resources assigned to the dispute, lost business opportunities) and the intangible costs (e.g., damage to business relationships) are also considerable.

Innovative Methods of Dispute Resolution in the Construction Industry

Over the past decades, the construction industry has made remarkable progress in developing more efficient methods of dispute resolution. In fact, experts frequently refer to the construction industry as being on the innovative edge in this field. However, in particular, the issue of dispute prevention appears to not have been the focus of the construction industry; dispute prevention mechanisms are frequently disregarded when drafting construction contracts and dispute resolution clauses.

Current practice in construction dispute resolution generally reflects one of two perspectives: that one resolution method fits all disputes; and that dispute resolution offers a selection of independent stand-alone choices. Still, it is



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BUILDING BRIDGES BETWEEN GERMANY AND THE ARAB

WORLD

Ghorfa Arab-German Chamber of Commerce and Industry

About us

The Ghorfa Arab-German Chamber of Commerce and Industry is the competence center 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 topclass 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
- 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
- Comprehensive and detailed market information about Germany and the 22 Arab states
- Visa support and commercial document 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



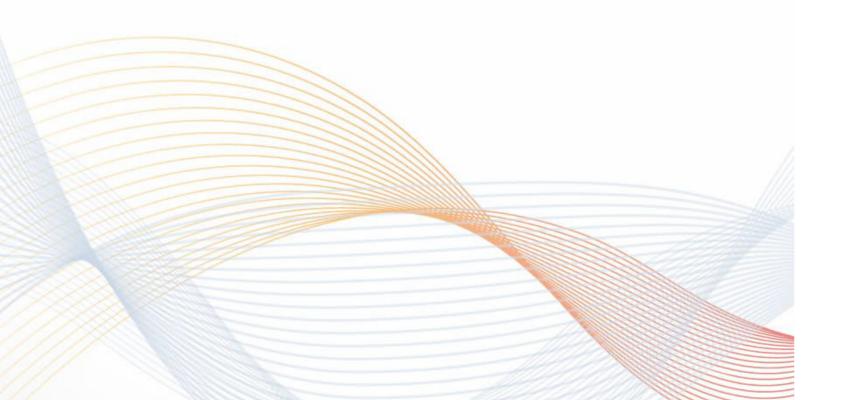
information concerning membership in our chamber please contact us:

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IVETCOS Group

IVETCOS Group headquartered in Stuttgart, Germany is an internationally operating company in the fields of real estate services and investment. We are actively working in Germany, Austria, Switzerland, Russia and CIS. The company has offices in Germany and in Russia and works closely with partners worldwide. We are continuously adapting our services so that they meet the specific needs of our exclusive clients. We provide strategic advice and execution for property investment, project management and controlling; legal support; financial support and development services.

Our investment consulting starts with preparing an individual investment or sales strategy, which builds on customer requirements. We are able to give reliable indications regarding the intended implementation success at an early stage and apply our approach in the property procurement promptly and confidentially. IVETCOS also develops own projects such as construction of business and luxury hotels as well as commercial real estate.

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Dr. Dominic Kohnen Head of Company:

Year of Foundation:

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KOHNEN Partner Law Firm LLP

KOHNEN Partner LLP, an internationally working law firm So far we have worked in countries like Ouatar, Saudi based in Germany, was founded in 2000 by Dr. Dominic Kohnen.

KOHNEN Partner LLP is specialized in international construction law. We provide legal service and advise on the implementation of your projects in each phase.



Architects- and Engineers Law



International Construction- and Plant Construction Law

Arabia, Jordan, Northern Iraq and the UAE to name the most important.

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- drafting and negotiation of architect, engineering and project management contracts
- construction monitoring
- project management
- contract management
- claim management
- party representative in litigation and arbitration proceedings

Dr. Dominic Kohnen

- lecturer at university, lawyer
- FIDIC accredited dispute adjudicator
- arbitration proceedings, mediation proceedings and dispute adjudication proceedings as lawyer
- languages: German, English, French
- member of: Anglo German Construction Law Platform AGCLP



THOST PROJEKTMANAGEMENT

Contact: Dipl.-Ing. Oliver Thost, Management Board, Shareholder Year of foundation: 1987 (founded by Mr. Burkhard Thost) Number of employees: over 300 engineers

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THOST Projektmanagement GmbH

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THOST is Germany's leading independent Project Management Services and Consultancy provider. Our broad spectrum of industry expertise, proven methodological approach and value-adding deliverables make us a trusted and preferred partner of our public- and private-sector customers all over the world.

As an independent partner we coordinate and control the development, design, engineering, and realization of complex projects in the fields of real estate, mobility and infrastructure, industrial plants, and energy. As a trustful representative we manage project contracts or assist in setting up effective project governance organizations or PMOs.

Our Project Management Services and Consultancy involves the definition, leadership, planning, management, and control of projects on behalf of our customers, ensuring strategic and corporate goals will be achieved. Applying the



Renewable Energy: Offshore Wind

highest international standards combined with our expertise of three decades of practical project management, we resolve stakeholder concerns, successfully implement effective measures and maximize the project value within cost and time constraints.

Business Activities in the Arab Countries

THOST is active in the Middle East markets since more than a decade. Specific regional expertise has been built up in energy generation and distribution, airport logistics, industrial plants (desalination a.s.o.), and infrastructure (rail & metro systems, roads). Middle Eastern projects and clients are served from our subsidiaries in Dubai, UAE (established in 2004), Qatar, and Saudi Arabia (Riyadh).

Contract & Claims Management and PMO-services are specialized project management services THOST is successfully delivering in the Middle East.

Turning Visions Into Reality.



Airport Logistics: Dubai International Airport



Alexander & Partner

Alexander & Partner is a boutique law firm specialized on advising German and European clients in their business activities in the Middle East and clients form the MENA-Region on their investments in Europe. We are truly committed to serving as a bridge between cultures and supports our clients in understand the business culture in both Europe and the Middle East. Our divers legal team

AS&P combines innovative approaches in architecture, urban and transport planning and landscape architecture with 50 years of in-

ternational planning and building experience. The projects range

from structural design, urban planning and regional development to

recreation and tourism planning, conceptual transport planning and

project management as well as planning specific preparations for

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crop protection products to oil and gas. As the world's leading che-

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on, we enable our customers to meet the current and future needs

major events and expert opinions for policy advice.

assists our clients in all stages of their business activities.

Dispute Resolution in Construction Projects

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AS&P - Albert Speer & Partner GmbH

City Center Area Action Plan and Transit Oriented

Development (T.O.D.) Guidelines in Rivadh

Joachim Schares, Member of the Management and Partner

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Dorsch Gruppe

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Euro Institute for Information and Technology Transfer in Environmental Protection, EITEP

Technical Conference and Exhibition "Infrastructure Middle

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Kuwait

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Lindemann is best known for creating futuristic zero-energy houses with combined electromobility and award - winning megaprojects in the Kingdom of Saudi Arabia and GCC. Currently, Lindemann has offices in Abu Dhabi, Bad Oeynhausen, Cologne and Munich. The growing venture works on iconic real estate projects of all sizes. From project development, analysis, early design, research and feasibility studies to BIM and final construction. White Sky Group UAE is a Lindemann Group division.

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Euro-Arab Initiative for Reconstruction and Development (EARD)

The Euro-Arab Initiative for Reconstruction and Development was founded by German, Austrian and Syrian companies and business partners headed by the international renowned German company Dorsch Gruppe. Dorsch Gruppe is working in more than 140 countries and covers the entire spectrum of project development, structural engineering, construction, water, transportation, and environment. The aim of the project is to be a pioneer in the post-war rebuilding of the Arab Republic of Syria and to provide shelters for returning refugees as soon as the situation becomes stable enough. Further aspects of infrastructure reconstruction are under preparation by the Euro-Arab Initiative for Reconstruction and Development as well.

Syria, the Future Begins

Bassel Katabi, Project Director

Euro-Arab Initiative for Reconstruction and Development

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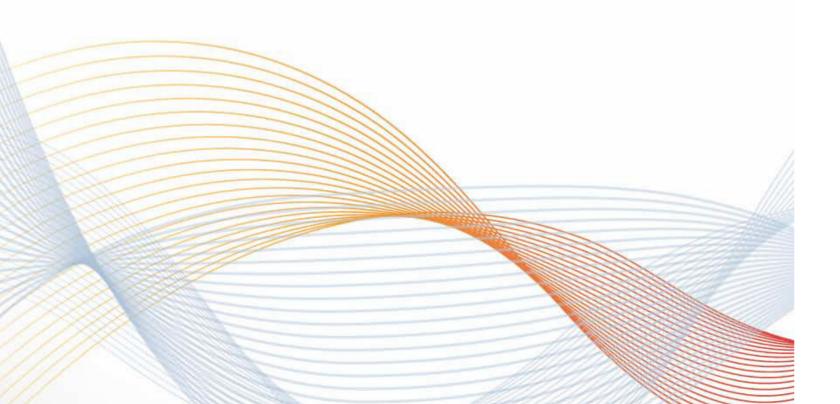
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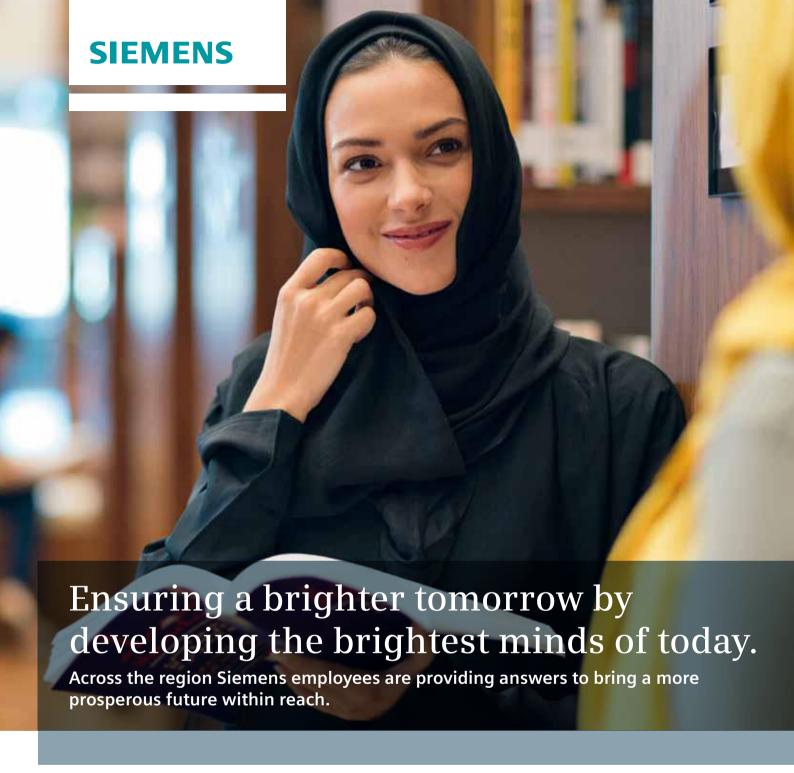
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