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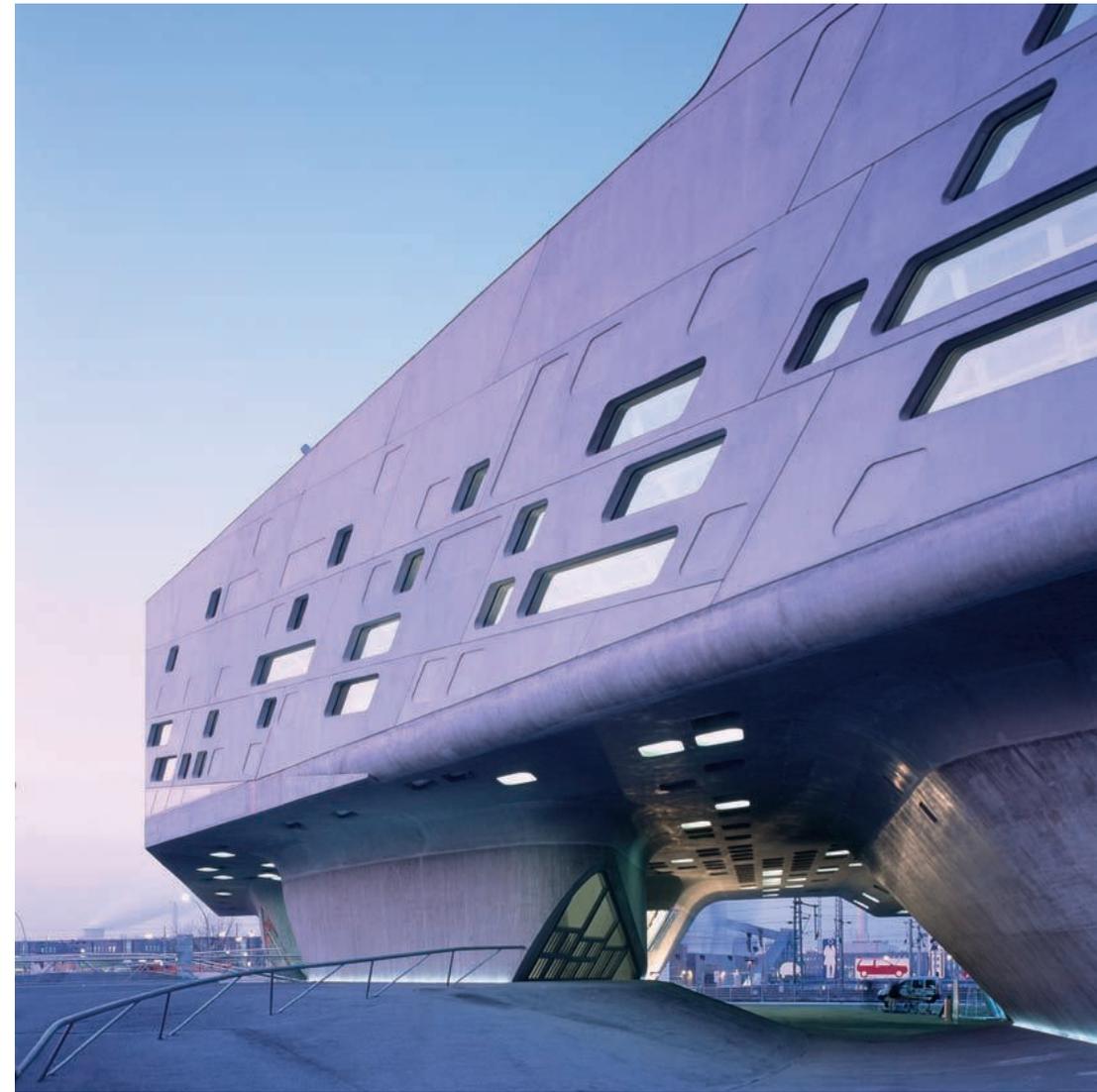
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Arab-German Yearbook 2011 • Construction and Consulting



## Arab-German Yearbook 2011

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# Preface



Dr. Peter Ramsauer

The Arab world is undergoing a radical change. Together with its partners in Europe and in the world Germany is promoting all efforts to make this a peaceful process. The decisive factor hereby is that we continue our positive economic cooperation. The German industry and especially the construction industry can make a concrete contribution to a positive restart.

In recent years major projects which created quite a stir were realized especially in the Gulf states. And in other Arab countries, too, the construction sector enjoyed a boom until the time of unrest. The Arab countries should resume this positive development in the upgrading of the infrastructure as soon as possible. The reason is that investments in the infrastructure are not least investments in the economic prosperity of the entire population and thus also for a peaceful development.

For German construction companies many countries of the Arab region are of extraordinary importance. More than ever German technical know-how, German investment and strategic partnerships with the region are in demand to be able to master the ambitious investment plans. And here Germany as well as the Arab countries can build on long years of trusting relations. With their advanced technologies, comprehensive special know-how, experience in the services sector and specific market knowledge German companies are ideally suited to assist the Arab course of change and modernization.

The present Ghorfa Yearbook 2011 'Construction and Consulting' is dedicated to interesting building projects in the Arab world which are carried out by German construction

companies and consulting engineers. It is a welcome fact that this year for the first time the yearbook also presents projects which were realized by Arab architects, planners or construction managers in Germany. The yearbook shows impressively how successful the economic partnership between Germany and the Arab states already is today. In view of the alarming events in many countries of the Arab world I would like to emphatically encourage all the participants in the German-Arab Economic Forum to do everything they can for a peaceful development. The mutual economic relations can make a contribution to this which should not be underestimated.

**DR. PETER RAMSAUER**

Federal Minister of Transport, Building and Urban Development

# Preface



Dr. Thomas Bach



Abdulaziz Al-Mikhlafi

Based on the success of the 'Arab-German Yearbook Construction and Consulting 2010', we are proud to present an updated version of this publication.

Over the last decade, construction businesses developed very positively in the Arab world. This is in particular true for the United Arab Emirates as the home of the world's highest structure, the Burj Khalifa in Dubai, and of the largest building in terms of total floor area, Terminal 3 of the Dubai International Airport. Due to this ongoing boom in the Arab world, Ghorfa Arab-German Chamber of Commerce and Industry has decided to publish an annual reference work. This publication aims to give an overview on construction and consulting projects in the Arab world which are already or will be realised by German companies in cooperation with Arab and international partners.

During the process of preparing this book, we learnt about increasing collaborations between Arab and German companies in the different fields of the construction and consulting businesses. These collaborations are characterised by mutual understanding and high benefit for both partners. Clearly, Arab countries are considering German companies as credible partners and are inviting them to participate in the continuing economic growth. German engineers, architects and constructors are influencing the Arab way of construction. At the same time, Arab engineers are also making significant contributions to the development of projects in Germany. Since the decision by FIFA to hold the 2022 World Cup in Qatar opens up a lot of new business possibilities, we decided to put a special emphasis on ongoing or planned projects in Qatar.

We would like to thank our member companies who are deeply involved in the activities of our chamber for their support and contribution to this yearbook. The Ghorfa working group 'Infrastructure, Construction and Transport' is chaired by Olaf Hoffmann (CEO Dorsch Holding GmbH) and is a great platform for our members to enter into industry-specific networks. Therefore, each member of Ghorfa can be a part of a dynamic network of professionals in order to analyse, anticipate and discuss developments in the Arab world. The last meeting of the working group was held in Doha as part of the programme of the economic delegation accompanying the President of the Federal Republic of Germany, H.E. Christian Wulff, during his official visit to Qatar and Kuwait in March 2011.

The Ghorfa Arab-German Chamber of Commerce and Industry actively promotes and strengthens business relations among its members and among the Arab and German business community in general. We pave the way for strengthening business cooperation in the fields of trade, industry, finance and investment. We are convinced that strategic partnerships, based on mutual benefit and understanding, are creating new business opportunities for both sides. This is why we are proud to present you successful examples of collaboration in the field of infrastructure, construction and transport and warmly invite you to contribute to the next edition of our 'Arab-German Yearbook Construction and Consulting 2012'.

**DR. THOMAS BACH**  
President

**ABDULAZIZ AL-MIKHLAFI**  
Secretary General

# Preface



Olaf Hoffmann

We are very pleased to present the second edition of our 'Arab-German Yearbook Consulting and Construction'. At the beginning of our century, Arab markets just added colourful detail to the media business coverage: Dubai for instance was described as a firework with no long-term impact. However, in the last two years, the Arab world has shown a remarkable resilience in coping with the debilities of globalisation: on the basis of oil and oil exports, the Arab world has built up a stable, productive and growing economy. Trends like sustainability are picked up immediately with great enthusiasm like in Masdar City. The region with its technically wise and ambitious projects is becoming more and more a laboratory of the international construction industry. The latest success, Qatar winning the hosting of the FIFA World Cup 2022, is showing again the enormous potential of the Arab world.

In times of challenging economies Arab countries remain the biggest construction sites in the world: with a great many major projects in UAE, Saudi Arabia, Qatar and Kuwait our industry is satisfying the growing demands of a continuously growing population. Without exception, the less dynamic countries will in the future invest enormously in their logistics, roads and railroads, ports, airports, energy, communications and urban extension, too. Supported by the desire for higher, 'western' standards, these Arab countries will not only invest in new constructions but also in the improvement of existing infrastructure as water supply and sewerage.

Thus, it seemed to be the right time last year to keep track of the development of Arab economies by starting

an annual publication. The successful first yearbook 2010 was out of stock after two months, so we asked to print 4,000 copies for this edition. But it is not our objective to grow just in quantity. We want to advance the quality of articles and contributions, too. Thus, we picture not only major developments in our target markets, we also want to mirror the ideas and visions of our Arab friends. The yearbook will be a general indicator for future trends and a transparent and independent basis for dynamic discussions. To show the whole picture it would not be sufficient just to put the focus on impressive architecture, big infrastructure or renewable energy projects. Thus, this yearbook and its sequels are again dedicated to describe the Arab world of today and tomorrow.

This Arab-German Yearbook would not have been possible without the contribution of companies considerably engaged in the Arab world like Siemens, Lufthansa, KfW, Ferrostaal, Wacker and many others. I therefore want to very warmly thank all who contributed to the 'Arab-German Yearbook Consulting and Construction 2011', we really appreciate their readiness of sharing their insights. Enjoy reading!

**OLAF HOFFMANN**  
CEO and shareholder of Dorsch Holding GmbH

Chairman of the Working Group 'Infrastructure, Construction and Transport'  
Ghorfa Arab-German Chamber of Commerce and Industry

## Ghorfa Arab-German Chamber of Commerce and Industry

Building Bridges between Germany and the Arab World

### ABOUT US

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

### OUR NETWORK

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

### WHAT WE DO

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

### NETWORKING

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

### CONSULTING

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

### INFORMATION

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

**We welcome you to become part of the high-level network that we provide for professionals and business leaders from the Arab world and Germany.**

**Join us and share our vision of prospering Arab-German business relations.**

For further information concerning membership in our chamber please contact us:

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ALLSAT is a leading enterprise in GNSS applications, equipment and consulting, distributing high-end surveying and navigation solutions by LEICA and JAVAD and offering highly specialised surveying services, in particular in the areas of GNSS and deformation monitoring.



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Amereller – Rechtsanwälte is an international law firm with particular focus on corporate and commercial law in the Middle East. The firm represents more than half of the DAX 30 enterprises and advises on the entire spectrum of business law relevant to foreign companies. The firm maintains offices in Munich, Berlin, Cairo, Dubai, Ras Al Khaimah, Damascus, Baghdad, Basrah and Erbil.



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AS&P combines innovative methods in architecture, urban design and transportation planning to provide clients with holistic solutions. AS&P can draw on many decades of experience in designing and managing international planning projects. The company's portfolio likewise includes regional development and project management through to megaevent planning and expert consultancy for politicians.



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ATKON AG, as a communication company, is among the top 20 communication agencies in Germany. Moving-image communication, public relations and live communication are intelligently combined, with regard to technology, organisation and content. In this way, long-term, efficient communication solutions are created with passion and commitment for companies, brands and locations.



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Dornier Consulting GmbH

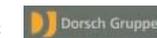
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Dornier Consulting is an internationally recognised consulting, engineering and project management company for traffic, transportation, infrastructure and the environment/water. Through innovative consulting, advanced engineering and professional project management, Dornier Consulting realises forward-looking solutions for sustainable mobility and the environment.



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Kuwait EPA is the government body responsible for the protection and sustainability of the environment in Kuwait. Its major mandate is to set the policy and strategies for environmental protection in Kuwait and to ensure and monitor the compliance with such policies.



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GISCON is a GIS consulting and services firm with the focus on consultation and technical support to users of Geographic Information Systems (GIS). Focus areas are GIS, consulting, technical support, and training. GISCON offers all services related to introduction, utilization and application of GIS.



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'Energy Efficiency in the Construction Sector in the Mediterranean' (MED-ENEC) promotes practical and feasible energy-efficiency measures and use of renewable energy in the construction sector. The project is funded by the EU and includes policy development, awareness and knowledge development on energy-efficient design of buildings, new construction techniques and installations.



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The Ingenieursozietät Professor Katzenbach GmbH is an internationally acting consulting firm specialised in the field of geotechnical and geothermal engineering. It is acting as a highly qualified geotechnical expert for the cost-optimized foundation of high-rise buildings, deep excavations, tunnels, high-speed railway lines, airports, harbour engineering, environmental geotechnics and geothermal energy.



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KfW Entwicklungsbank carries out Germany's Financial Cooperation (FC) on behalf of the Federal Government. In this way, it contributes not only to reducing poverty but also to shaping globalisation fairly as well as to protecting the environment and thus ensuring peace. The goals of Financial Cooperation are ultimately to permanently improve the living conditions of the world's poorest people.



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Kling Consult GmbH, located in Europe and the Middle East, is an independent professional design consultancy company founded in Germany 1954. Our fields of expertise include architecture, town planning, urban designs, traffic engineering, transportation planning, project management, economic, infrastructure design, planning, civil engineering, technical assistance, training, and supervision of construction.



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OBERMEYER Corporate Group operates throughout the world and offers qualified specialist planning and integrated overall planning with interdisciplinary know-how. Through its corporate divisions Buildings, Transport and Environment it renders planning and advisory services in almost every sphere of construction engineering. Project management and construction supervision complement this scope of services.



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p2m berlin GmbH is the consulting engineering company of Berlinwasser which offers services in water supply and sanitation, covering all project stages from feasibility studies over design to construction supervision. We apply the latest know-how on all aspects of water supply and wastewater disposal and have completed many large-scale projects, both in Germany and abroad, especially in the Middle East.



PASCHAL-Werk G. Maier GmbH

**Project:**

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PTV Planung Transport Verkehr AG

**Project:**

Transport Master Plan for Qatar

**Contact:**

Dr. Uwe Reiter, Director International Consulting

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The PTV Group with over 700 employees worldwide provides software and consulting in Transport & Logistics, e.g. software for transport planning PTV Vision (VISUM, VISSIM). PTV provides transport consulting ranging from national transport plans to local traffic impact studies, e.g. the National Transport Master Plan for Qatar, including road and rail network and the national transport model.



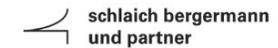
Qatar Airways plc.

**Project:**

Qatar Airways – World's Five-Star Airline

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Qatar Airways is the national airline of the State of Qatar. From its Doha-hub, the airline has developed a global network with over 100 destinations across Europe, Asia, the Middle East, Africa, Asia Pacific, North and South America. The award-winning carrier has one of the industry's youngest fleets with an average aircraft age of just under four years old.



schlaich bergermann und partner-sbp gmbh

**Project:**

Envelope of the Yas Hotel in Abu Dhabi

**Contact:**

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Sellhorn Ingenieurgesellschaft mbH

**Project:**

Port of Beirut Development: Container Terminals

**Contact:**

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Sellhorn Ingenieurgesellschaft mbH is an engineering consultancy practice specialised in design and supervision for sea ports, harbours, and marine works. Established in 1963, Sellhorn's services comprise project definition and feasibility studies, engineering design, approval procedures, detailed design, preparation of tender documents, and construction supervision.



Siemens AG

**Project:**

State-of-the-Art Signalling and Telecommunications Technology for a Railway Line in Saudi Arabia

**Contact:**

Hartmut Gückel

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Solar Millennium AG

**Project:**  
Solar Energy: The Future Has Begun. In Kuraymat, Egypt's First Solar Energy Power Plant Is Working

**Contact:**  
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Solar Millennium AG, Erlangen, is an international company in the renewable energy sector, focusing on solar-thermal power plants and specialised in Parabolic Trough power plants. Together with its subsidiaries and associates, the company is globally leading in this field. The company's services comprise: project development, financing to the technology, turnkey construction and operation of power plants.



TDO – Tourism Development Organisation

**Project:**  
Oases Tourism Development in Libya  
Tourism Development Mukalla, Yemen

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TDO – Tourism Development Organisation is an independent consulting company focusing on three major lines of business: strategic destination planning, project development for hotels and related infrastructure as well as marketing and positioning of cities, regions and countries as tourism destinations. TDO is a member of Obermeyer Corporate Group.



TECPLAN ENGINEERING & SERVICES GmbH

**Project:**  
Rebuilding Iraq

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TECPLAN Engineering and Services GmbH specialises in consulting, planning and re-construction of industrial plants, supplying equipment, machined parts, spare parts and components especially to building materials plants as well as to fertilizer and petrochemical plants, steel mills and aluminium factories.



Wacker Chemicals Middle East FZE

**Project:**  
Wacker Academy Dubai

**Contact:**  
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WTM ENGINEERS International GmbH

**Project:**  
New Grain and Flour Silo Complex in Kuwait

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WTM ENGINEERS International GmbH is a company of consulting engineers offering comprehensive civil and structural engineering services. As part of the WTM group, founded in 1936 and comprising three offices in Germany, they are in charge of the group's international projects and specialise on issues of country-specific particulars and requirements in all stages of planning and construction.



Zaha Hadid Architects

**Project:**  
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