

Networking

Consulting

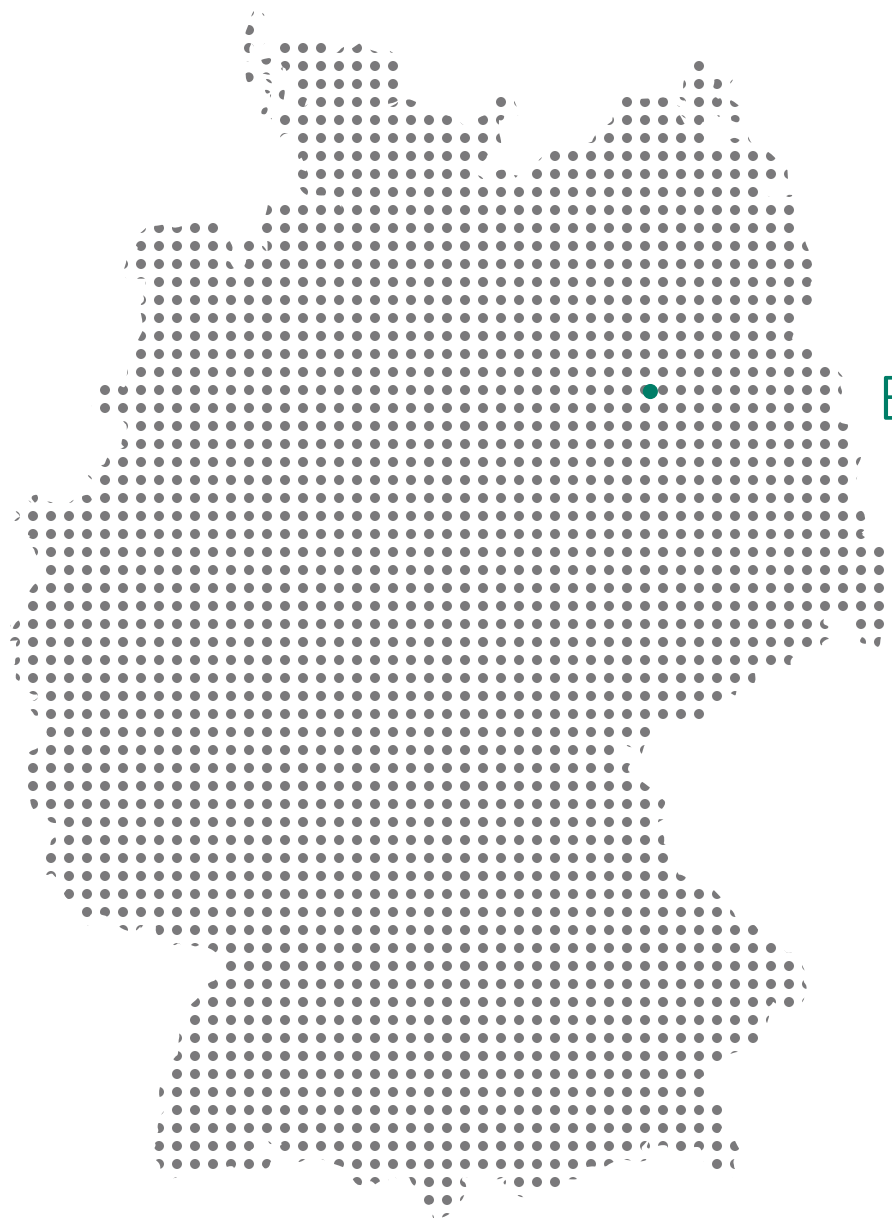
Information



Building Bridges between the Arab World and Germany

www.ghorfa.de

Algeria
Bahrain
Comoros
Djibouti
Egypt
Iraq
Jordan
Kuwait
Lebanon
Libya
Mauritania
Morocco
Oman
Palestine
Qatar
Saudi Arabia
Somalia
Sudan
Syria
Tunisia
United Arab Emirates
Yemen



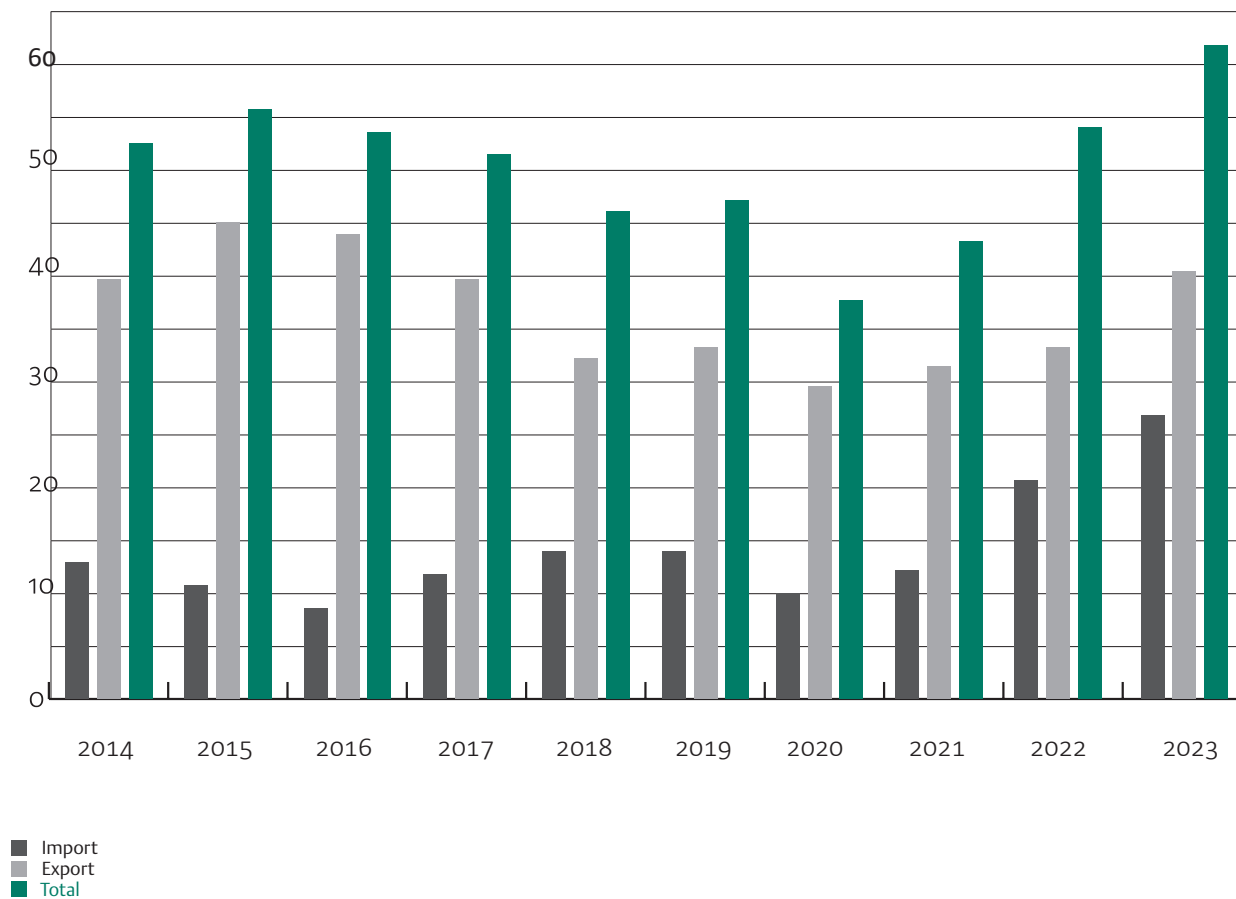
Berlin

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Trade Volume between Germany and the Arab world

2014 to 2023 in billion €



»Ghorfa is considered, to many of us in the Arab and worldwide, a major resource in providing information that open avenues between German and Arab enterprises. Credit is given to the Board of directors for their guidance and the hard work exerted by the rest of the team. Over the years, Ghorfa has facilitated and arranged events that brought together our two worlds into a successful relationship.«

Shiekh Khaled Juffali | Chairman of Juffali Group & Chairman of the Saudi German Business Council

Preface

The trade exchange between Germany and the Arab world reached approximately EUR 62.1 billion in 2023, recording an increase of around 20% compared to the year 2022. These excellent developments are exemplified by the fact that the Arab private sector and sovereign funds have invested more than 100 billion into the German economy, while more than 10,000 German Companies are active in the Arab world.

Germany is the largest economy in Europe and the third largest economy in the world. Thanks to its central location, excellent business climate, stability of the legal and political framework and the highly skilled workforce, Germany is a perfect hub for companies entering the European market. Around 4 million registered companies in the country contribute to the success of the German economy. More than 80,000 foreign companies are active in the country and provide employment to over three million people.

This diverse business climate and the stable macroeconomic environment make Germany an attractive business location and offers plenty of profitable business opportunities to foreign investors. According to figures from the United Nations, Germany ranks among the world's leading countries for Foreign Direct Investment (FDI).

German enterprises have established themselves as highly competitive global leaders in international business, making them reliable and future-oriented partners for successful joint venture projects worldwide. These enterprises are at the forefront of developing new and innovative technologies, driving global progress and change. The quality of products and services labelled 'made in Germany' are recognized for their excellence and exported all over the world. German expertise inspires many companies and institutions worldwide.

Germany's dedication to innovation is evidenced by an approximately 7.3% increase in its Research and Development (R&D) spending in 2022, totaling €121,421 billion. A signif-

icant portion of the funding, 67.38%, was contributed by the private sector, while the remaining was contributed by the public sector. Many of the industrial goods made in Germany deploy cutting-edge technology and are produced using digitized Industrie 4.0 processes, which have become increasingly widespread across the manufacturing sector, enhancing prosperity.

Companies from the Arab world and Germany find a trustworthy partner in the Ghorfa Arab-German Chamber of Commerce and Industry. We pave the way for business relations to flourish. To our members and the wider Arab and German business community, we offer a comprehensive range of services. Our focus is to enhance networking, offer consultancy, as well as provide information.

The quick access to decision-makers in Germany and the Arab world offers our members direct, reliable and efficient personal networks of short distances.

We cordially invite you to join our exclusive network of high-level professionals and business leaders within the Arab-German business community.



Olaf Hoffmann
President



Abdulaziz Al-Mikhlafla
Secretary General

Who we are

The Ghorfa Arab-German Chamber of Commerce and Industry is the competence centre for business relations between Germany and the Arab world. For almost 50 years, we have been successfully promoting business cooperation between German and Arab companies. We advise and support German and Arab companies in the development and expansion of their respective business.

If you are an arab company planning to start a business relationship with a German company or a vice versa, but have no experience with the business climate and culture in either region, then we are your first point of contact. Our services include keeping you up-to-date with market developments and investment opportunities, as well as acquainting you with cultural customs and crucial details to ensure a smooth business transaction.

If you have already developed prosperous business relationships, but seek to broaden your horizons and enter new areas, our services can assist you by connecting you with the appropriate contacts and providing guidance on organizing and implementing your plans.

If you have difficulties with your activities on site or if you need advocacy and support, then we are at your side.



» The Ghorfa Arab-German Chamber of Commerce & Industry has become a bridge for promoting business relations between Germany and Arab countries. Businesses from both sides find a reliable partner in this leading chamber, which plays a vital role in providing quick access to industrial and political decision-makers in Germany and the Arab World. We are delighted that there are close relations between the Qatar Chamber and Ghorfa in facilitating trade between Qatari and German businessmen.«

Sheikh Khalifa Bin Jassim Bin Mohammad Al Thani | Chairman of Qatar Chamber, Ghorfa's 1st Vice President



President Olaf Hoffman, Secretary General Abdulaziz Al-Mikhlafl, Chairman of the FDP Parliamentary Group, H.E. Christian Dürr, Minister of Economy of the Sultanate of Oman, H.E. Dr. Said Mohammed Al-Sagqi, at the 27th Arab-German Business Forum, 2024.

Based on our invaluable heritage and our ambitious commitment, we provide a powerful network consisting of both institutional and entrepreneurial decision-makers from Arab countries and Germany. As a registered chamber in Germany, we work hand in hand with German chambers, industrial associations, and government institutions at a federal and state level. On the Arab side, we also maintain close relationships with industrial and business institutions, ministries, embassies, and chambers of commerce and industry.

Ghorfa Structure

Founded on the initiative of Arab decision-makers and interested German business circles, the Ghorfa Arab-German Chamber of Commerce and Industry e.V. is the representative of all Arab chambers of commerce and industry in the Federal Republic of Germany. Its registration as a non-profit organisation took place on the 8th of December 1976 at the district court in Bonn. Since the 1st of August 2000, the Ghorfa is headquartered in Berlin.

As an integral part of the global network of Arab Chambers of Commerce and Industry and Arab-International Joint Chambers, the Ghorfa operates closely with the Union of Arab Chambers, the umbrella organisation for all Arab Chambers of Commerce and Industry.

The three main bodies of the Chamber – the General Assembly, Board of Directors, and Executive Board – work on a collective basis for their members' interests and help promote Arab-German business relations. Not only are major German and Arab enterprises members of the Chamber; numerous small and medium sized enterprises complete the top-class network. The General Assembly gives all members the possibility to actively shape the activities of the Chamber. The Board of Directors and the Executive Board equally consist of German and Arab members. This guarantees balance and mutual trust. Almost all presidents of the Arab Chambers of Commerce and Industry are represented in the board of directors and are personally committed to bringing forward the interests and goals of the Chamber. Arab ambassadors support the activities of the Ghorfa as board members or honorary members. According to the statutes of the



Executive Board and Board of Members Meeting, 2024

Ghorfa, the President of the Chamber is a German citizen, while the Secretary General, who is responsible for the management of the Ghorfa, must be of Arab origin.

The quality of the Ghorfa's contact network is guaranteed by its umbrella organisation, the Union of Arab Chambers and the Arab League, its close connection to the Arab embassies and chambers of commerce and industry, but also due to its top-class member network. Currently, the Ghorfa's members include over 500 German and Arab companies that actively shape the activities of the Chamber.

Our Network

The Ghorfa pursues non-profit goals to enhance and strengthen business relations between Germany and the Arab world in the fields of trade, industry, finance, and investment. Strategic partnerships, based on mutual benefit and understanding, create new business opportunities that facilitate economic benefits for both sides. These partnerships are facilitated by the Ghorfa's close connection to German political, institutional and entrepreneurial decision-makers. This well-established network will help member companies find the right business opportunities and partners.

Partnership

- Union of Arab Chambers
- The Arab Chambers of Commerce and Industry
- The Arab League and its related economic organizations
- The Arab embassies in Germany
- Related governmental institutions and relevant business industries and associations in the Arab world

Ministerial Cooperation

- German Federal Ministry for Economic Affairs and Climate Action (BMWK)
- German Federal Foreign Office
- German Federal Ministry of Education and Research (BMBF)
- German Federal Ministry for Economic Cooperation and Development (BMZ)
- German Federal Ministry of Health (BGM)
- Local governments of the German federal states

Cooperation (e.g.)

- Association of the German Chambers of Commerce and Industry (DIHK)
- Federation of German Industries (BDI)
- Northern Africa / Middle East Initiative of German Business (NMI)
- Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ)
- iMOVE – Competence for International Cooperation in Vocational Training and Education
- Federal Association for Information Technology, Telecommunications and New Media (BITKOM)
- Didacta – the Association of the German Education Industry
- Various associations for business and trade



»The Arab-German Chamber of Commerce & Industry has always represented the depth of trade relations between Arab countries and Germany by formulating this into reality, offering many opportunities that contribute to the economy and trade.

Succession accomplishment is a result of distinguished (Ghorfa) professional executive management merge with board members from diverse backgrounds with extensive experience integrates forums of conferences, seminars and studies that enables the business sector to conclude successful deals, exchange knowledge and practical effort, which made (Ghorfa) a one ne of the best chamber of commerce for business and trusted partner.«

Eng. Dhary Al-Otaishan | Vice President, Saudi- German Business Council

What we want

At Ghorfa, we strive to achieve our ideal objectives by focusing on three central pillars - **networking**, **information**, and **consulting**. Our aim is to bring Arab and German business partners together, provide them with current business opportunities and market developments, and foster long-term relationships through regular meetings, vibrant dialogue, and comprehensive reporting on the latest developments in both regions. Our ultimate goal and driving force is to facilitate strong and sustainable partnerships.

With the aim of sustainable economic development and mutual success, Ghorfa also advises and supports its German and Arab member companies.

Our Secretary General, Abdulaziz Al-Mikhlaifi, was awarded the Federal Cross of Merit by the German Federal President



in 2016 for his extraordinary services in fostering Arab-German business cooperation.



Ghorfa's business delegation to the Federation of Saudi Chambers in Riyadh

What we do

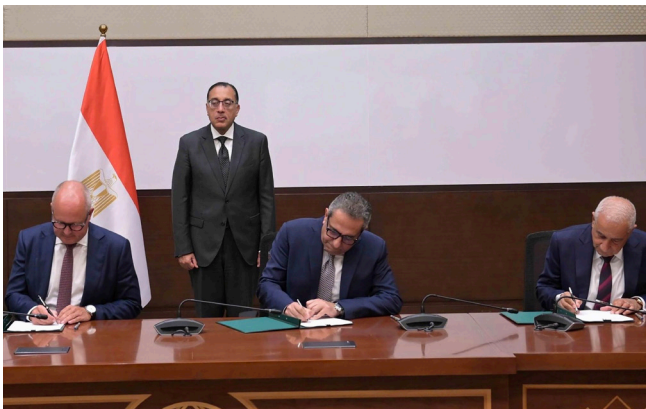
Our core tasks are in the areas of **networking**, **information**, and **consulting**. We promote cross-sector cooperation between the Federal Republic of Germany and the Arab countries in the areas of trade, industry, finance, investments, economic development, and intercultural exchange.

With top-class events, delegation trips, intercultural seminars, informative publications and current reports from the Arab world and Germany, we create the best possible framework conditions for our member companies for their economic activities in Germany and the Arab countries.

Tailored to the specific needs and wishes of a small and medium-sized company or a large corporation, we advise and support our members in the establishment and expansion of cross-border business relationships. We provide useful information and competent advice, provide new impulses and connect you with other member companies.



Visit of His Excellency Khalid A. Al-Falih, Saudi Minister of Investment in the framework of the Executive Board and Board of Members Meeting, 2024



Signing of the contract to establish the Administrative Capital Water Company in the presence of H.E. Dr. Mostafa Madbouly, Prime Minister of Egypt.



Ghorfa's Secretary General, Abdulaziz Al-Mikhlafla and Honorary President, Dr. Peter Ramsauer visit to Aluminium Bahrain B.S.C. (Alba), one of Ghorfa's main partners in the Arab World

NETWORKING

“Business is all about personal connections”

Personal relationships play a crucial role in cultures and are considered the main driver of successful business partnerships. Therefore, establishing a connection and getting to know each other is the pivotal first step towards building a sustainable and prosperous business cooperation.

Flagship Events

The Ghorfa hosts annual conferences and forums on different industry sectors such as business, health, energy, sports, and education, to bring together Arab and German professionals from respective branches. These events provide a professional setting for analysing and discussing possibilities for business expansion and serve as a place to debate future trends in the Arab world and Germany.

Arab-German Business Forum

The Arab-German Business Forum has become the most important platform for the initiation and promotion of promising business opportunities between German and Arab business partners. More than 600 high-ranking business leaders and political decision-makers from the Arab world, Germany and Europe participate in this annual conference. The Ghorfa has been organising this distinguished event since 1998 in cooperation with the Union of Arab Chambers and the Association of German Chambers of Commerce and Industry, under the patronage of the German Federal Ministry for Economic Affairs and Climate Action.



Ambassador Talk: Visionary Ventures in Arab-German Collaboration at the 27th Arab-German Business Forum, 2024.



27th Arab-German Business Forum, 2024.



13th Arab-German Energy Forum in collaboration with Siemens Energy and the German Emirati Joint Council for Industry and Commerce (AHK) at Expo City Dubai, UAE.

Arab-German Energy Forum

In order to further cooperation between German and Arab business partners in the energy sector, the Ghorfa organises the Arab-German Energy Forum. The event is the most important information and networking platform to promote and strengthen Arab-German business relationships in the energy sector.



»By providing many high-level networking opportunities, Ghorfa helps promote collaboration and strengthens ties between German and Arab business leaders. The opportunities created by Ghorfa go beyond the business world, promoting cultural understanding between two regions. Siemens prizes Ghorfa as an essential communications platform in the Middle East.«

Dietmar Siersdorfer | *Managing Director Middle East and Africa, Siemens Energy*



H.E. Prof. Dr. Edgar Franke, MdB, Parliamentary State Secretary at the German Federal Ministry of Health, delivering a speech at the official opening of the 16th Arab-German Health Forum 2024.

Arab-German Health Forum

To exchange ideas, expand networks and further promote the cooperation between German and Arab partners in the health industry, the Ghorfa organises the Arab-German Health Forum together with top-class partners from Germany and the Arab world every year.

Arab-German Education and Vocational Training Forum

In order to promote cooperation between German and Arab business partners in the education and vocational training sector, the Ghorfa organises the Arab-German Education and Vocational Training Forum.

Additional offers

“The success of our members is our success”

The Ghorfa has proven to be an important and effective link between business partners from the Arab world and Germany. The Chamber actively promotes and strengthens business relationships built on trust and transparency among its member companies, in order to establish member-to-member business, and also to promote member services and products to a wider business community. With the help of its high-ranking network in Germany and the Arab world, the Ghorfa ensures quick access to political and economic decision-makers and enhances the cross-border activities of its members.

To this end, the Ghorfa also organises delegation visits, roadshows, numerous country-specific events, ad-hoc conferences on arising topics, as well as B2B meetings and working groups.

Trade Fairs

Germany's location at the heart of the European Union – one of the world's largest internal markets with a population close to 500 million – is the ideal venue for trade fairs and exhibitions. Around two thirds of all industry branches hold their leading international trade fairs in Germany. With its expertise and experience, the Ghorfa assists its members in selecting suitable trade fairs. The Ghorfa's all-round assistance ensures that its members' presence at the trade fair is successful and attracts the attention of potential business partners. The Ghorfa arranges for its members, exhibition booths, and deals with various administrative tasks required to facilitate attendance.

Delegation Visits and Roadshows

Delegation visits enable the participants to get into direct contact with decision-makers and high-profile representatives of governing bodies and the private sector, and allows

for initial market monitoring. To explore promising opportunities and to open up new markets or expand existing ones in the region, the Ghorfa regularly organises delegation visits for business people from both sides. The service portfolio of the Ghorfa also includes the organisation and execution of roadshows for Arab and German companies and institutions. Roadshows are an important tool to showcase the business potential first-hand to interested parties.

Webinars

The transition to a digital society has accelerated in recent years. In response, the Ghorfa has expanded its service portfolio by offering seminars and webinars. These events enable our Chamber to inform, exchange ideas, and promote business cooperation between Germany and the Arab world. By featuring knowledgeable and high-ranking speakers, participants gain valuable first-hand information.



Former Federal Minister, MdB, Economic Policy Spokeswoman for the CDU/CSU Parliamentary Group, Mrs. Julia Klöckner, Chairman of Juffali Group/Chairman of the Saudi German Business Council, H.E. Sheikh Khaled Juffali and the Honorary President of the Ghorfa Arab-German Chamber of Commerce and Industry, Federal Minister ret., Dr. Peter Ramsauer during the Networking Reception at the 27th Arab-German Business Forum, 2024.

INFORMATION

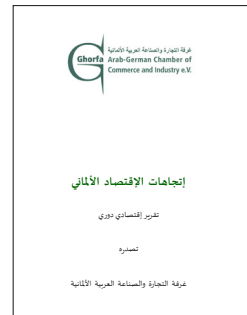
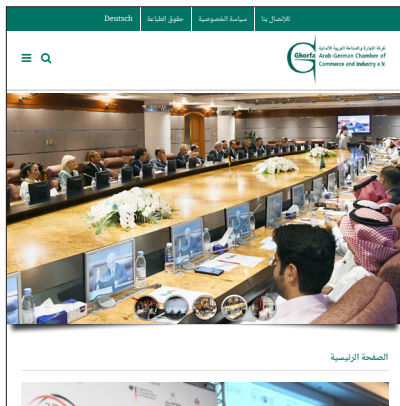
“Knowledge is power”

A constant flow of valuable information ensures that Ghorfa members are up to date on relevant economic and industrial developments, growing markets, investment opportunities, and legal issues in both Germany and the Arab countries. The Ghorfa provides its members regularly with updated business intelligence, monthly economic background reports, the quarterly published business magazine SOUQ, and annually released publications on different sectors and countries. Being informed comprehensively at an early date about new projects, business trends, and developments before others is an advantage enjoyed exclusively by Ghorfa members.

The numerous Ghorfa publications provide a valuable platform for member companies to both present themselves to a broad readership in Germany and Arab countries, and also to increase their standing within the Arab-German business community. The Ghorfa initiates and publishes essential reference books, which inform about economic development trends in different industries.

Economic Report and Newsletter

The monthly report in Arabic provides relevant information about current economic topics and developments in Germany. The monthly newsletter in German informs about economic developments in the Arab countries. Both publications cover a wide range of topics from basic information to in-depth analyses and provide Ghorfa's members with exclusive firsthand information.



Website

Up-to-date information about economic developments in Germany and the Arab world, as well as relevant events and activities of the Arab-German business community can be found on the website: www.ghorfa.de

Arab-German Business Directory

The Business Directory is the most important reference book for Arab-German business relations. The publication provides valuable insight into cross-border activities. Contact profiles of the most important companies active in Arab-German business relations make it easy to establish new contacts and to provide information about numerous enterprises operating in each country and their respective fields of activity.



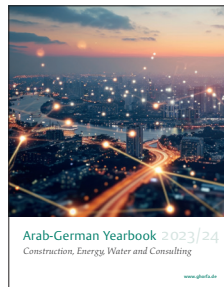
Business Guides

These Business Guides serve as informative reference books and give an excellent overview of economic trends, developments and potential within the most important industrial sectors of various Arab countries. In addition, they also provide valuable information on market entry and the legal framework in the respective countries.



Sector Specific Publications

The objective of these books is to shed light on groundbreaking projects of Arab-German cooperation in different industrial sectors. These include areas such as healthcare, education, construction, energy, and consulting. The publications contain project reports written by major German and Arab companies, illustrating the intensification and amplification of Arab-German business relations.



Business Magazine SOUQ

The bilingual business magazine SOUQ attains a wide readership in Germany as well as in the Arab countries and reports on business trends in both Germany and the Arab countries on a quarterly basis. It reports about trends, developments, and the most important economic topics in Germany and the Arab world.



Distribution of Publications

Our publications reach a high-calibre and wide-ranging readership: distribution at all Ghorfa Forums, different delegations and country events in Germany and in the Arab countries, Arab embassies in Germany and German embassies in the Arab countries, as well as partners, ministries, institutions, universities and multipliers in the Arab world. In addition, approximately 15,000 copies are sent digitally to our partners, members, institutions and all Arab chambers of commerce. The reach of all Arab chambers of commerce consists of about 20 million Arab member companies.

CONSULTING

“Taking the right decisions”

Germany is known for its exceptionally diversified economy with a great variety of products and highly specialised enterprises. The Ghorfa helps its members to find their way through a multitude of competing services and products. The Ghorfa's support, together with their comprehensive business intelligence and detailed information on market players and products, provides its members with a valuable information advantage over other market participants. The member companies of the Ghorfa are organised in sector-specific working groups that build up a dynamic network of professionals. Their know-how is always at disposal and ensures that projects are brought to a successful conclusion.

Working Groups

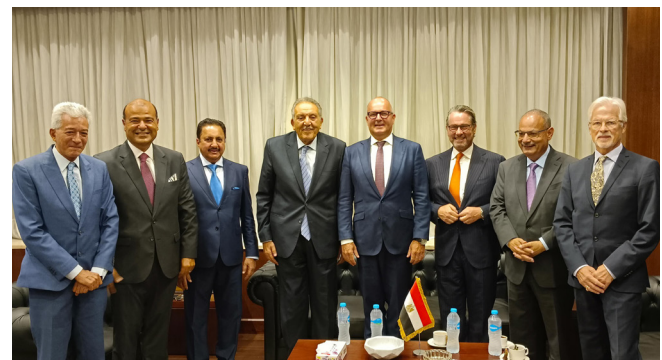
The Ghorfa regularly organises working groups with high-ranking German and Arab participants from business, politics, and administration. The groups are designed to focus on different topics in order to cover the wide range of economically promising future industries in the Arab countries. These include education and vocational training, energy and water, health, construction, infrastructure, and transportation, as well as investment and know-how transfer. The working groups aim to create a dynamic network of experts that exchange information on market opportunities for service providers and companies in the various sectors of the Arab countries. In addition, the jointly developed concepts and ideas are taken into account for our future activities, publications, and events.

Intercultural Consulting

German business etiquette differs from Arab customs and habits. Different cultural backgrounds may interfere with the successful realisation of projects. The competent multilingual Ghorfa team gives advice on intercultural issues and helps to understand how to deal with potential business partners. The Ghorfa team offers seminars on intercultural business practices and negotiation processes with business-



A delegation of Arab Ambassadors of the Arab Countries at the “South Westphalia Goes Middle East” event at the IHK Conference Centre in Siegen, 2024.



Delegation visit to Egypt 2024

es, as well as the importance of detailed contracts or judicial safeguards. The chamber also informs members on legal framework conditions in regard to taxes or commercial and investment law.



Special Round table on Empowering Women and Fostering Young Business Leaders at the 27th Arab-German Business Forum, 2024.

Business Enquiries

Individual enquiries regarding know-how or the supply of materials and equipment can be processed quickly thanks to the Ghorfa's excellent database containing 15,000 relevant contacts sorted by branches. The Ghorfa provides advice and guidance through the multitude of offers and competing products and provides relevant background information. Due to numerous enquiries the Ghorfa can connect its members efficiently and can provide matchmaking at every level.

Reference and Mediation

With almost 50 years of significant expertise, impeccable services and professional competence, the Ghorfa has established an excellent reputation built on a solid foundation. Membership in the Ghorfa can therefore be used as a reliable reference point in the establishment of business contacts with potential partners. Membership stands for sustainable cooperation on an equal basis and represents a serious cross-border engagement.

Furthermore, the Ghorfa can help by resolving disputes between Arab and German business parties by finding an alternative resolution through mediation and arbitration.

Commercial Documents

On behalf of the Arab embassies, the Ghorfa takes on the service of commercial documents and contracts under the regulations of the individual countries.

General Assembly Meeting

This annual meeting offers Arab and German members an excellent platform to exchange or establish business contacts. Members use the General Assembly to take an active role in designing the services of the Chamber and to discuss relevant matters and important issues concerning Arab-German business relations.



H.E. Dr. Robert Habeck, Vice Chancellor and Federal Minister for Economic Affairs and Climate Action (BMWK), Mr. Olaf Hoffmann, President of Ghorfa and CEO Dorsch Gruppe Dr. Peter Ramsauer, Honorary President of Ghorfa and Former Federal Minister and Abdulaziz Al-Mikhlafl, Secretary General of Ghorfa at the 12th Arab-German Energy Forum

Cooperation with Ministries and Public Institutions

The Ghorfa realises projects in Arab countries in partnership with several German federal ministries. The Ghorfa uses its expertise and network consisting of ministries and chambers of commerce and industry in Arab countries to expand Arab-German economic relations together with the German Federal Ministry for Economic Affairs and Climate Action (BMWK). In programs with the Federal Ministry for Economic Cooperation and Development (BMZ), the Ghorfa promotes sustainable private sector development in Arab countries through capacity building and know-how transfer.



Delegation visit to the Arab Republic of Egypt, 2023.



»Ghorfa has an unparalleled record in fostering collaboration between German and Middle Eastern business leaders. Siemens benefits from being a part of this network, as well as participating in the broader dialogue that helps deepen the ties between Germany and the Middle East.«

Helmut von Struve | *CEO of Siemens in the Middle East*

Benefits and Advantages of Membership at a Glance

Networking

- Quick access to economic and political decision-makers
- Connecting with matching business partners
- Forwarding business enquiries to relevant recipients from a database with over 15,000 contacts
- Participation in high-ranking events, conferences and further contact platforms
- B2B meetings with high-ranking business people through events, delegation visits and on special request
- Exclusive member events such as roundtables and working groups
- Professional all-round assistance for trade fair participation

Consulting

- General and business related intercultural consulting
- Specifying possible business cooperation and evaluation of potential business partners
- Facilitate and expand business with promising markets
- Country and branch-specific analysis
- Comprehensive and detailed market information
- Competent market entry assistance
- Mediation and arbitration in cases of business disputes
- Advice and guidance through the multitude of offers and competing products on the German and Arab market
- Raising the presence and increasing the visibility of Ghorfa member companies in the competitive market

Information

- Regular reports with relevant information about economic and business trends in Germany and the Arab countries
- Information on the latest economic developments, promising markets and sectors, legal and political background
- Quarterly bilingual business magazine SOUQ, providing an overview on cooperation possibilities and activities within the Arab-German business community
- Complimentary copy of our Business Guides, Sector Specific Books, as well as the Arab-German Business Directory

Public Relations

- Commercial documents support
- Active participation at events and in publications, e.g. speaker slots or publication of content
- Contact profile in the Arab-German Business Directory
- Promoting member services and products to a wider business community
- Special discount on advertisement prices in all publications
- Free member presentation in our SOUQ magazine, as a welcoming gesture to present your company
- Usage of the Ghorfa logo as a reference

Special Offers

- Special pricing and attractive offers provided by cooperation partners, e.g. airlines, car rental companies, limousine service, and hotels

Members' Development and Structure

Membership in the Ghorfa is open to all companies and institutions willing to explore areas of mutual business benefits and to boost trade, investment, industrial cooperation, and technology-transfer projects.

The Ghorfa currently has over 500 members and continues to grow. Members are both major enterprises, as well as small and medium-sized companies. Arab ambassadors, presidents of Arab Chambers of Commerce and Industry, representatives of industry associations and governmental bodies complete the high-profile network.

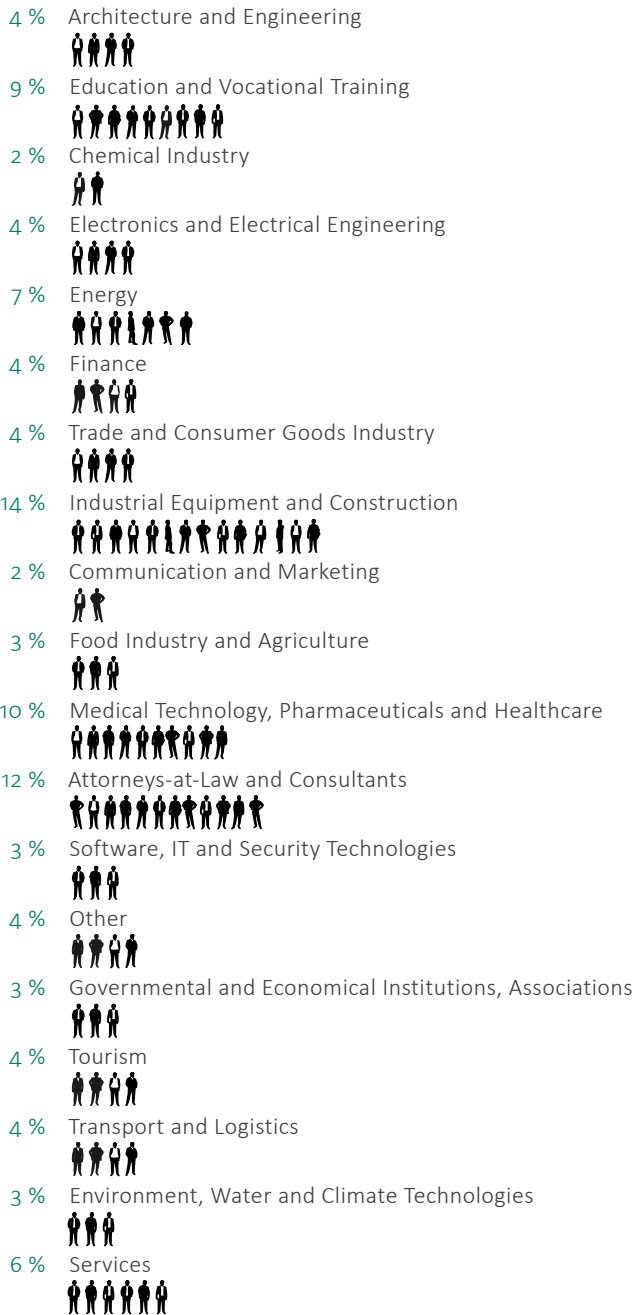
Through exclusive member events, working groups, and other networking possibilities such as the annual General Assembly Meeting, the Ghorfa offers its members the possibility to actively interact with each other, address relevant issues and to make new valuable contacts to raise business opportunities.



Moritz Manzel | Co-Founder & *Managing Director DFS AS Bahrain*

»The chamber provides direct access to relevant markets and is well known, fully accepted and highly regarded in each and every destination within the Middle East. Ghorfa is able to provide direct access to ministerial and C-Level delegates on short notice hence building strong ties with clients, partners and authorities is smooth and key to success.«

Members' Structure



Become a Member

Be a part of the exclusive, high-level network and join the vision of prospering Arab-German business relations. The Ghorfa represents the collective interests of respected enterprises that are actively involved in cross-border activities and enhances sustainable and long-lasting business partnerships within the Arab-German business community.

Calculation of Contributions

The General Assembly decides on the amount of the membership fee. The annual fee depends on the turnover of the company.

Membership Rates

Turnover	Fees
Below EUR 5 million p.a.	1,000 €
Between EUR 5 – 25 million p.a.	1,500 €
Above EUR 25 million p.a.	2,400 €

The contribution is to be paid annually in advance. It is charged by the remittance of an invoice in the first quarter of the year.

Ghorfa as a Reference

Members of the Ghorfa are entitled to use the logo of the Ghorfa as a reference. A membership card valid for the duration of membership can be sent upon request.

Ghorfa Articles

The Articles of the Chamber can be found online:
www.ghorfa.de/ar/satzung_ar/



The Ghorfa also organises events in Arab countries to provide insights into promising regional business opportunities.

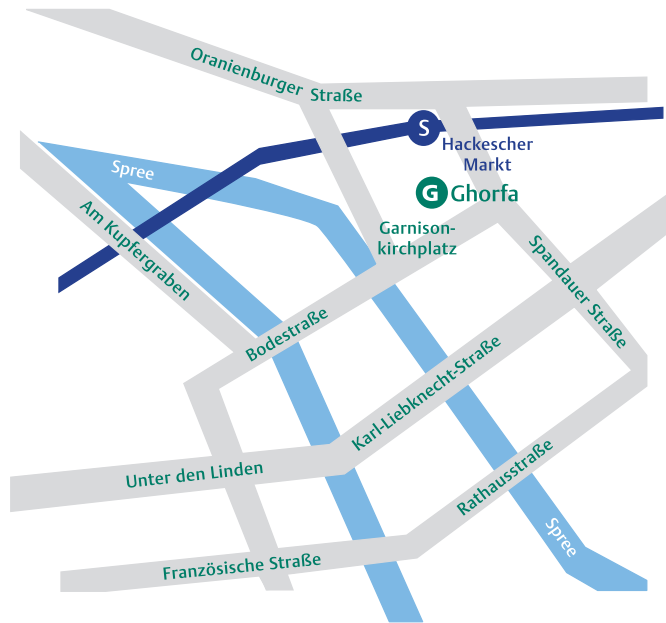


Ghorfa events serve as a platform to expand your business network.

Contact Us

We invite you to explore the unique business platform provided by the Ghorfa Arab-German Chamber of Commerce and Industry. Our competent, multilingual, and experienced team will help you become more visible and compete successfully within the Arab-German business sphere.

For more information about the Ghorfa, membership, activities and services please contact us.



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