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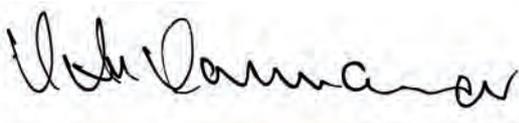
# Preface

Investing in infrastructure means investing in the future – both the Arab world and the Federal Republic of Germany are convinced of this. Throughout the world, efficient infrastructure is one of the major prerequisites of growth and prosperity and thus of positive social development.

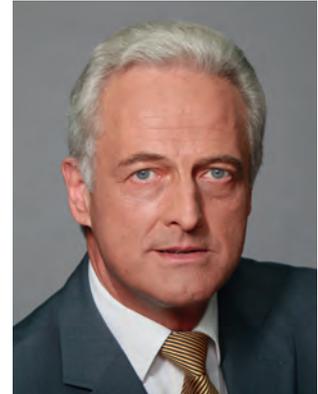
In the Arab countries, numerous large-scale projects are turning the construction industry into a dynamic sector of the economy. Qatar, for instance, plans to complete huge construction projects by 2022, when it will host the FIFA World Cup. In Iraq, the construction industry is the sector of the economy with the second highest growth rates after the petroleum industry. The need for housing in the land between the two rivers is put at around 2.5 million dwellings. Other countries are also making massive investment in the construction of rail projects, stations, airports and ports – in some cases motivated by ambitious tourism objectives.

Implementation of the ambitious investment plans offers a multiplicity of opportunities for German contractors. Whether design or construction – Germany’s expertise in construction technologies is in great demand worldwide. One of the reasons for this is that stringent technical requirements have to be met. After all, building “made in Germany” enjoys an excellent reputation and has established benchmarks across the globe. In addition, both sides can build on the long-standing relations between Germany and the Arab world, which have evolved in an environment of trust and cooperation.

This, the fourth edition of the “Construction and Consulting” Yearbook, reflects the continuing great interest in collaborative German-Arab projects in the construction sector. This year, as in previous years, this distinguished publication presents impressive examples of German-Arab projects throughout the Arab world. From earthquake protection systems in Algeria or Djibouti, through power distribution systems in Iraq and new urban development projects in Saudi Arabia, to the conversion of a theatre in the United Arab Emirates – the numerous success stories highlight the wide spectrum of German-Arab cooperation. They all illustrate that German contractors are extremely welcome in the Arab world and that the projects they deliver are highly successful. The construction projects make one thing clear: German-Arab cooperation successfully builds bridges not only in the figurative but also in the literal sense. However, the great potential for collaborative German-Arab schemes is nowhere near exhausted. It thus gives us great pleasure to present the exciting and successful German-Arab projects in the “Construction and Consulting” Yearbook in the hope that they will encourage future joint construction projects, and we would like to thank all the partners involved.



Dr. Peter Ramsauer | *Member of the German Bundestag*  
*Federal Minister of Transport, Building and Urban Development*



Dr. Peter Ramsauer



# Foreword

We proudly present the fourth 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 that state eloquent examples of the quality of Arab-German business relations.

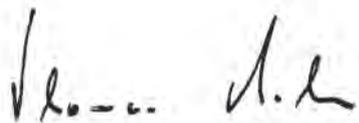
The countries of the Arab region are at different stages of industrial development and, therefore, offer a broad range of opportunities for German companies: from the provision of basic infrastructure like railways and water treatment to creative architectural designs. This year's edition places a special emphasis on megacities. Rapid urbanisation, which takes place in the Arab countries due to growing populations, opens new challenges and opportunities for extensive urban development and ambitious construction projects to enhance the living standards of the growing urban population.

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 that is characterised 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, 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 official representative of all Arab Chambers of Commerce and Industry in Germany, 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 countries 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 our 2<sup>nd</sup> Vice President Mr. Olaf Hoffmann, CEO and President, Dorsch Holding GmbH and 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 Birgit Tümmers and Ms Traudl Kupfer for their work and effort to realise this book project.

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



Thomas Bach | *President Ghorfa*



Dr. Thomas Bach

# Qatar



Country Name:	State of Qatar
Population:	1.87 million
Land Area:	11,586 km <sup>2</sup>
Currency:	Qatari Riyal (QR), 1 QR = 100 Dirhams
Capital:	Doha
Languages:	Official: Arabic Commercial: English



Tram Rendering

# Greener Mobility for a Sustainable Future in Qatar

## Siemens WLL

Qatar is a country in transition, with a fast growing economy as well as an increasing population and all the problems that go along with this success: high CO<sub>2</sub> emissions and a growing demand for water and electricity. Sustainable and innovative technologies are the key to a lasting success of Qatar's economy.

In less than ten decades, Qatar has emerged as one of the world's richest countries and fastest-growing economies, propelled by revenues from its massive oil and gas reserves. Today, the country is striving to build a sustainable future through economic diversification, social development, and environmental protection. Siemens, which has supported the development of Qatar's infrastructure since 1970, is furthering its commitment to the country's future goals by supplying it with innovative and environmentally friendly technologies.

A few miles from the capital city of Doha, a 1,500-hectare expanse of land has become home to a growing number of universities and educational institutions housed in futuristic buildings – some completed and others under construction – designed by world-renowned architects, including Rem Koolhaas and Arata Isozaki. With about a third of the project constructed and the remainder slated for completion by 2020, the Qatar Foundation development embodies the country's rapid

transformation and its aspirations for a knowledge-based and sustainable economy, pursued by the government under its National Vision 2030.

Siemens is already involved in turning this vision into reality. One of the company's most prestigious projects in Qatar involves building the Middle East's most energy-efficient tram system in Doha. The turnkey contract was awarded to Siemens Infrastructure and Cities Sector in 2012 by Qatar Foundation and includes supplying 19 Avenio trams that will operate without overhead contact lines.

In addition to the vehicles, Siemens will also deliver signal and communications technology, the rail electrification system and a fully equipped depot under the contract valued at more than 100 million Euros. The trams are scheduled to start running in the fall of 2015 on an 11.5-kilometer track with 25 stations. The tramcars will be equipped with a Siemens energy storage system that will be recharged at the stations even on

the shortest stops. Their sophisticated technology will allow the trams to be up to 30% more efficient than conventional systems, as implemented energy can be reused by recovering braking energy.

Moreover, the cars will be adapted to cope with the extreme climatic conditions in the region where temperatures can exceed 50°C in the summer. A powerful air-conditioning system and special insulation on the roof will provide protection from the harsh sun and the high outdoor temperatures.

The tram is one example of how Siemens plans to continue to be instrumental in the country's ongoing development, delivering on its core values of technological excellence, innovation, quality, and reliability. This is especially crucial as Qatar gears up to host the 2022 FIFA World Cup. Siemens believes the key to achieving Qatar's future ambitions is through sustainable and innovative technologies, which will inevitably have to play an important role in a nation known for its hydrocarbon industry, high emissions, and rapid development.

Qatar is a country in transition. Its ambitions are coupled with the desire to preserve its culture and traditions while becoming modern. Today, the Gulf Arab state has emerged as holder of the world's third-largest natural gas reserves, and subsequently became top global exporter of liquefied natural gas. Today, it generates almost 60% of its gross domestic product from fossil raw materials, giving its citizens one of the highest per capita incomes in the world. This year, Qatar's real GDP is forecast to grow 4.9%, according to the International Monetary Fund. GDP stood at US\$ 173 billion in 2011, ahead of countries such as Ukraine and New Zealand, based on World Bank figures.

Nevertheless, growth often comes at a price. A growing population, rapidly expanding industrial sector, and rising living standards have transformed Qatar into one of the world's highest emitters of CO<sub>2</sub> per capita. Furthermore, its reliance on hydrocarbons leaves it susceptible to price volatilities, which begs for economic diversification and sustainable development. Nevertheless, after more than a decade of surging hydrocarbon revenues, Qatar is enjoying a liquidity surplus in its economy and has the financial muscle to realise its goals.

Siemens views these challenges as opportunities. After cementing its position in the Qatari market and becoming a partner of choice across a wide range of industries, Siemens remains bullish on the country's economic outlook and aims to expand its footprint there. The company anticipates a doubling of its 400-strong workforce there over the next two years.

## Growing energy demand

Qatar's population has grown from close to 30,000 people in 1950 to 1.87 million today. According to the Qatar Statistics Authority, the population has increased 20% since 2008. This growth has led to an increase in demand for water and electricity, a challenge Siemens is helping to overcome.

Besides the tram, Siemens is also working on a project that will improve the power infrastructure in and around Doha and enable the monitoring and optimisation of energy consumption. Under a contract of US\$ 188 million, awarded by the Qatar General Electricity and Water Corporation (Kahramaa), Siemens will supply equipment for phase 10 of the Qatar Power Transmission System Expansion project that will ensure uninterrupted power supplies to households, business centres, shopping malls, hospitals, and schools in Doha.

In an effort to manage customer demand for water and electricity during peak periods and improve the billing process with end-users, Siemens is also installing approximately 17,000 smart meters and supplying communication modules for 15,000 water meters in Doha. The smart metering project is the first of its kind in the Middle East, paving the way for broader implementation of smart-grid solutions in the region.

## A greener future

In its quest to create more sustainable working and living environments, Qatar is placing greater emphasis on green developments. Siemens, as a world leader in environmental technologies, is contributing to this effort. The Tornado Tower, a 200 m high structure and one of Doha's landmarks, is a good example of this. The tower is equipped with Siemens Total Building Solutions, which include an automation system that allows all of the devices and equipment in the 52-story structure to be flexibly monitored and controlled, enabling the reduction of energy consumption by at least 20%, saving resources and minimizing CO<sub>2</sub> emissions.

Qatar's long-term goals are outlined in its National Vision 2030, a development programme with a budget of approximately US\$ 130 billion for the next few years to create a more sustainable future. The plan places emphasis on issues surrounding the environment such as managing water resources, climate change, energy production, and pollution. In addition, the government is constantly looking at ways to implement sustainable solutions through wider adoption of environmentally friendly technologies and has earmarked US\$ 125 billion for the development of an alternative and renewable energy sector.



Energy Saver

One of the main pillars of Qatar’s National Vision 2030 is aligning economic growth with social development and environmental management. As a world leader in environmentally friendly technologies, Siemens is well positioned to play an integral role in this transformation. In fiscal 2012, Siemens generated revenue of EUR 33.2 billion from its environmental portfolio, a growth of 10% compared to the previous year and amounting to 42% of total revenue. During the same year, Siemens’ customers globally reduced CO<sub>2</sub> emissions by 332 mega tons by using technologies in the environmental portfolio.

In addition to the tram, Qatar is planning to spend more than US\$ 65 billion on infrastructure until 2016, according to the Qatar National Development Strategy 2011–2016. New projects include building an international airport, an ambitious port development, the Qatar-Bahrain Causeway, Education City as well as a metro and rail. By 2030, Qatar plans to have a large metro network stretching more than 120 km to meet Doha’s transportation needs, as well as a rail line that connects the country’s main hubs.

The Doha metro is planned in three construction phases, with completion slated for around 2025 at an estimated cost of US\$ 27 billion. As for rail, the network of about 350 km is esti-

mated to cost the government approximately US\$ 9.1 billion and is targeted for completion by 2017. The railway line will connect Qatar’s main industrial and residential hubs through high-speed passenger rail and freight services. The project will eventually be part of the Gulf Cooperation Council rail network, which is expected to become operational in 2017 and will have a significant impact on the emirate’s connectivity to its Gulf neighbour Saudi Arabia and subsequently to the rest of the region.

Siemens is proud to be a part of this growth story and to help improve the quality of life over the long-term for the people in urban areas through its sustainable technologies. The 19 trams Siemens will supply as part of its tram project will each comprise three cars that can accommodate up to 239 passengers. The Avenio trams are designed with some of the world’s most sophisticated systems. Their low-floor technology and ergonomic design offer passengers a high level of comfort, while operating without overhead contact lines makes them a role model for sustainable, rail-bound local transport. All in all, the Doha tram system will optimise mobility for the people, use energy more efficiently, and save CO<sub>2</sub> emissions.



Jörg Scheifler  
CEO  
Siemens Infrastructure & Cities,  
Middle East



Bernhard Fonseca  
CEO  
Siemens WLL, Qatar



Bird's eye view of Lusail City from the seaside

# Lusail City in Doha, Qatar

## Dorsch Qatar

Lusail City is a completely new city development of Qatar that goes beyond the usual concept of a modern city; it is, in fact, a futuristic reflection of wonderful aspirations, technologies and ideas.

Simultaneously, Lusail is characterised by a rich history that captures the authentic heritage and values of the remarkable Qatari culture. Lusail City is to become a unique state-of-the-art city in Qatar, the region and worldwide.

Lusail Real Estate Development Company (LREDC), a subsidiary of Qatari Diar Real Estate Investment Company, was established in September 2008 and is dedicated to executing the development and ongoing operations of the flagship Lusail City project in addition to other major projects.

In creating a new extension to the Northeast of Doha, Lusail City will turn 2,263 hectares of undeveloped waterfront into a progressive, world-class city. Lusail City will be home to 200,000 residents and will welcome 165,000 employees as well as 90,000 visitors with a total estimated population of

450,000 people. LREDC's development will promote a family environment and foster multicultural and inclusive community values.

On completion, Lusail City will provide a unique living environment by combining well-planned, integrated mixed-use districts with open spaces and parks. The city will also boast its own light rail network, a Lusail City highway and signature bridges connecting the different districts. Residents and visitors will enjoy golf courses, shopping malls with signature brand outlets, hotels, resort entertainment districts, and a variety of residential and office options.

The completion of the project is guaranteed to be on time in order to provide its services in hosting the 2022 FIFA World Cup. The project's estimated construction cost is US\$ 45 billion.



Perspective of the Marina District in Lusail City

## Dorsch Qatar services

Dorsch Qatar was awarded a consultancy services contract for the Lusail City project in Qatar on 28 March 2012. As announced by the state-controlled developer Lusail Real Estate Development Company (LREDC), Dorsch Qatar won the competition for construction site supervision consultancy services of Lusail City in Doha for all 11 different construction packages in different engineering disciplines by succeeding over various international competitors.

### 11 construction packages:

- CP3 marina bridges & pedestrian bridges
- CP4 main Lusail roads A1 & A6 utilities and interchanges
- CP5-B portions of road A1, A2, D3
- CP6-B primary infrastructure of the waterfront residential district and Al Kharaj Tower
- CP6-C utility structures
- CP7-A waterfront commercial district
- CP7-B Lusail Towers & part of road A1
- CP7-C boulevard commercial, road D3 & part of road A3
- CP-10 landscaping phase 1, 1A and 2
- CP-14 entertainment island development
- CP-19 southern marina club house

### Dorsch Qatar scope of services:

- Construction supervision consultancy
- Monitoring health, safety & environment during construction
- Monitoring progress and quality on site
- Submissions review and approval
- Conducting inspections and testing
- Handover, completion & maintenance services

Dorsch Qatar is supervising the project locally with its own on-site experts from the Dorsch office in Doha. Dorsch's key competence is to offer all comprehensive planning and management services from one source. Dorsch's international experience and strong regional presence make the company the ideal partner to reach the challenging objectives. These challenges offer Dorsch very good opportunities to attain further ambitious projects and to grow in the future.



**Hany Labib**  
*Director, External Operations*  
 Dorsch Holding GmbH

Aerial view of Lusail City





instalight 1050 – Façade Spot – The golden LED light is covering the mystic ornaments of Burj Doha, providing changing reflections, shadows and brilliance. Photo: Stefan Tornau, Qatar

# Standing Out: The Golden Plasmatic Light Scenes of Burj Doha, Qatar

## Insta Elektro GmbH – Lightment

Only few skylines in the world changed their “face” over the last few years as significant as the one of Doha, the capital of Qatar and the host of the 2022 FIFA World Cup. One of the latest buildings of this skyline, the “Best Tall Building Worldwide 2012”, has been equipped with state-of-the-art LED lighting technology.

### The beginnings

With a planning and construction phase of almost eight years, Burj Doha was finalised at the end of 2011. Starting from the first customer contacts during the trade fair light + building 2010 in Frankfurt, to the detailed technical project planning on the basis of a unique lighting design concept of the French light artist Yann Kersalé, several on-site test installations and the finalisation with a presentation of dynamic light scenes, Insta followed this project over 1.5 years. The owner of Burj Doha H.E. Sheikh Saoud Bin Mohammed Bin Ali Al Thani, decided to invest solely in products “Made in Germany” due to their reputation for high quality, efficiency, and reliability. Burj Doha itself was designed by the renowned French architect Jean Nouvel.

### The realisation phase

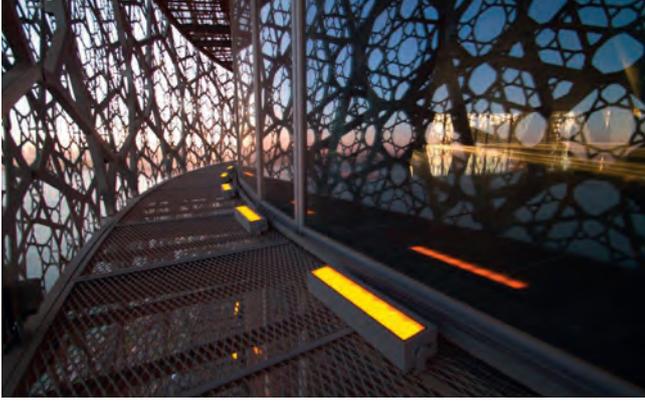
Following several test installations with LED façade spots (instalight 1050) on site and meetings with the customer, the final decision was taken to realise the lighting system of the tower with a customised version of instalight 1050. Instead of standard RGB colour option, pure gold and platinum/silver colours for static and dynamic light scenes were chosen. Insta engineers designed and developed this special version of the luminaire within a short period of time. In September 2010, the final contract with a volume of 3,362 instalight 1050 (DHR), 24 instalight 3050 (DHR), and the Insta control system was signed. The just-in-time process for supplies, production, real-life testing, and shipment was managed under a very tight schedule to assure in-time delivery. The complete shipment consisted of 63 tons of goods flown to Doha in three cargo planes.

INSTA



Burj Doha, Qatar

[www.lightment.de](http://www.lightment.de)



instalight Control – 10.086 channels control the luminaires with integrated temperature management. Photo: Stefan Tornau, Qatar



instalight 1050 – Façade Spot – Standing Out: 3.362 LED façade spots with a total power consumption of 180 kW illuminate the tower with sequences in gold and platinum/silver. Photo: Stefan Tornau, Qatar

## Burj Doha awarded as “Best Tall Building Worldwide 2012”

All 3,362 instalight 1050 (DHR) were installed on 45 circular platforms and the dome behind the outer façade in Moorish style and the inner glass façade of the cylindrical building. According to the draft of the light artist the illuminated façade provides for a similarly shining effect at night as the aluminum façade with its detailed ornaments during daytime.

Each instalight 1050 (DHR) is connected to an auto-addressing system and can be controlled individually with internet protocol (IP) via 10.086 channels, even from Insta’s headquarters in Germany. Over the last months some good experiences were made, as the customer desired new and special light scenes for Qatar’s National Day or the National Sports Days. These light scenes were programmed in Germany and transferred to the tower’s control PC in Qatar. Just by pushing a button the customer initiated the light scenes then. Unnecessary travel or hotel expenses besides the time effort can be prevented by the IP based system. 24 instalight 3050 (DHR) pure white LED spots were installed on the roof of Burj Doha (232 m high) and focused sharply on its antenna. Being flooded with powerful, homogenous and clean white light, the reflection on the antenna looks like a bright star at night.

During the short commissioning of just five days, there were finally two things shining: the new façade illumination and the face of the client for whom the project was not at all commonplace, too. For Insta this project is among the largest of its kind over the last few years and definitely a very recognisable one.



instalight 1050 – Façade Spot – LED luminaire for artefacts free, energy saving but bright light output.

Already honoured as “Best Tall Building in the Africa/Middle and Near East region 2012”, Burj Doha had a very good starting position in the run-up to the next bigger award.

On 18 October 2012, Burj Doha was named the Best Tall Building Worldwide by the Council on Tall Buildings and Urban Habitat (CTBUH) during the 11th Annual Awards Ceremony with 280 guests at S.R. Crown Hall, Chicago, USA.

According to the CTBUH, the building was honoured for incorporating elements of traditional regional design with modern technologies to create an environmentally-sensitive icon for Qatar’s capital. The eye-catching façade is constructed of multi-layered patterns invoking ancient Islamic screens designed to shade buildings from the sun. As the jury decided “Doha Tower stands out for its deft and subtle sensitivity to culture, context, and climate,” and “The design hints at post-modernism, but avoids this pitfall through the interpretive re-use of indigenous elements such as the mashrabiya, which varies in its density across the façade in response to solar orientation. The strength of the proposal is in its unapologetic connection to culture and place, and stands as a successful precedent of cultural iconography.” (Source: www.ctbuh.org)

“Doha Tower is an excellent example of an efficient modern tower that is inspired by its local culture and setting,” said Antony Wood, executive director of the CTBUH. “In an age of homogenised slick towers globally, Doha Tower is rooted to its place. This is not a non-specific icon which you could drop into any city of the world”.



Alexander Wiepen  
Head of International Business  
Insta Elektro GmbH – Lightment –,  
Germany

# Ghorfa

## Building Bridges between Germany and the Arab world

Meeting with H. H. Sheikh Sabah al-Ahmad al-Dschabir as-Sabah during the delegation visit to Kuwait, March 2013



Delegation visit to Iraq together with the Federal Minister Dr. Peter Ramsauer, February 2013



# 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 acts as the official representative of 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
- Sector specific books that shed light on Arab-German cooperation in different industrial sectors such as health, education, energy or infrastructure
- 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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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

# Contributing Companies

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## Alexander & Partner

## ALEXANDER & PARTNER

*Law and Finance*

**Project:** Recent findings and views of Arbitration Tribunals on construction related issues in Main Contractor – Sub Contractor relationships in the State of Qatar and other GCC countries  
**Contact:** Oliver Alexander | *Attorney at Law, Founding Partner*

Alexander & Partner is a specialised boutique law firm with offices in Berlin, Germany, and Doha, Qatar, that emphasises bridging both worlds and cultures. Alexander & Partner specialises in corporate construction, investment and commercial law in the Gulf Cooperation Countries (GCC), with a strong focus on the State of Qatar. In addition, the firm specialises in advising Arab clients on investments in real estate, companies and projects in Germany and other European countries.

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## AS&P – Albert Speer & Partner GmbH



**Project:** The seven pillars of sustainable planning and architecture  
**Contact:** Gerhard Brand | *Managing Partner*

AS&P combines innovative approaches in architecture, urban and transport planning with over 40 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.

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## BAUER EGYPT S.A.E.



**Project:** Greater Cairo Metro Line 3  
**Contact:** Mohamed Mostafa | *BSC – Civil Eng., Managing Director*

BAUER EGYPT S.A.E. has established itself as one of the most reliable specialised foundations contractors in Egypt. It has gained its reputation through commitment, high quality, and outstanding performance as well as providing the construction market with new and advanced geotechnical solutions, techniques, and up-to-date construction methods. Bauer Egypt was founded in 1981 under a partnership between BAUER Spezialtiefbau GmbH and Egyptian shareholders as a joint stock company.

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## Commodore Contracting



**Project:** Enabling new horizons for the UAE data centre market  
**Contact:** Gerhard Tegtmeyer | *Corporate Business Development Manager*

Commodore Contracting Co L.L.C. is one of the leading construction companies in the region founded in Abu Dhabi. Since more than 3 decades any kind of buildings have been turnkey completed across U.A.E and Qatar comprising flagship tower buildings, complete villa compounds, ministry buildings, hotels, hospitals and industrial buildings. The Commodore group of companies provides individual building solutions by dedicated business units like Commodore Steel, Commodore Aluminium, Commodore MEP, Commodore Cement and Abaad Wood.

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## Dorsch Holding GmbH



**Project:** Technical Assistance Consultancy Services for the Oman National Railway Project  
**Contact:** Abdul Mutalib Ghazai | *Regional Manager Oman*

The Dorsch group with its 1,800 employees is the largest independent planning and consulting company in Germany, working in more than 140 countries. The Dorsch group was founded in 1951 and offers the entire performance spectrum in the fields of project development, structural engineering, industrial construction, urban planning, water, transport and environment.

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The Dorsch group with its 1,800 employees is the largest independent planning and consulting company in Germany, working in more than 140 countries. The Dorsch group was founded in 1951 and offers the entire performance spectrum in the fields of project development, structural engineering, industrial construction, urban planning, water, transport and environment.

## DREES & SOMMER

As an international player, Drees & Sommer has been supporting owners and investors in all aspects of real estate for over forty years. Our services cover Development Consulting, Project Management, Construction Management, Engineering, Real Estate Consulting, Infrastructure Consulting and Strategic Process Consulting. With over 1,350 employees at 34 international offices we achieved sales of EUR 150.5 million in 2011.



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, 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.



Europoles Middle East was established in 2006 as a Joint Venture of the German Europoles GmbH & Co. KG (European market leader for pole systems) and RAY International L.L.C. (market leader in Oman for innovative Energy solutions). In 2009 the first factory for Spun Concrete Poles was opened in the GCC region in the Nizwa Industrial Estate. With a capacity of 40,000 poles and a range from 5m to 40m length, Europoles supplies the full range of Spun Concrete poles for Distribution & Transmission, for Railway Tracks, Floodlights, Advertisement Towers and Antenna Towers.



Gerber Architekten international GmbH takes an integral approach to their work as architects and engineers. Gerber Architects 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, and Riyadh, we currently employ around 110 staff organised in project teams consisting of architects, interior designers, landscape designers, engineers, and surveyors.

### Dorsch International Consultants GmbH

**Project:** Megacities  
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### Dorsch Qatar LLC

**Project:** Lusail City in Doha  
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### Drees & Sommer

**Project:** Kempinski Hotel & Residences – a New Luxury Tower for Jeddah, Saudi Arabia  
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### EDB – Bahrain Economic Development Board

**Project:** The construction & consulting sector in the Kingdom of Bahrain  
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### Europoles Middle East L.L.C.

**Project:** A new long-lasting high voltage network for Oman  
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### Gerber Architekten international GmbH

**Project:** New Urban Developments in Riyadh – Projects for Culture and Education  
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## German Water Partnership e. V.



**Project:** Wastewater treatment and sludge disposal in Tunisia  
**Contact:** Anke Ortmann | *Advisor Press and Public Relations*

The German Water Partnership is a joint initiative of the German private and public sectors, combining commercial enterprises, government and non-government organisations, scientific institutions and water-related associations. Its fundamental aim is to make the outstanding German engineering, know-how and experience in the water sector easily available to partners and clients all over the world.

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## Insta Elektro GmbH – Lightment –



**Project:** Standing out: The golden plasmatic light scenes of Burj Doha, Qatar  
**Contact:** Alexander Wiepen | *Head of International Business*

As a medium-sized family company Insta Elektro GmbH was founded in 1970 by the three companies Berker, Gira, and Jung, well-known specialists for switches or building automation systems. As an electronics technology centre with about 500 employees Insta develops and fabricates modules, components and systems for building system engineering and LED luminaires with the suitable controls for modern architectural lighting and offers LED lighting systems to worldwide customers.

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## KfW Development Bank



**Project:** Morocco pushes the use of renewable energy  
**Contact:** Nicole Merkt | *Programme Manager*

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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 globalisation 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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## KfW Development Bank

**Project:** Still quite a way to education for all in Yemen  
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## Lahmeyer International GmbH



**Project:** Garri Free Zone in Sudan – a case study of development in the African power generation market  
**Contact:** Michael Wünnemann | *Head of Thermal Power Plants Department*

As an independent company of consulting engineers, Lahmeyer International offers a wide range of planning and consultancy services. The main fields of activity are complex infrastructure projects in the Energy, Hydropower and Water Resources Sector as well as in Building and Transportation. Positioned as an international market leader in the engineering consulting business, the Lahmeyer Group employs more than 1,500 people from over 30 specialist fields worldwide. Among the clients of Lahmeyer are governments, authorities, energy suppliers, industrial enterprises, investors as well as international financing institutions. Lahmeyer has executed projects in 165 countries all around the globe.

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## Luthardt GmbH



**Project:** The renovation of the Derbandikhan Hydropower Plant improves the Energy, Infrastructure in the Kurdistan region of Iraq  
**Contact:** Sven Luthardt | *Managing Partner*

Luthardt GmbH is a family-owned company based in Berlin with comprehensive business activities in the fields of power and railway systems. We provide solutions by offering consultation, engineering and installation services. Our power systems business unit's services are related to automation and electrical systems for power generation and distribution plants worldwide.

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M+W Group is a privately owned high-tech company ranking among the one hundred largest world-market leaders in Germany and listed as one of the top 20 leading international design firms. Its core competency is the development and realization of turnkey solutions to infrastructure and facility demands of the most innovative companies and institutions on the globe. Sectors include electronics, life sciences, nanotechnology, energy, IT, security and various other fields of applied research and innovation. Projects range from selective support of highly innovative start-ups to turnkey solutions for large scale projects with up to USD 6 billion investment. In 2012, the company generated an order intake of more than USD 4,6 billion with a workforce of over 7,500 employees worldwide. M+W Group is the 6<sup>th</sup> fastest growing German company, expanding globally at a rate of >30%.

## M+W Group

**Project:** Enabling new horizons for the UAE data centre market  
**Contact:** Herbert Radlinger | *Managing Director*

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magma architecture is an award-winning architectural office. Their expertise is to design visionary landmark buildings, spectacular temporary structures and expressive interiors for the cultural, sport, commercial and residential sectors. They are the designers of world renowned buildings such as the Olympic and Paralympic Shooting Arenas for London 2012. magma architecture's clients are people who want something different, something that gives them tangible identity.

## magma architecture GmbH

**Project:** Masrah Al Qasba – A state of the art theatre  
**Contact:** Lena Kleinheinz | *Shareholder*

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Maurer Söhne GmbH & Co. KG was founded in Munich in 1876 and the “forces in motion” are the core competence of the Maurer Söhne Group. The origins of the company are in steel construction. Our products and expertise in such diverse areas as seismic protection, bridge bearings and expansion joints, chimney stacks and roller coasters are in great demand around the world. The Maurer Group's largest division “Structural Protection Systems” works to protect building structures against damage caused by forces in motion such as earthquakes, traffic or weather. Our most important products are elements that transfer loads or convert energy, e.g.: expansion joints, structural bearings, seismic devices and vibration absorbers.

## Maurer Söhne GmbH & Co. KG

**Project:** The Innovative High-Tech Seismic Protection System for Algeria's New Grand Mosque  
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Obermeyer Corporate Group operates throughout the world and offers qualified specialist planning and integrated overall planning with interdisciplinary know-how. Through its corporate divisions Buildings, Transport as well as Energy and Environment, it renders planning and advisory services in almost every sphere of construction engineering. Project management and construction supervision complement this scope of services.

## Obermeyer Planen + Beraten GmbH

**Project:** Seismic Assessment of Premises in Djibouti  
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Peri combines the down-to-earthness of an owner-managed family business with the success of a global player. With efficient system equipment, a wide range of services as well as highly qualified and motivated staff, Peri offers best solutions and excellent quality regarding formwork, scaffolding and engineering. Since the founding of the company in 1969, the internationalisation of the business has been continuously pushed forward. Today, with a global workforce of more than 6,500 employees and over 110 logistic stocks of rental equipment, the company serves construction sites around the world. Proven and innovative Peri formwork and scaffolding systems as well as Peri services support the customers in numerous countries on a daily basis to work quickly and safely.

## PERI Kuwait W.L.L. Formwork Scaffolding Engineering

**Project:** Groundbreaking hospital project in the Middle East  
**Contact:** Mohammed Saied | *Managing Director*

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## PERI GmbH Formwork Scaffolding Engineering

**Project:** Sky Gate Tower Rises Quickly with Peri's Rail Climbing Systems  
**Contact:** Sylvia Hajj | *Managing Director*

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## PTV Transport Consult GmbH

**Project:** Long-term national transport strategy for Jordan  
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### PTV Group

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The PTV Group with over 700 employees worldwide provides software and consulting in transport and logistics, e.g. the software for transport planning PTV Vision (VISUM, VISSIM). PTV also provides transport consulting ranging from national transport plans to local traffic impact studies, e.g. the National Transport Master Plan for Qatar, including road and rail network and the national transport model.

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## Reck+Gass Ingenieurgesellschaft für Bauwesen mbH + Co. KG

**Project:** Structural Engineering for the Sadarah International School in Riyadh  
**Contact:** Joachim Gass | *M. Sc. Eng., Managing Partner*

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Reck + Gass, established in 2000, is a competent and reliable service provider for structural engineering, maintenance and technical construction reviews. Our highly qualified and motivated engineers and designers, who implement and realise the ideas and concepts of architects, building contractors and building owners, have gathered experience in over 3,000 projects.

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## RMA Middle East S.P.C.

**Project:** The construction & consulting sector in the Kingdom of Bahrain  
**Contact:** Simone Schreiber | *CEO*

### RMA Middle East S.P.C.

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RMA is a second-generation family-run company whose main focus is on the development and production of fittings, house connection technologies, measuring and control technologies as well as special parts according to customer wishes for gas, oil, water, and district heating. RMA products are successfully used worldwide. In German speaking countries, RMA is the market leader. RMA founded new sales offices, expanded production sites, and developed new products in 2012. The RMA Group founded its latest production plant in spring 2011 in Bahrain.

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## Siemens

**Project:** Greener mobility for a sustainable future in Qatar  
**Contact:** Sebastian Wolf | *Head of Corporate Communications – Qatar/ Infrastructure & Cities Communications – Middle East*

### Siemens WLL

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The Siemens Infrastructure & Cities Sector (Munich, Germany) with approximately 90,000 employees, focuses on sustainable technologies for metropolitan areas and their infrastructures. Its offering includes products, systems and solutions for intelligent traffic management, rail-bound transportation, smart grids, energy efficient buildings, and safety and security. The Sector comprises the divisions Building Technologies, Low and Medium Voltage, Mobility and Logistics, Rail Systems and Smart Grid. For more information, visit [www.siemens.com/infrastructure-cities](http://www.siemens.com/infrastructure-cities)

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## Schlüter Graf & Partner Legal Consultants

**Project:** Liquidated Damages under the UAE Laws – A Reliable Compensation Mechanism for both Employer and Contractor?  
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Schlüter Graf & Partner is an internationally operating law firm with offices/ cooperation partners in Germany and the entire Middle East. Our German and Arabic speaking lawyers represent clients of all industries on the laws of Germany and the Middle East. We ensure complete cross-border legal advice for companies doing business in the Middle East and/or Germany covering both international and domestic Arabic law.

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## VBI – Verband Beratender Ingenieure

**Project:** German engineering – a worldwide quality brand  
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About 3.200 member firms employing more than 36.000 highly skilled consultants and engineers – this is the German Association of Consulting Engineers – VBI (Verband Beratender Ingenieure), one of the leading associations worldwide for consultancy and engineering. VBI member firms play a key role in the development of infrastructure in Germany and in the international market. The VBI members offer multidisciplinary and independent advice on the feasibility, funding, execution and management for all sizes of projects. Integrity and professionalism are the core values of our members and guarantee that the client receives the highest technical standard.

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