



Delegation der Deutschen Wirtschaft  
für Saudi-Arabien, Bahrain und Jemen  
German-Saudi Arabian Liaison Office  
for Economic Affairs (GESALO)  
مكتب الإتصال الألماني السعودي للشؤون الإقتصادية

# NEWSLETTER

## March 2016 Edition

By the German-Saudi Arabian Liaison Office for Economic Affairs



## Table of Contents

<b>I. EDITORIAL</b>	<b>3</b>
<b>II. GENERAL NEWS - BUSINESS</b>	<b>4</b>
Dorsch Holding GmbH expanding its business	4
V-Line: Saudi women learn secrets of success	4
DYWIDAG Saudi Arabia Co. Ltd. has appointed a new management	4
Alfanar acquires German company Heinrich Kopp GmbH	4
Saudi Arabian National Transformation Plan (NTP): Details soon	4
Saudi Arabia's Economy growing, but at slower pace	5
Saudi Electricity Co. (SEC) may be split up	5
Free Zones at Saudi Arabian airports under study	5
GCC railway project: No stop, but delay	5
Riyadh Metro: Operation and Maintenance tender soon	5
Saudi Aramco: Gas treatment units tender	6
<b>III. GENERAL NEWS - LEGAL</b>	<b>6</b>
New standard work contract soon	6
Capital Markets Authority (CMA): Foreign banks to disclose details	6
MCI published new template constitutional documents	6
<b>IV. GESALO NEWS</b>	<b>7</b>
German Breakfast and Catalogue Show 2016	7
Meetings with the CSC, RCCI, JCCI and Arab News	7
<b>V. GESALO NEWS - TRADE FAIRS</b>	<b>8</b>
The Big 5 Saudi in Jeddah	8
GESALO at 3rd Annual Saudi Arabia Transport & infrastructure 2016	8
Gulf BID 2016	8
<b>VI. SPECIAL - AIRPORT MODERNIZATION SUMMIT</b>	<b>9</b>
<b>VI. SPECIAL - GULF AIR</b>	<b>10</b>
<b>VI. SPECIAL - 19TH ARAB-GERMAN BUSINESS FORUM</b>	<b>11</b>
<b>VII. CALENDAR OF EVENTS</b>	<b>12</b>
<b>VIII. GESALO PUBLICATIONS</b>	<b>13</b>
GESALO Publications - German Language	13
GESALO Publications - English Language	15
<b>IX. SAUDI ARABIA DESK IN BIELEFELD</b>	<b>16</b>

## I. EDITORIAL

Dear readers,

Welcome to the third edition of our Newsletter in 2016. After being nearly three months in Saudi Arabia, I am starting to settle. Having been for the second time in Jeddah and the Eastern Province now, together with my first visit to Bahrain, I am slowly grasping the broad and very diverse engagement of German companies in the two countries.

While the German-Saudi business community realizes that the Kingdom is going through challenging economic times, most of the business representatives I met remain optimistic. Indeed, looking at the most recent bilateral trade figures there is little reason for lamentation: German exports to Saudi Arabia in January 2016 (EUR 590.8 million) were only slightly less than in January 2015 (EUR 595.7 million). German exports to Bahrain in the same period fell from EUR 27.3 million to EUR 25.7 million.

In both cases German imports remained at a relatively low level. I already understood that not at least the Saudi Government is very committed to significantly increase exports to Germany, beyond sheer raw oil sales. The upcoming diversification and privatisation process definitely will create an exciting momentum in this respect. There is indication of the 'National Transformation Plan' to be publicly launched within the next couple of weeks. GESLAO/AHK Saudi Arabia is keen to support this intriguing plan.

One word on Yemen: there are first signs of hope that the Yemen crisis might end soon. My predecessor made great efforts in establishing good working relationships with key business institutions and personalities across the country. We'd love to tie in with this, enabling us to contribute a little bit to a much needed economic recovery program.

Our schedule until Ramadan is busy: during April, I will visit a number of German Chambers of Industry and Commerce to promote especially the Saudi and the Bahrain markets. On April 4 and 5 a business delegation led by former Federal President Christian Wulff will come to Manama. In our upcoming Newsletter we will report about this important visit.

Hannover Messe, the most important industry fair in the world, is taking place from April 25-29. For sure, it will once again attract many visitors from Saudi Arabia and Bahrain. Last but not least, in May, GESALO will organise five 'German Breakfasts' with an integrated Catalogue Show. Please check this newsletter for more details!

Best regards

P.S.: do you twitter? Please follow us on [@ahksaudi](https://twitter.com/ahksaudi)!

A handwritten signature in blue ink, appearing to read 'O. Oehms'.

**Oliver Oehms**  
Delegate of German Industry and Commerce for  
Saudi Arabia, Bahrain and Yemen

## II. GENERAL NEWS - BUSINESS

### DORSCH HOLDING GMBH EXPANDING ITS BUSINESS

German Dorsch Holding GmbH, which is currently working for the Arriyadh Development Authority (ADA) in Saudi Arabia, will expand into new markets and sustainable fields of business through acquisitions.

Please click [here](#) for the Holding's website.

### V-LINE: SAUDI WOMEN LEARN SECRETS OF SUCCESS

Two of V-LINE's best employees, Simone Reinhold and Denise Arnold, presented their new workshop, „Success Secrets for Saudi Women in Business“ on February 7 and 8, 2016 in V-LINE premises in Jubail. The only seminar of its kind, „Success Secrets“ was designed to help Saudi women overcome the most challenging issues in cross-border business.

The full story can be read on [V-Line's homepage here](#).

### DYWIDAG SAUDI ARABIA CO. LTD. HAS APPOINTED A NEW MANAGEMENT

DYWIDAG Saudi Arabia Co. Ltd., member of Strabag Group, has appointed a new management: Mr. Bernhard Schmitt as General Director and Mr. Alexander Wagner as Commercial Director. DYWIDAG will open its new head office in Jubail within the month of March 2016 near Jubail Industrial City Area 3.

Please click [this link](#) for more details.

### ALFANAR ACQUIRES GERMAN COMPANY HEINRICH KOPP GMBH

As of 15 January 2016 alfanar Group has acquired all shares in Heinrich Kopp GmbH including all its subsidiaries from the previous shareholder palero invest, a Luxembourg based private equity firm.

Please find the full news via [this link](#).

### SAUDI ARABIAN NATIONAL TRANSFORMATION PLAN (NTP): DETAILS SOON

The NTP, developed by the Council of Economic and Development Affairs (CEDA), is expected to consist of many privatisation features. The most interesting part, however, will be the implementation phase.

Please find the report on [Zawya here](#).

## II. GENERAL NEWS - BUSINESS

### SAUDI ARABIA'S ECONOMY GROWING, BUT AT SLOWER PACE

Saudi Arabia's economy is expected to continue to grow in 2016, but at a slower rate than in 2015. Current estimates predict 2 percent growth in 2016, compared to last year's 3.5 percent.

Please see [here](#) for more details.

### SAUDI ELECTRICITY CO. (SEC) MAY BE SPLIT UP

The Saudi Arabian authorities are planning to split up local energy giant SEC. This will give local and international private investors new opportunities to enter the Saudi energy market.

Click [here](#) for the full story via [arabnews.com](#).

### FREE ZONES AT SAUDI ARABIAN AIRPORTS UNDER STUDY

Saudi Arabia's General Authority of Civil Aviation (GACA) and other government agencies study the possibility of Free Zones to be established at Riyadh and Jeddah International airports as part of the National Transformation Plan.

Find more information via [this link](#).

### GCC RAILWAY PROJECT: NO STOP, BUT DELAY

Uncertainty clouds the GCC railway project and clear statements from all participating countries are still missing. GCC assistant secretary general for economic affairs Abdullah Bin Juma Al Shibli told that project will go on.

The story can be read on [Zawya here](#).

### RIYADH METRO: OPERATION AND MAINTENANCE TENDER SOON

The Arriyadh Development Authority (ADA) intends to launch the tender for the operation and maintenance (O&M) of the Riyadh Metro within the next months.

For more information, please [click here](#).



## II. GENERAL NEWS - BUSINESS

### SAUDI ARAMCO: GAS TREATMENT UNITS TENDER

The Arriyadh Development Authority (ADA) intends to launch the tender for the operation and maintenance (O&M) of the Riyadh Metro within the next months.

For more information, kindly [click here](#).

## III. GENERAL NEWS - LEGAL

### NEW STANDARD WORK CONTRACT SOON

A new standard work contract is expected to be finalised soon. It is being prepared in view of the amendments made last year covering new rules regarding probation periods, transfer or work location, compensations etc.

Please [click here](#) to read the full story.

### CAPITAL MARKETS AUTHORITY (CMA): FOREIGN BANKS TO DISCLOSE DETAILS

Foreign banks operating in Saudi Arabia are requested to publish financial statements on their websites from April 1, 2016. The statements shall give insight into how much money banks are making in the Kingdom, amid slumping economic growth, and the cost of employing top bankers.

Find more details on the [arabnews website](#) via [this link](#).

### MINISTRY OF COMMERCE AND INDUSTRY (MCI) PUBLISHED NEW TEMPLATE CONSTITUTIONAL DOCUMENTS

In preparation of the enforcement of the new Companies Law on May 2, 2016, the Saudi Arabian MCI published new template constitutional documents for companies. The documents are in Arabic only.

Please find the documents on the [ministry's homepage](#) here.



## IV. GESALO NEWS

### GERMAN BREAKFAST AND CATALOGUE SHOW 2016

Our combined German Breakfast and Catalogue Show, organized by GESALO were a huge success in the last years and enjoyed comprehensive coverage in Saudi Arabian newspapers. Therefore, we are proud to announce that the German Breakfast and Catalogue Show will again take place this year in the following cities: in Riyadh on May 5, in Dammam on May 16, in Al-Jubail on May 17, in Manama/Bahrain on May 19 and finally ending in Jeddah on May 23.

Please find more information on our event [here](#).



### MEETINGS WITH THE CSC, RCCI, JCCI AND ARAB NEWS

The Delegate of German Industry and Commerce for Saudi Arabia, Bahrain and Yemen, Oliver Oehms, further connected with the Saudi Arabian business society and spoke with Mr. Al Othaibi, Secretary General - Council of Saudi Chambers (CSC), Mr. Alorainan, Ass. Secretary General for Foreign Affairs - CSC, Dr. Al Kathiri, Secretary General - Riyadh Chamber of Commerce and Industry (RCCI), Mr. Mandora, Secretary General - Jeddah Chamber of Commerce and Industry (JCCI) and Mr. Khan, Bureau Chief - Arab News in Riyadh.

Please check our new Twitter account via [this link](#) for news.



## V. GESALO NEWS - TRADE FAIRS

### THE BIG 5 SAUDI IN JEDDAH

GESALO supported the German Pavilion at the Big 5 Saudi exhibition 2016. The event was taking place at Jeddah Centre for Forums and Events from March 7 - 10, 2016, with the support of the Jeddah Chamber of Commerce and Industry and the Jeddah Municipality. It hosted more than 550 exhibitors from 35 countries. The official German Pavilion covered about 500 sqm. 38 German companies offered high-quality products and services, all related to the construction and related sectors.



### GESALO AT 3RD ANNUAL SAUDI ARABIA TRANSPORT & INFRASTRUCTURE 2016

A team of GESALO visited the conference at the Hilton Garden Inn in Riyadh and met with many companies engaged in projects like the Riyadh Metro.



### GULF BID 2016

GESALO is an organising partner of the Gulf BID 2016 exhibition in Bahrain (April 26 - 28, 2016 in the Bahrain International Exhibition Center). The trade fair is the showcase for building materials, services and contractors involved in the building and construction sector.

For more information, please contact the Head of our German Desk in Al-Jubail, Mr. Jan Lutz Mueller via [mueller@ahk-arabia.com](mailto:mueller@ahk-arabia.com).



## VI. SPECIAL - AIRPORT MODERNIZATION SUMMIT

### MULTI BILLION DOLLARS TO MODERNIZE AIRPORTS INFRASTRUCTURE IN THE MIDDLE EAST

The Kingdom of Saudi Arabia is pursuing an unprecedented opportunity in air travel to attain competitive growth. With more than 40 million travelers passing through Saudi Arabia's airports every year, the Kingdom has identified civil aviation as a key pillar for economic development, earmarking USD 5 billion in an initial phase of investments over four years. The objective is to open the sector and modernize it, transforming Saudi Arabia into an important air transport hub for east/west routes that would result in 50,000 new jobs. The longer-term goal is for the civil aviation sector to contribute more than SAR 25 billion (approximately USD 6.7 billion) annually to the national economy by 2020.

In the past few years, the Saudi Arabian government faced with burgeoning population growth on one hand and rapid economic development on the other, has channeled billions of dollars towards development of the nation's infrastructure, most of which will be spent on upgrading the kingdom's transport and utilities networks.

Nispana proudly announces „Airport Modernization Summit“ scheduled to take place on the May 8 & 9, 2016 in Jeddah, Kingdom of Saudi Arabia. The theme for this exclusive forum is „The evolution of smart and futuristic airports“. The 2 Day Summit will provide the main stake holders with an ideal platform to come together and listen to real-time case study presentations by global leaders, network with peers, exchange ideas and source some of the latest technology that can be used to modernize the existing airports and develop airports of the future.

Leading government authorities along with a host of suppliers and solution providers will be a part of this summit showcasing their latest technology, innovation, product offerings. The event will provide an excellent networking opportunity with key decision-makers to know about airport expansions, modernization programmes and most importantly business opportunities.

Please on the [GESALO website for details](#).

Summit website: <http://nispana.com/ams>

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## VI. SPECIAL - GULF AIR



### GULF AIR SETS COURSE FOR EXPANSION

Gulf Air, the national carrier of the Kingdom of Bahrain, commenced operations in 1950, becoming one of the first commercial airlines established in the Middle East. Today, Gulf Air is a major international carrier serving 43 cities in 24 countries spanning three continents. The airline operates one of the largest networks in the Middle East, with double daily flights or more to 10 regional cities, in addition to selected destinations in the Indian Subcontinent and Europe, from its hub at Bahrain International Airport. Gulf Air serves all its destinations with a combined wide and narrow body fleet totalling 28 modern aircraft. Renowned for its traditional Arabian hospitality, evidenced by the airline's signature family and business friendly products, Gulf Air is committed to being an industry leader and developing products and services that reflect the evolving needs and aspirations of its passengers.

Gulf Air connects Bahrain to the world and, as such, is a key national infrastructure asset, serving as a powerful driver for the economy and supporting the Kingdom's on-going economic growth.

Gulf Air launched a comprehensive restructuring strategy in 2013. Since then, progressively improving business results have reduced the airline's financial losses by approximately 85% since 2012 and, today, Gulf Air's strategic direction has shifted - with positive KPIs all around that are a sure sign of its ongoing recovery and a permanent, positive change in its financial trajectory. Alongside this, the airline's strategic direction encompasses fleet developments to cater to future network and capacity enhancement and fleet modernization. The airline recently announced restructured orders of 45 aircraft with Boeing and Airbus in deals worth a combined total of USD 7.6 billion. The orders consist of 16 Boeing 787-9 Dreamliners, 17 Airbus A321neo and 12 Airbus A320neo aircraft with deliveries commencing from Q2 2018.

Gulf Air has been the Title Sponsor of the FORMULA 1 GULF AIR BAHRAIN GRAND PRIX ever since it made history as the first Formula 1 Grand Prix to be held in the Middle East in 2004. In addition, the airline has been Official Carrier of the biennial Bahrain International Airshow since it was first held in 2010.



## VI. SPECIAL - 19TH ARAB-GERMAN BUSINESS FORUM

### 19TH ARAB-GERMAN BUSINESS FORUM

Arab countries and Germany traditionally share close business ties. The trade volume has more than doubled since 2002, reaching a new record at EUR 52.1 billion in 2015. However, full potential has not been tapped yet.

Especially in the long term, the economic perspectives for Arab countries are excellent and offer many opportunities. With almost 400 million inhabitants, the Arab world is a huge market for business and investment. German companies are highly welcome business partners and German products and services enjoy great popularity.

On the other hand, Germany is the largest economy in Europe accounting for around 21 % of the EU's GDP. Thanks to its central location in Europe, its first-class infrastructure and its excellent business climate, Germany is a perfect hub for Arab companies entering the European market with 500 million potential customers.

To further strengthen and enlarge these sustainable business relations between the Arab countries and Germany, the Ghorfa Arab-German Chamber of Commerce and Industry will host the 19th Arab-German Business Forum at The Ritz-Carlton Hotel, Berlin from May 25 to 27, 2016.

For more information, please visit the Ghorfa homepage via [this link](#).

## VII. CALENDAR OF EVENTS

### GESALO - CALENDAR OF EVENTS 2016

#### Planned Events in Saudi Arabia and Bahrain

##### April 2016

- 11.04. EU - KSA Joint Business Promotion Event in Jeddah at Jeddah CCI
26. - 28.04. GESALO is organization partner of GULF BID 2016 in Bahrain

##### May 2016

- 05.05. German Breakfast and Catalogue Show in Riyadh
- 16.05. German Catalogue Show in Dammam
- 17.05. German Catalogue Show in Jubail
- 19.05. German Breakfast and Catalogue Show in Manama (Bahrain)
- 23.05. German Breakfast and Catalogue Show in Jeddah

#### Planned Events in Germany

##### April 2016

- 07.04. Saudi Arabia information day at CCI Fulda
11. - 17.04. bauma trade fair in Munich
- 19.04. Foreign Trade Committee of CCI Dortmund
- 20.04. AHK Business Lounge at CCI Koblenz
25. - 29.04. Hannover Messe

##### May 2016

09. - 11.05. AHK World Conference in Berlin
- Date tba. Saudi-German Business Council

##### June 2016

- 21.06. Saudi Arabia information day at CCI Regensburg

## VIII. GESALO PUBLICATIONS

### GESALO PUBLICATIONS - GERMAN LANGUAGE 1

#### **Business & Legal Guide Saudi-Arabien (Stand: Juni 2015)**

Der umfassende Leitfaden, neu erstellt in Kooperation mit der IHK Bielefeld, den deutschen Wirtschaftsjuristen Jochen Hundt (Hundt Legal) und Christoph Keimer (Schlüter Graf Rechtsanwälte) sowie dem Steuerberater Franz-Josef Epping (EY) vermittelt auf über 220 Seiten praxisnah und detailliert wirtschaftliche und rechtliche Informationen zum erfolgreichen Markteintritt in Saudi-Arabien.

Inhalt: 1. Einführung, 2. Geschäftstätigkeit in Saudi-Arabien, 3. Allgemeines Vertragsrecht, 4. Besondere Rechtsgebiete, 5. Ausländische Investitionen, 6. Rechtsschutz.

Preis: EUR 50 zzgl. MwSt. und Versandkosten. 228 Seiten.



#### **Arbeits- und Sozialrecht Saudi-Arabien (Stand: August 2014)**

Diese Publikation vermittelt detailliert und mit vielen Praxisbeispielen alle wichtigen Informationen zum Arbeits- und Sozialrecht in Saudi-Arabien. Dabei wird besonderes Augenmerk darauf gelegt, inwieweit die gesetzlichen Regelungen im Alltag umgesetzt werden und welche Möglichkeiten das saudi-arabische Recht zur Verfügung stellt, sich gegen Rechtsverstöße zu wehren oder eigene Ansprüche geltend zu machen. Die Themen Aufenthalts- und Arbeitserlaubnis im Zusammenhang mit den zu beachtenden Vorschriften zur „Saudisierung“ des Arbeitsmarktes sowie die Problematik des fehlenden Doppelbesteuerungsabkommens zwischen Saudi-Arabien und Deutschland bilden zusätzliche Schwerpunkte dieser Publikation.

Inhalt: 1. Einführung, 2. Arbeitsrecht, 3. Tarif- und Betriebsverfassungsrecht, 4. Personalbeschaffung, 5. Entsendung deutscher Arbeitnehmer, 6. Arbeitsrechtlicher Rechtsschutz, 7. Arbeitsaufsicht, 8. Sozialversicherungsrecht, 9. Steuerrecht.

Preis: EUR 50 zzgl. MwSt. und Versandkosten. 218 Seiten.





## VIII. GESALO PUBLICATIONS

### GESALO PUBLICATIONS - GERMAN LANGUAGE 2

#### Vergaberecht Saudi-Arabien (Stand: Juli 2012)

In Saudi-Arabien sind öffentliche Ausschreibungen von besonderer Bedeutung. Wie in Deutschland werden solche staatlichen Projekte durch öffentliche Ausschreibungen vergeben. Aufgrund des hohen Wettbewerbs ist es umso wichtiger, sich bestmöglich auf bevorstehende Ausschreibungen vorzubereiten. Der Leitfaden vermittelt praxisnah und detailliert Wissen u.a. zu den folgenden Themenbereichen: die Grundzüge des saudi-arabischen Vergaberechts, Projektdurchführung, Unterschiede zum deutschen Vergaberecht, Zuschlag und Abwicklung, Klageverfahren und Rechtsmittel sowie Tipps für die Praxis.

Inhalt: 1. Einleitung, 2. Grundzüge des saudi-arabischen öffentlichen Auftragsrechts, 3. Rechtslage im Privatsektor, 4. Niederlassungsformen, 5. Contractors Classification, 6. Zahlungsabsicherung, 7. Importpolitik, 8. Aufenthalts- und Arbeitsrecht, 9. Steuern, 10. Finanzierung, 11. Klageverfahren und Rechtsmittel, 12. Mustervertrag.

Preis: EUR 50 zzgl. MwSt. und Versandkosten. 153 Seiten.



#### Gewerblicher Rechtsschutz Saudi-Arabien (Stand: November 2013)

Diese Publikation vermittelt praxisnah und detailliert alle wichtigen Informationen zum gewerblichen Rechtsschutz im weiteren Sinne. Im Fokus stehen die Fragen, inwieweit die gesetzlichen Regelungen im Alltag umgesetzt werden und welche Möglichkeiten das saudi-arabische Recht zur Verfügung stellt, sich gegen Rechtsverstöße zu wehren oder eigene Ansprüche geltend zu machen.

Inhalt: 1. Einleitung, 2. Gewerblicher Rechtsschutz, 3. Wettbewerbsrecht, 4. Urheberrecht, 5. Rechtsschutz, 6. Allgemeine Hinweise zu Saudi-Arabien, 7. Anhänge (Patentgesetz, Adressenverzeichnis).

Preis: EUR 50 zzgl. MwSt. und Versandkosten. 145 Seiten.



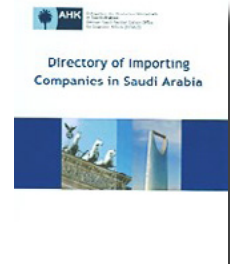
## VIII. GESALO PUBLICATIONS

### GESALO PUBLICATIONS - ENGLISH LANGUAGE

#### Directory Importing Companies in Saudi Arabia (2012)

German companies' exports to Saudi Arabia have been rapidly increasing the last years. Germany is the third most important supplier of Saudi Arabia. The Directory shall facilitate the market entry for companies to Saudi Arabia. Categorized by groups and products every exporter will find the right importing company for its needs.

Price: EUR 40 plus German VAT and postal charges. 187 pages.



#### Directory of German Companies and their Representatives in Saudi Arabia (January 2016)

German companies' engagement in the biggest economy and market in the MENA-Region has grown rapidly during the last decade. By now more than 400 German companies are established in Saudi Arabia. German enterprises have successfully contributed to economic development in Saudi Arabia by investing, training local expertise and transferring technologies and know-how.

The „Directory of German Companies and their Representatives“ by GESALO lists all German companies that are doing business in the Kingdom of Saudi Arabia and Bahrain including their contacts in Saudi Arabia and Germany. Additionally, a categorization in fields of activity and branches facilitates the search for a perfect business partner for new projects and cooperation between Saudi and German companies.

Price: SAR 300 and postal charges, price in Euro upon request. 243 pages.



#### Inquiries and Sales

If you are interested in our publications, please contact Mr. Soeren Kohse via [soeren@ahk-arabia.com](mailto:soeren@ahk-arabia.com)

## IX. SAUDI ARABIA DESK IN BIELEFELD



### Saudi Arabia Desk



Due to the high potential of the Saudi market and the increasing demand of German small and medium sized enterprises (SMEs) and the Chamber of Commerce and Industry of Eastern Westphalia (IHK) based in the city of Bielefeld established in the beginning of 2011 the first Saudi Arabia Desk in Germany.

The aim of the Saudi Arabia Desk is to intensify the bilateral economic relations. By now IHK is the first contact partner for SMEs in North Rhine-Westphalia and the whole of Germany with regard to information and consultancy for business in Saudi Arabia. As the nucleus chamber for the Arabian Gulf in Germany IHK Bielefeld will be able to offer a much better service to all companies.

With an exporting volume of EUR 9.97 billion in 2015 the German economy is one of the three most important importing countries for Saudi Arabia and the most important in Europe. Public tenders as well as private projects for several hundred billion Euros are planned in the field of infrastructure, petrochemicals, health care and education. Made in Germany is frequently demanded by Saudi Arabian decision makers especially when projects are including the needed transfer of technology and know-how. In 2015 the German-Saudi Arabian trade volume was worth approximately EUR 11 billion. Exported goods were foremost machinery, motor vehicles and parts, chemicals, food, metals, electronics and electro technical supplies.

With the Saudi Arabia Desk IHK and GESALO would like to organize common information events and expert symposiums in order to inform intensively and detailed about the latest topics of the German-Saudi relations and business opportunities. Furthermore, it is planned to build up a strong network with all players and organizations in the German-Saudi Arabian business. Additionally, business delegations to Saudi Arabia shall be organized and information about known international trade fairs shall be provided to companies in Saudi Arabia and Germany.

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Chamber of Commerce & Industry of Eastern Westphalia

German-Saudi Arabian Liaison Office for Economic Affairs