

# WIRTSCHAFTS FORUM NAH- UND MITTELOST<sup>®</sup>

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## "The most important legacy of the FIFA World Cup in Qatar is what it means for the dynamic of the relationship between 'East' and 'West'"

Interview with H.E. Hassan Al Thawadi, Secretary General of Qatar 2022, by Helene Rang, NUMOV



H.E. Hassan Al Thawadi, Secretary General of Qatar 2022

**Q**atar will host the 2022 FIFA World Cup after you personally presented the successful bid to FIFA. The preparations have been a key component to most of Qatar's projects in recent years. Now on the home stretch, what can you tell us about the state of the planning?

We are in a good place. Hosting the FIFA Arab Cup demonstrated the significant efforts we have exerted to be as ready as early as possible for 2022. It was a perfect test event for us in terms of preparation, in terms of trialling fan experience,

logistics, the national infrastructure, security, the tournament workforce and all of the various components that comprise hosting a seamless, successful event. We will analyse the lessons learned and adjust and tweak our plans for the 2022 FIFA World Cup to ensure that our plans are as best laid as possible. We have one further stadium to launch in early 2022 – Lusail – which will host the 2022 FIFA World Cup final. Our other seven stadiums are fully operational.

There are obviously numerous other issues to consider in our planning, such as the pandemic.

*continued on page 28*

**NUMOV**

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## Editorial



Dear readers,  
Dear members of NUMOV,

As we enter 2022, our thoughts turn to the prospects that the year ahead will offer. In this regard, our interview with H.E. Hassan Al Thawadi, Secretary General of Qatar 2022, provides one such encouraging perspective from the host nation of the FIFA World Cup Qatar 2022, which will take place starting this November. He details the advanced stage of planning ahead of this major event, the preparations for which have captured our attention for years now.

Across the Near and Middle East, projects are proceeding at great pace. In this edition of our business magazine, we again cover promising economic branches, notably developments in renewable energy, focusing on Saudi Arabia and the UAE in two in-depth country reports, on the hydrogen sector in particular as well as on the role of gas within the framework of the European Green Deal. We also outline new national developments, including the major legislative reform package in UAE, the further expansion of the foreign portfolio of QatarEnergy, a USD 30bn strategic projects plan in Bahrain, the solar energy and water partnership between Israel and Jordan and the USD 10bn investment fund agreed upon by the UAE and Turkey.

There are also recent examples of deepened cooperation between Germany and the region, such as the new hydrogen task force established by Germany and the UAE, where Siemens is also working on the digital transformation of the industrial sector, as well as the latest edition of the German-Turkish Business Day at the Adana Chamber of Industry. In addition, there has been significant regional diplomacy, such as the Israeli prime minister's first meeting in the UAE, the visit of German representatives to the de facto government in Kabul and the 42<sup>nd</sup> Gulf Summit in Riyadh in December. Furthermore, we summarise three more successful NUMOV events to take place of late: a conference on financing and legal questions, a panel discussion on current developments in Tunisia and our Round Table Conference Iran.

I wish you pleasant and informative reading.

Helene Rang, Publishing Director  
Wirtschaftsforum Nah- und Mittelost

**THE BOARD AND TEAM OF NUMOV /  
GERMAN NEAR AND MIDDLE EAST ASSOCIATION,  
WISH ALL MEMBERS AND FRIENDS  
A HIGHLY SUCCESSFUL NEW YEAR**

## Personalities

**H.E. Smail Allaoua** has been appointed as the new Ambassador of Algeria to Germany, succeeding H.E. Nor-Eddine Aouam, who had served in the position since March 2014. H.E. Smail Allaoua has previously worked as Ambassador of Algeria to Russia.



**H.E. Mustapha El-Yemli** has been named Ambassador of the Arab League in Berlin. He has held several posts at the Moroccan Ministry of Foreign Affairs, including as Deputy Ambassador to Brazil and Egypt as well as Consul General in Girona, Spain.



**Dr. Abdelaziz Elsharif** is the Minister Plenipotentiary Commercial at the Egyptian embassy in Berlin. He had previously served as Commercial Diplomatic Counsellor at Egypt's embassy in Poland and Commercial Attaché at its embassy in Spain.



**H.E. Martin Jäger** has been named German Ambassador to Iraq. He had most recently been State Secretary at the Federal Ministry for Economic Cooperation and Development since 2018 and served as Ambassador of Germany to Afghanistan from 2013 to 2014.



**Gerd Müller** has been appointed as the Director General of the UN Industrial Development Organization, following Li Yong in the role. He had previously served as German Federal Minister of Economic Cooperation and Development since 2013.



**Dr. Joachim Nagel** is the new President of the Deutsche Bundesbank. Beforehand, he was Deputy Head of Banking at the Bank for International Settlements, prior to which he was Member of the Board of the KfW and concurrently Deputy Chairman of NUMOV.



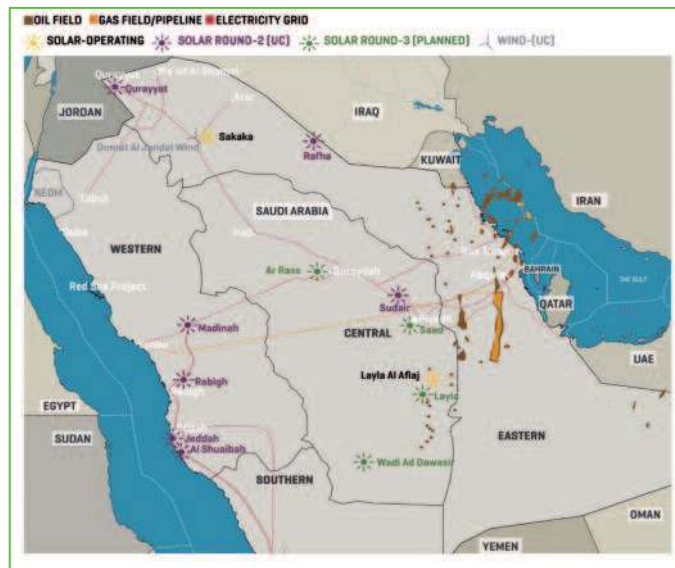
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## Saudi Arabia and its renewable energy efforts

In light of the global need to transition to a lower-carbon energy system, H.H. Crown Prince Mohammed bin Salman announced the Saudi Vision 2030 in 2016, setting out a total of 96 targets to meet the goals of the Paris Agreement. These included promoting non-oil exports, strengthening the role of small and medium-sized enterprises as well as generating 50% of the kingdom's energy from renewable sources by 2030. Ongoing investment in the sector is expected to create up to 750,000 jobs over the next ten years. To this end, the Saudi Ministry of Energy has developed robust initiatives such as the National Renewable Energy Program (NREP), which is overseen by the Renewable Energy Project Development Office (REPDO). The King Abdullah City for Atomic and Renewable Energy (KA-CARE), the Saudi Electricity Company and the Supreme Committee for Energy Mix Affairs for Electricity Production and Enabling Renewable Energy are institutions that will fund strategic research and development collaboration for the benefit of the renewable energy sector. These bodies are expected to work together to advance renewable energy research, metering, data collection, regulation, pre-development and tendering.

Further to this, the kingdom has invested around USD 405bn in renewable energy



Key power infrastructure in Saudi Arabia

through the Saudi Public Investment Fund (PIF) since 2016, while foreign investment has increased from USD 1.44bn to USD 4.76bn over the same period. Many initiatives and projects are already underway, being implemented or completed. In this regard, the first results are already measurable, as according to the International Renewable Energy Agency report "Renewable Capacity Statistics 2020", the renewable energy capacity in Saudi Arabia increased from 2 MW in 2010 to 397 MW in 2019. In 2018, for example, under the first round of the NREP, REPDO awarded its first 300-MW IPP solar PV project in Sakaka to renewable energy developer ACWA Power in a 25-year power purchase agreement at 2.36 cents/kWh in partnership with Saudi Power Procurement Company. This is the first utility-scale renewable energy plant in the kingdom.



Sakaka Photovoltaic Solar Project

Located in the city of Al Jawf, the project has already been completed and inaugurated, resulting in the creation of approximately 400 clean energy jobs, with concurrent private sector capital investment of USD 302m. In addition, the kingdom announced the signing of power purchase agreements for seven solar PV projects earlier this year, with a total capacity of 2,970 MW. The projects are located in Al Madinah, Sudair, Qurayyat, Shuaibah, Jeddah, Rabigh and Rafha. Two projects stand out: The "Al-Faisaliah Solar PV IPP

600 MW" initiative in Al Madinah was signed by a consortium consisting of ACWA Power, Al-Babtain Holding Investment Company and Gulf Investment Corporation. It is expected to offer the world's lowest cost of electricity generation from solar PV at 1.04 USD cents/kWh and is valued at USD 810m. Meanwhile, the Sudair PV IPP initiative is said to offer the world's second lowest cost of electricity generation from solar PV at 1,239 USD cents/kWh, signed by a consortium led by ACWA Power and jointly owned by the PIF. It is set to become one of the largest single-contracted solar PV plants in the world and the largest of its kind in Saudi Arabia at an installed capacity of 1,500 MW. The project's initial commissioning is expected during the second half of 2022.

New solutions to water issues are also being developed to complement the expansion of desalination capacity and efforts to improve conservation. Today, Saudi Arabia is leading the world in revolutionising the desalination industry with its innovations in solar-powered desalination plants. In January 2009, the King Abdullah City for Science and Technology (KACST) officially launched the initiative to desalinate water using solar energy. Under the programme, KACST worked with IBM in developing nanotechnology in order to use solar

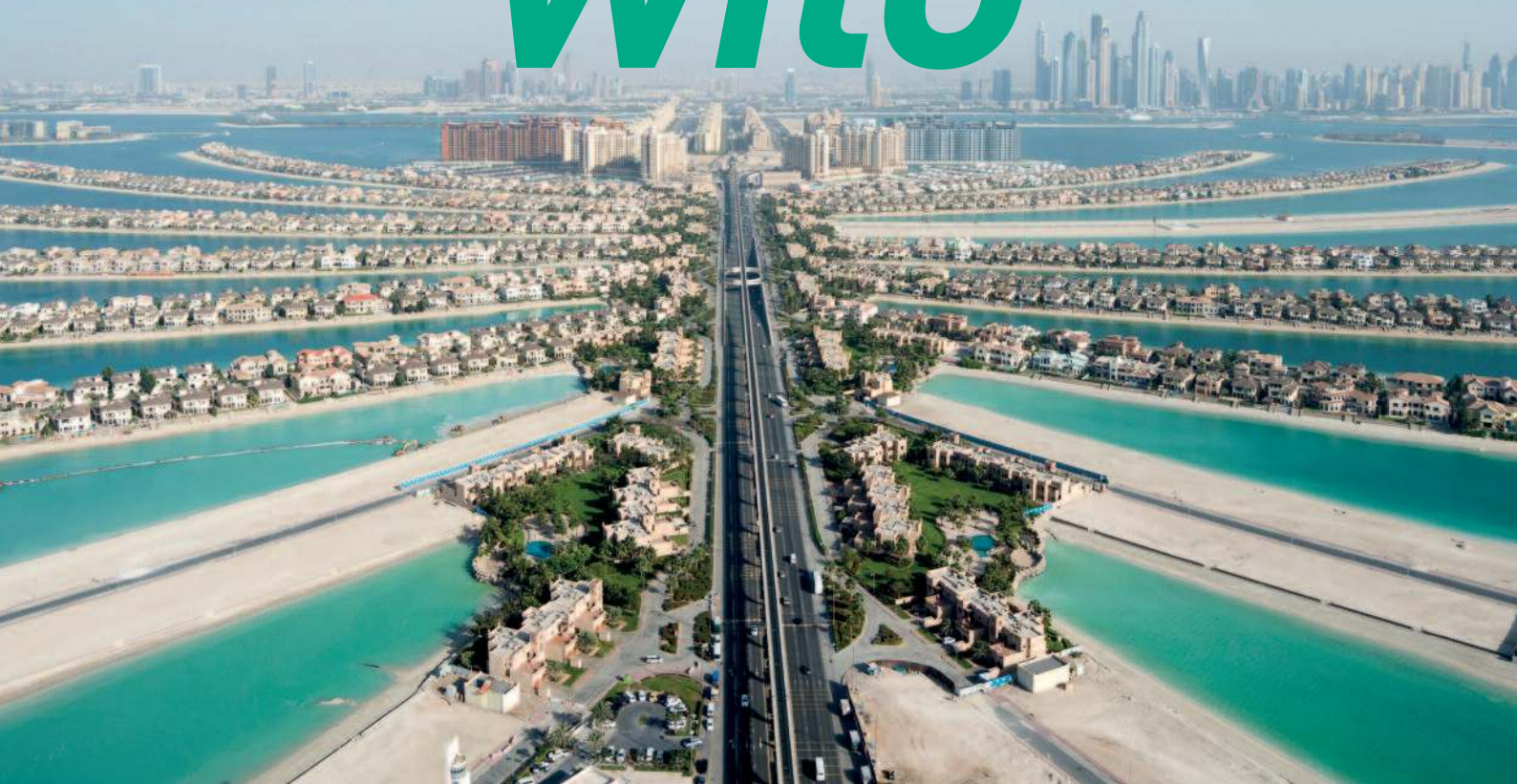
continued on page 21

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## German-Turkish Business Day in Adana

On the initiative of the Ambassador of Germany to Turkey H.E. Jürgen Schulz, the German-Turkish Business Day was hosted in Adana from 18<sup>th</sup> to 19<sup>th</sup> November 2021 in cooperation between the Adana Chamber of Industry, NUMOV and the German-Turkish Chamber of Commerce and Industry. Also present at the event to intensify bilateral commercial relations were Florian Burkhardt, German Undersecretary of Trade, Angelika Sülzen, Bilateral Economic Cooperation Attaché, Zeki Kivanc, President of Adana Chamber of Industry, and Süleyman Elban, Governor of Adana Province.

More than 160 bilateral business meetings were held between 20 German companies or institutions and 50 Turkish companies from Turkey in an important step towards reliable framework condi-



German-Turkish Business Day at the Adana Chamber of Industry

tions. The upswing has strengthened Turkey's role at the interface between Europe and the Near and Middle East as well as its global economic status. Germany remains by far the largest foreign investor in Turkey and aims to maintain its position. A bilateral investment protection treaty has been in place

since 1962, since when German industrial companies have invested heavily in Turkey. In June 2021, German exports to Turkey totalled EUR 1.86bn, with imports from Turkey at EUR 1.47bn. This represented a EUR 193m (11.6%) year-on-year increase in German exports and a EUR 336m (29.6%) rise in imports. ●

## UAE and Turkey agree on USD 10bn investment fund



F.l.t.r.: H.H. Sheikh Mohammed bin Zayed Al Nahyan, Crown Prince of Abu Dhabi; H.E. Suhail Al Mazroui, Minister of Energy and Industry of the UAE; H.E. Şahap Kavcıoğlu, Governor of the Central Bank of Turkey; and H.E. Recep Tayyip Erdoğan, President of Turkey

Crown Prince of Abu Dhabi H.H. Sheikh Mohammed bin Zayed Al Nahyan visited Turkish President H.E. Recep Tayyip Erdoğan on 24<sup>th</sup> November in Ankara to agree a fund to invest USD 10bn in Turkey. In addition to improving bilateral relations, the signed agreements focus on strategic sectors such as energy, ports and logistics, petrochemicals, technology, food and health care, stock exchanges and central banks. The UAE and Turkey are

particularly seeking to expand non-oil trade as Turkey provides a major market for businesses to transfer products to both Asia and Europe. By developing its economic engagement in Turkey, the UAE will be able to increase its own activity in the MENA region, while Turkey is also geopolitically important. More broadly, Turkey is striving to maintain a stable Turkish Lira and to establish a reliable economy in order to attract new business opportunities to the country. ●

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2019

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of population  
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# Issues of financing and legal frameworks in the MENA



*H.E. Dieter Lamlé,  
Ambassador of Germany to Saudi Arabia*



*Philipp Schönbrunn-Knappmann, Deputy Head of the  
Middle East, Arabian Peninsula and GCC division at  
the Federal Foreign Office in Berlin*



*Marck Wengrzik, Managing Director of AKA Bank  
and Member of the Board of NUMOV*

NUMOV and AKA Bank held a hybrid conference on financing and legal framework questions in the Near and Middle East on 25<sup>th</sup> November 2021 at the bank's headquarters in Frankfurt, including contributions from various guest speakers.

**Marck Wengrzik**, Managing Director of AKA Bank and Member of the Board of NUMOV, delivered his introductory words to the conference, after which **H.E. Dieter Lamlé**, Ambassador of Germany to Saudi Arabia, examined the opportunities for German companies in the kingdom. **Philipp Schönbrunn-Knappmann**, Deputy Head of the Middle East, Arabian Peninsula and GCC division at the Federal Foreign Office in Berlin, then outlined the chances for German enterprises in the other GCC countries, with the audience granted the chance to raise questions. A panel discussion between **Alf Sørensen**, General Manager of Bank ABC and Member of the Board of NUMOV, **Felix Brücher**, Head of Department Market and Commercial

Underwriting of Euler Hermes AG and **Ralph Lerch**, Head of Export Finance at DZ Bank, dealt with the latest financing issues. Senior Manager at PricewaterhouseCoopers GmbH **Herwig Maaßen** delivered a further presentation dealing with the different types of investment guarantees offered by the Federal Ministry of Economy and Energy, while **Philippe Steiner**, Executive Managing Director and Owner of SPG Steiner GmbH and Member of the Board of NUMOV, provided insights into the experiences his family business has gained while active in the Near and Middle East region.

In addition, **Helene Rang** of NUMOV reported on developments concerning the origin and legalisation of goods. Throughout the conference, which was moderated by **Matthias Wietbrock**, Head of Export and Agency Finance at AKA Bank, participants had the opportunity to engage with the contributors on both general as well as specific issues, deepening their understanding of the topics under consideration. ●



*Philippe Steiner, Executive Managing Director  
and Owner of SPG Steiner GmbH and  
Member of the Board of NUMOV*

## Services for NUMOV members

### Presentations

**Video, photographs and contact details from "Finanzierungsfragen im Nahen und Mittleren Osten und Rechtliche Rahmenbedingungen"**

**available for NUMOV members on request by email at: numov@numov.de**



*F.l.t.r.: Felix Brücher, Head of Department Market and Commercial Underwriting of Euler Hermes AG; Ralph Lerch, Head of Export Finance at DZ Bank; Alf Sørensen, General Manager of Bank ABC and Member of the Board of NUMOV; Matthias Wietbrock, Head of Export and Agency Finance at AKA Bank; and Herwig Maaßen, Senior Manager at PricewaterhouseCoopers GmbH*





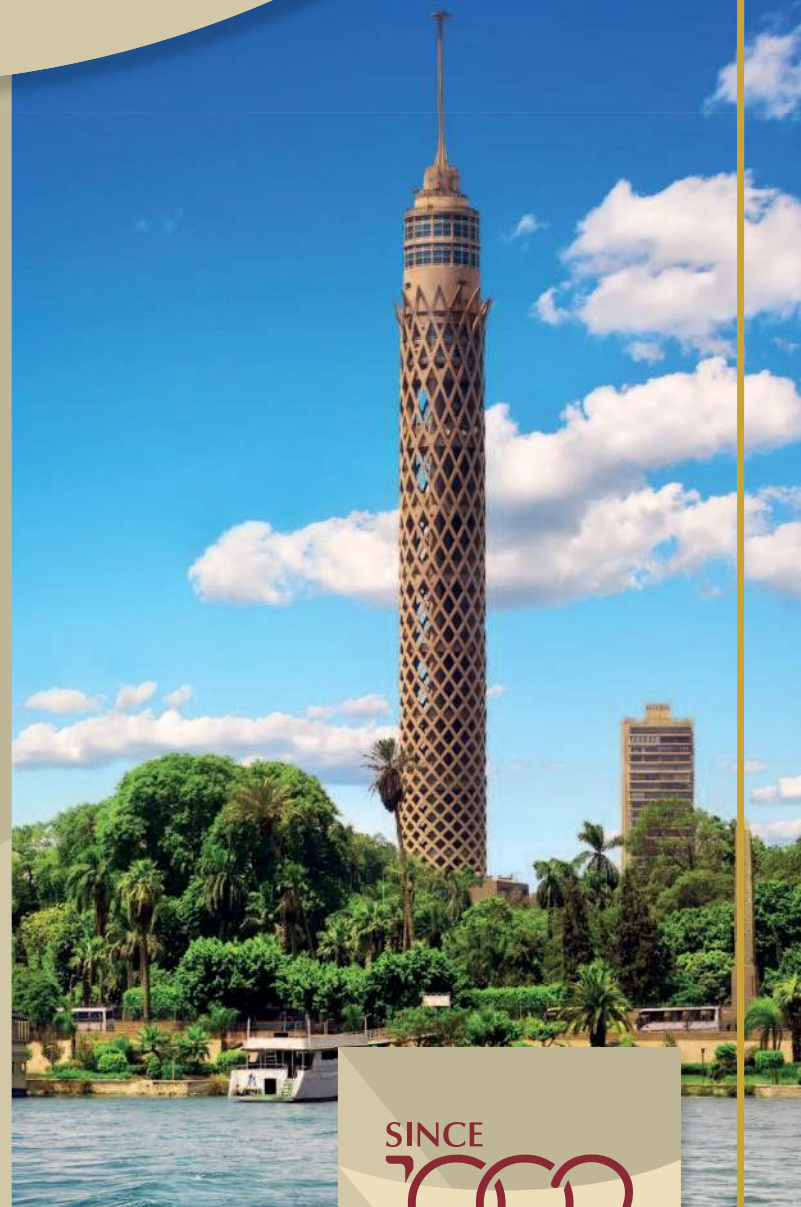
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## UAE moving forward on the path towards net-zero emissions using renewable energies

In line with noticeable efforts across the Gulf region in recent years to diversify away from oil and gas towards renewable energy solutions, the UAE introduced its "Energy Strategy 2050" initiative in 2017, its first unified energy strategy. This aimed to reduce greenhouse gases by increasing the contribution of the renewable energy sector to the total energy mix from 25% to 50% by 2050 in order to meet the 1.5° ambition of the Paris Agreement. In detail, the UAE government pledged to achieve a 44% share of clean energy, 38% of gas, 12% of clean coal and 6% of nuclear energy. This will require investments of more than USD 163bn, but in turn USD 189bn would be saved by reducing its carbon footprint of power generation by 70%.

Recently, the UAE has accelerated efforts to promote renewable energy and a green electricity mix. In a ceremony on the sidelines of Expo 2020 Dubai, H.H. Sheikh Mohamed bin Zayed Al Nahyan, Crown Prince of Abu Dhabi and Deputy Supreme Commander of the UAE Armed Forces, and H.H. Sheikh Mohammed bin Rashid Al Maktoum, Vice President and Prime Minister of the UAE and Ruler of Dubai, attended the announcement of the "UAE Net Zero by 2050 Strategic Initiative", which goes far beyond the scope of the 2017 strategy and paves the way for the UAE to become the first MENA country to achieve net-zero emissions. The proclamation is related to the so-called "Principles of the 50", a UAE roadmap to accelerate



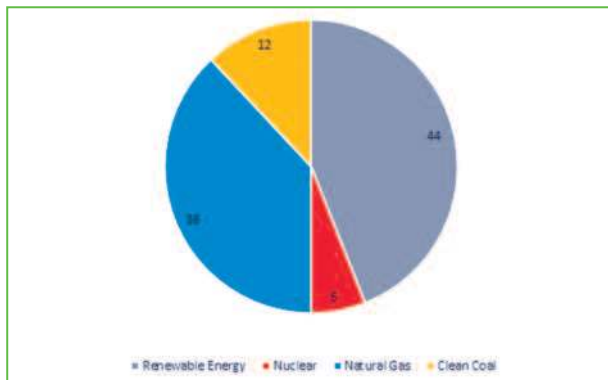
Mohammed bin Rashid Al Maktoum Solar Park II

national economic development in which the country aims to achieve a 50-year growth cycle. The Ministry of Climate Change and Environment will coordinate the project and ensure wide-scale collaboration at the national level. The strategic initiative is not only an important pillar in reducing greenhouse gas emissions, but is also in line with the UAE's more than three decades of commitment to climate change policy. The country has financed green infrastructure and clean energy projects for more than 15 years and supported the further development of solar, wind and battery storage nationally and globally with investments of around USD 17bn.

An example of the UAE's commitment is the launch of the Abu Dhabi Future Energy Company, Masdar, which is a main player when talking about the realisation of renewable energy projects. For instance, it co-implemented the 800-MW third phase of the Mohammed bin Rashid Al Maktoum Solar Park. In mid-August 2021, the 300-MW first stage of the park's 900-MW fifth phase was inaugurated. It is the largest single-site solar park in the world and will have a 5,000-MW capacity from photovoltaic and concentrated solar power technology by 2030.

Responsibilities for the implementation of renewable energy projects are spread across the UAE, and the respective emirate must always be taken into consideration. On the federal level, there are two main entities: the Ministry of Energy and Infrastructure and the Federal Electricity and Water Authority (FEWA). The ministry's jurisdiction includes the establishment of policies and the coordination of growing electricity demand, yet it has limited influence on implementing projects. In contrast, FEWA is responsible for the generation, transmission and distribution of water and electricity in the northern emirates and is authorised to increase the number of private power generation plants there.

The UAE is moving forward with the implementation of its ambitious goals and the inclusion of German participation into this development represents a promising trend. Accordingly, H.E. Dr. Sultan Ahmed Al Jaber, UAE Minister of Industry and High Technology, Special Envoy for Climate Change and Chairman of Masdar, called the net-zero initiative an open invitation to the world to work with the UAE in developing practical solutions, promoting multilateralism and creating opportunities for sustainable socio-economic development under the motto that partnership promotes progress. An Emirati-German energy partnership already exists. The groundwork has been laid for the future of German participation in the growing renewable energy sector in the UAE. ●



Proposed energy mix (%) in the UAE in 2050



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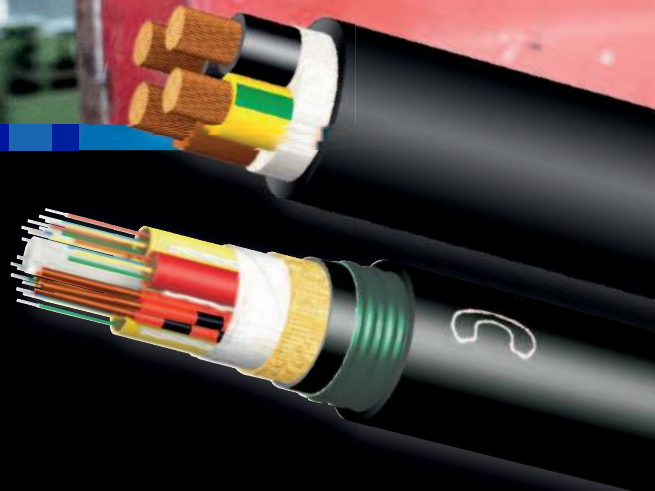
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## Discussion on current developments in Tunisia



*F.l.t.r.: Andreas Fiedler, Head of Maghreb Department at the German Federal Foreign Office; Ulrich Lechte, MdB, Member of the Bundestag and Member of its Committee on Foreign Affairs; Dr. Isabelle Werenfels, Senior Fellow in the Africa and Middle East Research Group of the German Institute for International and Security Affairs.*

Over the past months, Tunisia has witnessed changes at the top of its political system, resulting in a great deal of attention from observers worldwide. In order to review these latest developments, the German Orient-Institute hosted the panel discussion “Current

developments in Tunisia” on 17<sup>th</sup> November 2021 at the NUMOV Conference Center in Berlin. The event took place within the framework of the ongoing series of discussion-forum events and was co-organised by the Friedrich Naumann Foundation (FNF). It was held as a hybrid conference, meaning that guests were invited to attend digitally or in person. A large number of interested attendees took that opportunity to profit from the expertise of specialist guests and discuss issues of importance in the bilateral relationship between Germany and Tunisia.

The event was introduced by **Ralf Erbel**, Head of Regional Office of the FNF, with **Dr. Andreas Reinicke**, Director of the



*Fadhel Abdelkefi, former Tunisian Minister for Development, Investment and International Cooperation as well as for Finance*

German Orient-Institute, delivering a welcome address and moderating the discussion. The panel consisted of high level representatives such as **Fadhel Abdelkefi**, former Tunisian Minister for Development, Investment and International Cooperation as well as for Finance. Further expert speakers were **Ulrich Lechte, MdB**, Member of the Bundestag and Member of the Committee on Foreign Affairs, **Andreas Fiedler**, Head of Maghreb Department at the Federal Foreign Office, and **Dr. Isabelle Werenfels**, Senior Fellow in the Africa and Middle East Research Group of the German Institute for International and Security Affairs.



*Ralf Erbel, Head of Regional Office of the Friedrich Naumann Foundation*

## Germany and UAE to expand bilateral energy partnership with new hydrogen taskforce

Within the framework of the German-Emirati Energy Partnership, established in 2017, H.E. Andreas Feicht, State Secretary at the German Federal Ministry for Economic Affairs and Energy, and H.E. Suhail bin Mohammed Al Mazrouei, Minister of Energy and Infrastructure of the UAE, signed a MoU in Dubai to establish the German-Emirati Taskforce on Hydrogen and Synthetic Fuels. To achieve the goals of the Paris Agreement, both countries want to transform their energy systems while ensuring an affordable, secure and sustainable energy supply. Germany aims to be climate neutral by 2045, which is in line with the UAE's national sustainability strategy, aiming to achieve climate neutrality by 2050.

The signed MoU now deepens this cooperation between the two countries in the field of green hydrogen, with the UAE boasting great renewable energy potential and offering solar energy at competitive prices while Germany can both import renewable and carbon-neutral energy and offer innovative technologies. The newly founded task force is to meet at quarterly intervals to identify physical projects that can be implemented in cooperation. Challenges in areas such as hydrogen transport, application and financing issues will be identified, while activities such as workshops will be expanded. The task force will also set up working groups consisting of high-ranking officials from both sides to support projects along the value chain

for clean hydrogen. It will also identify regulatory gaps and provide non-binding recommendations to policy-makers.

Close cooperation between German and Emirati companies in the field of hydrogen projects is already underway and planned for the future. For example, the first green electrolyser pilot project in the MENA region was inaugurated by Siemens Energy and the Dubai Electricity & Water Authority (DEWA) in May 2021. Located at DEWA's Research and Development Centre in the Mohammed bin Rashid Al Maktoum Solar Park in Dubai, the plant uses solar energy during the day to produce hydrogen, which is converted into electricity at night.

## UAE welcomes Israeli prime minister for first time

As the first head of an Israeli cabinet to visit the UAE, H.E. Naftali Bennett, Prime Minister of Israel paid an official two-day visit to Abu Dhabi at the invitation of H.H. Sheikh Mohamed bin Zayed Al Nahyan, Crown Prince of Abu Dhabi and Deputy Supreme Commander of the UAE Armed Forces. This comes one year after the signing of the US-brokered Abraham Accords.

Ahead of his departure on 12<sup>th</sup> December 2021, H.E. Naftali Bennett stressed the “extraordinary potential” of the UAE-Israel relationship and underlined the ambition to strengthen economic and commercial ties. Afterwards, his El Al Israel Airlines plane crossed airspace of Saudi Arabia, which does not have official ties with Israel, but accepted Israel-UAE flights to cross its territory last year. In Abu Dhabi, H.E. Sheikh Abdullah bin Zayed, Foreign Minister of the UAE, welcomed the Israeli prime minister, before he met with H.H. Sheikh Mohamed bin Zayed Al Nahyan on 14<sup>th</sup> December 2021. The talks lasted for four hours with more than half of them spent in a one-on-one frame. The statesmen mainly considered the relations to Iran and the stance towards the Vienna talks as well as the mutual relations. However, both sides refrained from speaking publicly about Iran or



H.E. Naftali Bennett, Prime Minister of Israel;  
H.H. Sheikh Mohamed bin Zayed Al Nahyan, Crown Prince of Abu Dhabi

Palestine. In a joint statement, the two sides highlighted the past year’s progress in private and public sector research and development (R&D) cooperation, technology, food security, climate, water, energy, environment, health and tourism instead. H.E. Naftali Bennett, who has a background as high-tech entrepreneur himself, mentioned cyber security, health, education and aviation as good examples for successful UAE-Israel trade. Since H.H. Sheikh Mohamed bin Zayed Al Nahyan has promised to establish a USD 10bn investment fund with Israel before, the latest agreements include the creation of a joint research and development fund. After the reception by the Crown Prince, the Israeli prime minister also held bila-

teral talks with H.E. Dr. Sultan bin Ahmed Al Jaber, UAE Minister of Industry and Advanced Technology, and H.E. Noura bint Mohammed Al Kaabi, Culture Minister of the UAE.

In August 2020, the UAE and Israel officially entered into relations in the framework of the Abraham Accords, Bahrain, Sudan and Morocco followed them. Previously planned visits were cancelled due to the pandemic and Israeli elections. During the visit of Israel’s Foreign Minister H.E. Jair Lapid to the UAE in June, an Israeli embassy in Abu Dhabi and a consulate in Dubai were opened. Trade in goods between Israel and the UAE surpassed USD 500m in 2021, up from USD 125m in 2020. ●

## Israel and Jordan sign major solar energy and water partnership

Jordan and Israel signed a cooperation agreement on 22<sup>nd</sup> November 2021 to establish a major solar power plant in the Jordan to generate electricity for Israel, while a desalination plant which is set to be built in Israel will send water to Jordan. The deal is the largest the two countries have ever signed and was brokered by the UAE.

The agreement was signed in Dubai in the presence of Emirates Development Bank chairman Sultan Ahmed Al Jaber and US Climate Envoy H.E. John Kerry.

The solar plant in Jordan will be established by an Emirati company and the deal is widely seen as a result of the Abraham Accords which were signed by Israel and the UAE in August 2020. It comes on the heels of a separate agreement signed by Israeli Energy Minister H.E. Karine Elharrar and Jordanian Water and Irrigation Minister H.E. Mohammed Al-Najjar doubling the amount of water Israel supplies to Jordan. The Israeli minister called the agreement the “most significant” since the two states signed a peace treaty in 1994. “The

benefit of this agreement is not only in the form of green electricity or desalinated water, but also the strengthening of relations with the neighbour that has the longest border with Israel,” Elharrar said.

Feasibility studies for the project are due to start next year. The agreement stipulates that the Jordanian photovoltaic plant with a capacity of 600 MW will export green power to Israel, which will in return supply Jordan with up to 200 million cubic meters of desalinated water. ●

## Current developments regarding international cooperation at TPO and NPC



NUMOV / the German Near and Middle East Association hosted the Round Table Conference Iran on 22<sup>nd</sup> November 2022. The gathering appeared in hybrid form, featuring personal attendance at the NUMOV Conference Center in Berlin in addition to digital participation.

The event was held in the presence of **H.E. Mahmoud Farazandeh**, Iranian Ambassador to Germany, who delivered the welcome address before introducing the specialist presentations. **Alireza Peyman-Pak**, CEO of the Iran Trade Promotion Organisation (TPO), **Hossein Alimorad**, Director for International Affairs at the National Petrochemical Company of Iran (NPC), and **Mohammad Reza Karbasi**, Deputy for International Affairs of Iran Chamber of Commerce, Industry, Mines and Agriculture, contributed economic data and sketched current developments worth taking into account when prepa-

ring for business in Iran. Conference guests had ample opportunity to enter into discussions with the expert speakers on their individual areas of interest. Moreover, the panel considered the future prospects of organising further delegation trips to both Iran and Germany in cooperation with NUMOV, as such visits have proved both highly popular and successful in the past.

The new US government has emphasised its determination to return to the Joint Comprehensive Plan of Action. In spring 2021, new rounds of negotiations were prepared in Vienna but then postponed. After the August elections resulted in a change of government in Iran, the country agreed to join the talks in late October. On 29<sup>th</sup> October 2021, the new round of negotiations began. Representatives from the US were not directly involved, as the country is no longer a member of the deal. Iran demands the lifting of sanc-

tions issued by the US since 2017, who had shown willingness to remove just some of them. ●

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## German diplomatic representatives visit Kabul

German diplomats visited Kabul on 18<sup>th</sup> November 2021 for the first time since the Taliban came to power, meeting with the de facto deputy heads of government of the Taliban. Germany's Special Envoy for Afghanistan and Pakistan, H.E. Jasper Wieck, and the designated Ambassador of Germany to Afghanistan, H.E. Markus Potzel, were among the German representatives. The delegation held talks with the leaders of the Afghan de facto authorities, including de facto Deputy Prime Minister H.E. Mullah Abdul Ghani Baradar, de facto Foreign Minister H.E. Amir Khan Motaqi and de facto Director of Intelligence H.E. Abdul Haq Wasig.

Both sides addressed the importance of continuing to work together. The Afghan authorities committed themselves to



guaranteeing safe and unrestricted access for humanitarian aid workers, including female staff and communities. During the talks, the representatives of Afghanistan also accepted that equal education for girls and boys is a prerequisite for the future of Afghanistan.

Furthermore, the German diplomats highlighted the willingness of Afghanistan to cooperate with international organisations. H.E. Jasper Wieck reiterated the necessity of inclusive governance that prioritises fundamental human rights and equality. ●

## GCC, Egypt and Jordan convene with E3 and US to discuss regional issues



On 18<sup>th</sup> November 2021, diplomatic representatives of the E3 countries (Germany, France and the United Kingdom) met together with the United States Special Envoy for Iran Robert Malley in Riyadh to hold consultations on the political situation in the region. The talks were participated by representatives of Egypt, Jordan, the GCC, and its member states Bahrain, Kuwait, Oman, Qatar, Saudi Arabia and the UAE.

The discussions had a focus on Iranian politics in the region. In light of the

upcoming seventh round of talks on the nuclear convention in Vienna representatives also called for the return of Iran and the US to mutual, full compliance with the Joint Comprehensive Plan of Action (JCPoA). Both diplomats of the E3 countries as well as of the US stressed the global-scale importance of quickly bringing the negotiations to a favourable conclusion, which could be implemented then.

Moreover, participants reviewed existing security considerations in the Near and

Middle East region and reiterated their commitment to further addressing all such issues. Finally, the meeting highlighted the importance of strengthening the regional dialogue for the good of the whole Near and Middle East region and its future prosperity.

In this regard, a return to the JCPoA was specified as a priority measure that would stimulate the creation of more regional partnerships and enable long-lasting growth benefitting people across the Middle East, including in Iran. ●

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## Bahrain announces USD 30bn strategic projects plan

Bahrain has announced plans to build five offshore cities, tourism projects and trade and transport infrastructure as part of an economic growth and fiscal balance plan announced in October. The economic plan is expected to encompass investments worth USD 30bn.

The offshore cities will expand the kingdom's urbanised area by 60%. In addition, a 22.5-km road, a long-planned second causeway connection to neighbouring Saudi Arabia as well as a new 109-km metro system will be constructed. An aluminium industrial region near the existing Aluminium Bahrain plant, which contains one of the world's largest aluminium smelters, is also part of the plan, as is a commercial, manufacturing and logistics zone built in partnership with



Source: Government of Bahrain

the US. The scheme also includes an existing programme to modernise and expand the refinery capacity of state-run Bahrain Petroleum Company (Bapco) from 267,000 to 380,000 barrels per day.

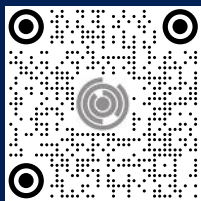
With the aim of attracting visitors to the island nation, the new projects also include tourist resorts and an exhibitions city intended to become the largest in the region, located at the Bahrain International Exhibition and Convention Centre. The Bahraini government plans to increase the annual number of tourists to the kingdom to 14.1 million by 2026 while boosting the amount of money spent by an average daily visitor to USD 199 and raising the average stay to 3.5 days. The national tourism strategy framework features four main objectives: to increase the contribution of tourism to GDP to 11.4% by 2026, to highlight Bahrain's position as a global tourist hub, to increase the number of countries targeted in attracting tourists, and to diversify tourism products. ●

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## H.R.H. Mohammed bin Salman Al Saud tours GCC countries ahead of Gulf Summit in Riyadh



*F.l.t.r.: H.E. Dr. Nayef Falah M. Al-Hajraf, Secretary-General of the GCC; H.R.H. Mishal Al-Ahmad Al-Jaber Al-Sabah, Crown Prince of Kuwait; H.H. Sheikh Tamim bin Hamad Al Thani, Emir of Qatar; H.H. Sayyid Fahd bin Mahmoud Al Said, Deputy Prime Minister for the Council of Ministers of Oman; H.R.H. Mohammed bin Salman Al Saud, Crown Prince, Deputy Prime Minister and Minister of Defence of Saudi Arabia; H.M. Hamad bin Isa Al Khalifa, King of Bahrain; and H.H. Sheikh Mohammed bin Rashid Al Maktoum, Vice President, Prime Minister and Minister of Defence of the UAE and Ruler of Dubai*

Crown Prince of Saudi Arabia H.R.H. Mohammed bin Salman Al Saud visited Oman, the UAE, Bahrain, Qatar and Kuwait in preparation for the Gulf summit held in December 2021. Both his trip and the ensuing meeting targeted enhanced regional cooperation in a myriad of different fields and issues.

In Oman, H.R.H. Mohammed bin Salman met with the Sultan H.M. Haitham bin Tariq. During the visit, both sides jointly announced deals worth USD 30bn overall that include: renewable energy, green hydrogen, petrochemicals and oil storage (involving the OQ Group and ACWA, Saudi Aramco and SABIC, respectively); real estate development (Omran Group and Dar Al-Arkan Real Estate Development Company); and fishery (Fisheries Development Oman and the Naqwa); stock exchange and brokering (Muscat Securities Market and Tadawul Group); logistics (Asyad and Saudi Bahri); and mining (Minerals Development Oman and Maaden Phosphate Co.).

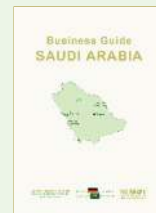
While in the UAE, H.R.H. Mohammed bin Salman visited the Expo 2020 in Dubai and met with H.H. Sheikh

Mohamed bin Zayed Al Nahyan, Crown Prince of Abu Dhabi. The UAE, among other topics, lauded Saudi Arabia for the initiative taken during its presidency of the G20, the core of which was combatting climate change. Both states are eager to enhance cooperation, coordination and further investments in this area as well as artificial intelligence, digital transformation, cyber security and advanced technologies.

Third on the tour of GCC countries was Bahrain, where H.R.H. Mohammed bin Salman met with H.M. Hamad bin Isa Al Khalifa, King of Bahrain. Among the minutes was that both kingdoms are about to set up a major investment cooperation – the details of which will be worked out in 2022 – which has already seen the commitment of the Saudi Public Investment Fund to invest USD 5bn in Bahrain. Among other important topics, a furthered collaboration was presented with regards to the Middle East Green Initiative, focusing specifically on establishing a regional complex for carbon capture, utilisation and storage.

In Qatar, the fourth destination of the regional visit, H.R.H. Mohammed bin

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*H.R.H. Mohammed bin Salman, Crown Prince of Saudi Arabia;  
H.M. Haitham bin Tariq, Sultan of Oman*



*H.R.H. Mohammed bin Salman, Crown Prince of Saudi Arabia;  
H.H. Sheikh Mohamed bin Zayed Al Nahyan, Crown Prince of Abu Dhabi*



H.R.H. Mohammed bin Salman, Crown Prince of Saudi Arabia;  
H.M. Hamad bin Isa Al Khalifa, King of Bahrain



H.R.H. Mohammed bin Salman, Crown Prince of Saudi Arabia;  
H.H. Sheikh Tamim bin Hamad Al Thani, Emir of Qatar

Salman met with H.H. Sheikh Tamim bin Hamad Al Thani, Emir of Qatar. Both countries demonstrated their eagerness to re-engage with one another and actively facilitate economic ties. During his visit to Kuwait, H.R.H Mohammed bin Salman held talks with H.H. Sheikh Nawaf Al-Ahmad Al-Jaber Al-Sabah, Emir of Kuwait. As in Bahrain, the new Middle East Green Initiative was among

the issues highlighted. Improving the link between both country's national energy grids was also a key concern, as was lowering obstacles to bilateral investments and economic activity. ●



H.R.H. Mohammed bin Salman, Crown Prince of Saudi Arabia;  
H.H. Sheikh Nawaf Al-Ahmad Al-Jaber Al-Sabah, Emir of Kuwait

## Saudi Arabia and its renewable energy efforts

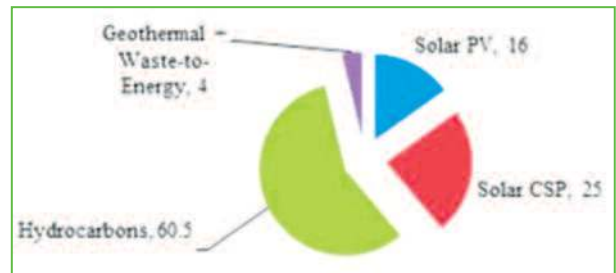
*continued from page 4*

energy to power desalination plants. Continuing KACST's water supply efforts, Advanced Water Technology (AWT, a subsidiary of KACST's commercial unit TAQNIA) completed the world's first large-scale water desalination plant powered solely by solar energy in 2018. With a peak production capacity of 60,000 m<sup>3</sup>/d, the USD-130m, 15-MW plant in the north-eastern city of Al Khafji serves 100,000 people and uses techniques developed by the KACST/IBM collaboration at KACST's Joint Center for Nanotechnology Research. The kingdom's solar-powered desalination plants are estimated to save 1.5 million barrels of oil per day in the process, which has the added benefit of reducing the impact of price increases.

The award of Saudi Arabia's first wind energy project, the Dumat Al Jandalan onshore wind farm, by REPDO in January 2019 marks another milestone. The project was awarded to a consortium led by EDF Energies Nouvelles and Abu Dhabi Future Energy Company (Masdar). It is worth USD 513m and was awarded on the basis of 1.99 cents/kWh, which is a new record low price for a project of this type in Europe, the Middle East or Africa. Connected to the Saudi grid since September 2021, the 400-MW

wind farm will generate clean energy that can power up to 70,000 Saudi households a year, saving 988,000 tonnes of CO<sub>2</sub> annually in support of Saudi Arabia's climate change mitigation goals.

Saudi Arabia's nuclear energy initiative goes hand in hand with its establishment of KA-CARE in 2010. Although quite tentatively in its early years, Saudi Arabia sought the consolidation of a nuclear sector to help diversify its economy, lowering the unemployment rate and providing sustainable desalination solutions. Within the framework of the National Atomic Energy Program, launched in mid-2017, the government aimed to enshrine nuclear power as a main pillar in the transition towards a green energy mix. In addition, a national policy for the programme, a nuclear law, a law regarding civil liability for nuclear damage and the Nuclear and Radiological Regulatory Commission were created to facilitate the implementation of the programme. After the announcement in November 2018 that as many as 16 nuclear reactors would be built over



*Proposed energy mix (GW) in Saudi Arabia in 2032*

the next 25 years, Saudi Arabia confirmed the realisation of two 3- to 4-GW reactors in January 2019, which are still under construction. By 2040, the kingdom projects that it will have 17 GW of nuclear capacity, providing for 15% of power requirements.

As part of a USD-5bn development for a world-scale, green, hydrogen-based ammonia production facility powered by renewable energy, NEOM, ACWA Power and Air Products also recently announced a significant megaproject based in NEOM. It will be equally owned by the three partners and is expected to introduce a new model for sustainable living while providing export markets with green ammonia. The project will include the construction of a 4-GW renewable energy plant powered by solar, wind and storage energy. ●

## New index published evaluating hydrogen investability

As the world is rapidly transitioning to renewable sources of energy, hydrogen has become increasingly important. The growing global demand for hydrogen has not passed the Middle East by and multiple countries in the region are seen as among the leading competitors in this field. The newly published "Hydrogen Investability Index" gives a comprehensive overview and provides insight into the market fundamentals that will drive hydrogen investments in the near and medium term in each country. The new report is titled "Emerging Hydrogen Superpowers" and includes a ranking of the forty most promising countries in the field of hydrogen.

The report's authors chose to focus on six criteria to determine a states' investability. The first considers regulatory drivers, such as government funding and procurement, carbon pricing, carbon borders, net-zero targets and pipeline projects. The second criterion is local demand, focusing on whether and to what extent industries like oil refining, freight, shipping, aviation, steel and cement exist in the respective countries. The third is the transportation and storage capabilities of a country, for example pipelines, geological storage potential, ammonia export infrastructure as well as LNG export infrastructure. The fourth factor is renewable resources, evaluating the cost, technical potential and market size of renewables. The fifth criterion is investability itself, which primarily means the investment risk as well as the ease of doing business in a given country. The final one assesses the energy insecurity of a country under the assumption that higher insecurity is a driver for a country to invest in domestic renewable hydrogen production.

Germany ranks number one out of all countries and scores 5/5 in the categories of regulatory commitment, transportation and local demand potential. The report's authors laud Germany for its National Hydrogen Strategy, which was introduced in June 2020 and aims to ensure that the country remains at the forefront of centralised planning and

funding of hydrogen projects across the value chain. It has one of the highest expected demand levels of hydrogen in the world and as a major future long-term net importer it consequently places a clear emphasis on building EU and global green hydrogen networks. The fact that Germany holds

Rank	Country
1	Germany
2	Spain
3	United States of America
4	Australia
5	France
6	Netherlands
7	Italy
8	United Kingdom
9	Canada
10	China
11	Japan
12	South Korea
13	Denmark
14	Chile
15	Norway
16	Poland
17	Saudi Arabia
18	Belgium
19	Portugal
20	United Arab Emirates
21	Austria
22	Sweden
23	Brazil
24	India
25	Oman
26	Russia
27	South Africa
28	Turkey
29	Greece
30	New Zealand
31	Ireland
32	Switzerland
33	Mexico
34	Indonesia
35	Vietnam
36	Morocco
37	Ukraine
38	Qatar
39	Uzbekistan
40	Namibia

Source: Hydrogen Investability Index

42% of Europe's onshore and offshore salt cavern hydrogen storage potential gives it a crucial edge over its regional competitors.

Saudi Arabia is also among the leading emerging hydrogen superpowers, ranking in 17<sup>th</sup> spot. Clean hydrogen appears to be a key pathway for the kingdom to achieve economic diversification and resilience against declining oil demands. It plans to invest USD 15.9bn in renewables and as the world's seventh largest ammonia producer it is well positioned to establish a leadership position in shipping green hydrogen in that format. Saudi Aramco and Germany signed a MoU in August 2021 to explore the export of green hydrogen from the kingdom. Another likely future leader in the field of hydrogen is the United Arab Emirates, ranking 20<sup>th</sup> globally. The UAE is aiming to become one of the world's lowest-cost and largest producers of clean hydrogen and is in the process of updating its 2050 national strategy to reflect its hydrogen ambitions. It scores especially well in the fields of investability (4.5/5), due to its excellent AA rating by S&P and its 16<sup>th</sup> spot in the World Bank Ease of Doing Business Index, as well as in renewable energy cost and potential (4/5) because of its world class solar resources at record low costs. The UAE is expected to announce a national hydrogen strategy in 2022.

Oman ranks 25<sup>th</sup>, viewing green hydrogen as an export commodity as an integral part of its 2040 vision to diversify its economy away from oil and gas. The country has signed a MoU and land agreement with Acme to establish a 3.5-GW green hydrogen and ammonia facility and has established a national hydrogen alliance made up of 13 public and private entities to drive the development of a national clean hydrogen export value chain. World class solar resources and a long track record of successfully procuring independent power producers with a well-developed local initial public offering market add to Oman's great potential in the field of hydrogen. ●

## UAE implements its largest legislative reform package

The UAE has adopted the largest legislative reform in its 50-year history. On 27<sup>th</sup> November 2021, H.H. Sheikh Khalifa bin Zayed Al Nahyan, President of the UAE and Ruler of Abu Dhabi, approved a package of more than 40 laws, amendments and other legislative changes. The new regulations cover a wide range of sectors, featuring: a revised crime and punishment law; changes to the electronic transactions and trust service law; an industrial property rights law; amendments to the federal copyright and neighbouring rights law as well as the federal trademarks law; an updated commercial register; a law on factoring and the transfer of civil accounts receivable; a new commercial companies law; a higher education law; an online security law; provisions on data protection; and the establishment of a UAE Data Office.

When looking at the revised regulations in more detail, some significant changes stand out. For example, the amendment to the law on electronic transactions and trust services gives digital signatures the same validity as handwritten signatures. Another example is the new UAE indus-

trial property rights law, which aims to protect industrial property and regulate procedures for its registration, use and assignment. The legislation addresses patents, industrial designs, integrated circuits, non-disclosure agreements and utility certificates, applying throughout the UAE, free zones included.

Elsewhere, the federal law concerning trademarks has been complemented by a wider scope of protection, now including three-dimensional trademarks, sound trademarks, smell trademarks and holograms. Moreover, products associated with cities, regions or countries will be registered with their geographical reference in the future. The requirement to have a trade license to allow the registration of a trademark has been abolished, while owners of small and medium-sized enterprises will receive temporary trademark protection during the participation in exhibitions. Updates applying to the commercial register include permission for local authorities to retaining the right to establish and manage their commercial records. This includes registration, data monitoring and change. Furthermore,

the scope of the register was expanded to the integration of economic institutions in all forms. Under the new commercial companies law, investors and entrepreneurs are allowed to establish and fully own onshore companies in most sectors. It regulates approvals and licences, which are required to launch a business in the UAE, and clarifies structural responsibilities within firms.

The establishment of the UAE Data Office aims to ensure the full protection of personal data. Affiliated with the cabinet, the office is responsible for a wide variety of tasks, including: proposing and preparing policies and legislation related to data protection; proposing and approving the standards for monitoring the application of federal legislation regulating this field; preparing and approving systems for complaints and grievances; and issuing the necessary guidelines and instructions for the introduction of data protection legislation. Over the past five months, 540 experts from 50 federal and local authorities had worked out the law package, subject to international standards. The legislative reforms come into effect on 2<sup>nd</sup> January 2022. ●

## Siemens and UAE work to speed up digital transformation of industrial sector

The UAE Ministry of Industry and Advanced Technology has launched a collaboration with Germany energy giant Siemens to fast-track the digitisation of the country's industrial sector. The agreement includes an evaluation of the digital maturity of 200 industrial companies in the UAE by the end of 2022. "The programme will equip our industrial companies with essential insights on their digital maturity and offer practical frameworks and tools to accelerate their transformation journeys", according to H.E. Sarah Al Amiri, Minister of State for Advanced Technology of the UAE. This collaborative effort is part of the UAE's Industry 4.0

programme to raise industrial productivity by 30% and add USD 6.8bn to its economy over the next ten years.

Increasing productivity and the development of innovative products is at the heart of the UAE's Industry 4.0 Strategy, which was announced in November 2021. According to the ministry, the digital maturity assessment programme will identify areas within the sector that are ripe for digital transformation, allowing the UAE to determine its current baseline level for the adoption of 4IR technologies across the country's industrial sector. The UAE government plans to increase the industrial sector's

output from USD 36.21bn at present to USD 81.68bn by 2031. Siemens is among the first companies to support the ministry's programme to accelerate the digital capabilities of thousands of local manufacturers.

"By joining forces with Siemens, we are gearing up to elevate our local industrial capabilities and shape a future industrial landscape that is as sustainable as it is productive and profitable", H.E. Sarah Al Amiri noted, adding: "At a time when industry is transforming faster than at any period in history, partnerships such as this hold the key to unlocking a new era of smart industrial growth". ●

## Egypt

### Suez Canal Economic Zone finalises trial operation on Sokhna/Port Said interconnection

The Suez Canal Economic Zone (SCEZ) has confirmed the successful completion of the trial operation on the Port Said/Sokhna railway link. With a load capacity of 50 TEUs, the first container freight train arrived in Ain el-Sokhna Port after passing the 200-km line starting at West Port Said Port. Moreover, the SCEZ also announced the completion of a joint action plan aiming to solve West Port Said's low trading rates, developed in cooperation with the Port Said Container Handling Company, DP World, the Egyptian Customs Authority and the concerned departments and authorities. In January 2021, Egypt laid the groundwork for another railway link between Ain el-Sokhna and El Alamein. The high-speed connection is scheduled to be operational in 2023.

## Iran

### Iran and Pakistan conclude barter trade agreement

Iran and Pakistan have reached an agreement to promote barter bilateral trade. The decision was announced by H.E. Sualeh Faruqi, Commerce Secretary of Pakistan, in a meeting of the Senate Standing Committee on Commerce after it had been stipulated during the ninth meeting of the Pakistani-Iranian Joint Economic Committee on 6<sup>th</sup> November 2021 in Tehran. It comes in the face of the sanctions laid on Iran by the United States. The agreement is expected to overcome issues that had hampered bilateral trade as a consequence of the lack of banking channels between the two countries. Iran and Pakistan had already announced the imminent implementation of a free trade agreement. The two sides are aiming to expand annual trade exchanges to USD 5bn by 2023.

## Iraq

### IMF sees Iraqi economy ahead of post-pandemic rebound

In a virtual mission on Iraq, the IMF has projected that the Iraqi economy is

set to recover, having been hit hard in 2021. Higher oil prices and the lifting of pandemic restrictions are expected to result in this economic rebound. The IMF expects real non-oil GDP to expand by 12% in 2021 and anticipates that inflation, which had reached up to 7.2% in September, will ease. In addition, the institution has asserted that Iraq's economy is likely to achieve a higher economic growth rate in 2021 than the rest of the countries in the immediate region. Iraq is predicted to experience economic growth of 3.6%, surpassing Bahrain's 3.3%. Other oil-rich Gulf states are expected to achieve growth rates as follows: Saudi Arabia 2.9%, Oman 2.5%, the UAE 2.2%, Qatar 1.9% and Kuwait 1.9%.

## Israel

### OECD raises 2021 and 2022 GDP growth forecast for Israel

At the end of 2021, the Organisation for Economic Cooperation and Development (OECD) published its economic outlook for Israel. The report raises the country's GDP growth forecast for 2021 from 5% in the last prognosis up to 6.3%, but this still remains under the 7% prognosis revealed by the Ministry of Finance of Israel. The initial outlook for 2022 is less optimistic, with growth of 4.9% now expected, up from the 4.5% indicated in the previous publication, while a growth rate of 4% is estimated for 2023. In light of global growth, the OECD calls Israel's economic recovery "strong but imbalanced" but emphasises the promise of the advanced booster vaccination campaign.

## Jordan

### Siemens and SAM Engineering to build Industry 4.0 Innovation Center

In the framework of the EU's "Innovation for Enterprise Growth and Jobs" programme ("Innovative Jordan"), Amman-based SAM Engineering will cooperate with Siemens Digital Industries to implement the EU-funded Jordan Industry 4.0 & Digitalisation Innovation Centre, which will be the first of its kind in the kingdom. According to the project plans, Siemens' responsibility covers digitalisation assessments of 20 Jordanian manu-

facturing companies from the pharmaceutical, food and beverage sector and how they could overcome challenges by using state-of-the-art Industry 4.0 technologies. The EU programme, which encompasses the partnership between Siemens and SAM Engineering, aims to support private sector innovation. When finalised, the centre is expected to create jobs and generate sustainable industrial growth by promoting the shift to digital manufacturing, smart technologies and automation. The project is part of the government's digital transformation strategy, which strives to make Jordan a regional digitisation hub and enhance the country's export potential.

### International Trade Center and GIZ put Trade Facilitation Portal online

Jordan has launched its "Trade Facilitation Portal". The new facility offers information on foreign trade questions and a trade information bank, providing compulsory documents as well as an automated answering machine in both Arabic and English. It is part of a project to improve the business environment for small and medium-sized enterprises (SMEs) which is being jointly implemented by Jordan, the International Trade Center and the German Agency for International Cooperation, receiving funding from the German Federal Ministry for Economic Cooperation and Development. The step comes in line with government plans to expand digital transformation over the economic sectors and make the country's SMEs more competitive. The portal is designed to contribute to the improvement of transparency and access to information, the enhancement of cooperation between public and private sector and the reduction of bureaucracy.

## Kuwait

### Emir of Kuwait reappoints Prime Minister

H.E. Sheikh Sabah al-Khalid has been reappointed as Prime Minister of Kuwait by an emiri order. The step comes after the resignation of the prime minister's cabinet on 8<sup>th</sup> November 2021 amid a political standoff. Opposition lawmakers questioned H.E. Sheikh Sabah al-Khalid

during a session of the elected parliament. The government has started a dialogue with members of parliament to exit the impasse. H.E. Sheikh Sabah has been prime minister since late 2019.

## Oman

### Oman and the EU pave the way for an open-skies accord

Oman and the EU have signed a Comprehensive Air Transport Agreement. This comes as a first step towards an open-skies accord, which is expected to be finalised within five years. The document indicates Oman's keenness to liberalise air traffic to EU countries and is designed to facilitate the increase of flight frequencies between the sultanate and the EU as well as the addition of new destinations for both the national carrier Oman Air and Salam Air. Furthermore, the accord allows EU airlines to approach all Omani airports from any EU member state. Currently, only KLM and Air France offer direct flights to Muscat International Airport. In addition, the agreement includes regulations on other aspects of aviation, namely commercial opportunities, doing business, safety and security, air traffic management, environment, fair competition and social issues. Both sides will now arrange the necessary procedures to prepare the final agreement.

## Pakistan

### Foreign trade set for enhancement

Pakistan's Minister for Economic Affairs H.E. Omar Ayub has announced that Islamabad and Beijing are entering the next phase of their China-Pakistan Economic Corridor project, under which Special Economic Zones (SEZs) are being established in the country. These are expected to prove helpful in attracting foreign direct investment and establishing industrial units, while the minister also noted that they will boost employment opportunities and accelerate economic activity. The imminent operationalisation of Gwadar Port is also due to lift external trade. Pakistan provides immense investment opportunities in diverse sectors. The package of incentives for SEZs includes exemp-

tion from income tax for ten years and one-time exemption from all customs duties and taxes on the import of capital goods. According to H.E. Omar Ayub, "Pakistan is looking forward for mutual cooperation in the areas of agricultural research, crop productivity, value addition and food processing through the establishment of joint ventures and business-to-business contacts.

## Qatar

### Al Bayt Stadium in Doha completed

Construction works have been completed at Al Bayt Stadium in Doha, as announced by the project manager Webuild, a leading global construction company. The 200,000 m<sup>2</sup> stadium was commissioned by the Aspire Zone Foundation and has a capacity of 60,000 spectators. Its design is inspired by the traditional Qatari bayt al-sha'ar tent. In 2020, the project was awarded two certifications, emphasising its reduced environmental impact. With the FIFA World Cup Qatar 2022 scheduled to start in November of this year, the stadium has now already been the venue for the inaugural game of 2021 FIFA Arab Cup on 30<sup>th</sup> November 2021.

## Tunisia

### Agreement signed between Germany and Tunisia for innovations in agriculture sectors

As part of the project "Innovation for Agriculture and Agribusiness" (IAAA), the Tunisian Agency for the Promotion of Agricultural Investment, the German Agency for International Cooperation (GIZ) and the Tunisian Office of Livestock and Pasture signed a partnership agreement on 14<sup>th</sup> December 2021. The objective of the deal is to professionalise the value chain of the milk sector and increase the productivity and income of Tunisian farmers while ensuring the environmental sustainability of the interventions conducted. The partnership between the three institutions will focus on the preservation of natural resources, adaptation to climate change, the organisation and governance of the sector, capacity-building and the use of digital solutions for better monitoring of farmers. The IAAA is under

implementation in Tunisia as part of the "Green Innovation Centres for the Agribusiness Sector", a global programme of the GIZ. The overall objective of the project is to improve the socio-economic situation of smallholder farmers in rural areas through sustainable innovations to increase productivity and farm incomes. In 2016, the milk value chain was selected as a priority value chain by the IAAA project due to its socio-economic importance.

## Turkey

### Turkey and Qatar sign cooperation agreements

The seventh meeting of the Turkey and Qatar Supreme Strategic Committee was held in Doha on 7<sup>th</sup> December 2021 with the participation of Turkish President H.E. Recep Tayyip Erdoğan and the ruling Emir of Qatar, H.M. Tamim bin Hamad Al Thani. The two countries signed 15 agreements, while the two leaders discussed various matters of trade, investment, development, culture, youth, sports, diplomacy, health, religious affairs and media cooperation, also signing agreements in the aforementioned fields. Furthermore, they exchanged views on bilateral relations as well as regional and international issues during the meetings. The new agreements aim to strengthen the relations between Turkey and Qatar.

## United Arab Emirates

### The UAE shifts weekend to Saturday and Sunday

At the beginning of 2022, the UAE moved its weekend to Saturday and Sunday. As Friday is considered a holy day in Islam, most countries in the Gulf have Friday to Saturday weekends, with Sunday as a working day. The UAE has changed this in order to align its global trade, financial and economic transactions with other countries. This change is designed to help the UAE advance as a global player. Furthermore, the UAE will have a half day on Friday, which will make the weekend longer for its citizens and residents. It is anticipated that the work-life balance and economic productivity will steadily improve.

## Fair news

### EGYPS – Egypt Petroleum Show, EGYPT International Exhibition Center (EIEC), Cairo, Egypt (14<sup>th</sup>-16<sup>th</sup> February 2022)

The Egypt Petroleum Show (EGYPS) is the leading oil, gas and energy exhibition and conference in Egypt, North Africa and the Mediterranean. Under the patronage of and attended by H.E. Abdel Fattah El Sisi, President of Egypt, EGYPS is a key meeting place in the region, where business is conducted, new and existing relationships are developed, and oil and professionals network and share their industry knowledge and expertise. With Egypt officially announced as the host of COP27, the Egypt Petroleum Show convenes at a critical time in the industry's ongoing recovery and transition. EGYPS 2020 hosted 438 exhibitors from 80 countries and welcomed 30,369 attendees over three days. The next edition will be the fifth anniversary of EGYPS.

### MEE – Middle East Energy, Dubai International Convention & Exhibition Centre, Dubai World Trade Centre, UAE (7<sup>th</sup>-9<sup>th</sup> March 2022)

With a 45-year legacy, Middle East Energy (MEE) has successfully established itself as the most reputable and comprehensive energy event in the MENA region. MEE brings together leading manufacturers and industry experts from around the world. MEE 2022 will shed light on five specific product sectors: smart solutions, renewable and clean energy, critical and back-up power, transmission and distribution, and energy consumption and management. With that in mind, MEE will continue its legacy of introducing the right solutions and products to the right people, all in one place.

### The Big 5 Saudi, Riyadh International Convention & Exhibition Center, Saudi Arabia (28<sup>th</sup>-31<sup>st</sup> March 2022)

Launched in 2010 with a mission to fully equip Saudi Arabia's construction sector

amidst its huge development plans, The Big 5 Saudi is the kingdom's leading construction event. Now taking place in Riyadh, The Big 5 Saudi continues to serve as a true testament to the country's growing attractiveness in the global construction arena, bringing together industry players in support of the kingdom's ambitious Vision 2030 objectives. With the introduction of four specialised co-located events alongside seven construction product sectors, an independently judged "The Big 5 Saudi Impact Awards" and the expansion of free and certified education sessions, the event represents and celebrates the construction sector in its entirety. Developed for the industry by listening to the industry, The Big 5 Saudi brings The Big 5 brand's more than 40 years of experience to the kingdom's bustling construction and infrastructure projects market. Its mission is to unite the global construction community and provide leading-edge innovation, knowledge and business opportunities for industry stakeholders to connect and succeed.

## Exchange rates

Country	ISO-Code	Currency	Exchange Rate (EUR)
Afghanistan	AFN	Afghan afghani	0.84
Algeria	DZD	Algerian dinar	0.64
Bahrain	BHD	Bahraini dinar	233.18
Egypt	EGP	Egyptian pound	5.62
Iran	IRR	Iranian rial	0.002
Iraq	IQD	Iraqi dinar	0.06
Israel	ILS	Israeli new shekel	28.11
Jordan	JOD	Jordanian dinar	125.16
Kuwait	KWD	Kuwaiti dinar	232.07
Lebanon	LBP	Lebanese pound	0.06
Libya	LYD	Libyan dinar	19.08
Morocco	MAD	Moroccan dirham	9.44
Oman	OMR	Omani rial	229.91
Pakistan	PKR	Pakistan rupee	0.5
Qatar	QAR	Qatari rial	24.12
Saudi Arabia	SAR	Saudi rial	23.63
Syria	SYP	Syrian pound	0.17
Tunisia	TND	Tunisian dinar	30.93
Turkey	TRY	Turkish lira	5.36
U.A.E.	AED	Emirati dirham	24.16
Yemen	YER	Yemeni rial	0.35

(No liability assumed). Each rate is valid for 100 currency units.

Source: OANDA

Last update: 21<sup>st</sup> December 2021

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## QatarEnergy further expands foreign portfolio

QatarEnergy, formerly Qatar Petroleum, has once again expanded its already large-scale foreign portfolio and business connections. For example, it recently announced that its liquefied natural gas (LNG) producing subsidiary Qatar Liquefied Gas Company Limited has signed a purchase agreement with S&T International Natural Gas Trading Company Limited for the supply of one million tonnes per annum of LNG to China over a period of 15 years. H.E. Saad Sherida Al-Kaabi, Minister of State for Energy Affairs and President and CEO of QatarEnergy, remarked that the conclusion of the contract further signalled that they were not only expanding their customer base into China, but that Qatar is regarded as a trustworthy and reliable partner.

Qatar's fleet of conventional, Q-Flex and Q-Max LNG vessels will be used for the LNG deliveries, enabling S&T to receive the LNG volumes mainly at the Tangshan LNG Receiving Terminal. Further expanding its business connection with China, QatarEnergy also recently announced that its LNG producing affiliate, Ras Laffan Liquefied Natural Gas Company Limited, has

entered into a long-term sale and purchase agreement with Guangdong Energy Group Natural Gas Co. Ltd. for the supply of one million tonnes per annum of LNG to China over a ten-year period starting in 2024.

As another example, QatarEnergy will enter Egypt's upstream sector in two offshore exploration blocks. It reached an agreement with Shell to acquire working interests in two offshore exploration blocks located on the Egyptian side of the Red Sea. QatarEnergy has been awarded a 17% working interest in Blocks 3 and 4, which had been awarded to Shell in a tender process in 2019. Block 3 covers an area of 3,097 km<sup>2</sup> in water depths of 100 to 1,000 metres, while Block 4 covers an area of 3,084 km<sup>2</sup> in water depths of 150 to 500 metres.

H.E. Saad Sherida Al-Kaabi expressed his pleasure at the conclusion of the agreement, highlighting the important development that QatarEnergy's entry into the established upstream oil and gas sector in the Egypt represents, further advancing QatarEnergy's growth strategy in this sector. Furthermore, he thanked the Egyptian authorities for

their support and highlighted the opportunity to expand relations and cooperation with strategic partner Shell as well as the Egyptian Ministry of Petroleum and Mineral Resources, the Egyptian Tharwa Petroleum Company and other partners.

Additionally, a consortium comprising affiliates of QatarEnergy and Exxon-Mobil have signed an exploration and production sharing contract (EPSC) with Cyprus for the offshore Block 5 located to the southwest of the island. This is QatarEnergy's second exploration block Cyprus, in addition to Block 10, which was awarded to the same consortium in 2017 and resulted in the so-called "Glaucus" gas discovery announced in February 2019, which resulted in the discovery of estimated in-place resources of 5 to 8 trillion cubic feet of gas.

Further assessments are planned to follow over the coming months in order to further refine this estimate. Under the terms of the EPSC, QatarEnergy will hold a 40% working interest in Block 5, while ExxonMobil will be the operator and will hold a 60% working interest in the endeavour. ●

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## "The most important legacy of the FIFA World Cup in Qatar is what it means for the dynamic of the relationship between 'East' and 'West'"

continued from page 1

We are working hard with our partners to do whatever it takes to deliver a safe, secure, and health-conscious tournament under the circumstances. We recently signed an agreement with our own Ministry of Public Health, FIFA and the World Health Organisation that will assist us in those efforts. We have endured almost twelve years of various challenges in preparing for this event and I am sure the final stretch will be no different. I am very confident that we can navigate any challenge and deliver the best World Cup in the history of the tournament.



Lusail Stadium, host of the final of FIFA World Cup Qatar 2022

**The media focus has increased in recent years on questions surrounding the sustainability of such mega events. Qatar has vowed to set new standards in this regard. Which measures have you taken?**

It is important to note that the bid we presented to FIFA was meticulous in terms of sustainability and legacy, and I firmly believe that this was one of the most underreported factors in our eventual success. We wanted to make sure that any infrastructure built for the tournament had legacy and post-use front of mind. Our planning began by carefully considering the national infrastructure plans and ensuring that our proposals for the World Cup fitted and integrated within and alongside that

blueprint. Our country's development was proceeding at a rapid pace even in 2009. Regardless of the World Cup, we required the upgrading of our national infrastructure (e.g. metro system, airport expansion, expressways). These developments were not "forced" by the World Cup, but the World Cup did serve as an accelerator and presented us with a firm deadline for delivery.

At the time we bid, it (sustainability of mega events) was already a topic on our minds and ensuring our bid and tournament were sustainable led our thought process. We pledged to build stadium infrastructure that would be downsized after the tournament, with removable modular top-tiers, with a

proposal to send the infrastructure for re-builds in countries in need of sporting infrastructure. For example, a 40,000-seater stadium used during the World Cup would seat 20,000 in post-World Cup use, and therefore fit our needs as a nation. After winning the bid, we consulted with the local communities in the areas where stadiums would be built and ascertained which facilities and amenities the communities needed most. We integrated these facilities into the stadium and precincts, and so you will see that across all of our stadiums are various amenities such as schools, hospitals, wedding halls, green space, business hotels etc. as per the communities' requirements. We are building infrastructure that will serve

Bilateral trade between Germany and Qatar in 2021 (in EUR)										
	January	February	March	April	May	June	July	August	September	October
German exports to Qatar	72.52m	90.48m	105.43m	128.14m	92.25m	99.52m	110.11m	106.6m	153.87m	114.83m
Qatari exports to Germany	21.89m	6.76m	35.09m	31.43m	33.86m	34.94m	48.59m	38.02m	46.79m	49.64m

Source: Federal Statistical Office of Germany

Bilateral trade between Germany and Qatar from 2016-2020 (in EUR)					
	2016	2017	2018	2019	2020
German exports to Qatar	2.52bn	2.18bn	1.35bn	1.45bn	1.54bn
Qatari exports to Germany	424.23m	355.77m	318.94m	295.39m	1.04bn

Source: Federal Statistical Office of Germany

our people for the decades that follow the World Cup. 13 years on from the bid, some of our plans may eventually be altered or tweaked but the core of the vision will be delivered upon. I am most proud to note (in the sphere of sustainability) that our "974" Stadium is a completely "demountable" stadium, comprised from shipping containers, and the first of its kind and size in a mega event. The stadium's components can be moved, and utilised to build other infrastructure, and the land it currently sits on will be returned to the government after the event.

Environmental sustainability is also a matter we considered with depth and detail, in line with our country's 2008 Qatar National Vision. We pledged to deliver a carbon-neutral tournament and we are in line to deliver on that promise. What is unique about our promise is that it is not limited to the 28 days of football, it also encompasses construction of our tournament infrastructure. An 800-MW solar farm built by the government lies at the centre of this pledge, which will provide energy/power via the grid, and combines with our own steps to ensure sustainability through smart design of infrastructure, recycling within construction, and various other initiatives that combine to assist us in achieving our goal. Worker welfare is another example of our commitment to sustainability and human legacy. Numerous initiatives developed and implemented on World Cup projects are now integrated into government policy and contributing

to the rapid labour reform processes that our nation has committed to. Across the board, we want to ensure the work we commit to lives on, and serves our country's citizens, residents and guests well beyond the World Cup.

**How valuable is it to your mind that the World Cup in Qatar will be the first such tournament in the region?**

I think it is fundamental in its importance and value. This region has not had the opportunity to host an event on this scale before. The people of our region love football as much as anywhere else in the rest of the world, and it is a precious opportunity for them to have history made in their part of the world, rather than looking on as the action takes place somewhere else.

I have always stressed that the most important legacy of this tournament is the opportunity it brings for developing people-to-people relations and what that means for the dynamic of the relationship between "East" and "West". There is no platform that can compare to the World Cup when one considers this matter. What other event can bring together 15,000 Koreans and 15,000 Tunisians in a city in the middle of Russia in a celebratory mood, with the central focus being a game we are all inspired by and love? 2022 will be a special moment in the history of our region for this reason. For decades (and more) our region is viewed through a lens – especially in the West – of conflict, war and negative stereotypes.



H.E. Hassan Al Thawadi, Secretary General of Qatar 2022; Helene Rang, NUMOV

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This World Cup is a moment that can transcend those perceptions by bringing regular people together, letting them see that our common humanity is more important than our differences, and building friendships in our country and in our region through football.

Our societies and communities are under constant pressure to become more polarised, and various forces around the world continue to exacerbate our differences and seek to benefit from turning our minds inward. The first World Cup in our region is the perfect antidote to that. I hope that in the years that follow the World Cup that people who visited from other parts of the world treasure the memories that were formed and the friendships they made when visiting Qatar in 2022. I hope that people's views of our region and our culture are transformed and that ultimately they realise that as citizens of the world, our similarities are so much more than our differences.

*continued on page 30*

## "The most important legacy of the FIFA World Cup in Qatar is what it means for the dynamic of the relationship between 'East' and 'West'"

*continued from page 29*

An example of this in practice is the Arab Cup that just finished a few days ago. It brought together 16 nations on our soil, with an incredible atmosphere throughout the country. At the opening ceremony, there was a most beautiful moment when all of the national anthems of the participating countries were sung together in a "fusion" lasting five minutes in front of the 60,000-capacity crowd. The moment touched so many people across the region and the world and demonstrated football's power to unite and bring people together in a way that many other mediums are unable to. These are the moments that football makes possible, and these are the moments that will make the 2022 FIFA World Cup such a special event.

**Pending the success of the World Cup – which of course we are certain it will be – what will this mean for Qatar going forward? Will you place bids on hosting more major (sporting) events?**

Let us set the record straight on this. Qatar has played host to major sporting events for decades now. The World Cup is not the first example and it will not be the last example. In 2006 we hosted the Asian Games, which in terms of participants and sports, is the "biggest" event in the world. Prior to that we had hosted numerous tournaments and events. In 1995, we stepped in three weeks out from the FIFA World Youth Championship and hosted when Nigeria was unable to for internal reasons. From the mid to late 1990s, we have hosted the ATP and WTA Tour tennis events on an annual basis, the PGA European Golf Tour, MotoGP, and



*Supreme Committee for Delivery & Legacy, Al Bidda Tower*

numerous other major events. We hosted the AFC Asian Cup in 2011 (the Asian version of the "Euros"), the Handball World Championship in 2015, World Athletics in 2019, Formula 1 this year, and have consistently and gradually built a reputation as a reliable and successful host of major sporting events.

Certainly, the FIFA World Cup is the pinnacle in our hosting history. However, it is a continuation on a path of serving as a host to the world in the sphere of sport that our country is sincerely committed to. We have built internal capacity and knowledge that is extremely valuable, and we have built infrastructure that is ready to host any event at any time. We recently signed a ten-year deal to host Formula 1. We were awarded the hosting rights for the 2030 Asian Games, and we are still in a bidding race to host the 2027 AFC Asian Cup. Qatar and Doha are already established global sporting capitals, and I am confident we will continue to develop within that sphere.

**The World Cup has been the vanishing point of many of Qatar's ambitious plans and projects in years leading up to it. Looking ahead, where do you see the most potential for Qatari-German economic relations to improve further?**

I think it goes without saying that our country considers its bilateral relationships as absolutely critical for our future and the relationship with Germany is absolutely central to that vision. In the very short-term and within my own sphere, Qatar and Germany are connected through hosting two major events in quick succession – the 2022 FIFA World Cup and UEFA Euro 2024. I am confident that this will provide us with an opportunity for knowledge exchange and best practices in terms of hosting capabilities and plans and forge an even closer relationship between us in sport. At a bilateral economic level, I have no doubt that our countries will remain very close partners and I have no doubt that the future holds an even closer relationship for Qatar and Germany. ●

### Bilateral trade between the European Union and Qatar from 2016-2020 (in EUR)

	2016	2017	2018	2019	2020
<b>EU exports to Qatar</b>	7.38bn	7.56bn	8.05bn	11.37bn	6.94bn
<b>Qatari exports to the EU</b>	3.91bn	4.74bn	5.78bn	5.82bn	3.64bn

Source: European Commission

## Natural gas makes the European Green Deal work

by Dawn Summers, Member of the Board of NUMOV,  
Member of the Board of Wintershall Dea GmbH and President of GasNaturally

Almost two years ago, the EU Commission presented the European Green Deal, a vision for climate protection and an economy of the future. Dawn Summers, Member of the Board of NUMOV, Member of the Board of Wintershall Dea GmbH and President of GasNaturally, has set out how natural gas can contribute to this. Combining a long-term vision with a detailed implementation plan, the proposal established a bold ambition for Europe: to better protect the climate without weakening our economy, to move forward with new technologies without leaving anyone behind and to invest a great deal of money, wisely.

The COP26 climate conference in Glasgow focused on climate policy, with an eye on the 1.5-degree target. The gas industry supports decisive action and believes that updated policy must focus on all effective, proven measures. That includes the use of natural gas, carbon capture and storage (CCS) and the role of hydrogen. The task is too important, too urgent, to rule out low-carbon solutions that work! And the economy and prosperity are too important to renounce economic efficiency or weaken our commitment to security of supply. The gas industry has been the hidden backbone for people's lives for decades: giving them energy in the truest sense of the word. Wintershall Dea will continue to do so in the future. But in a different way and above all: **with the intention to achieve net zero in operations by 2030**. The gas industry has the will and the technology to protect our climate and advance decarbonisation. We fully support net zero by 2050. We are supplying the market with natural gases and are transforming to ensure that our products contribute and enable climate neutrality – supplying the market with natural, low-carbon and renewable gases. The gas industry is developing innovative technologies. From hydrogen and CCS, to biogas, bioLPG (biogenic Liquefied Petroleum Gas) and fuel cells, we are providing solutions for the low-carbon



energy systems of the future. Gas in all its forms is not only flexible, but is also a climate-friendly fuel. As the gas industry, we agree to the EU's vision: The European Green Deal should be an effective strategy for growth. And we want to contribute to the European Green Deal. We urge the Commission to create an inclusive, fit-for-purpose, policy framework that will foster all forms of clean hydrogen and CCS. That in turn would safeguard the competitiveness of Europe's industrial sector and secure high-quality jobs in Europe. Moreover, we need a CCS strategy that supports public acceptance of the technology and drives forward its use. The transitional role of natural gas must be safeguarded. There is no better complement to rising renewables, and many member states in Europe will need gas for the coming decades as they shift away from coal. We must combine economic strength and environmental protection – otherwise we will lose both.

Natural gas is and should remain the partner for renewables. Because energy consumption continues to rise and intermittent renewables are not always a reliable source, recent reductions in coal-fired electricity generation, especially in 2020, were enabled by a constant supply of power from natural gas. The fuel was able to compensate for around 50% of the reduction in coal-fired electricity production in Europe. Therefore, gas should be seen as the second pillar of the energy transition alongside elec-

trification. Gas provides flexible and scalable energy to replace more polluting energy sources. If you want renewables, you can't leave gas out of the equation.

CCS can be a key technology for addressing climate change, and it is already available in some European countries. CCS involves capturing CO<sub>2</sub>, for example from power plants or industrial facilities, and storing it long-term in underground geological structures, such as depleted offshore oil and gas reservoirs. Countries on the North Sea are doing it already, such as Denmark. In Project Greensand, Wintershall Dea is a core member of the consortium, alongside INEOS Oil and Gas Denmark and 30 other companies and organisations. The consortium believes the project may in future be able to safely store 8 million tonnes of CO<sub>2</sub> per year, equivalent to a quarter of all Danish emissions. CCS receives significant political support in Denmark, with the Danish parliament identifying the technology as a crucial means to meet the country's emission targets. CCS enables proven and affordable decarbonisation of sectors with CO<sub>2</sub> emissions that are difficult or impossible to avoid. One example is the steel industry. In Germany, 85,000 people are directly employed in the steel industry, with another four million indirectly employed in wider industry. Using CCS to enable low carbon steel manufacturing will help secure the industry's competitiveness in the coming decades. That's aligned with another important goal of the European Green Deal, which is not only a climate programme but also a Pan-European idea to take our economies to the next level. President of the EU Commission H.E. Ursula von der Leyen said it herself: "The European Green Deal is our new growth strategy – it is a strategy for growth that gives more back than it takes away... We want to be the frontrunners in climate friendly industries, in clean technologies, in green financing."

**Oliver Romald Siebert**  
Partner (Member)

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Established in Abu Dhabi in 2018, ADQ is one of the region's largest holding companies, with direct and indirect investments in more than 90 companies. Its portfolio of major enterprises span key sectors across Abu Dhabi's economy, including food and agriculture, aviation, financial services, healthcare, industries, logistics, media, real estate, tourism and hospitality, transport and utilities. As a strategic partner of the government, ADQ is committed to accelerating the transformation of the emirate into a globally competitive and knowledge-based economy. It is both an asset owner and investor in local and international target sectors which align with Abu Dhabi leadership's vision.

### Atlas Energy Generation INC.

Tersane Cad. Diler Han 96 Karaköy Beyoğlu, Istanbul, Turkey; Tel: +90 212 253 66 30; Fax: +90 212 255 30 32; Email: enersatis@dilerihld.com; Internet: atlasenerji.com.tr/

Atlas Energy's journey started with the establishment of its first rolling mill in Karabük in 1954 to meet rapidly increasing construction steel demand. It is now one of the leading companies in the iron and steel industry, operating Dilovası and İskenderun Integrated

Iron and Steel Facilities, an important investor in the tourism sector and among the top 15 Turkish energy companies in terms of total generation power. For instance, DIM HEPP covers an installed power of 38 MW in Antalya and Iskenderun Imported Coal Thermal Power Plant has an installed power of 1,200 MW. Moreover, Atlas Energy operates at Diler Port and Iskenderun Port.

### Cyberton Global DMCC

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Cyberton is a value-added distributor headquartered in Dubai, backed by professionals with decades of experience in networking and information security. It serves the enterprise and SME markets in the MENA region, harnessing vendor technologies to tailor solutions befitting varied cyber security challenges faced by end customers and working within its committed reseller partner ecosystem across the region.

### GIT-ZONE.com

10<sup>th</sup> Floor, Delta Stars Towers, El-Nasr Road, Nasr City, Cairo, Egypt, Tel: +202 2349 2311; Email: osama.fahmy@git-zone.com; Email: info@git-zone.com; Internet: www.git-zone.com

GIT-ZONE.com is the first e-commerce platform in the Middle East to bridge the gap between the buyers and suppliers not only in local markets, but also globally. The plat-

form is designed to make wholesome trading easier for all parties concerned by creating a safe, technology-driven and sustainable business environment for buyers, suppliers and investors. Its value proposition is found in the wide range of categories offered at competitive rates, easy communication between all parties, a size-doesn't-matter order policy for buyers and a guaranteed quality of product and service even after sale. It is not limited to a certain sector or country, meaning that buyers and suppliers can enjoy borderless trading. Categories range from electronics to apparel, accessories, agriculture and more.

### Jitendra Business Consultants FZ-LLC

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Jitendra Business Consultants (JBC) supports organisations in the UAE. With a pragmatic presence and an array of clients, JBC guides investors with a team of trained professionals offering an understanding of individual entrepreneurs, SMEs and multinational corporations. It specialises in providing complete solutions to clients in setting up their businesses, in organisational profitability and in updating systems according to new business environments, guaranteeing state-of-the-art techniques and professional standards. Together with clients, it develops a clear vision, objectives and targets, evaluating management processes, leadership development, financial stabilities and more.

## Present your company at [www.numov.de](http://www.numov.de)



**NUMOV has a strong internet presence which is frequently visited by companies not only from Germany, but also from the countries of the MENA region. Make use of this platform by presenting your enterprise on our website [www.numov.de](http://www.numov.de)!**

**We offer you the opportunity to advertise on the NUMOV homepage for varying periods with a direct link to your respective website.**

**Please reply to [numov@numov.de](mailto:numov@numov.de)**

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Bank ABC in Europe is a niche bank with extensive expertise in export and trade finance as well as a geographic focus on the Middle East and North Africa (MENA) region. We are the natural banking partners for all European Corporates with extensive MENA related export & project activities; more specifically – also thanks to our key shareholder Central Bank of Libya – we have a prominent market position in Libya where we can offer to our customers decades of in-depth trade finance experience.

With more than 35 years of operational presence in Frankfurt, we understand the German-speaking markets and serve it as their reliable MENA banking partner. Our customers can rely on our long-term MENA commitment – especially during volatile periods.

We offer customized support and operational services from our German-speaking local trade finance support team and support our customers all the way from tendering to execution. Aside from our local banking services we provide access to the global network of Bank ABC and our other correspondent banks. We are an approved partner of Hermes AG, Hamburg, for ECA-covered export financing.



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## Roland Logistik – strong, reliable and trustworthy

The North African and Arab region is considered one of the cradles of complex logistics processes and gathering points of various logistics services. For thousands of years, caravans have transported goods to and from the ports by land. The result was a sophisticated infrastructure with trading centers and specialists in the logistics sector. Appropriate transport packaging, safe stowage on the pack animals and transport logistics were provided. Safety, the choice of the right transport route and the consideration of external influences, such as seasonal weather conditions, played an important role in the planning. Also, there were already security services available that protected the caravans on the journey and at the watering holes from raids. The transshipment points served not only as trading centers, but also as information centers where news and ideas were exchanged. Even then, the caravan with the best logistical concepts, the best equipment, and the highest quality, was the highest regarded service provider for the trading houses.

This business model still holds true today. As a globally operating project forwarding company with a focus on North Africa and the Arab world, and especially in Libya, the quality of our service and customer satisfaction come first. Tailor-made logistics processes for each individual project. Although today's modes of transport differ from those of caravans, the availability of high-performance equipment and the choice of suitable transport routes forms the foundation of successful planning. Libya, one of Germany's most important trading partners before the revolution in 2011, then a country in civil war, is currently in a process of stabilization with promising beginnings of an economic spring.

Since the opening of our office in Tripoli in 2004, we have been offering our customers local transports in the heavy lift sector, including settling on the foundations. This includes not only the transports on the coastal road, but also transports to the Libyan desert such as Ghadames, Sebha or Kufra. Sea and air freight transports to and from Libya, customs clearance, transport escort and warehousing are of course also part of our portfolio. Our local staff is multilingual (German, Arabic and English). Value-adding additional services such as document translations, visa invitations, hotel bookings and travel companions are also part of our range of services.



Ever during the revolution, we maintained our activities in our office in Tripoli and expanded the activities in opening a representative office in Benghazi. Our Libyan customers recognized our perseverance with trust and appreciation. At our headquarters in Delmenhorst, languages, and cultures play an important role. Communication takes place in the national languages, i.e., Arabic, Turkish, Persian, German, English, or French. Linguistically related misunderstandings are not known to us, solutions are worked out in cooperation with our customers without any time delays.

We would be incredibly happy if you would also join our caravan. We cannot offer any dangerous adventures, rather a relaxed transport trip.



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