

14th German-Arab Business Forum

Berlin – May 11th-13th 2011



THE GERMAN-ARAB BUSINESS FORUM: PROGRAM

Wednesday, May 11th, 2011

18.30 h **Reception & Registration**
at The Ritz-Carlton, Berlin
Potsdamer Platz 3, 10785 Berlin

Thursday, May 12th, 2011

08.30 h **Registration** *at The Ritz-Carlton, Berlin*
Potsdamer Platz 3, 10785 Berlin

09.30 h **Opening Ceremony**

Dr. Thomas Bach, President of the Ghorfa Arab-German Chamber of Commerce and Industry

H.E. Adnan Kassar, Minister of State, Lebanon & President of the General Union of Chambers of Commerce, Industry and Agriculture for Arab Countries

Dr. Eric Schweitzer, President of the Chamber of Commerce and Industry Berlin and Member of the DIHK Board International

H.E. Prof. Dr. med. Ossama Shobokshi, Ambassador of the Kingdom of Saudi Arabia & Doyen of the Arab Diplomatic Corps

H.E. Dr. Bernd Pfaffenbach, State Secretary at the Federal Ministry of Economics and Technology

10.30 h **Coffee Break**

11.00 h **Session 1**

Construction and Energy Efficiency: Meeting Demands

Chair: Saeb Nahas, President & CEO, Nahas Enterprises Group, Syria

*“Towards a balance of construction and operation”
Olaf Hoffmann, CEO and President, Dorsch Holding GmbH, Germany*

*“Sultan Qaboos University Eco-House”
Prof. Dr. Awni Shaaban, Department of Civil & Architectural Engineering, College of Engineering, Sultan Qaboos University, Oman*

“From Residential to Sports Arena: Sustainability and Energy Efficiency through Advanced Construction Solutions”

Dr. Thomas Braig, Vice President, EcoCommercial Building Program EMEA, Bayer Material-Science AG, Germany

“Sustainable Planning: Approach – Limitations – Tools”

Thomas Burger, Director & Area Manager Munich, Faust Consult GmbH, Germany

“Form follows Energy - Empowering aspiration with rural electrification and a new Aesthetic in Architecture”

Lars Krückeberg, Founding Partner, Graft, Germany

11.00 h **Session 2**

*Market Entry: Legal Framework and
Export Financing*

*Chair: Ralph M. Nitzgen, Senior Executive Officer &
General Manager Dubai Branch, Commerzbank AG,
UAE*

*“Opportunities and Challenges of Political Change in the
Arab World – The Legal Perspective”*

*Dr. Florian Amereller, Attorney at Law, Amereller
Legal Consultants, Germany*

*Abdulraheem Naqi, Secretary General, Federation of
GCC Chambers of Commerce, Saudi Arabia*

“Hermes Cover for Export Financing to the Arab World”

*Jan von Allwörden, Head of Department Underwriting
& Member of the Executive Board, Euler Hermes
Kreditversicherungs-AG, Germany*

“Financing Exports Receivables”

*Hubert Bock, Managing Director, Misr Bank Europe
GmbH, Germany*

*“Export Finance in the Arab World – Opportunities and
Challenges”*

*Stephan Zimmer, Director Structured Trade & Export
Finance, Deutsche Bank, Germany*

*“Agency Agreements and Participation in Tenders in the
Arab Gulf Countries”*

*Dr. jur. Jürgen Holz, Managing Director, Dr. jur. Holz
Beratungsgesellschaft mbH, Germany*

*Martin Böll, Representative Dubai, Germany Trade
and Invest GmbH, UAE*

12.30 h **Lunch**

13.30 h **Session 3**

*Infrastructure, Transport and Logistics:
Best-Practice*

*Chair: Eng. Sulaiman Saud Al-Sayyari, General Man-
ager, Saudi German Development and Investment Com-
pany LTD., Saudi Arabia*

“Intelligent highways for the Kingdom of Saudi Arabia”

*Dr. Jürgen R. Koffler, Managing Director, Dornier Con-
sulting GmbH, Germany*

*“Kuwait International Airport – Development & Opportu-
nities”*

*Eng. Mahdy Al Dakheel, Director of Projects Depart-
ment, Kuwait International Airport, Kuwait*

“Transport Master Planning in the Middle East”

*Dr.-Ing. Hans Hubschneider, Chairman of the Board of
Directors, PTV AG, Germany*

*“Requirements for border-crossing rail transportation with
reference to the European high-speed rail line between
Germany and Denmark via the Fehmarn Belt”*

*Boris van Thiel, Managing Director, Voessing Engineer-
ing Middle East, Qatar*

*Holger Schmidt, M.G. International Transports GmbH,
Germany*

13.30 h

Session 4

Saudi Arabia: Huge Business Potential in a Fast Growing Economy

Chair: Andreas Hergenroether, Delegate for Saudi Arabia and Yemen, AHK Delegation of German Industry & Commerce, Saudi Arabia

Abdullah Ali Almajdouie, President and CEO, Almajdouie Group, Saudi Arabia

“Saudi Arabia: Huge Business Potential in a Fast Growing Economy”

Erich Kaeser, CEO, Siemens Middle East, UAE

Dahlia Rahaimy, Country Director – Germany International Operations, Saudi Arabian General Investment Authority, Germany

“Economic Development and Business Opportunities in Saudi Arabia”

Peter-Michael Schmidt, Executive Director, Gulf Region and Supraregional Projects, Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH, Germany

“Linde solutions Supporting growth in the Middle-East”

Philippe Peccard, Head of Tonnage Business Development, EMEA, The Linde Group, Germany

“Saudi Arabia’s Investor friendly Legal Environment”

Wolf. R. Schwippert, Attorney at Law, Schwippert Law Office, Germany

15.00 h

Coffee Break

15.30 h

Session 5

Water and Environmental Technologies: A Look into the Future

Chair: Herbert Grünwald, Owner, HGC Grünwald Consulting, Germany

“The future of water management in Arabian countries”

Dr. Bernd Kordes, President and CEO, Lahmeyer International GmbH, Germany

“Smart Solutions for Scarce Resources – GIZ IS/Dornier Consulting Water Expertise in the Middle East”

Prof. Dr. Randolph Rausch, Technical Director Water Resources Studies, GIZ International Services/ GIZ IS/ Dornier Consulting, Saudi Arabia

“Concentrator Photovoltaics (CPV): Technical Highlights and Typical Applications”

Jan Dolbaum, Head of Sales Middle East, Solar Energy Business Unit, Soitec, Germany

“Water Technology Trends for Arid Countries – An Engineering Companies Perspective”

Daniel Pineda, Director Sales and Marketing, VA TECH WABAG GmbH, Austria

15.30 h **Session 6**
Lebanon: A Leading Business Centre

Chair: *Jürgen Hogrefe*, Member of the Board, Ghorfa Arab-German Chamber of Commerce and Industry & General Manager, h.c. hogrefe consult, Germany

H.E. Ramez Dimechkie, Ambassador, Embassy of the Republic of Lebanon, Germany

“Economic Performance and Investment environment in Lebanon”
Nabil Itani, Chairman and General Manager, Investment Development Authority of Lebanon, Lebanon

Dr. Imad Shehab, Secretary General, General Union of Arab Chambers of Commerce, Industry and Agriculture for Arab Countries

19.30 h **Gala Dinner**

Friday, May 13th, 2011

08.30 h **Registration**

09.00 h **Special Session**
Women Entrepreneurs: Boosting Opportunities

Chair: *Dr. Gabi Kratochwil*, General Manager, Cross-Cultures, Germany

Deena Al Faris, CEO, Caviar Court, Member of Al Faris Group of Industries, Saudi Arabia

Christiane Flüter-Hoffmann, Project Manager, Cologne Institute for Economic Research, Germany
„Think Big: the Journey of Becoming a Successful Egyptian Entrepreneur“

Dr. Azza S. Mahfouz, Owner and Manager, Alex Pharmacies, Egypt

Dr. Christiane Schloderer, CEO, Entrepreneurship Coaching Enabling, UAE

Ms. Isaaf Nahas, General Manager, Nahas Travel & Tourism, Syria

Prof. Dr. Anja Zorob, Assistant Professor, Center for Middle Eastern and North African Politics, Otto Suhr Institute of Political Science, Freie Universität Berlin, Germany

09.00 h **Session 7**
Jordan: An Access Point to The Middle East

Chair: *Felix Neugart*, Deputy Managing Director, International Economic Affairs, DIHK, Germany

“Reform in Jordan and business opportunities”
Hamzeh Al Omari, Charge d'affaires, Jordanian Embassy, Germany

Riad Saifi, Chairman, Amman Chamber of Commerce, Jordan

Elias Farraj, Deputy CEO, Jordan Investment Board, Jordan

Bernd Schmidt, Head of PPP-Regional Department for the Mediterranean, Europe and Central Asia, GIZ, Germany

Samer Zureikat, Managing Director, MENA Cleantech AG, Germany

Dr. Axel Goehler, Managing Director, JPM Europe Branch and Honorary Consul of Jordan, Germany

09.00 h **Session 8**

Islamic Finance: New Trends in Banking

Chair: Dr. Klaus U. Hachmeier, Deputy Head of Division, North Africa, Near and Middle East, German Ministry of Economics and Technology, Berlin

*“Islamic Investment Funds in Germany – a Case Study”
Dr. Kilian Bälz, Partner, Amereller Legal Consultants, Germany*

Bakri Yousif Omar, Secretary General, Sudanese Businessmen & Employers Federation, Sudan

Najam Khan, Managing Director, Head of Islamic Finance & COO for Corporate Finance, Commerzbank AG, United Kingdom

Zaid el-Mogaddedi, Founder & Managing Director, Institute for Islamic Banking and Finance (IFIBAF), Germany

“Availability of bank financing for infrastructure, oil & gas, and petrochemical projects in the Middle East; can Islamic financing help?”

Thomas Lake, Head of Corporate Banking Middle East, HSBC, UAE

10.30 h **Coffee Break**

11.00 h **Session 9**

Investment and Technology Transfer: Sustainable Growth Rates

Chair: Prof. Josef Schleicher, Executive Advisor, EA, Germany

“Innovation and Technology as substantial basis for increasing cooperation between Germany and Arab countries”

Dr. Jürgen Friedrich, CEO, German Trade and Invest GmbH, Germany

„Export Controls“

Stephan Müller, Partner, Oppenhoff & Partner Rechtsanwälte, Germany

“M&A Opportunities for Middle East investors in Germany”

Leif Zierz, Partner Advisory, KPMG AG, Germany

“The role of ICT in creating sustainable growth”

Selim J. Eddé, Vice President Government Relations, SAP AG, UAE

“The Arab Investment & Export Credit Guarantee Corporation (Dhamaan) Products & Services”

Marwan Bin Ghanem, Head Investment Guarantee Unit, The Arab Investment & Export Credit Guarantee Corporation, Kuwait

11.00 h **Session 10**

Qatar: The World Cup and Further Investment and Business Chances

Chair: Olaf Hoffmann, CEO and President, Dorsch Consult, Germany

H.E. Sheikh Khalifa Bin Jassim Al-Thani, Chairman, Qatar Chamber of Commerce & Industry, Qatar

„Investment in Qatar“

Adel Abdelrahman Al Mannai, Board Member, Qatar Chamber of Commerce & Industry, Qatar

“Cornerstones of a sustainable partnership Qatar – Germany”

Dr. Alexander Tettenborn, Head of Division MENA Region, Federal Ministry of Economics and Technology, Germany

Dr. Khalid Al Hajri, CEO and Board Member, Qatar Solar Technologies (QSTec), Qatar

Dr. Peter Göpfrich, Executive Director, AHK, UAE

“Expect amazing – Stadium design for Qatar 2022”

Gerhard Brand & Phillip Michler, Managing Partner, AS&P - Albert Speer & Partner GmbH, Germany,

Head of Mega Events, proprojekt Planungsmanagement & Projektberatung GmbH, Germany

13.00 h **Plenary Session**

Prospects of Arab-German Business Relations in Times of Political Changes

Chair: Michael Backfisch, Journalist and Book Author, UAE

H.E. Dr. Mohammed Halaiqah, Chairman, Arab & International Affairs Committee Jordan Parliament, Jordan

Dr. Thomas Bach, President, Ghorfa Arab-German Chamber of Commerce and Industry, Germany

Mohamed El-Masry, Vice President, Federation of Egyptian Chambers of Commerce, Egypt

Dr. Karl-Ernst Brauner, Director General for External Economic Policy, Federal Ministry of Economics and Technology, Germany

“Prospects of cooperation between Germany and Iraq”

H.E. Dr. Hussain Mahmood Fadhlalla Alkhateeb, Ambassador, Embassy of the Republic Iraq, Germany

Viktor Elbling, Director General for Economic Affairs and Sustainable Development, Federal Foreign Office, Germany

“Engagement for a better future of the region”

Saeb Nahas, President & CEO, Nahas Enterprises Group, Syria

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