



Arab-German Yearbook 2014

Construction and Consulting



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-  Free flights
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Quick Info

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



PartnerPlusBenefit
Lufthansa

Arab-German Yearbook 2014

Construction and Consulting

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Preface

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

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

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

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

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

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

Olaf Hoffmann
Vice President

Abdulaziz Al-Mikhlaifi
Secretary General



Olaf Hoffmann



Abdulaziz Al-Mikhlaifi

Lebanon



Country Name: Republic of Lebanon
Population: 4.1 million
Land Area: 10,452 km²
Currency: Lebanese Pound (LBP), 1 LBP = 100 Piaster
Capital: Beirut
Languages: Arabic (official)
English, French (commercial)



Library and Learning Center at the University of Balamand. Photo: Georges Boutros

Water Mist in Balamand

FOGTEC Brandschutz GmbH & Co. KG, Germany

Treasures both modern and historical are housed in the Library and Learning Centre at the University of Balamand, Lebanon. In order to ensure that the books, documents, and other cultural assets are also preserved for coming generations, a fire protection system made in Germany has been installed in the building.

Situated picturesquely on a high rocky plateau in Deir El-Balamand, about 10 km south of Tripoli and 70 km north of Beirut, is the University of Balamand. It is considered one of the leading universities in the country and was founded in 1988 by Patriarch Ignatius IV, Patriarch of the Antiochian Orthodox Christian Church, on the grounds of Balamand Monastery.

Balamand Monastery itself was founded in the 12th century by Cistercian monks and was recognized as one of the first and most important abbeys of the order in the orient. Over the centuries the monastery developed into an important cultural center. For instance, it was home to the first printing press in Lebanon.

The monastery, which has been owned by the Greek Orthodox Church since the 16th century, has always placed great value on education. Since it had been the site of different theo-

logical institutes from the very beginning, in the 19th century the Ottoman sultan granted Balamand Monastery the right to provide education on primary, secondary, and tertiary levels. Today, the university continues this tradition with its broad range of disciplines.

A university with a supraregional reach

The main campus of the university is located on the 454,000 m² of the monastery grounds, with five further campuses in Beirut and Akkar. Today, more than 5,000 students are enrolled in the university, which has a total of 12 faculties. The courses are taught in French, English, Spanish, and Arabic, depending on their focus.



Look insight the Library. Photo: University of Balamand

The university's reach extends beyond the region; it is a magnet not only for students from Lebanon, but above all from Saudi Arabia, the Gulf States, Europe, and North America.

At the heart of the university is, among other things, its library and learning center. Occupying an area of 5,500 m² and rising to four stories, it houses not only workspaces and reading rooms for students and scientists, but also row after row of shelves containing its extensive collection of books and periodicals. Furthermore, the library has also a sophisticated e-learning infrastructure. Of paramount importance, however, is the archive, which contains valuable manuscripts, books, and art documentation.

Libraries and archives require special fire protection

Due to the sensitive documents collected in libraries and archives and their significance as part of the cultural heritage of a nation, it is of particular importance that these areas feature special fire protection measures. Conventional sprinkler systems are not suitable for such an environment because of the great water damage they cause once they have been activated. The water damage can easily exceed the damage caused by a fire. Gas extinguishing systems do not damage the goods to be protected, but usually require very large storage areas and sealed compartments for the quenching gas. In addition, they can only be activated after a lengthy pre-warning time. In contrast, high-pressure water mist systems require only a very small amount of water, thus reducing significantly the risk of water damage. Considering that smoke often causes a dispro-

portionately large part of the damage, combating smoke, especially in archives and libraries, should not be underestimated. Here, too, the use of water mist proves very effective because it absorbs the smoke, binds the smoke particles, and flushes out water-soluble smoke gases: the danger of smoke contamination to persons, and thus, property remains very low.

Water mist—a low-damage, environmentally friendly method

Water mist works according to a simple principle: water is forced through special jets at a pressure of up to 200 bar. This creates a fine water mist with a three-dimensional effect that penetrates even hidden areas. The smallest droplets, with a diameter of 0.01 mm, distinctly decrease the temperature in the burning area in order to contain the fire. This effect is of particular importance because it helps prevent the fire from spreading to other objects. In addition to this cooling effect, oxygen displacement is also observed: the water droplets rapidly evaporate, removing energy and oxygen from the fire. Since evaporation occurs only where the temperature is high, the cooler areas can be used as escape routes. The evaporation process multiplies the volume of the water, which displaces oxygen from the source of the fire, leading to a suffocation effect—like that of an inert extinguishing gas. This technology is not only effective, but also an environmentally friendly, water-based, low-damage method suitable for protecting buildings and sensitive documents.



Spraying nozzle



Spectrum of nozzles being at the heart of every water mist system

Expertise and network

FOGTEC Brandschutz GmbH & Co. KG, a company in Cologne specializing in high-pressure water mist systems, was hired to install this technology in the University of Balamand Library. Throughout the building, nine hose reel cabinets with firefighting guns were installed, making it possible to take action fast in the event of a fire. In addition, narrow pipes were fitted along the length of the ceiling with a total of more than 500 nozzles linked to glass bulbs, which are triggered at the temperature of the fire and generate water mist. One pump unit per station with a capacity of more than 160 l/min ensures a prompt and efficient water supply. This state-of-the-art firefighting system was also installed in an unobtrusive and space-saving manner and now protects the visitors and collections of the University of Balamand Library.

The smooth installation of the high-pressure water mist system was also facilitated by the good collaboration on-site and by the network that FOGTEC Brandschutz GmbH & Co. KG maintains in its Middle East region. This includes an office in Riyadh, business associates in Oman, Saudi Arabia, Egypt, the

UAE, and in Lebanon. Worldwide, and especially in Middle East region, water mist is becoming increasingly important. Thus, the University of Balamand joins a number of other well-known buildings and infrastructures that are protected by this firefighting technology. They include the Makkah Clock Royal Tower and the Masha'er Metro in Saudi Arabia, the Majlis Oman Library and the Sultan Qaboos University in the Sultanate of Oman, the Culture Village and the Discovery Gardens in Dubai, the Mashhad carpet museum and the Tehran Metro in Iran, and the Tile museum at the Rüstem Pasha Mosque in Turkey.



Rüdiger Kopp
General Manager Fixed Systems
FOGTEC Brandschutz GmbH & Co. KG,
Germany

The famous Balamand Monastery. Photo: Georges Boutros



Building Bridges between Germany and the Arab World

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



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



Ghorfa Arab-German Chamber of Commerce and Industry

About us

The Ghorfa Arab-German Chamber of Commerce and Industry is the competence centre for business relations between Germany and the Arab world. It was founded in 1976 and since 1 August 2000, it is located in Berlin. The Board of Directors and the Executive Board equally consist of German and Arab members. This guarantees balance and mutual trust. Not only major German and Arab enterprises are among our members, numerous small and medium-sized enterprises complete our top-class network.

Our network

The Ghorfa operates under the umbrella of the General Union of Chambers of Commerce, Industry and Agriculture for Arab Countries and represents all Arab Chambers of Commerce and Industry in Germany. Our chamber works closely with the Arab embassies in Germany, the Arab League and related governmental bodies in the Arab states. It is part of the worldwide organisation of Arab foreign Chambers of Commerce and Industry. The Ghorfa cooperates with German governmental bodies on federal and regional level and the most important German industrial associations.

What we do

We actively promote and strengthen business relationships among our members and within the wider Arab and German business community. We pave the way for stronger business cooperation in the fields of trade, industry, finance and investment between Arab and German business partners. Strategic partnerships based on mutual benefit and understanding create new business opportunities to facilitate economic benefits for both sides. We therefore mainly focus on networking, communication and on providing information about relevant economic and industrial developments.



Building Bridges between Germany and the Arab World

Networking

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

Consulting

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

Information

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

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

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

Contributing Companies and Institutions



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

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

Multiport GmbH is located in Bernburg, Germany, on an area of 40,000 m², provided with a manufacturing equipment of four injection moulding facilities, one shredder, three reclaim extruders, and three recycling lines.

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

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

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

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

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

MPO plastic cable duct



Example of a cable duct installation in Netherlands





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

Year of Foundation: 1969 by Artur Schwörer

Products: formwork, scaffolding, engineering

Contact:

Jörg Hegestweiler | *Managing Director Middle East and Africa*

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PERI – Tailormade Engineering, Formwork and Scaffolding Systems

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

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

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



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

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



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





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

AJG Ingenieure GmbH

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ALEXANDER & PARTNER

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

Alexander & Partner

Project: Two Worlds of Thinking: Risk Allocation between Construction and Industry in Large Infrastructure Contracts
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architects, planners

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

AS&P—Albert Speer & Partner GmbH

Project: MCI Business Park in Riyadh, Saudi Arabia—A New Attractive and High Quality Public Place
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DB International

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

DB International

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DORNIER

CONSULTING

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

Dornier Consulting GmbH

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

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



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Dorsch Holding GmbH – DC Abu Dhabi

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

Drees & Sommer

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

FOGTEC Brandschutz GmbH & Co. KG

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



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



Gerber Architekten

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

Gerber Architekten

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

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

Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH

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

Hansa Luftbild AG

Project: Airborne LiDAR Survey for the Design of Two Railway Alignments in Djibouti
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INGENIEURBÜRO DR. BINNEWIES

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

Ingenieurbüro Dr. Binnewies GmbH

Project: Zayed University in Abu Dhabi—Engineering for an Iconic Project
Contact: Dr.-Ing. Matthias Frenz | *Managing Partner*

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

INTEWO + Partners

Project: Oman Archaeological Museum—A New Experience of Oman's History and Culture
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KfW Development Bank



Project: Jordan Struggles with Dehydration
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KfW Development Bank

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

Lahmeyer GWK Consult GmbH



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

Omeras GmbH



Project: Enamel Art in Dubai's "Red Line"
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Professor Pfeifer and Partner German Engineering Consultancy



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

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



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schlaich bergemann und partner, sbp gmbh

Project: Hazza Bin Zayed Stadium in Al Ain (U.A.E.)
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Siemens Energy

Project: Rehabilitation of the Control System for Al Hartha Power Station
Contact: **Hartmut Huber** | *Director Sales*

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Siemens EES Kuwait

Project: Efficiency Key to Managing Kuwait's Energy Demand
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skytron energy GmbH

Project: Kuwait's First Grid-Connected Photovoltaic Power Plant
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TRANSRADIO SenderSysteme Berlin AG

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

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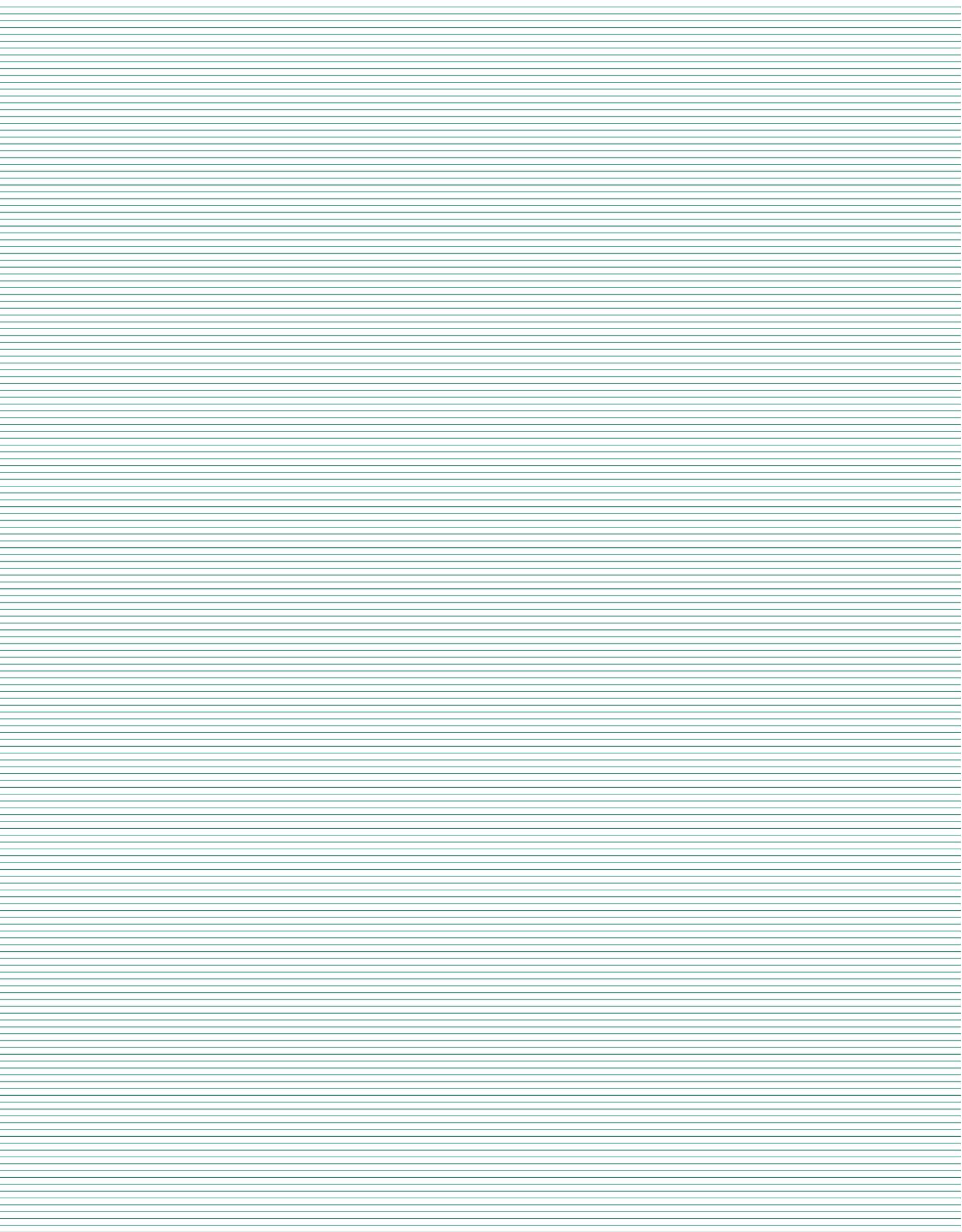
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