# Table of Contents

<table>
<thead>
<tr>
<th>Section</th>
<th>Pages</th>
</tr>
</thead>
<tbody>
<tr>
<td>Preface</td>
<td>5</td>
</tr>
<tr>
<td>Dr. Peter Ramsauer</td>
<td>7</td>
</tr>
<tr>
<td>Dr. Thomas Bach</td>
<td></td>
</tr>
<tr>
<td>Algeria</td>
<td>8</td>
</tr>
<tr>
<td>Innovation in Seismic Technology: Algeria’s New Grand Mosque</td>
<td>9</td>
</tr>
<tr>
<td>Bahrain</td>
<td>14</td>
</tr>
<tr>
<td>The Construction &amp; Consulting Sector in the Kingdom of Bahrain</td>
<td>15</td>
</tr>
<tr>
<td>Djibouti</td>
<td>22</td>
</tr>
<tr>
<td>Seismic Assessment of Premises in Djibouti</td>
<td>23</td>
</tr>
<tr>
<td>Egypt</td>
<td>28</td>
</tr>
<tr>
<td>Greater Cairo Metro Line 3</td>
<td>29</td>
</tr>
<tr>
<td>Iraq</td>
<td>32</td>
</tr>
<tr>
<td>The Renewal of the Derbandikhan Hydropower Plant in the Kurdistan Region of Iraq</td>
<td>33</td>
</tr>
<tr>
<td>Jordan</td>
<td>36</td>
</tr>
<tr>
<td>Long-Term National Transport Strategy for Jordan</td>
<td>37</td>
</tr>
<tr>
<td>Kuwait</td>
<td>40</td>
</tr>
<tr>
<td>Groundbreaking Hospital Project in the Middle East</td>
<td>41</td>
</tr>
<tr>
<td>Lebanon</td>
<td>44</td>
</tr>
<tr>
<td>Rail Climbing Systems</td>
<td>45</td>
</tr>
<tr>
<td>Let Lebanon’s Sky Gate Tower Rise Quickly</td>
<td></td>
</tr>
<tr>
<td>Morocco</td>
<td>48</td>
</tr>
<tr>
<td>Morocco Pushes the Use of Renewable Energy</td>
<td>49</td>
</tr>
<tr>
<td>Oman</td>
<td>54</td>
</tr>
<tr>
<td>Technical Assistance Consultancy Services for the Oman National Railway Project</td>
<td>55</td>
</tr>
<tr>
<td>A New Long-lasting High Voltage Network for Oman</td>
<td>58</td>
</tr>
<tr>
<td>Qatar</td>
<td>62</td>
</tr>
<tr>
<td>Greener Mobility for a Sustainable Future in Qatar</td>
<td>63</td>
</tr>
<tr>
<td>Lusail City in Doha, Qatar</td>
<td>66</td>
</tr>
<tr>
<td>Standing Out: The Golden Plasmatic Light Scenes of Burj Doha, Qatar</td>
<td>69</td>
</tr>
<tr>
<td>Saudi Arabia</td>
<td>72</td>
</tr>
<tr>
<td>New Urban Developments in Riyadh – Projects for Culture and Education</td>
<td>73</td>
</tr>
<tr>
<td>Kempinski Hotel &amp; Residences – a New Luxury Tower for Jeddah, Saudi Arabia</td>
<td>80</td>
</tr>
<tr>
<td>Structural Engineering for the Sadarah International School in Riyadh</td>
<td>83</td>
</tr>
<tr>
<td>Sudan</td>
<td>86</td>
</tr>
<tr>
<td>Garri Free Zone in Sudan – a Case Study of Development in the African Power Generation Market</td>
<td>87</td>
</tr>
<tr>
<td>Tunisia</td>
<td>90</td>
</tr>
<tr>
<td>Wastewater Treatment and Sludge Disposal in Tunisia</td>
<td></td>
</tr>
<tr>
<td>UAE</td>
<td>94</td>
</tr>
<tr>
<td>Masrah Al Qasba – A State of the Art Theatre</td>
<td>95</td>
</tr>
<tr>
<td>Enabling New Horizons for the UAE Data Centre Market</td>
<td>99</td>
</tr>
<tr>
<td>Yemen</td>
<td>102</td>
</tr>
<tr>
<td>Still Quite a Way to Education for All in Yemen</td>
<td>103</td>
</tr>
<tr>
<td>Focus of the Year: Megacities</td>
<td>108</td>
</tr>
<tr>
<td>Rapid Urbanisation against Demographic, Social and Economic Challenges in the Arab World</td>
<td>109</td>
</tr>
<tr>
<td>The Seven Pillars of Sustainable Planning and Architecture</td>
<td>111</td>
</tr>
<tr>
<td>Special Topics</td>
<td>118</td>
</tr>
<tr>
<td>German Engineering – a Worldwide Quality Brand</td>
<td>119</td>
</tr>
<tr>
<td>Liquidated Damages under the UAE Laws – A Reliable Compensation Mechanism for both the Employer and Contractor?</td>
<td>121</td>
</tr>
<tr>
<td>Arbitration in Construction Disputes</td>
<td>124</td>
</tr>
<tr>
<td>Ghorfa: Building Bridges between Germany and the Arab world</td>
<td>128</td>
</tr>
<tr>
<td>Contributing Companies</td>
<td>130</td>
</tr>
<tr>
<td>Imprint</td>
<td>136</td>
</tr>
</tbody>
</table>
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
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 2nd 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
Special Topics
German Engineering –
a Worldwide Quality Brand

German Association of Consulting Engineers – 
vBI (Verband Beratender Ingenieure)

German engineers are well-known for their extraordinary skills on the world market. They are often associated with typical German virtues: precision, reliability, independency, and technical and economic expertise.

These stereotypes are maintained by the behaviour of generations of German engineers. This is an important aspect of quality assurance that derives from shared values and a professional ethos.

Structural quality assurance

Moreover, there are structural reasons for the quality that stabilise this professional ethos. The most fundamental are German engineers’ high-level skills. Technical universities and universities of applied sciences combine world-class science and education with practical experience. Graduates are thus able to enter into projects and take responsibility quickly. The title “Diplom-Ingenieur” is the worldwide proof of this high-level education and these practical skills. Many points of exchange of personnel and experiences exist among universities and the engineering industry. Germany has installed a system that also assures the independent status of well-educated engineers. Professionals who work independently and can account for their qualifications and several years of experience can register as consulting engineers. Consulting engineers are thus free of any own interest in production or delivery. They seek the best technical and economic solutions for their customers. It is obvious that an engineering firm with its own construction equipment would very likely propose solutions that amortise their machinery. In other words, the engineer’s independent position causes him to be trusted by the customer.
Strict surveillance of quality

In general, the professional chambers control the independent status of consulting engineers. The German Association of Consulting Engineers (Verband Beratender Ingenieure, VBI) has created a community with even more quality assurance. A special committee examines the applicants’ status, references and performance. Only engineering firms that fulfil the strict quality criteria in the approval procedure by their professional peers can become members of the VBI. In a continuous tradition since 1908, the colleagues within the association watch their competitors to keep up the quality brand of VBI membership. Advanced vocational training and an exchange of best practice within the association further improves the quality of the members’ services. The VBI also advocates high-quality engineering on the world market via the umbrella organisation FIDIC. Model contracts and a sophisticated system of dispute adjudication contribute to international projects’ smooth functioning.

These structural precautions assure that the professional ethos of the German consulting engineers is not just a vague promise; it is a reliable quality brand with a long tradition and a promising future on the world market.

For contacts to VBI member firms go to:
www.vbi.de/planerdatenbank

Arno Metzler
General Manager
Verband Beratender Ingenieure, VBI
Liquidated Damages under the UAE Laws – A Reliable Compensation Mechanism for both the Employer and Contractor?

Schlüter Graf & Partner Legal Consultants

This article focuses on one of the 'classic' issues in the UAE construction industry evolving around the more-or-less inevitable delays that occur in the execution of construction contracts and the legal consequences under the contractually agreed terms and mandatory laws – the concept of liquidated (delay) damages.

Liquidated damages

Liquidated damages clauses are common in contract forms used in construction projects worldwide, e.g., NEC, ICE, JCT, or FIDIC. In the UAE, the use of the FIDIC forms of contract is still predominant, although the forms are often amended in the favour of the employer. The FIDIC forms include generally accepted contractual terms regarding liquidated damages. For example, Clause 8.7 of FIDIC Red, Silver and Yellow Book provides for delay damages for the Contractor’s failure to comply with Clause 8.2 which requires the Contractor to complete the whole of the of the Works and each Section within the Time for Completion for the Works or Section.
With regard to construction contracts, the employer is generally entitled to deduct a specified and pre-agreed amount of money otherwise payable to the contractor by way of compensation for the contractor’s failure to meet certain milestones or the date of completion of the works without being required to prove his losses.

However, as the position of liquidated damages under the UAE law differs significantly from the position under other jurisdictions (particularly common law jurisdictions), the common law concept and the German law shall be illustrated shortly and then followed by a more detailed overview on liquidated damages under the UAE laws.

**Liquidated damages under common law**

Under the common law concept, liquidated damages only become payable on the occurrence of the contractually agreed default event regardless of whether losses have actually been incurred or not, as long as they constitute a genuine pre-estimate of loss. In the event that the liquidated damages are found not to be a genuine pre-estimate of loss, then they are deemed to be a penalty rather than compensation. In this case, the agreed liquidated damages cannot be enforced.

**Liquidated damages under German law**

Under German law, liquidated damages are not specifically regulated unless they have been agreed upon between the parties as part of the general terms and conditions. In such an event, the respective clause will have to be compared to § 309 Nr. 5 German Civil Code – otherwise the parties are generally free to agree on any liquidated damages.

A distinction has to be made with regard to contractual penalties that are dealt with by §§ 339–345 German Civil Code. Contractual penalties penalise a breach of contract and are generally admissible under German law. Nevertheless, in case these contractual penalties are disproportionately high, the penalty amount may be reduced to a reasonable amount by judicial decision (cf. § 343 BGB).

**Liquidated damages under UAE law**

**General**

The UAE legal system is based on the principles of the civil law (primarily derived from Egyptian and Jordanian law which, in turn, were heavily influenced by the French legal system) and is therefore vastly codified and in many ways distinct from common law. The authoritative source is the UAE Civil Code (Federal Law No. 5 of 1985); it stipulates several general and specific principles that have an influence on the subject of liquidated damages.

**Conditions for a claim of liquidated damages**

Art. 338 UAE Civil Code generally determines that if an obligation is not fulfilled, the party in breach will be liable to compensate the other party. Taking this principle as a basis, the conclusion is that liquidated damage clauses will not apply unless an obligation for payment of damages has been established in general.

Under the UAE laws, a contractual claim for liquidated damages is therefore subject to the following conditions:

1. breach of contract by the party that is contractually obliged to pay the liquidated damages;
2. an actual damage sustained by the party that invokes the liquidated damages clause;
3. a causative link between the fault/breach of contract and the damage suffered.

In this regard, it has to be noted that Art. 390.1 UAE Civil Code expressly allows for the inclusion of liquidated damages in a contract (Article 390.1 reads: “[1] The contracting parties may fix in advance the amount of damages either in the contract or in a subsequent agreement, subject to the provisions of the law. [...]”). Nevertheless, Art. 390.2 UAE Civil Code stipulates that the court can reduce or increase the agreed value of liquidated damages to equal actual loss on the application of either party provided that the liquidated damages are significantly in excess of actual loss (Article 390.2 reads: “[1] The judge may in all cases, upon the request of either of the parties, vary such agreement so as to make the damages equal to the loss, and any agreement to the contrary shall be void.”
Art. 390.2 UAE Civil Code is considered mandatory law, which according to Art. 31 UAE Civil Code always prevails over contractual terms. Therefore, the parties cannot opt out of Art. 390.2 UAE Civil Code. The UAE courts have exercised their right to adjust the liquidated damages in various cases in the past and have reduced claims accordingly. Regardless, it is also in the discretion of the judge to increase the amount of compensation exceeding the liquidated damages if respective proof has been submitted by the claimant.

Reasons to exclude or reduce Liquidated Damages

In addition to Art. 390.2 UAE Civil Code, there are several further arguments and reasons for liquidated damages claims to be either reduced or even excluded:

- In the event that the creditor by his own fault contributed to or increased his own loss, the court is free to reduce compensation including liquidated damages or even award none (Art. 290 UAE Civil Code). An obligor is usually not liable for the risk of a sudden accident, disaster, force majeure, third party acts, and creditor’s mistakes but can expressly agree to accept such risks (Art. 287 UAE Civil Code).

- A contract must always be executed in accordance with the requirements of good faith. Failure to exercise good faith is a breach of contract in itself and may be used as an argument against the enforcement of liquidated damages (Art. 246.1 UAE Civil Code). A debtor who fails to give specific performance of an obligation is liable to compensate, unless he can show that the performance of the obligation was impossible or that he failed to perform due to a cause he has not contributed to (Art. 273, 386, 472 UAE Civil Code).

- The Articles 872–896 UAE Civil Code, which are titled with the Arabic words “Aqd Al Muqawala”, contain various specific provisions governing the relationship between the parties in a “contract to make a thing or to perform a task” and therefore directly apply to construction contracts. Art. 893 UAE Civil Code specifically addresses the “impossibility” issue and also stipulates that a contract for works can be extinguished if it is impossible to perform or complete the works for a reason for which neither party is responsible.

The numerous arguments to be asserted against a claim for liquidated damages shift the focus on the question which party is bearing the burden of proof.

Burden of proof

As outlined above, contractual clauses on liquidated damages can either be rendered completely unenforceable or be adjusted. The burden of proof lies with the party invoking the respective clause to the other party. The contractual agreement on liquidated damages creates an assumption that a respective damage has been incurred in favour of the party who invokes a liquidated damages agreement. However, this assumption is refutable and the other party may prove otherwise. Nevertheless, in practice it is usually difficult – not to say impossible – to provide the required proof. In fact, the courts endorse the liquidated damages previously agreed upon.

Conclusion

Liquidated damages will therefore remain an ever-recurring topic of dispute between the parties before, during and especially after the implementation of a construction project. Parties to a construction contract considering consenting to a liquidated damages clause should therefore think carefully about the practical and legal consequences of such a pre-agreed compensation mechanism and should particularly devote special attention to the wording of the respective contract.

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Arbitration in Construction Disputes

Alexander & Partner

Recent findings and legal opinions by arbitration tribunals on construction-related issues in main contractor/sub-contractor relationships in Qatar and other GCC countries.

Arbitration proceedings are becoming an ever-more important way of resolving disputes in construction-related matters in Qatar and other GCC countries. Oliver Alexander, founding partner of Alexander & Partner, conducted numerous arbitration proceedings in Qatar and other GCC countries as a counsel either for claimants or defendants in construction-related matters.

Below are brief descriptions of what we believe are interesting and relevant findings in recent arbitration tribunal decisions and legal opinions about construction-related issues in main contractor/sub-contractor relationships in Qatar and other GCC countries. In particular, issues concerning variations, back-to-back mechanisms, performance bonds, etc., are very common in main contractor/sub-contractor relationships and very often lead to disputes between main contractors and subcontractors. Therefore, it is prudent that the parties to such contracts carefully consider such matters before the contracts are signed in order to avoid disputes at a later stage. We therefore suggest some draft language that could be used in subcontractor contracts to deal with such issues. However, each contract and project is different; therefore, any standard contract language should be reviewed in each and every case before a contract is concluded for a specific project.

Recently, arbitration tribunals on construction-related issues in main contractor/sub-contractor relationships found the following:

1. **Instruction of variation/entitlement for payment**
   
   It was established that a sub-contractor is entitled to payment by the main contractor in case variations were indeed instructed by the main contractor and the variation works were indeed carried out by the sub-contractor. The main contractor is not entitled to withhold payments on grounds that variations were not “formally authorised” by the main contractor.
2 Security for payments in respect to variations

It was established that according to the principle of good faith, a main contractor would be eligible to ask for security from the sub-contractor in case the main contractor is prepared to pay for variations which were instructed under the main contract for which neither values had been agreed upon, nor payments received, by the main contractor from the client.

This should be clarified by express wording: “MC shall be entitled to security from the SC in case the MC is prepared to pay for variations which were instructed under the main contract but for which neither values had been agreed upon nor payments received, by the MC from the client. Whether such payments shall be made is completely the MC’s decision and may only be made after sufficient security has been received from the SC.”

3 Formalisation of variation orders

It was established that there is no requirement to formalise variation orders although it would be sound practice in Qatar to do so.

4 On account payments for variations

It was established that on account payments are common and accepted practice in Qatar and worldwide in order to enhance cash flow, irrespective of a missing express provision in the sub-contract.

5 Variation procedure under the sub-contract

It was established that there is a distinction between variations that relate to and derive from variations to the main contract and those that only derive from the sub-contract. Therefore it is possible that by reference to the main contract’s terms, such terms do exist under the sub-contract for variations that do relate to or derive from variations to the main contract works; however, such terms are not automatically applicable under the sub-contract for variations that do not relate to or derive from variations to the main contract works.

Language should be inserted making clear that the terms of the main contract for variations that do relate to or derive from variations to the main contract works are equally applicable under the sub-contract for variations that do not relate to or derive from variations to the main contract works. Such terms could be worded as follows: „The SC shall at all times ensure that it strictly adheres to the variation procedures set out in the main contract both for variations that do relate to or derive from variations to the main contract works and for variations which do not relate to or derive from variations to the main contract works.”

6 Increase of performance bond in case the contract price increases

It was established that there must be a specific term in the sub-contract stipulating a performance bond increase in case of contract price increase. A mere referral to general terms in the main contract does not suffice.

Specific language should be inserted: “The performance bond shall be increased in case of contract price increases for whatever reason and upon request by the MC.”
7 Wasted management costs
It was established that claims for wasted management costs were unjustified because disputes and dispute resolution are an integral part of construction contracts and thus parties to construction contracts should anticipate such costs.

8 Risk of encountering sub-surface obstructions
It was established that the risk of encountering sub-surface obstructions is inherent in construction projects and experienced contractors should be aware of such risks and should make appropriate allowances in their pricing and planning in order to deal with such situations.

Language may be inserted into the sub-contract in “scope of work”: “The SC acknowledges that the risk of encountering sub-surface obstructions is inherent in construction projects and an experienced SC is aware of such risks. SC hereby confirms that appropriate allowances have been made in pricing and planning in order to deal with such situations. The SC is not entitled to claim any costs and materials and/or time extensions for encountering sub-surface obstructions and is deemed to have included in its offer a due allowance in this respect.”

9 Responsibility for protection of works
It was established that both parties to a construction contract are responsible for protection of works and both parties have a duty to protect the works and to ensure that proper measures were being taken to ensure such protection, since such responsibility is inherent in all construction contracts whether expressly stated or implied. A main contractor has the obligation to properly manage the sub-contractor in this regard and to ensure that proper protection measures are implemented.

Language may be inserted into the sub-contract “scope of work”: “Necessary and proper measures for the protection of works, utilities and sites are deemed to be the SC’s responsibility and part of its scope of work and will not be compensated separately, if not otherwise stated in this record.”

10 Back-to-back mechanism
It was established that the principle of “back-to-back” with regards to interpretation of sub-contracts by the terms of the main contract is not to be applied per se to the entire sub-contract, but that each sub-contract term must be interpreted individually with reference to the relevant terms of the main contract ONLY if the context so requires and allows. It was not defined what exactly is meant by the terms “require” and “allow”. However, it was established that the sub-contract shall be the relevant and decisive document between the sub-contractor and the main contractor. Only in limited cases, i.e., where the context requires and allows, the main contract terms shall be used as a reference.
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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
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.

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:

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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
Alexander & Partner

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

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AS&P – Albert Speer & Partner GmbH

Project: The seven pillars of sustainable planning and architecture

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BAUER EGYPT S. A. E.

Project: Greater Cairo Metro Line 3

Contact: Mohamed Mostafa | BSC – Civil Eng., Managing Director

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Commodore Contracting

Project: Enabling new horizons for the UAE data centre market

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Commodore EGYPT S. A. E.

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.

Dorsch Holding GmbH

Project: Technical Assistance Consultancy Services for the Oman National Railway Project

Contact: Abdul Mutalib Ghazal | Regional Manager Oman

Dorsch Holding GmbH – Oman

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Dorsch Gruppe

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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Dorsch International Consultants GmbH
Project: Megacities
Contact: Axel Böcker | Partner

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Dorsch Qatar LLC
Project: Lusail City in Doha
Contact: Hany Labib | Director, External Operations

Dorsch Qatar LLC
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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.

Drees & Sommer
Project: Kempinski Hotel & Residences – a New Luxury Tower for Jeddah, Saudi Arabia
Contact: Josef Linder | Managing Director

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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.

EDB – Bahrain Economic Development Board
Project: The construction & consulting sector in the Kingdom of Bahrain
Contact: Sebastian Gerlach | Manager Germany, Austria, Switzerland Business Development

EDB – Bahrain Economic Development Board
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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.

Europoles Middle East L.L.C.
Project: A new long-lasting high voltage network for Oman
Contact: Ajit Pillai | Funktion

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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.

Gerber Architekten international GmbH
Project: New Urban Developments in Riyadh – Projects for Culture and Education
Contact: Thomas Lücking | Managing Director

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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

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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.

Insta Elektro GmbH – Lightment –

**Project:**  
Standing out: The golden plasmatic light scenes of Burj Doha, Qatar

**Contact:** Alexander Wiepen | Head of International Business

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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.

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.

Lahmeyer International GmbH

**Project:** Garri Free Zone in Sudan – a case study of development in the African power generation market

**Contact:** Michael Wünemann | Head of Thermal Power Plants Department

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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.

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

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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.
M+W Group

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 6th fastest growing German company, expanding globally at a rate of +30%.

Project: Enabling new horizons for the UAE data centre market
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magma architecture GmbH

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.

Project: Masrah Al Qasba – A state of the art theatre
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Maurer Söhne GmbH & Co. KG

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.

Project: The Innovative High-Tech Seismic Protection System for Algeria’s New Grand Mosque
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Obermeyer Planen + Beraten GmbH

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.

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.
PTV Transport Consult GmbH

Project: Long-term national transport strategy for Jordan
Contact: Dr. Uwe Reiter | Director for International Consulting

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.

Schlüter Graf & Partner Legal Consultants

Project: Liquidated Damages under the UAE Laws – A Reliable Compensation Mechanism for both Employer and Contractor?
Contact: Ulf-Gregor Schulz | Attorney-at-Law and Legal Consultant

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.

VBI – Verband Beratender Ingenieure

Project: German engineering – a worldwide quality brand
Contact: Arno Metzler | General Manager

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.