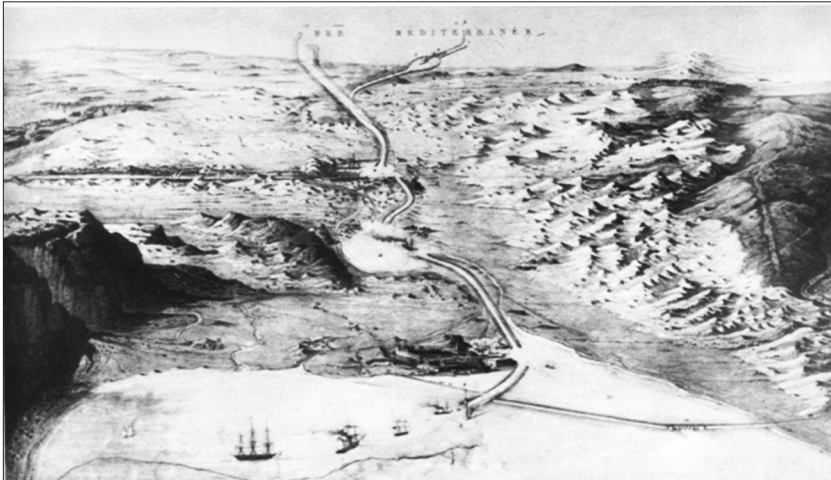


## ***German Near and Middle East Association Background and Development***



Building Plans of the Suez Canal (1855)



## Background

The relationship between Germany and the Orient looks back on a long tradition. As early as 1685, the first German explorer, Engelbert Kämpfer, visited the countries of the Middle East and made drawings of archaeological sites.

1685



Ruins of Darius' palace (drawing by the explorer Engelbert Kämpfer, 1685)

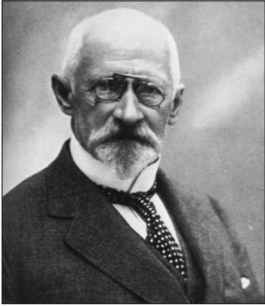
At the time, Europeans regarded the Orient as "terra incognita" unknown territory. It was only through imagination or art that people considered the Orient's great past, its temple ruins, and its gods. A real breakthrough in Oriental-European history was brought about by Napoleon's expedition to Egypt in 1798. After that, a great archaeological and cultural interest for the Near and Middle East region developed in Europe. German scientists quickly succeeded in gaining an outstanding position in Oriental studies. Interest in the region and its cultures was also spread to the public. Johann Wolfgang von Goethe's West-East divan, a collection of poems he published in 1819, set an important example and bore witness to the lively cultural exchange between Germany and the Orient. The archaeologists and artists were soon followed by geographers, geologists, as well as traders. The region gained its strategic significance and key role in international

1798

**1869**

transport and trade with the opening of the Suez Canal on 17<sup>th</sup> November, 1869. More than 80,000 Europeans, among them many Germans, were living in Egypt as early as 1872.

The concession to build the Baghdad railway, which the German industry was granted in **1898**, was a milestone in German-Oriental economic relations. On 5<sup>th</sup> March, 1903, the project was finally agreed upon in Berlin.

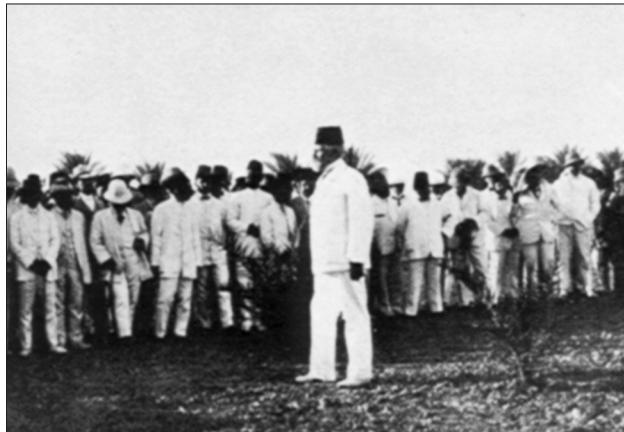


Heinrich A. Meißner Pascha  
(1862 - 1940)

Architect of the Hedjaz railway and one of the founders of the Baghdad railway

First, the tracks ran through the Balkans to Istanbul. From the Turkish capital, they led to Konya in Anatolia. From there, the tracks ran through the extremely craggy Kurdish regions to Adana and from there to Aleppo in Syria.

Tracks were then laid from the Syrian commercial metropolis to Mossul. In 1914, the line was continued to Baghdad. However, the city on the Tigris was only the first destination.



Heinrich A. Meißner Pascha digging the first turf of the Baghdad railway

From here, the route was to lead to Basra in the very South. Basra, which is the port on the Shatt el-Arab, was the gateway for transported goods of any kind and provided a direct overland route from the European mainland to the Persian Gulf. Great hopes were pinned on the Baghdad railway. The First World War, however, led to the destruction of the entire rail network. It was not until the 1930s that the work was resumed. In 1940, the signals were finally set to "go".

The founding of the German Middle East Association occurred during the period of rapid intensification of economic and political contacts with the Near and Middle East. With the end of World War I and the disintegration of the Ottoman Empire, there was an atmosphere of awakening in the whole region. Yet it was anything but easy for the German economy to become firmly established in these markets. The order placed with the German industry in 1898 to build the Baghdad railway remained the high point of German economic involvement in the Near East for a long time. Various circumstances such as a lack of capital and the refusal to issue a letter of indemnity for the German oil interests represented by Thomas Brown in Northern Iraq, worked to the benefit of British and Italian competitors when the oil concessions were awarded. Consequently, German influence in the region was reduced. Germany's position did not improve until German companies got together under the name "Industrial Iraq Consortium" at the beginning of the 1930s in order to concentrate their interests in the region and be able to represent them persuasively to the government. Companies such as Otto Wolf (Cologne), Ferrostaal AG (Essen), Mannesmann-Röhren Werke, and Stahlunion-Export GmbH (Düsseldorf) were members of the consortium. Friedrich Krupp AG also showed temporary interest. However, the struggle for economic support from the part of the government proved to be hard. The absence of government risk sharing disappointed many entrepreneurs and led to a high fluctuation within the association.

**The German Orient-Foundation and its German Orient-Institute**  
**A leading scientific authority between a great tradition and**  
**a promising future**

When the German Orient-Institute was founded in 1960 by NUMOV / German Near and Middle East Association with its Foundation, the German Orient-Foundation, its goals were outlined as follows: It was conceived as an institution to help promote and cultivate the relations between the countries of the Orient and Germany in all fields of culture, especially science, art, and contemporary history. The Foundation's main aim was to support the activities of the German economy in the Middle East by delivering scientific know-how. This combination between business, science and research is still of high relevance as it facilitates research, information and documentation from more than one perspective.

The founder and the institute acknowledge the professional and institutional re-organisation of the German Orient-Institute while it remains under the umbrella of the German Orient-Foundation. It focuses on regional research in the Near and Middle East. Furthermore, it aims at helping to establish a lasting dialogue between Germany and the Islamic world, strengthening cooperation with international research institutes like the Gulf Research Center as well as partners all over the world. The Members of the Board as well as the Members of the Board of Trustees, are highly respected personalities active in science, politics and economics, reflecting the institute's ambitions to deal with future challenges in the most scientific, professional and innovative manner. For further information please visit the German Orient-Institute's website.

**Contact:**

**Deutsche Orient-Stiftung/German Orient-Foundation**  
**-Deutsches Orient-Institut/German Orient-Institute-**

gegründet / founded by NUMOV1960

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Tel. +49 30 / 206410-21 - Fax. +49 30 / 206410-29  
[www.deutsche-orient-stiftung.de](http://www.deutsche-orient-stiftung.de) - [www.deutsches-orient-institut.de](http://www.deutsches-orient-institut.de)  
[dos@deutsche-orient-stiftung.de](mailto:dos@deutsche-orient-stiftung.de) - [doi@deutsches-orient-institut.de](mailto:doi@deutsches-orient-institut.de)

## **Founding of NUMOV**

The idea of creating an institution concerned with economic and cultural relations with the countries of the Near and Middle East had been discussed since the beginning of the 1920s.

The economic relations and research in the region that had been interrupted during World War One were gradually recovering, and the interest in these countries was rising steadily.

Especially when many companies got into difficulties due to the world economic crises at the end of the 1920s, Germany's economy looked for ways to stimulate economic activity. The "Orient" offered interesting prospects for that.

There were many opportunities for Germany and the countries of the Arabic-Islamic world to complement each other in various ways. With its already highly developed science and technology as well as its skilled workers, Germany was able to export non-monetary capital, equipment and know-how.

The countries of the Orient on the other hand possessed raw materials, primarily cotton, Indian rubber, oil, copper as well as manganese and chrome ores, tropical fruits, rice, spices, tobacco, coffee, and tea.

The idea of founding an association concerned with the countries of the Orient goes back to leading economic figures.

**1934**

The initiative of founding the Association was based on private-sector interests. The name "**Middle East Association**" ("**Orient-Verein**") was chosen.

The first meeting concerning the founding of a German Orient Association was held on 26<sup>th</sup> March 1934, on the premises of the "Mitteleuropäischer Wirtschaftstag" (Middle European Economic Council).

Whereas German attempts to build up economic relations with the Orient were formerly limited to single countries, the founding of the Middle East Association was meant to concentrate German economic interests in the region.

One of the main tasks of the Association was to improve export opportunities for German companies into the countries of the Orient. The value of goods Germany imported from the Orient by far exceeded German exports into the region.

Promoting export, however, required the communication of information that, until then, was not available. The official news agency WTB did not have a single independent correspondent in the whole Orient.

For that reason, the new association was intended to become a **hub of information** with its publications and events.

**The formation of the German Middle East Association took place in Berlin, Jägerstraße 2-3, on 30<sup>th</sup> May 1934.**

**Dr. Hermann Reyss**, the Manager of Siemens in Berlin, was elected as first Chairman of the Association.

**First Vice-Chairman:**

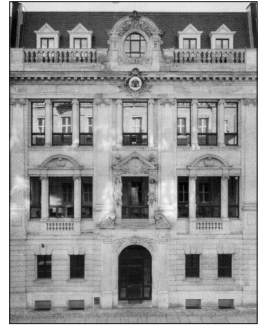
Dr. Ruperti, Allianz, Berlin

**Second Vice-Chairman:**

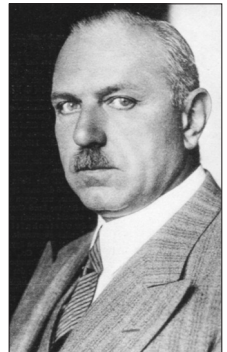
Dr. Max Hahn, Mitteleuropäischer Wirtschaftstag, Deutsche Gruppe, Berlin

**Further Members of the Board:**

- Dr. Martin Blank, Gutehoffnungshütte und MAN AG, Berlin
- Generaldirektor (Managing Director) Dr. Diehn
- Dr. phil. h.c. Hans Draeger, Arbeitsausschuss Deutscher Verbände (Study group of German organisations), Berlin
- Dr. Heinrich Gattineau, I.G. Farbenindustrie AG, Berlin
- Gustav Gerber, Wirtschaftsgruppe Mälzerei, Berlin
- Admiral ret. Walter Gladitsch, Geschäftsführender Vizepräsident des Deutschen Ausland-Clubs (Managing Vice-President of the German Foreign-Club), Berlin
- Ernst Godeffroy, Deutsche Levante Linie, Hamburg
- Oskar R. Henschel, Henschel & Sohn AG, Kassel



Jägerstraße 2-3, Berlin today the mission of the Free and Hanseatic City of Hamburg to the Federal Republic of Germany



Dr. Hermann Reyss



- Dr. Herle
- Dr. phil. Fritz Hesse, Director, Deutsches Nachrichtenbüro (German News Agency), Berlin
- Generaldirektor (Managing Director)  
Dr. jur. Erich Katter, Schenker & Co. GmbH, Berlin
- Regierungsrat a.D. (retired Civil Servant)  
Krahmer-Möllenberg
- Max Lindemann, Lindemann & Co., Freiburg
- Baurat (Government Building Officer)  
Ernst Martens, Julius Berger Tiefbau AG, Berlin
- Prof. Dr. Friedrich Sarre, Neubabelsberg
- Dr. phil. Hans Schippel, Dresdner Bank
- Director Dr. M. Schlenker, Deutsche Verkehrs-Kredit-Bank AG, Berlin
- Dr. rer. pol. Wilhelm Steinberg, Verein  
Deutscher  
Eisen- und Stahlindustrieller (Association of  
German Iron and Steel Industrialists),  
Düsseldorf
- Kommerzienrat (Commercial Counsellor)  
Hermann Waibel, I.G. Farbenindustrie AG,  
Frankfurt a.M.
- Dr. jur. Kurt Weigelt, Deutsche Bank und  
Disconto-Gesellschaft, Berlin
- Landrat a.D. (retired District Administrator)  
Dr. h.c. Tilo Freiherr von Wilmowsky, Krupp AG

## German Near and Middle East Association - Background and Development

- Director Wronsky, Deutsche Lufthansa, Berlin
- Director Dr.-Ing. h.c. Eugen Vögler, Hochtief AG, Essen

The German Middle East Association was recorded in the register of associations in Berlin-Charlottenburg (Abt. 95, Br. 7713). The final version of the statute as of 30<sup>th</sup> May 1934, stipulated that the headquarters of the German Middle East Association should be in Berlin. Its office was located at Schöneberger Ufer 39.

An  
das Amtsgericht Charlottenburg  
Berlin-Charlottenburg  
Tegeler Weg 18/20

Betrifft:  
Deutscher Orient-Verein  
Berlin

Als Vorstand des unter dem Namen  
"Deutscher Orient-Verein e.V."  
in Berlin errichteten Vereins, der  
in das Vereinsregister eingetragen  
werden soll, überreiche ich die  
2  
Satzung in Urschrift und Abschrift,  
sowie eine Abschrift des Protokolls  
vom 30. Mai 1934 über die Bestellung  
des Vorstandes und melde den  
"Deutscher Orient-Verein e.V."  
zur Eintragung in das Vereinsregi-  
ster hierdurch an.  
Der Sitz des Vereins befindet sich  
in Berlin, w. 35, Schöneberger Ufer 39.  
Berlin, den 1. Oktober 1934  
*Karl Reys*

No. 597 des Registers für 1934.  
Berlin, den 1. Oktober 1934  
Der unterzeichnete Notar Dr. Viereck zu Berlin  
beglaubigt hiermit die vorstehende, vor ihm gefer-  
tigte Unterschrift des Direktors Herrn Dr. Her-  
mann Reys in Berlin, s. 30, Bayerischer Platz  
1 wohnhaft.

Kostenberechnung  
aus Wert des Oberlandes Urtrags *100,-*  
1. Gebühren nach § 8 der Gebührenordnung und § 12  
des Oberlandes Urtrags v. 25. 10. 22 und Punkt 4  
des A. 10. und 15. 12. 22. *20,-*  
2. Stempel .....  
3. Gebühren für .....  
4. Gebühren für .....  
Zusammen  
Der Notar  
*William*

Notar  
*William*

## **Statute and Goals of the Association**

The declared goal was to promote – on a non-profit basis – Germany's economic and cultural relations with the Orient.

At the beginning, the Association's activities were focused mainly on the following countries: Afghanistan, Egypt, British-India, Iraq, Saudi Arabia, Palestine, Trans-Jordan, Turkey, Ceylon, Persia, Syria/Lebanon.

It was left up to the board to decide on the expansion of the Association's field of activity to include more countries of the Orient. Four years later on 21<sup>st</sup> November 1938, the statute was amended to include the Arabian Peninsula and Cyprus.

The Association was funded by its members. Its full members were made up of companies and corporations with head offices in Germany as well as German citizens.

Companies, corporations and individuals – who were either not German or resident outside Germany – with an interest in promoting economic and cultural relations between Germany and the Orient, could become extraordinary members. Extraordinary members did not have the right to vote at general meetings. Personalities who made great contributions in favour of German-Oriental relations could be appointed honorary members of the association.

In the first year, Dr. Fritz Hesse was the executive member of the board. He was succeeded by Dr. Hermann Schneider from 1935 until December 1937 whose place was finally taken by Dr. Reinhard Hüber in 1940.

The work of the Association soon reached such a dimension that it was impossible to continue on a voluntary basis as had originally been planned. That is why the management was handed over to independent entrepreneurs.

Shortly after its founding, the Association already had 51 full members and 169 extraordinary members.

Over the years, special committees were set up to deal with individual countries. On 13<sup>th</sup> July 1934, the economic committee of the German Middle East Association was established. State Councillor Wiegand agreed to take over the chairmanship and appointed the following gentlemen to the committee:

- Prof. Dr. Sarre, Persia and Afghanistan
- Prof. Dr. Kühnel, the Arab countries
- Prof. Dr. Süders, India
- Prof. Dr. Schaefer, Egypt
- Prof. Dr. Schnaeder, Oriental philology
- Prof. Dr. Andrae, Assyrian-Babylonian excavations
- State Councillor Wiegand himself was entrusted with Turkey and Greece.



Dr. Reinhard Hüber

The scientific committee of the German Middle East Association was already able to draw attention just shortly after its founding. The Association organised an event celebrating the 1000<sup>th</sup> anniversary of the Persian national poet Firdosil in the Archaeological Institute of Berlin, Germany. The event was radio-broadcast to Iran and was met with great interest. The Association's work also managed to attract the attention of other countries of the Orient.

From October 1934 until February 1935, the scientific committee of the German Middle East Association organised a series of lectures at the Berlin University called "German research on the Orient, its present significance and tasks".

Besides this, the association provided 3,000 gold marks to support the publication of a book depicting the collection of Turkish and Islamic works of art in Tschinili-Köschk, Istanbul. The book was published in 1938 by de Gruyter Verlag, Berlin-Leipzig.

### **The German-Iranian Chamber of Commerce**

On 29<sup>th</sup> April 1936, Dr. Hesse set up the **German-Iranian Chamber of Commerce**. Privy councillor Hans Flach was appointed president. It joined the ranks of previously existing bilateral organisations and, above all, engaged in the economic exchange between both countries.

In that first year, it managed to arrange an order for a German-Iranian/ Iranian-German dictionary. And within just a short period of time the Chamber – thanks to its expertise and commitment – played a leading role in reaching lucrative agreements between German industry and Iran.

The Middle East Association fulfilled the main part of its task of providing information through regular publications.

## Publications

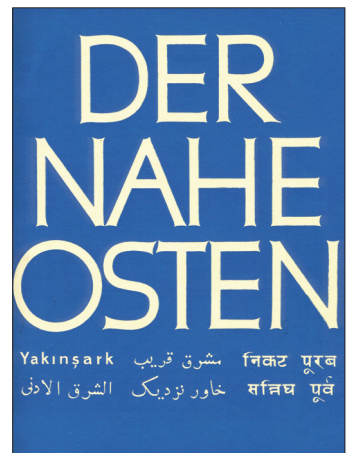
As political events were to be dealt with only as far as they were of relevance to understanding economic processes, the first thought was to publish a journal entitled "Economic announcements for the Middle East".

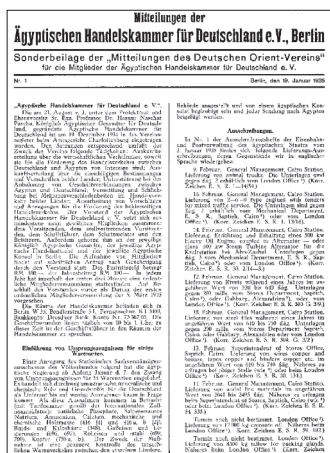
However, in 1934, the year of foundation, the first journal of the Association had the title **"Announcements of the German Middle East Association/Orient Chronicle"**. The first issue appeared on 3<sup>rd</sup> November 1934, and was the information organ of the German-Turkish organisation, the Egyptian Chamber of Trade in Germany, and the German-Iranian society.



After renaming the journal to **"Orient News"** (**Orient-Nachrichten**) in 1935, it already appeared bi-weekly from June 1937 onward. As of 1940, it was entitled **"The Near East"** (**Der Nahe Osten**) and appeared monthly. Initially, Dr. Fritz Hesse was the editor. He was then succeeded by Dr. Reinhard Hüber as executive member of the board.

**"The Near East"** dealt with a wide range of topics. Articles on culture, politics and society were added to current economic news and background reports.





As of 1934 there was an increase in German economic activity in the Orient, especially in Turkey and Iran. The German Middle East Association had been founded at the right time. Many disappointed entrepreneurs from the Iraq Consortium found new opportunities to promote their economic interests making a concerted effort. The members of the Association knew how to take full advantage of new ideas and entrepreneurial zest in the Near East. In the course of the 1930s there was a significant increase in the transfer of goods with countries such as Turkey and Iran. From 1936 to 1938 exports to Turkey almost doubled to 151.4m Reichsmark. Exports to Iran rose by 30%, from 30.4m to 46.3m Reichsmark in the same period. Germany was soon ranked third in trade with Egypt, behind the "old" colonial powers England and France.



## **Re-foundation of the Association in 1950**

At the end of the Second World War, a change in both the political and the economic situation had taken place that not only affected Europe, but the entire Near and Middle East as well.

This new beginning urgently required the resumption of business that had been interrupted due to the Second World War. This made Dr. E. J. Ruperti, the former Vice-Chairman and one of the founders of the German Middle East Association, work towards reviving the Association in 1949. According to him, such an association was of great importance, especially for smaller companies.

On 1<sup>st</sup> February 1950, a number of personalities met to establish the German Near and Middle East Association (NUMOV) as the successor of the German Middle East Association. Many of them were from Hamburg and some of them had already been former members of the Association in Berlin.

The founding meeting of NUMOV was held in the Atlantic Hotel in Hamburg on 10<sup>th</sup> May 1950. Those present were:

Ernst Godeffroy, Deutsche Levante-Linie  
Hans E.B. Kruse, Wiechers & Helm, Hamburg  
Werner Krogmann, Wachsmuth & Krogmann,  
Hamburg  
Udo Bey, Gustav Bey, Hamburg  
Walther Baron de Bouché, Verlag Walther de  
Bouché, Hamburg  
Hans H. Ruperti, J.H. Bolland & Co. GmbH,  
Hamburg  
Wilhelm Berkop, Schenker & Co. GmbH, Hamburg  
Dr. Siegfried Roggenbuck, Hamburger Kreditbank,  
Hamburg

**"Orient" becomes  
"Near and Middle East"**



Ernst Godeffroy

The meeting decided to approve the former statute that was essentially still applicable and to re-establish the Association, appointing Ernst Godeffroy chairman according to § 26 BGB.

The new statute stipulated that the headquarters of the German Near and Middle East Association be in Hamburg. Hamburg, as a gateway to the world, was a good choice when the Association was re-established in 1950. The goal of the Association was based on the old statute: to help promote German economic relations with the Near and Middle East on a non-profit basis. Religious and political goals were expressly excluded; cultural activities such as public lectures were also provided for in the new statute. The Association's field of activity included: Egypt, Afghanistan, Ceylon, India, Greece, Iraq, Israel, Jordan, Lebanon, Pakistan, Persia (Iran), Saudi Arabia, Syria, Turkey.

The re-establishment was recorded in the register of associations in Hamburg on 8<sup>th</sup> July 1950. The offices were first located at 15 Ballindamm, temporarily in the stock exchange, and from 1953 until 2000 at Mittelweg 151. Since 2000, the headquarters of the Association have been at Große Theaterstraße 1 near The Inner Alster. In 2002, the German Near and Middle East Association established a representative office in Jägerstraße, Berlin-Mitte, thus returning to the place of its foundation.

Entry in the register of associations

The document is a yellowed paper form from the Hamburg court register. It contains the following text:

Amtsgericht Hamburg  
Abteilung 69 (14) Hamburg 36, den 8. Juli 1950  
Aktenzeichen: 35 1091  
69 Nr. 4009 In das Vereinsregister ist heute eingetragen worden:  
Nah- und Mittelost-Verein e.V., Sitz: Hansstadt Hamburg.  
Die Satzung ist am 10. Mai 1950 errichtet worden.  
Friedrich Kaufmann Ernst Godeffroy, (Hamburg, Ferdinandstr. 58.)  
Hamburg  
Herrn Ernst Godeffroy, Ferdinandstr. 58.  
Ausgefertigt  
Hamburg  
Kollisionsstellen

## The Fifties and Sixties

The Association started publishing "Express Information from the Near and Middle East" on 1<sup>st</sup> May 1950, and soon added the "NUMOV-Circulars". Both publications included news about the Association as well as extensive economic information on the Near and Middle East region and were thus unparalleled and indispensable.

1950

Furthermore, NUMOV was the co-editor of the "Overseas Review" until 1960 – and then again from 1972 – along with the Africa Association, the Ibero-American Institute, and the East Asia Association. In addition, the German Near and Middle East Association also published special circulars, special publications and, above all, an annual report that summarised information on economic developments and facts concerning the countries NUMOV was dealing with.

NUMOV developed very rapidly. The team of the executive board member, Hüber, could hardly keep pace with the growing amount of tasks. In 1951, NUMOV already had 169 members.

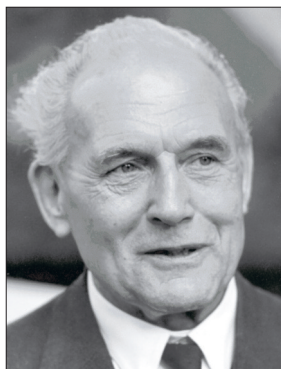
Apart from the general meetings, "**Near and Middle East Days**" were organised annually and constituted an important forum for German companies with an interest in the region. The representatives of the companies could receive information and exchange views on the latest developments in the region.

At the beginning of December 1952 the "**German-Iranian Chamber of Commerce**" was revived. Its headquarters and staff were those of the German Near and Middle East Association until 1998.

1952

**1953**

Cultural exchange between Germany and the countries of the Arab world was broadened when, in January 1953, the German Protestant School in Cairo which had been founded 1873 was reopened under the name "Goethe Institut". Offering German language courses and organizing cultural events to promote mutual understanding was the very goal of the institute. Additional branches were opened in quick succession in the Orient: Beirut (1954), Damascus (1955), Tehran (1958), Izmir and Baghdad (1959), Alexandria, Basra, Khartoum (1960), Istanbul and Amman (1961).



Dr. h.c. Alfred Toepfer

Dr. h.c. Alfred Toepfer, a businessman from Hamburg, succeeded Ernst Godeffroy as chairman of NUMOV in 1954.

NUMOV attracted an increasing number of visitors from abroad, among them ministers, diplomats and journalists. At the same time, co-operation with the Federal Government could be strength-ened. Representatives of the German Near and Middle East Association were received by Chancellor Konrad Adenauer, and Prof. Dr. Ludwig Erhard, Federal Minister of Economics, gave a speech on a Near and Middle East Day.

**1956**

The German Near and Middle East Association achieved great success in 1956 with its exhibition "Near and Middle East – then and now", which took place in Hamburg from 29<sup>th</sup> September until 14<sup>th</sup> October 1956. It was the first event of its kind that led the German public to examine the tradition of German-Oriental relations on a cultural and economic basis. The large number of visitors clearly demonstrated to the countries of the Arabic-Islamic world the extent of interest in Germany.

The supporting programme offered various opportunities to get in contact with important decision-makers who had accepted the invitation.

Among the high-ranking visitors from the region were the Head of Exchange Control from Cairo, Hassan Zaki, a delegation from Kabul with the President of the Ministry of Finance, Mohammed Asef Popol, as well as Fakir Ahmad Ludin. From Baghdad: the then Permanent Secretary of the Ministry of Trade, Dr. Hamid al-Hilali, and the Minister of Economic Affairs Dr. Ali as-Safi. From Iran: the then Permanent Secretary of the Ministry of Trade, Dr. Fazlollah Moschaver. From Tehran: a delegation of the Chamber of Commerce led by the then Vice-President, Mohammed Reza Kharrasi. From Lebanon: Member of Parliament Raymond Eddé. From Pakistan: Director General for Oil, K. A. Waheed. From Damascus: the Head of the Department of Economy of the Syrian Foreign Ministry, Said Raad. From Ankara: Member of Parliament Nurullah Ihsan Tolon, who was at the same time private secretary to the President. Hassan Fakoussa from Cairo represented the Arab League.

All the Arab countries belonging to the field of activity of the German Near and Middle East Association were united under one roof. Altogether some 5,500 people visited the 14-day exhibition. The countries themselves were also inspired and motivated to present themselves abroad, setting up their own exhibitions to advertise themselves.

On 1<sup>st</sup> October 1958, Dr. Ernst A. Messerschmidt succeeded Dr. Reinhard Hüber, the Executive Member of the Board who had served in his post for many years. Dr. Messerschmidt contributed to the success of the Association in an exceptional way. The German Near and Middle East Association became the largest of all associations in Hamburg under his management. He remained managing director until his death in 1971.

**1958**



Dr. Ernst A. Messerschmidt

**SENAT DER FREIEN UND HANSESTADT HAMBURG**

SENATSKANZLEI  
- A III -  
Stiftungsaufsicht  
922.38-12

Hamburg, den 3. Mai 1960

Eingetragen am  
4. MAI 1960

An den  
Fah- und Mittelost-Verein e.V.  
H a m b u r g 13  
Mittelweg 151

Gemäß § 80 des Bürgerlichen Gesetzbuches in Verbindung mit Abschnitt I der Anordnung zur Durchführung des Bürgerlichen Gesetzbuches und des Hamburgischen Ausführungsgesetzes zum Bürgerlichen Gesetzbuch vom 20. Mai 1958 (Amtlicher Anzeiger Seite 441) wird die zur Entstehung der

" Deutsche Orient - Stiftung "

als rechtsfähige Stiftung nach bürgerlichem Recht erforderliche Genehmigung nach Maßgabe der anliegenden Satzung erteilt.



In Vertretung  
gez.: Jess  
(Jess)  
Leitender Regierungsdirektor

Beglaubigt  
(Stempel)  
Regierungsamtmann

**Senat der Freien und Hansestadt Hamburg**

Senatskanzlei  
- Stiftungsaufsicht -

den 19. Juli 1960

Akt: 922.38-12

Eingetragen am  
20. JULI 1960

Gemäß §§ 17 und 21 des Hamburgischen Ausführungsgesetzes zum Bürgerlichen Gesetzbuch in der Fassung vom 1. Juli 1958 (GVBl. S. 196) in Verbindung mit Abschnitt I Ziffer 4 Absatz 1 der Anordnung zur Durchführung des Bürgerlichen Gesetzbuches und des Hamburgischen Ausführungsgesetzes zum Bürgerlichen Gesetzbuch vom 20. Mai 1958 (Amtl. Anz. S. 441) wird hiermit bescheinigt:


Den Vorstand der mit dem Sitz in Hamburg unter dem Namen

" Deutsche Orient-Stiftung "

bestehenden Stiftung bilden:

- 1.) Dr. Rudolf Brinckmann,  
Vorsitzender
- 2.) Dr. h.c. Alfred Röpfer,  
stellv. Vorsitzender
- 3.) Dr. Ernst A. Messerschmidt,  
stellv. Vorsitzender
- 4.) Botschafter a.D. Hans C. Podéyn,  
stellv. Vorsitzender
- 5.) Professor Dr. Bertold Spuler,  
stellv. Vorsitzender
- 6.) Dr. Ernst-Justus Rupert,  
stellv. Vorsitzender
- 7.) Professor Dr. Dr. h.c. Fritz Bände,  
stellv. Vorsitzender

Vorstand im Sinne des § 26 BGB sind der Vorsitzende und die stellvertretenden Vorsitzenden. Je zwei von ihnen vertreten die Stiftung gemeinschaftlich.



Im Auftrage  
(Stempel)  
(Mlow)  
Oberinspektor

Vortragsfertigung am:  
Deutsche Orient-Stiftung  
H a m b u r g 13  
Mittelweg 151

The establishment of the **German Orient-Foundation** in 1960, meant a crucial expansion of the activities of the German Near and Middle East Association. The German Orient-Institute was established under the roof of the German Orient-Foundation and, under the management of Dr. Messerschmidt, soon developed into a leading institution in Germany dealing with issues concerning the modern Orient.

## **Establishment of the German Orient Foundation**

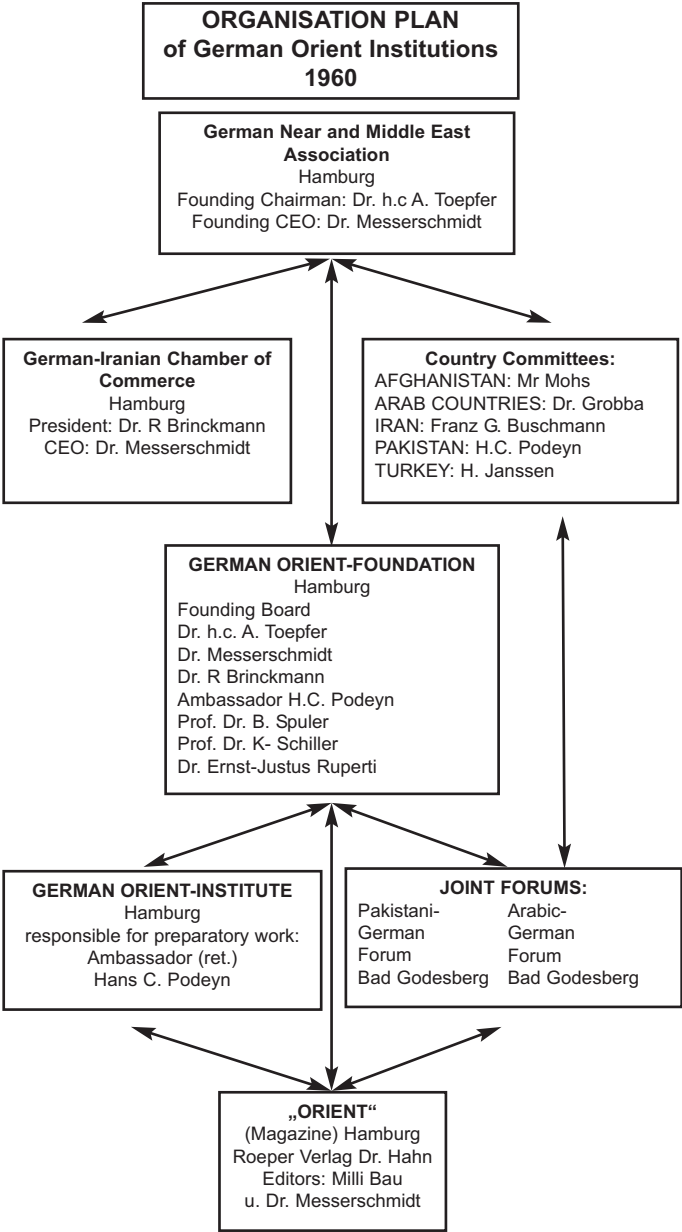
**1960**

The statute of the German Orient Foundation was approved by the Senate of Hamburg on 8<sup>th</sup> May 1960. The foundation ceremony took place in the Atlantic Hotel in Hamburg on 14<sup>th</sup> June 1960. Dr. h.c. Toepfer, the Chairman of the German Near and Middle East Association, outlined the goals of the foundation. It was meant to help promote and cultivate the relations between the countries of the Orient and Germany in all fields of culture, especially art, science, and present day history. For this purpose, an irreplaceable collection of journals and newspapers as well as a library was created that now contains around 33,000 books and 230 periodicals. Since the 1960's, the collection has been expanded by 50 daily and weekly newspapers as well as regular press releases, of which half are in the languages of the countries of the Middle East.

The first election of the board took place in the Atlantic Hotel in Hamburg on 16<sup>th</sup> June 1960. Banker Dr. Rudolf Brinckmann became Chairman of the Board. Further Board Members were Dr. Alfred Toepfer, Dr. Ernst A. Messerschmidt, Ambassador Hans C. Podeyn (ret.), and Dr. Ernst-Justus Ruperti. They co-opted Prof. Dr. h.c. Fritz Baade from Kiel. The constituent assembly of the board of trustees took place in Bonn on 29<sup>th</sup> November 1960. Senator Heinrich Landahl (ret.) took on the presidency. Former German Ambassador to Pakistan, Hans C. Podeyn, became President of the German Orient-Institute. He was succeeded by Ambassador Herbert



Copy and translation of an original from the  
German Near and Middle East Association dating from the year 1960



**Further organisations founded by NUMOV /  
German Near and Middle East Association  
since 1960 - today**

**1983**  
**German-Egyptian Economic Council**  
in cooperation with the Egyptian Businessmens's Association

**1985**  
**Saudi-German Businessmen's Dialogue in the framework of the  
German-Saudi Joint Economic Commission**  
coordinated together with the Saudi  
Ministry of Economics and Finance

**1998**  
**German-Yemenite Forum**

**2000**  
**Federation of European Middle East Business Associations**

**2000**  
**Qatar German Business Forum**

**2001**  
**NUMOV Junior Section**

**2001**  
**NUMOV Senior Consultants Section**

**2006**  
**Emirati German Friendship Society**

**2010**  
**IRAQI GERMAN BUSINESS DIALOGUE**

**German Near and Middle East  
Association Publications**

Economic Forum Near and Middle East  
Qatar - German - Business - Forum  
The United Arab Emirates in Focus  
Iranian - German - Business - Forum  
Moroccan - German - Business - Forum  
Economic Forum Near and Middle East Special Edition Israel  
Near and Middle East Economic Handbook  
NUMOV-DIRECTORY of German Companies in the Near and Middle East  
IRAQI GERMAN BUSINESS DIALOGUE

Richter (ret.) who left office on 5<sup>th</sup> February 1976. After that, the position of president was abolished.

The statute of the German Orient-Foundation basically stipulates the purpose of the Foundation and the Orient Institute as well as the nomination of the Board and the Board of Trustees. The nomination was mainly carried out by the board of the German Near and Middle East Association. Economic support is provided by the Foreign Ministry and the Free and Hanseatic City of Hamburg.

With the establishment of the German Orient-Institute in 1960, the German Near and Middle East Association also published the "Orient News"/ "The Near East" under its new title "Orient".

The press section was expanded significantly. Since 1967, there have been regular reports on personalities of the Near and Middle East in the "**Who's Who**" section. Reviews of books and scientific articles were added. Economic reports were the main part of the publication. Furthermore, issues concerning politics, art, and society were taken up. Some of the contributions were written by staff of the Association. There were also many reports edited by guest authors such as academics, economic experts, journalists, and explorers. The increasing number of requests to place advertisements in the journal signified its wide acceptance.

**1964**

In 1964, the German Near and Middle East Association received its first opportunity to send two **representatives of the technical-economic service** to Pakistan and Turkey on behalf of the Federal Minister of Economic Cooperation and Development. These representatives were Dr. Ing. Georg Fiscoeder and Dr. Heinz Migeod. Their task was to evaluate current German development aid and to look for possibilities for new missions and projects.

By taking advantage of the Associations's contacts to German companies and the knowledge they had gained about the development potential of the countries of the Middle East through many years of business experience, the aim was to significantly improve the effectiveness of development aid in the region. In the second half of the 1960s the re-establishment of the German Near and Middle East Association was completed. Its field of activity included all countries between Egypt, Turkey, and Pakistan. There was a break in 1965 when the Federal Republic of Germany opened a diplomatic mission in Israel. In response, ten Arab countries, among them Iraq, Egypt, Saudi Arabia, Jordan, and Kuwait closed down their diplomatic missions in Germany. Re-establishing relations took many years. During this period the activities of the Association were of great importance as it managed to promote German economic interests and cultivate important relations despite the restrictions imposed on the German missions abroad.

**1965**

On 1<sup>st</sup> May 1966, the department "Central Office of Documentation" of the German Orient Institute started working as a member of the "Max Planck Institute for Documentation" in Frankfurt/Main. Right up to the present day, the central office continues to provide bibliographical information of all kinds. Its work is an indispensable help in dealing with economic, scientific and research issues. In November 1968, the first German business delegation visited Kuwait and Saudi Arabia. In March 1971, another business delegation travelled to Bahrain, Qatar, Abu Dhabi, Oman and Dubai. Both delegations had been planned and organised by the German Near and Middle East Association in cooperation with the Federation of German Industries. The delegation in 1968 was led by Dipl.-Ing. H. Knipping, member of the board of the company Philipp Holzmann AG. The delegation in 1971 was led by Herbert E. Wenzel, longstanding board member of the German Near and Middle East Association.

**1968**

## The Seventies and Eighties

**1971**

Dr. Ernst A. Messerschmidt, who had been the Executive Board Member of the German Near and Middle East Association since 1958, died on 18<sup>th</sup> October 1971. The combination of functions of the management of NUMOV and the German Orient-Institute ended when he died.

In addition to the division of work that was introduced at that time, a cooperation agreement was reached. The Board and the Board of Trustees of the German Orient-Institute remained the managing and supervisory organs of the institute.

They were appointed by the German Near and Middle East Association. As a result, the institute was in charge of the journal "Orient" in 1973. It was entitled "Journal of the German Orient-Institute" in association with the German Overseas Institute, founded by the German Near and Middle East Association.

The institute has been headed by Prof. Dr. Udo Steinbach since 1976. Dr. Christoph von der Decken, Dresdner Bank AG, and Dr. Hans Kippenberger, Deutsche Bank AG, were Chairmen of the Board for many years. Parliamentary State Secretary Dr. Volkmar Köhler (ret.) held the Presidency of the Board of Trustees for many years.



Hans-Otto Thierbach

Hans-Otto Thierbach, Member of the Board of Deutsche Bank AG, Frankfurt/Main, succeeded Dr. h.c. Alfred Toepfer as Chairman of NUMOV on 26<sup>th</sup> April 1973. Rochus Freiherr von Lüttwitz was the Executive Board Member of the German Near and Middle East Association as well as the German-Iranian Chamber of Commerce from 1971 until 1989.



Rochus Freiherr von Lüttwitz

Because they brought together leading business executives with years of experience in different

fields, the country committees of the German Near and Middle East Association proved to be an excellent forum in which to exchange foreign trade knowledge.

In the same year Germany sent its Federal Minister of Economics to Saudi Arabia for the first time ever. He was accompanied by a large delegation of leading representatives of trade and industry. Hans-Otto Thierbach, the new Chairman of the German Near and Middle East Association, participated in the delegation to Jeddah and Riyadh on behalf of NUMOV. Finally, in 1975 the first conference of the German-Saudi Mixed Economic Commission took place. Saudi Arabia had become an important partner in the Middle East.

In December 1977, then Federal Chancellor Helmut Schmidt travelled to Cairo. He assured President Sadat of his support for his peace initiative for the Middle East. In connection with this trip, the Federal Government of Germany agreed to raise the guarantee limit for exports to Egypt.

Besides this, there were negotiations about an increase in German capital aid based on volume of trade. Being the focus of German development aid, Egypt had been granted credits of 1.1 billion Deutschmarks and aid in technical cooperation of 340 million Deutschmarks until the end of 1976.

The number of companies operating on the markets of the Near and Middle East rose steadily. The German Near and Middle East Association promoted the continuously increasing involvement of German companies in the countries of the region and also supported their business activities in various ways.

For example, NUMOV opened a representative office in Bonn to facilitate communication with government departments, embassies, the media and other associations in the capital. During these

**1977**



Helmut Schmidt and  
Anwar Al Sadat

years representing their member companies at home and abroad became a substantial task carried out by the German Near and Middle East Association.

**1981**

Chancellor Helmut Schmidt's second visit to Saudi Arabia within five years emphasised the great importance of the kingdom as an economic and political partner. Saudi Arabia was not just a trading partner, but had also gained significance in terms of German direct investments and as a customer of various huge industrial and infrastructure projects.

Contacts with Iraq were strengthened at the beginning of the 1980s. In November 1981, the German Near and Middle East Association sent a business delegation to the oil-rich country on the Tigris.

Representatives of member companies, the Federal Ministry of Economics, and the German Orient Institute travelled to Baghdad under the leadership of the Chairman of the German Near and Middle East Association. It became apparent that Iraq was set to become the most important buyer of German goods and services in that year. The contacts made with state-owned trading associations during the trip resulted in the establishment of strong cooperation between the German Near and Middle East Association and the Iraqi Chamber of Commerce.

There were also new impulses regarding Turkey. The German Near and Middle East Association received a high-ranking Turkish business delegation in 1981. Turkey's new course relating to economic policy was received positively and a large number of Turkish companies sought cooperation with German companies.

In addition, the Egyptian Businessmen Association – the umbrella association of the Egyptian private



sector – and the German Near and Middle East Association agreed upon setting up the German-Egyptian Economic Council. The primary task of the institution was to organise annual discussions for businessmen in order to achieve a closer degree of economic cooperation and to reduce the existing obstacles.

An industrial and banking delegation travelled to Turkey under the leadership of the Chairman of the German Near and Middle East Association in April. Within just under three years, the country's new economic policy had led to a number of remarkable successes, such as the consolidation of public finances, a tripling of the volume of exports, and a balancing of the balance of payments.

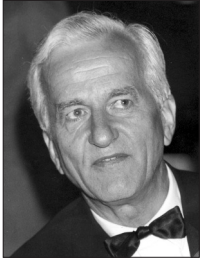
In jointly organised events together with the TOBB (Union of Turkish Chambers of Commerce, Industry, and Maritime Trade, and Commodity Exchanges) more intensive cooperation was pursued.

The year ended with the first conference of the German-Egyptian Economic Council in Cairo. Almost 100 businessmen from both countries gathered during the two-day event. The topics discussed were joint investments in agriculture, industry and the service sector as well as the promotion of Egyptian exports.

The countries' efforts to export from the region to the countries of the European Community and other markets became increasingly significant. The countries of the Middle East had become less and less willing to accept the increasing unfavourable balance of trade.

**1984**

The official ceremony on 6<sup>th</sup> September **1984**, which began with the general meeting was the highlight of the 50<sup>th</sup> anniversary.



Dr. Richard von Weizsäcker

In the presence of the Federal President, Dr. Richard von Weizsäcker, who was accompanied by his wife Marianne, the board of the Association had the honour to welcome almost 900 German and foreign members and guests from Germany and abroad in the Congress Centre of Hamburg.

A gala dinner attracted numerous members of the Association, representatives of various organisations and guests. During the event, high-ranking government representatives presented papers on how to strengthen the already existing cooperation between Germany and the countries of the region and to find new fields of cooperation.



(f.l.t.r.): Mohammad Imady, President of the Arab Fund for Social and Economic Development, Hans-Otto Thierbach, Chairman of the German Near and Middle East Association, Klaus Michael Kühne, Vice-Chairman of the German Near and Middle East Association



Hans-Dietrich Genscher

The papers presented by Federal Foreign Minister Hans-Dietrich Genscher, Turkish Prime Minister Turgut Özal, and the President of the Arab Fund for Social and Economic Development, His Excellency Mohammed Imady, all conveyed the political and economic significance of the Middle East region. As an internationally recognised foreign trade organisation, the German Near and Middle East Association has always communicated the interests and proposals of its partners in the region to the public in Germany and at the same time, has made the efficiency of the German industry more visible.



Turgut Özal

The Association's success was also reflected in its membership numbers. In the year of its 50<sup>th</sup> anniversary the Association welcomed its 500<sup>th</sup> member.



Hans-Otto Thierbach and  
Dr. Richard von Weizsäcker

The report system of the Association has been continuously extended. By 1986, there were four country committees in Berlin, Hamburg, and Frankfurt where members met to exchange information and share experiences. Another focal point of the Association was the initiation, organisation, and further expansion of regular bilateral discussion groups. In this manner business partners from both sides had the opportunity to establish and strengthen important contacts. At a meeting of the German-Egyptian Economic Council in Düsseldorf, for example, more than 120 business representatives from both countries had the opportunity to discuss ways of cooperation in the fields of industry, trade, tourism, and agriculture. A German-Saudi entrepreneurial discussion group which offered attractive projects of cooperation, especially to medium-sized German companies, convened for the first time.

Members of the Board and the management were repeatedly appointed to posts in delegations and economic committees. Among the organisations that dealt with the promotion of foreign trade, the German Near and Middle East Association was in great demand as a partner which was oriented specifically towards the peculiarities and requirements of the Near and Middle East region.

From 1984 until 1989, Saudi Arabia remained one of the main focuses of the Association.

At that time, the kingdom had made a great step towards modernity and turned increasingly to the Western industrial nations for technological and consultative know-how. In 1985, the Saudi Deputy Minister of Industry visited Hamburg as a guest of the German Near and Middle East Association. New starting points for cooperation arose from the encounter. They were taken up by the management to be continued the following December in Riyadh.

Within the context of the German-Saudi Mixed Economic Commission, the so-called **Saudi-German Businessmen's Dialogue** was established and coordinated by the Saudi Arabian Ministry of Finance and Economics and NUMOV / **Near and Middle East Association** and was intended to improve the framework for bilateral economic relations. The Association also helped organize an exhibition in Germany about the Saudi Arabian capital Riyadh. The exhibition, which was shown in Cologne, Stuttgart, and Hamburg, vividly portrayed the architectonic and urban development of Riyadh. There were more than one million visitors to the exhibition. In autumn 1987, the management of the Association attended a meeting of the German-Saudi Mixed Economic Commission in Riyadh which was headed by the Ministers of Economics of both countries. On this occasion, the group of businessmen that had come together in the Businessmen's Dialogue received the opportunity to extensively discuss current possibilities for cooperation.

The combination of government representatives and representatives of the private sector in the mixed commissions enabled the business community to directly campaign for their interests. On the occasion of a conference on the premises of Bayerische Landesbank in Munich, German and Saudi businessmen met again in 1988 to hold bilateral talks. The event provided insight for German companies into projects presented by Saudi companies. The main focus was on technology and new ways of cooperation.

1988

New foundations could also be laid with regard to economic cooperation with Turkey. The new government, headed by Turgut Özal, proved eager to intensify the consolidation of the Turkish economy. This was demonstrated by the conclusion of the second conference of the German-Turkish mixed economic commission in 1984: For the first time since 1975, it seemed reasonable to both governments to discuss

ways of strengthening bilateral economic relations in a special commission. The most important result of the meeting was an agreement concerning double taxation. An **Economic Seminar on Turkey** held in Frankfurt provided further impulses for the economic exchange with Turkey.

In the 1980s, Egypt played an important role for the German Near and Middle East Association. Since the 1960s, the country had been one of the most important Arab buyers of German goods. On assuming office in 1981, President Mubarak continued the policy of openness introduced by his predecessor Sadat. The location on the Nile became increasingly attractive for German companies. The German Near and Middle East Association supported the lively economic exchange: In November 1984, the German-Egyptian Economic Commission, which was established by the German Near and Middle East Association, met in Cologne. After an investment seminar by the DEG which was attended by more than 100 German business representatives, the Egyptian delegation consisting of 40 companies met new German partners at the Klöckner-Humboldt-Deutz AG (KHD, a member of the German Near and Middle East Association) to discuss individual projects. Tourism in Egypt was another topic of the German Near and Middle East Association. At the suggestion of NUMOV, the investment conference "Development of Tourism in Egypt" came into being in cooperation with the Carl Duisberg Centre in Cologne and the German-Arab Chamber of Commerce in Cairo. The conference of the German-Egyptian Economic Commission (GECEC) in Cairo in November 1987 was another important event concerning German-Egyptian economic relations. The conferences of the GECEC, which were attended by government representatives responsible for economic affairs in Egypt, made an important contribution to bilateral cooperation. In addition, GECEC increasingly became an assembly point to forge new business partnerships. The work of the German

Near and Middle East Association for German-Egyptian economic relations also received official recognition. On the occasion of Egyptian President Hosni Mubarak's state visit to Germany in March 1989 representatives of the German Near and Middle East Association were received as well.

The end of the first Gulf War between Iraq and Iran in 1988 stimulated relations between the countries of the region and German companies. Visits by various delegations of high-ranking governmental and economic representatives demonstrated the huge interest in cooperation with German companies. German companies showed great interest in taking part in the reconstruction after the ceasefire between Iraq and Iran. The German Near and Middle East Association took part in numerous events of various chambers of industry and commerce as well as trade associations. In November, it arranged its own conference concerning Iran hosting more than 300 participants. Together with German industrial representatives, the Board of the German-Iranian Chamber of Commerce and that of the German Near and Middle East Association accompanied the German Foreign Minister on a trip to Tehran at the end of November 1998. The German Near and Middle East Association and the German-Iranian Chamber of Commerce were also involved in a preparatory meeting of the German-Iranian Economic Commission.

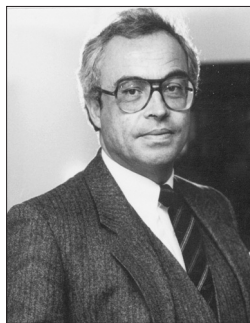
Many further milestones marked the work of the German Near and Middle East Association until 1989: Following Foreign Minister Genscher's visit to Damascus in August 1985, the Syrian government invited NUMOV for talks. A German business delegation travelled to Damascus in 1985 under the leadership of Chairman of NUMOV Hans-Otto Thierbach. The management of the German Near and Middle East Association travelled to the countries of the region in order to introduce itself. Personal contacts were established with German

representatives in Syria, Syrian chambers of commerce, ministries, central banks, and individual businessmen. An employee of NUMOV also represented it at the international fair in Baghdad. A visit to the British Middle East Association in London resulted in an interesting exchange of experiences.

## 1989

In December 1989, the German Near and Middle East Association and the IHK Bielefeld organised a conference on Arab commercial and contract law, the main topics being agency law, supply contracts, arbitration, and joint ventures.

Staff changes at the head of NUMOV never lead to a break in the work of the German Near and Middle East Association but were rather a guarantee for its stability. Dr. Rolf-E. Breuer, who was Member of the Board of Deutsche Bank AG, Frankfurt, as was his predecessor Hans-Otto Thierbach, became Chairman of the Board of the Association on 16<sup>th</sup> September 1986. Dr. Otto Plassmann became the managing director in 1989.



Dr. Rolf-E. Breuer



## **Change and Continuity: The Nineties**

Iraq's occupation of Kuwait which caused the second Gulf crises in August 1990, the new leadership in Iran, and the reunification of Germany were formative events for the work of the German Near and Middle East Association in 1990.

**1990**

After German companies had spent two years reestablishing business contacts with Iraq and Kuwait, Iraq's invasion of Kuwait and the impending foreign intervention brought new uncertainty as to the future of the region. The Association was approached from many sides requiring information on the current situation, interviews, background reports, and lectures.

An Iraq Conference held in this respect gave full information about the trade embargo on Iraq. Moreover, the background of the Gulf crises was reviewed.

The field of work of the German Near and Middle East Association grew as a result of the reunification of Germany. NUMOV made increased efforts to establish contacts with companies in the new federal states and organized talks and events for that purpose.

The German economy followed the new developments in Iran with great interest. President Rafsanjani made an effort to reform the economy of his country. The management of the Association joined a delegation to Tehran which was headed by Dr. von Würzen, State Secretary of the Federal Ministry of Economics. The mission was undertaken in order to intensify future cooperation that would be beneficial for both sides. The delegation was not disappointed: The economic plan presented by the Iranian side contained clear liberal and market economy elements and opened up a number of new

business opportunities to the German partners. The huge number of business representatives – a delegation of about 60 people – and the assurance of a new DM 500m Hermes credit limit also convinced Tehran that the German economy had a great interest in cooperation.

On the occasion of the visit of Saudi Arabian government representatives to Germany at the beginning of 1990, the German Near and Middle East Association organized a meeting of the "Businessmen's Dialogue" which was attended by H.E. Abalkhayl, the Saudi Arabian Minister of Finance and Trade at the time.

In addition to its country-related activities, NUMOV was in demand as a participant in regional events that dealt with the region around the Arab world in a transnational way. Thus the German Near and Middle East Association attended the world conference of the ICC in Hamburg.

From 1991 to 1994, the oil-rich Gulf States were at the centre of attention of German companies. The second Gulf crisis came to an end in January 1991 and the way was clear for economic activities in the Gulf. The commencement of the reconstruction work in Lebanon as well as the declarations of independence of the central Asian Republics of Azerbaijan, Kazakhstan, Kyrgyzstan, Tajikistan, Turkmenistan and Uzbekistan in 1990 and 1991 constituted important developments for economic involvement in the region. At that time, the oil-producing countries had priority on the itinerary of the German Near and Middle East Association. In 1991, Members of the Board of NUMOV accompanied the Federal Minister of Economics, Möllemann, on his trip to Iran, Kuwait, and Saudi Arabia.

In February 1992, another conference of the German-Saudi mixed Economic Commission took place in Riyadh. For that reason, the Federal Minister of Economics travelled to the Saudi capital with a German delegation again. The German Near and Middle East Association was involved in preparing and implementing the trip. The prospect of German investments in Saudi Arabia as well as Saudi investments in Germany, especially in the new federal states, was one of the most important topics. In 1994, Members of the Board of NUMOV accompanied another delegation of the Federal Minister of Economics at the time, Dr. Rexroth, to the country. In that year Saudi Arabia became Germany's third-largest trading partner in the Arab world.

**1992**

At the end of October 1992, the second EG-GCC industrial conference took place in Qatar. About 200 personalities from Europe participated – among them representatives of NUMOV – and a similar number of representatives from GCC countries. The main topics were plans for a free trade agreement and a tax on CO<sub>2</sub>.

At the beginning of the 1990s, Lebanon began to recover from the years of civil war. German exports into the country rose constantly, and Lebanon could also increase its exports to Germany year by year. On behalf of the EU, NUMOV and partner organisations from the Netherlands and Belgium undertook a business trip to Lebanon.

In 1994, the involvement of German companies in the new Central Asian Republics intensified. In that year alone about 40 new representative offices of German companies were registered in Alma Ata (Kazakhstan) and about 25 in Tashkent (Uzbekistan). NUMOV expanded its coverage to

**1994**

include these countries in response to the growing demand for information.

In April 1994, the Foreign Ministry organized a fact-finding tour to Iraq. After the Gulf war there had been no German representation in the country for four years. The Federal Government was interested to form an impression of the current situation. The contacts established during this visit were maintained by two subsequent visits by the German Near and Middle East Association.

Foreign trade and the relations with Egypt were just as positive in these years, and the German Near and Middle East Association cultivated them. NUMOV was still an important contact for the country on the Nile.

In 1991, a representative of the German Near and Middle East Association visited Cairo to hold talks with the Egyptian Businessmen's Association (EBA) which sought communication with German companies and asked the Association for support. Many contacts could be built up in the following period.

In the meantime, Turkey had become Germany's most important foreign trade partner in the region. The Association took up the impulses coming from the German-Turkish Cooperation Council in Istanbul in 1994 and arranged in the same year, together with partner organisations from other EU-countries, a Business Week for partnerships in food processing in Izmir on behalf of the European Union. A similar event followed for automotive components in Istanbul.

Furthermore, the German Near and Middle East Association participated in many events in Germany to present its work at home. The country associations jointly presented themselves at the Chamber of Commerce in Leipzig. The German Near and Middle East Association also took part in the organisation of

various information events: The Foreign Trade Group of the Association of the German Motor Industry, the Iran Day of the Carl Duisberg Centres (CDC), a Turkey Day, and a Cyprus Day by the Chamber of Commerce of Hamburg, as well as several meetings of the Saudi German Investment Company (SAGECO) were among the business related gatherings.

## 1995

1995 was dominated by the prospects of future co-operation with the Palestinian Territories. The peace process between the Israelis and Palestinians that had started at the beginning of the 1990s aroused the interest of the German economy to become increasingly involved not only in Israel, but also in the Palestinian Territories. The German Near and Middle East Association organised a fact finding mission to explore business possibilities. 19 German business executives visited the Palestinian autonomous regions in May 1995. During the four day trip, the German guests held talks with members of Chambers of Commerce in Nablus, Bethlehem, Gaza, and Ramallah. The trip was very valuable in gaining information and contacts in particular in the area of infrastructure. A meeting with President Yasser Arafat, the Minister of Economics and Trade, Ahmed Qurei, and the Minister of Cooperation and Planning, Dr. Nabil Shaath, was also on the agenda.

In May 1995, then Federal Chancellor Dr. Helmut Kohl also travelled to the Near East. He visited Egypt and Jordan as well as Israel and the Palestinian Territories. During the same year, representatives of the German Near and Middle East Association accompanied the Foreign Minister at the time, Dr. Klaus Kinkel, on a trip to Cairo, Kuwait, Qatar, Bahrain, and Ankara. The trip was a great opportunity for the German Near and Middle East Association to strengthen its contacts with local organisations.



Dr. Helmut Kohl and Hosny Mubarak

On 27<sup>th</sup> December 1995, Wolf-Elmar Warning became Chairman of the German Near and Middle East Association. He succeeded Dr. Rolf-E. Breuer, who had been the Chairman of NUMOV since 1986.

## **1996**

In 1996, the North Africa Middle East Initiative of the German economy (NMI) was founded. Its goal was to coordinate the work of relevant associations in Germany and in the region. The German Near and Middle East Association is one of its founding and participating organisations. An employee of the Foreign Ministry was in charge of the coordination work. The area of activity of the NMI extends from North Africa to Pakistan and also includes the Gulf states, thus comprising 22 countries.

At the end of 1996, the Near and Middle East Association organised a delegation of business representatives to Saudi Arabia. The business meetings during the trip opened up interesting prospects for business activity in the Kingdom for the German participants.

Apart from Saudi Arabia as an important market, NUMOV also focused on Yemen, which was among the most important recipients of German development aid in the region. In September 1997, the German Near and Middle East Association organised and received a business delegation in Hamburg on behalf of the Federal Ministry of Economics. In response to the successful visit of the delegation in the Hanseatic city, the guests from Yemen extended an invitation to Yemen for the following year.

In 1997, Werner Schoeltzke, Chairman of the Executive Directors of Fritz Werner Industrie-Ausrüstungen GmbH – later renamed MAN Ferrostaal Industrieanlagen GmbH – became the Chairman of the German Near and Middle East Association. Helene Rang became Chief Executive Officer (CEO) and Deputy Chairperson of NUMOV.

The German Near and Middle East Association was completely restructured. The number of Board Members was raised and the country committees were revived. An advisory committee was set up, the members of which were to be selected from public figures as well as experts with special relations to the region. In addition, many representative offices were opened in various German cities.

1997



Werner Schoeltzke



Helene Rang

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- ◆ exchange of experiences among members
- ◆ country committees
- ◆ written information

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NAH- UND MITTELÖST-VEREIN E.V.

is important for your success!

### How to contact us:

NUMOV - Nah- und Mittelost-Verein e.V.  
(German Near and Middle East Association)  
E-Mail: [numov@numov.de](mailto:numov@numov.de)  
Internet: [www.numov.de](http://www.numov.de)

Chairman Oliver Hermes, CEO Helene Rang,  
Honorary Chairman Gerhard Schröder,  
Former Chancellor of the Federal Republic of Germany

# NAH- UND MITTELOST



## WIRTSCHAFTSHANDBUCH 1998

**NAH- UND MITTELST.VEREIN E. V.**  
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GERMAN NEAR AND MIDDLE EAST ASSOCIATION  
YAKIN VE ORTADOĞU DERNEĞİ

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### „Noch sind nicht alle Möglichkeiten ausgeschöpft“

*Die Zahl der Investoren Richtung Nahost wird immer größer. Wie reagiert die Politik? Ein Gespräch zwischen Bundeswirtschaftsminister Dr. Günter Rexrodt und Hartmut Sikok, NUMOV*

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- Saudi-Arabien
- Internet
- Aktienmärkte
- Finanzen
- Länderauswahlprüfung
- Kurzmitteilungen
- Geschäftsanfragen
- Impressum
- Irak
- Jemen
- Devisenkurse
- Iran
- Ein neues Mitglied stellt sich vor
- Vorstellungskalender
- Misskalender

**NUMOV:** Viele Länder des Nahen und Mittleren Ostens wollen ihre Wirtschaft neu gestalten und modernisieren. Wie reagiert die Bundesregierung darauf und welche Chancen ergeben sich für die deutsche Wirtschaft?

**Rexrodt:** Ich habe auf meinen verschiedenen Reisen in den nahöstlichen Raum den Eindruck gewonnen, daß die Länder ihre Infrastruktur auf eine breitere Basis stellen wollen. Das ist natürlich notwendig, um die Abhängigkeit von den wenigen Rohstoffen und veralteten Erzeugnissen zu verringern. Deutschland ist bei diesem Prozeß der Erneuerung gerne behilflich, zumal die deutsche Exportwirtschaft viele Güter und eine den Ländern angepaßte Technologie anbieten kann.

**NUMOV:** Diese Länder besitzen teilweise noch keine ähnlich demokratischen Strukturen wie westliche Demokratien. Ist das nicht ein Nachteil für zu verbleibende Handelsbeziehungen?

**Rexrodt:** Wir bemühen uns in Gesprächen mit Politikern der nah- und mittelöstlichen Länder um eine Verständigung von einer demokratisch verfaßten modernen Industrie- und Dienstleistungsgesellschaft her. Jedoch ist klar: Diese Länder werden sich nicht beeindrucken lassen, sondern ihren eigenen Weg gehen. Deshalb müssen wir diese Staaten so nehmen, wie sie sind, und sie dazu veranlassen, ihre Grenzen möglichst zu öffnen, so wie wir auch ihnen den Zugang zu unseren Märkten erleichtern wollen.

**NUMOV:** Wie könnte ein größeres Engagement Deutschlands in der Aus- und Weiterbildung regional aussehen?

**Rexrodt:** Das dürfte deutsche Auszubildenden findet immer stärkere Beachtung in der arabischen Welt. In vielen arabischen Ländern sind deutsche Experten tätig, um dieses System zu vermitteln. Bei der Hochschulausbildung sind wir leider noch nicht so weit, wie wir es gerne hätten. Denn noch immer bildet die deutsche Sprache eine Barriere, die viele Studenten nicht überwinden wollen oder können. Innerhalb besserer deutscher Universitäten zunehmend Auszubildende in englischer Sprache an.

**NUMOV:** Die Exportzahlen sind beachtlich. Sie betragen sich z. B. 1996 auf ungefähr 30 Milliarden DM. Also mehr als beispielsweise nach Südafrika. Wie sehen Sie die Perspektiven für die Zukunft?

**Rexrodt:** Die von Ihnen genannte Zahl spricht für sich selbst. Trotzdem sind noch nicht alle Möglichkeiten ausgeschöpft. Wenn der Modernisierungs- und Privatisierungsschritt in den arabischen Ländern weitergeht, dürfen die bisher erzielten Exportserfolge noch überboten werden.



Dr. Günter Rexrodt

**NUMOV:** Halten Sie die angestrichene Wirtschaftsfutur in Substanzen. Denn durch eine Umorientierung und ein noch höheres Interesse an Nah- und Mittleren Ostern für wirtschaftlich?



## 1998

The first edition of the **"Economic Forum Near and Middle East"** followed in March the same year. There had been no comparable publication in Germany so far. Today, it is Germany's largest economic publication for the Near and Middle East and is also well known in the region.

The issue of Yemen was taken up again at the beginning of the year. In cooperation with the Economic Council of Sachsen, the German Near and Middle East Association organised a conference about the economic perspectives in reunified Yemen in January. The new political and economic framework as well as the huge response to the visit of a Yemeni delegation to Hamburg the year before made the German Near and Middle East Association evaluate the opportunities for economic involvement in the country itself.

After a fact-finding mission in Yemen in January and February, a business delegation of the German Near and Middle East Association, in cooperation with the Federal Ministry of Economic Cooperation and Development and the Hessian Ministry of Economics, travelled to the country in spring 1998. Among the important topics discussed were the construction of infrastructure and energy supply as well as developing the fishing industry, water technology, and environmental protection.

Since 1998, NUMOV / the German Near and Middle East Association has been organising fact-finding missions to help obtain first-hand regional information about the respective countries. For this purpose, a trip was undertaken to Qatar in March 1998. By tapping the largest isolated natural gas field in the



f.r.t.l: Ali Abdullah Saleh, President of the Republic of Yemen, Dr. Helga Gräfin Strachwitz, Ambassador in Yemen, first female German Ambassador in the region, Werner Schoeltzke, Helene Rang.

world, Qatar experienced an enormous economic upturn; and it still has enormous resources at its disposal. The country invested considerable amounts in the processing of natural gas and in the steel industry as well as the production of building materials. The goal of the mission was to establish contacts with economic decision-makers in the country.

During the trip, there were also talks with the Qatari Minister of Economics and Finance, H.E. Youssef Hussain Kamal, the Qatari Minister of Energy and Industry, H.E. Abdullah Bin Hamad Al Attiyah, and the Secretary of State H.E. Ali M. Al-Khater. The highlight of the visit was a personal reception of the German Near and Middle East Association management by the Emir of Qatar. It was then agreed to host a Qatari delegation in Germany.

The next fact-finding mission was a trip to Lebanon in early summer. The talks concentrated on prospects and opportunities for participation by German companies in the reconstruction projects of the country. Discussions with the Lebanese Minister of Economics, Yasin Jaber, the Minister of Agriculture, Shawki Fakhoury, and the Minister of Finance, Fuad Siniora, provided the possibility for both sides to have an interesting dialogue and exchange ideas.

In late autumn, the German Near and Middle East Association organized a fact-finding mission to Iran. The aim was to strengthen economic relations between the two countries as these had lost intensity in the preceding years due to various events. The agenda included visits to the Industrial Development and Renovation Organisation of Iran (IDRO), the Central Bank of Iran (Bank Markazi), the National Petrochemical Company (NPC), the Authority for Promotion of Free Trade and Industrial Areas, and the Iranian Chamber of Commerce, Industries and Mines (ICCIM). The intensive talks that contributed to the rebuilding of friendly relations between the two countries made the trip a great success.

Besides these activities, other important markets in the region were not neglected. In autumn, the Association organised the economic conference "Tiger on the Nile?" in cooperation with the BHF Bank in Frankfurt a.M. The goal was to strengthen German contacts with Egyptian companies and to provide information about the improvements which the new Egyptian privatisation programme entailed for foreign investors. Furthermore, the German Near and Middle East Association invited a Saudi delegation to Germany on behalf of the Federal Ministry of Economics. The delegation of 33 participants, which was headed by Khaled Al-Zamil, President of the Council of Saudi Chambers of Commerce and Industry and owner of the Al-Zamil Group, visited Stuttgart, Frankfurt a.M. and Wiesbaden.

In 1999, Hans-Jürgen Wischniewski – also known as Ben Wisch – became Honorary Chairman of NUMOV / the German Near and Middle East Association. During his political career, he was a member of the Social Democratic Party (SPD) since 1948 – where he shaped social democratic politics as Chairman of the Social Democrats' youth organisation, General Secretary and Vice-Chairman of his party, and as Chairman of his party's Committee for International Relations. His most prominent posts were: Minister of Economic Cooperation and Development, Minister of State in the Federal Foreign Office and the Chancellor's Office during Helmut Schmidt's term of office. He was chairman of the Association for Town Partnership between Cologne and Bethlehem and Member of the Board of Trustees of the Friedrich-Ebert Foundation. On the occasion of Hans-Jürgen Wischniewski's appointment as Honorary Chairman of NUMOV / the German Near and Middle East Association a huge gala event took place in Bonn on 8<sup>th</sup> February, 1999. Almost all the ambassadors from the countries of the Near and Middle East as well as North Africa were present. Important representatives from various Federal Ministries, politicians, and the

**1999**



f.l.t.r.: Hans-Jürgen Wischniewski,  
Yasser Arafat and  
Heidemarie Wiczorek-Zeul

Board Members of the Near and Middle East Association were also present to celebrate the appointment.

Iran remained an important topic. After the collapse of the price of oil, Iran was affected by its low export level, as oil made up 80% of its exports. At the same time, German bilateral trade with Iran recorded a clear decline. The government, led by President Khatami, strove to bring about economic reforms and to reduce Iran's dependence on oil revenues. There were efforts to expand marketing of non-oil exports such as agricultural products and textiles as well as an increasing amount of petrochemical products and aluminium.

The German Near and Middle East Association responded to the new economic development in Iran and was the first German organisation to organise the conference "Petrochemical Industry in Iran – New Investment Opportunities" which took place in Hamburg in September 1999. A high-ranking Iranian delegation headed by the president of the National Petrochemical Company and Deputy Oil Minister H.E. Mohammad Reza Nematzadeh took part in the conference. Papers were also presented by H.E. Dr. Ahmad Azizi, the Iranian Ambassador to Germany, as well as high-ranking representatives of the Federal Ministry of Economics and Trade, the petrochemical industry, and financial institutions.



Mohammad Reza Nematzadeh

The high-ranking contacts which NUMOV / the German Near and Middle East Association was able to establish in Qatar led to an intensification of bilateral relations: H.H. Sheikh Hamad Bin Khalifa Al-Thani was the first Qatari Head of State to visit Germany. During his visit he was also received by Roman Herzog, who was the Federal President at the time. In cooperation with the Kreditanstalt für Wiederaufbau (KfW), especially with Ingrid Matthäus-Meier, Board Member of the KfW and the German Near and Middle East Association, NUMOV

organised what was to be the most successful meeting of German and Qatari businessmen ever. It took place in Frankfurt in November and over 200 German business representatives took part. The Qatari delegation of 38 members was headed by H.E. Abdullah Bin Hamad Al-Attiyah – Minister of Energy, Industry, Electricity, and Water – and H.E. Youssef Hussain Kamal – Minister of Finance, Economics, and Trade. Official support was given to the event by State Secretary Dr. Gerlach from the Federal Ministry of Economics. The intensification of economic ties is also reflected in trade statistics: In the year after the visit of the Qatari government representatives, German exports to Qatar rose by 59.2%.



f.l.t.r.: Jens-Ove Stier, Vice-Chairman of NUMOV / the German Near and Middle East Association, Walter Weinberger, German Ambassador to Qatar, Sheikh Hamad Bin Khalifa Al-Thani, Emir of Qatar, Werner Schoeltzke, Chairman of NUMOV / the German Near and Middle East Association

Apart from events related to specific countries and topics, NUMOV / the German Near and Middle East Association provided its members with more general information about the current situation and business opportunities in the Middle East. In January, about 80 German business representatives participated in the Economic Near East Day which was organised in Mainz by the Near and Middle East Association in cooperation with the IHK Rheinhessen. The conference catered especially for the needs of small and medium-sized companies. The main focus was on establishing contacts, completion of contracts and legal protection for practical purposes. There was also an invitation to an information meeting dealing with current questions of foreign trade promotion at the Federal Ministry of Economics.



Hamad bin Yassim bin Mohammed Al Thani, Roman Herzog

In October 1999, members of NUMOV / the German Near and Middle East Association visited the European Commission in Brussels as part of a presentation of the Euro-Mediterranean Cooperation. For the first time, a group of German businessmen and economic representatives had the opportunity to receive first-hand information on the programmes of the EU in the Mediterranean region.

## The German Near and Middle East Association today

2000

In 2000 NUMOV / the German Near and Middle East Association took the initiative to concentrate the forces already active in the Near East at European level. Various non-profit organisations working to promote economic relations with the Middle East followed the invitation of the German Near and Middle East Association to convene in Frankfurt. Representatives of the Middle East Association (London), the Society for Austro-Arab Relations (Vienna), the Netherlands Middle East Business Council (The Hague), the OPEC and Middle East Business Clubs (Copenhagen), and the German Near and Middle East Association founded the **"Federation of the European Middle East Business Associations"**.

This step emphasized the growing importance of European cooperation in the field of foreign trade promotion. The exchange of experiences and joint meetings was to lead to an improved services for member companies.

The Gulf states also played an important role for the German Near and Middle East Association in 2000: In April, the Near and Middle East Association and the IHK Frankfurt organised an Iraq conference on trade relations with Iraq within the context of the Oil-for-Food Programme. During the conference, members had the opportunity to discuss the latest developments in Iraq and obtain important first-hand information.



Mohammed Khatami,  
Werner Schoeltzke

In July 2000, the President of the Islamic Republic of Iran, H.E. Mohammed Khatami, visited Germany. It was the first visit of an Iranian Head of State in 33 years. In the same month, H.E. Akbar Torkan,



Iranian Deputy Minister of Industry and the President of the Industrial Development and Renovation Organisation of Iran (IDRO), accepted an invitation of the German Near and Middle East Association to come to Hamburg. The visit also helped prepare the trip by a German economic delegation to Tehran. At the beginning of October, a German business delegation headed by the Federal Minister of Economics Dr. Werner Müller travelled to Tehran. The efforts made to improve mutual economic relations were effective: In 2000, German exports to Iran rose by almost 400% compared to the previous year. There was also an increase in imports of Iranian products.

Relations with Qatar were intensified as well. At the request of the Federal Ministry of Economics, the German Near and Middle East Association organised a trip for 30 business representatives to Qatar and Kuwait. The delegation was received in Qatar by the Minister of Energy H.E. Abdullah Bin Hamad Al Attiyah and the Minister of Economics and Finance H.E. Yousef Kamal. During the visit, Qatar was awarded the contract to host the Asian Olympic Games in 2006. On this occasion, the German Near and Middle East Association – with the assistance of the German Ambassador to Qatar – founded the German Working Group Asian Games 2006. After only a few months, about 100 companies had joined the group.

After the second Gulf war, Kuwait and Qatar constituted interesting markets for German companies. Economic activities between Germany and Kuwait flourished: In the meantime, about 700 German companies were registered in Kuwait. In 2000, German exports already exceeded EUR 500m. Germany predominantly supplied machines, electronic equipment, medicine, and high-tech products.

For the first time in its history, the Association had the opportunity to invite its member companies to the Foreign Ministry in Berlin. More than 150 company representatives had the unique opportunity to receive and discuss information presented by Joachim Broudré-Gröger, the head of the economic department of the Foreign Ministry, and other high-ranking speakers.



Dr. Johannes Rau,  
H.H. Sheikh Hamad bin Khalifa al-Thani

February saw the first visit of a Federal President to the State of Qatar. H.H. Sheikh Hamad bin Khalifa al-Thani and President Dr. h.c. Johannes Rau met for official talks. H.H. Sheikh Hamad emphasized the significance of the bilateral economic relations. The Vice-Chairperson of the German Near and Middle East Association, Helene Rang, representing the association's management, was also a Member of the President's delegation.

In March, the German Working Group Asian Games Qatar 2006, which had been initiated by the German Near and Middle East Association, held its first meeting. It was headed by Martin Bay, Chairman of the Board of Managing Directors of Lahmeyer Int. GmbH at the time and Member of the Board of the German Near and Middle East Association.



H.E. Sheikh Tamim bin  
Hamad Al-Thani

After a meeting between the Executive Director of the German Near and Middle East Association, Helene Rang, and the new President of the Olympic Committee (QNO), H.E. Sheikh Tamim bin Hamad Al-Thani, the first presentation of the German Working Group Asian Games Qatar 2006 followed. A press conference organised by the German Near and Middle East Association on the same day resulted in detailed coverage in all important local newspapers and stressed the importance of German presence in the region.



Whereas the German Near and Middle East Association has been promoting bilateral relations between Germany and the countries of the Near and Middle East, the **Junior Circle** of NUMOV, founded in 2000, is engaged particularly in cultural exchange. The goal of the Junior Circle is to promote the dialogue between young people of different cultural and religious backgrounds in cooperation with science and the economy. The Junior Circle is a bridgehead to the region and a platform to exchange knowledge and experiences. On 8<sup>th</sup> June 2001, a group of Iranian students participated in the first symposium of the Junior Circle of NUMOV at the Chamber of Commerce in Hamburg. The topic of the symposium was "How do economic globalisation and new technology change the dialogue between cultures?"

In 2001, the **Qatar German Business Forum** started its work as part of NUMOV / the German Near and Middle East Association and as an umbrella organisation of the German pool of companies. Important German companies sought to join the pool. Turkey remained a further main focus of NUMOV. In summer 2001, a high-ranking delegation of the German Near and Middle East Association travelled to the country on the Bosphorus. Although Turkey – one of Germany's most important trading partners outside the EU – was suffering the biggest economic crisis in 50 years, it remained a reliable partner. The delegation met with the Turkish Minister of Economics, Kemal Dervis. The focus of the delegation trip was on Ankara, Istanbul, and Izmir as economic and political centres. The aim of the trip was to support the traditionally good economic relations with Turkey, especially during difficult times.

The United Arab Emirates (UAE), in the meantime Germany's second most important economic partner in the Arab world, were the destination of a delegation trip in October 2001. Having decreased its dependence on oil export in favour of tourism and

2001



H.H. Sheikh Mohammed bin Raschid Al Maktoum, (r.), H.E. Sheikh Ahmed bin Saeed Al Maktoum



H.M. King Abdullah II.  
of Jordan

finance, the UAE offered numerous prospects for German companies. During the trip, the participating business representatives had the opportunity to directly establish important contacts and strengthen existing relations.

German foreign trade with Jordan had been on a steady rise since the 1990s. In October, H.M. King Abdullah II of Jordan participated in a meeting with more than 100 German economic representatives in Berlin. The meeting was headed by the Chairman of the German Near and Middle East Association, Werner Schoeltzke. In the two years following the generation change in the ruling house, the Hashemite Kingdom had laid the foundations of a modern and open economy and thus paved the way for an economic upturn.

NUMOV / the German Near and Middle East Association participated in the organisation of the 11<sup>th</sup> Euro-Arab Environment Conference which took place in 2001 in Rostock. The main topics were technologies concerning waste, recycling, water and sewage treatment, as well as climate protection and air purification. Efforts to protect the environment and for the efficient utilisation of natural resources, which are aimed at improving living conditions, are increasingly gaining significance in the region. The sector offers great business opportunities for German companies, whose products enjoy a good reputation in the Near and Middle East.

In 2001, the German Near and Middle East Association intensified its activities at international fairs. Following the initiative of the Near and Middle East Association, the Oil & Gas Fair in Tehran was put on the official foreign fair agenda of the Federal Government.

The German Near and Middle East Association has in the meantime become the best-known German organisation in Qatar, apart from the companies operating in the country, such as KruppUhde. On behalf of the Federal Ministry of Economics and Labour, NUMOV / the German Near and Middle East Association organised a delegation of about 44 German business representatives to Qatar and Oman. It was the largest German business delegation that had ever visited Qatar. The Ambassador to Qatar at the time, H.E. Rolf Meyer-Olden, gave confirmation to the German Near and Middle East Association and the Foreign Ministry that there had never been so much publicity for Germany in Qatar.

In the previous few years, Germany had become an important business partner for Oman and was ranked 5<sup>th</sup> among the import countries of the Sultanate. During their visit, the members of the delegation were informed in detail by high-ranking Omani hosts about the current investment situation and business opportunities in the country.

In April 2002, the German Near and Middle East Association opened its new representative office in Berlin-Mitte. After 68 years, NUMOV had returned to the place of its founding in Jägerstraße and is now permanently present in Berlin once again.

The Turkish Minister of Economics, Kemal Dervis, came to Hamburg in April, following an invitation of the German Near and Middle East Association to speak before 200 guests at the German Near and Middle East Gala Event 2002 in the Hotel "Four Seasons". He appealed to the European Union not to hesitate but instead to name a date for EU membership negotiations with Turkey, which would be an important signal to confirm the mutual readiness to admit the country. The minister hoped this would help strengthen the progress already made and push ahead the structural reforms that were indispensable to ensure urgently needed foreign invest-

**2002**



Kemal Dervis

ment. In 2001, Dervis came to Ankara as an independent expert of the World Bank at the peak of the economic crisis in Turkey. He quickly devised an emergency plan aiming to put Turkey on a consolidation course. In the past, growth potential had not been exploited due to undisciplined budgetary policy and structural weakness.



Dr. Werner Müller, Federal Minister of Economics, and Dr. Ibrahim Al-Assaf, Minister of Finance of the Kingdom of Saudi Arabia

During the same month, the Federal Minister of Economics, Dr. Werner Müller, travelled to Saudi Arabia for the first time, in response to Crown Prince Abdullah Bin Abdulaziz Al Saud's visit a year before. This was a historic milestone in the bilateral relations.

In June 2002, the Iranian Minister of Industry, Eshaq Jahangiri, visited Germany for the first time. He held very successful talks with his German counterpart Dr. Werner Müller. Only a few weeks later, Dr. Werner Müller visited Iran in return. During the visit, the German-Iranian investment promotion and protection treaty was signed. For the first time, investors were guaranteed a high degree of legal protection.

In August 2002, the German Near and Middle East Association as a member organisation of the Federation of European Near and Middle East Business Associations organised the conference "UNDP and the Private Sector". Experts of UNDP (United Nations Development Programme) and ENRP (Electricity Network Rehabilitation Programme) had travelled to Germany to inform more than 150 economic representatives from Denmark, Holland, Austria, England, and Germany about business opportunities in connection with UNDP and ENRP.

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# استندى القطري الألماني للأعمال

## Going Qatar

*Investment perspectives in a dynamic environment*

by H.E. Saeb bin Mohamed Al Nasser

H.E. Saeb bin Mohamed Al Nasser, Emir of the State of Qatar

No. 1 – May / June 2003

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The economic ascent of the State of Qatar, beside the rapid growth of the Gulf region, has been the result of the hyper-concentrated sector oil and gas and the economic infrastructure, at the same time, the country is developing the economy and income sources. As a result, several factors were taken and the government has adopted policies of liberalizing the economy and issued the necessary laws, so as to encourage and expand the participation of the private sector and foreign capital in the economic activity.

development of natural resources, energy or mining and other, where huge size cross corporations, investment in large, medium or small projects are available. Even the gas field has been opened for the foreign investors, who, on the other hand, are not allowed to invest in banking services, financial services, insurance and the purchase of real estate.

### 1. Available Opportunities

In order to regulate the investment of foreign capital in Qatar in a better way, the Law No. (25) of 1990 was introduced and issued, see Law No. (13) of 2003.

According to this law foreign investors are allowed to enter all sectors of the national economy, except foreign investors could not own a partner holding at least 51% of the capital of the joint venture. Foreign investors could still set up to 100% of the private stock, but that needs a special approval from the minister of economy and commerce. The law permits the non-Qatari to invest in the sectors of agriculture, industry, healthcare, education, tourism, exploration and

### 2. Generous Incentives

Owing to the growing need for technological know-how, scientific facilities and managerial experience, Qatar is seeking the participation of foreign capital. For this reason the Qatari government is offering various incentives to foreign investors, the most important of which are the following:

- The required real estate (land) may be leased to the foreign investor for a period extending up to 30 years renewable.
- The foreign investor may elect, wherever it is needed for his project,
  - o The government provided electricity, gas, water and supporting services for a low nominal price;

to be continued on page 3

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## 2003

In 2003 the German Near and Middle East Association published its first issue of the economic journal Qatar-German-Business-Forum in order to report about recent economic developments and to strengthen the bilateral relations between Germany and the State of Qatar in economic, cultural and political respect.

The Qatar-German-Business-Forum appeared bimonthly – just like the Economic Forum Near and Middle East.

In March 2003, the German Near and Middle East Association published the handbook **"Water Management and Water Technology in the Near and Middle East"** in cooperation with the Federal Agency for Foreign Trade.

The countries of the Near and Middle East depend to a large extent on non-renewable groundwater resources. There are plans for integrated and sustainable water management in some countries, but they have not yet been put into practice. This not only has a negative effect on agriculture, but also on the entire economic development of the region. A market analysis regarding water management and water technology in the Near and Middle East was met with a very positive response. There are interesting long-term opportunities for German companies in this sector.

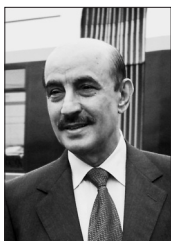
In 2003, NUMOV's general meeting was combined for the first time with a Near East Day at the Foreign Ministry in Berlin. Representatives of the ministry's economic department as well as a number of German Ambassadors explained current political and economic issues concerning the Near and Middle East region. The event was a great opportunity to find out about current developments and to have informal talks at the conference.

Due to the war in Iraq, the Association concentrated on specialised meetings in Germany. There was a great response to a seminar on general legal conditions when doing business with Arab countries, organised by the German Near and Middle East Association and the "Industrie- und Handelskammer München und Oberbayern".

Experienced speakers presented papers on the legal conditions in individual countries of the region. Member companies as well as non-members of the Association had the chance to talk directly with lawyers and tax experts working in the region. The European-Iranian Trade Bank in Hamburg hosted a conference "The current situation of business and investment opportunities in the growing market of Iran". The German Near and Middle East Association had the honour of welcoming the Iranian Ambassador to Germany, H.E. Shamsodin Kharegani, to this event. The main focus was on the investment protection agreement between Iran and Germany.

The seminar "Learning to Understand Arabic" was offered by NUMOV in May, 2003 for the first time. Since then it has been presented regularly due to its great success. The goal of the seminar is to teach businessmen the basics of Arabic as well as important cultural characteristics.





Qassim Sultan,  
Mayor of Dubai

The United Arab Emirates – which has been one of Germany's most important economic partners in the region for many years – became the focus of attention again in 2003. The German Near and Middle East Association initiated the visit of a high-ranking economic delegation from Dubai to Germany in early summer. The delegation was headed by H.E. Qassim Sultan, the Mayor of Dubai. During the visit the delegation gathered information about urban rail transport systems.



H.E. Gerhard Schröder and Sheikh  
Zayed Bin Sultan Al Nahyan

In October 2003, Chancellor Gerhard Schröder travelled to the United Arab Emirates, Saudi Arabia, and Egypt for the first time. His trip received positive attention and significantly contributed to a positive development of the German economy.



Ingrid Matthäus-Maier,  
MinDir. Dr. Karl-Ernst Brauner

In cooperation with the Federal Ministry for Economics and Labour, the German Near and Middle East Association organised a Near and Middle East Conference on the ministry's premises on 20<sup>th</sup> October 2003. About 300 high-ranking German business representatives attended the conference. The German Near and Middle East Association arranged a grand gala the same evening in the Maritim Hotel, which gave the guests the opportunity to pick up the topics that had been discussed at the conference in a festive and relaxed atmosphere. During his speech, Dr. Ditmar Staffelt, Parliamentary State Secretary to the Federal Ministry of Economics and Labour, outlined the government's current efforts with regard to the Near and Middle East.



Dr. Ditmar Staffelt



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(Economic Forum Near and Middle East)
  - ✓ Orient



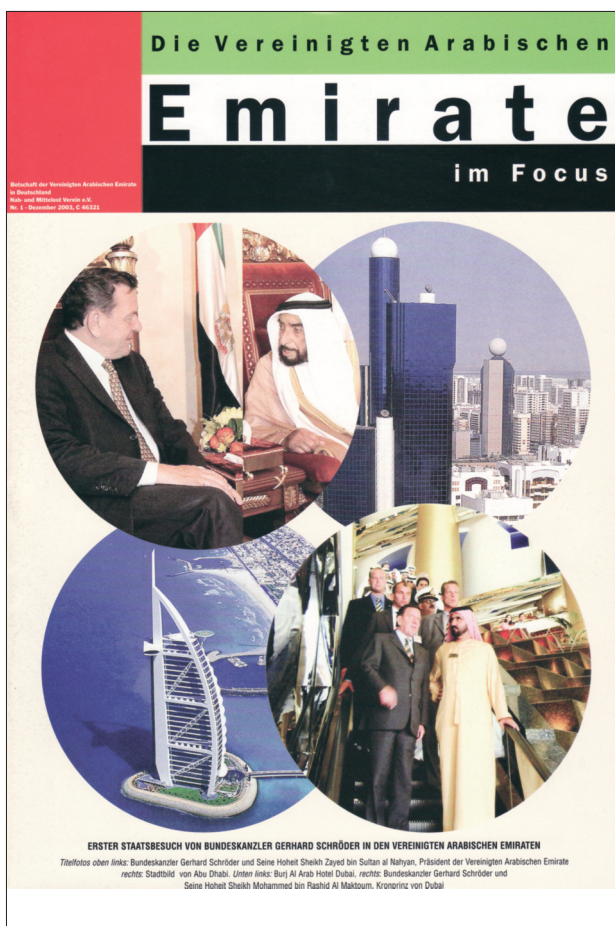
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**Honorary Chairman Gerhard Schröder,**  
**Former Chancellor of the Federal Republic of Germany**

Journal „The UAE in Focus“



2004



German Healthcare Delegation in Saudi Arabia

The healthcare sector of **Saudi Arabia** plays a major role for German companies. It is the most important market for German medical equipment in the Gulf region. Due to its steadily growing population and increasing average life expectancy, Saudi Arabia continues to upgrade and extend its healthcare facilities and services. Therefore, NUMOV organised a German Healthcare Delegation to Saudi Arabia on behalf of the German Federal Ministry of Economics and Labour at the beginning of 2004. 30 German delegation members found it a great opportunity to establish or deepen contacts in the Kingdom and to get an inside look at the Saudi healthcare market.

## 70<sup>th</sup> Anniversary of the German Near and Middle East Association



Jürgen Chrobog

On 31<sup>st</sup> May and 1<sup>st</sup> June, the German Near and Middle East Association celebrated its **70<sup>th</sup> anniversary**. In order to mark this auspicious occasion, a special conference on the region took place in the Federal Foreign Office in Berlin which was attended by some 600 business executives, government officials and representatives of foreign diplomatic missions as well as a high ranking delegation from the United Arab Emirates.

The keynote speech of the anniversary celebration at the Federal Foreign Office was delivered by Jürgen Chrobog, State Secretary of the Federal Foreign Office. He referred to the longstanding close relationship between the Association and the Foreign Office. Describing the special fascination which the Orient, its people, its culture and its business opportunities have always had on Germans, Chrobog emphasised Germany's good standing in the region "and the cordial relations between our peoples that have built a solid basis for economic and cultural cooperation". He emphasized Germany's interest in the political stability and economic development of a region which is seen by many people as one of the main conflict areas of the world. Werner Schoeltzke, Chairman of the German Near and Middle East Business Association, stressed the importance of the existing close cooperation between the Association and political institutions such as ministries in Berlin and German embassies in the region. He praised the solidarity between politics and industry which can be observed in joint delegations and events as well as in the day-to-day contact with the German



Participants of the anniversary celebration at the Federal Foreign Office

embassies in the region. Helene Rang, Chief Executive Officer of the German Near and Middle East Association, thanked the team of the Federal Foreign Office for its support and its longstanding excellent cooperation with the Association. In her presentation, "Märkte verbinden Menschen" (Markets Connect People), she gave an account of the association's work over its 70 year history. She underlined the pioneering work of leading German personalities from companies such as Siemens and Allianz in founding the "Orient Verein" in Berlin in 1934. The promotion of economic and cultural relations was the main aim of the independent, non-profit organisation from its very start. The re-establishment of the Association under its new name "Nah- und Mittelost-Verein (NUMOV)" in Hamburg in 1950 opened a new chapter in the activities of this well-reputed institution, Rang said. The foundation of the "Deutsche Orient-Stiftung" in 1960 and the establishment of the "Deutsche Orient-Institut" no doubt gave a further boost to the work of the Association.

During the second part of the event, representatives of different German diplomatic missions from the region gave brief accounts of the present situation of selected countries such as Turkey, Kuwait, Lebanon, Saudi Arabia, Syria and the United Arab Emirates, outlining the political and economical prospects in those places.



Representatives of German diplomatic missions at the anniversary celebration at the Federal Foreign Office



H.E. Sheikh Fahim Bin  
Sultan Al Qasimi



Jürgen Fitschen

On the evening of 1<sup>st</sup> June, a special **Gala Dinner**, hosted by Deutsche Bank, was held in the Atrium of the bank headquarters in Berlin. The event was attended by some 260 German and foreign guests. Guest speaker of the Gala Dinner was H.E. Sheikh Fahim Bin Sultan Al Qasimi, the UAE Minister of Economy and Trade, who was accompanied by a large delegation. Jürgen Fitschen, Board Member of the Association and Member of the Group Executive Committee of Deutsche Bank, welcomed H.E. Sheikh Fahim Bin Sultan Al-Qasimi and his delegation. He emphasized Deutsche Bank's long-standing close cooperation with the Association and expressed his hope that the Association would expand its services further in the future. He said that the Association has always communicated the interests and proposals of its partners in the region to the public in Germany and at the same time has conveyed the efficiency and strength of German industry to the partners in the region. Fitschen underlined the great significance of recent developments in the bilateral relations. In his address he pointed to the recently signed bilateral agreement on "strategic partnership" and expressed his confidence that the agreement would extend the friendly and trustworthy cooperation between the two countries. Economic cooperation will be an important pillar of this partnership. Trade exchange between the two countries has already experienced remarkable growth in the last few years, making the UAE Germany's most important trading partner in the region.



Gala dinner 70 years of NUMOV,  
hosted by Deutsche Bank

In his address, the UAE Minister expressed his satisfaction about the recent significant intensification of the longstanding good relations between Germany and the UAE on all levels. In this context, he referred to the landmark visit of the German Chancellor to the UAE in October 2003, which was the first visit of a German chancellor to the UAE since 1981. He also mentioned the visit of H.H. Sheikh Hamdan Bin Zayed Al Nahyan, UAE Deputy Prime Minister and Minister of State for Foreign Affairs, to Germany in April 2004 which was crowned by the signing of an agreement with Volkswagen.



The prospects for the rebuilding of Iraq were among the central topics relating to the Near East in 2004. Uncertainty concerning the further development of the country made Iraq a permanent topic of discussion at members meetings and various NUMOV events. At the same time, the neighbouring countries Kuwait, Turkey and Jordan also came to the focus of attention because of their important function as gateways to Iraq.

**Iraq and neighbouring  
countries at the centre  
of attention**

A major part of the equipment needed for projects in Iraq has to be transported through Kuwait. With its historically close commercial and social ties with Iraq, Kuwait acts as a base for international companies bidding for and managing projects in Iraq. In 2004, German exports to Kuwait amounted to about EUR 1,135 m, increasing by some 30% over the previous year. In June 2004, NUMOV organised the German-Kuwaiti Business Forum in Berlin on the occasion of a visit by H.E. Sheikh Ahmad Abdullah Al Ahmad Al Jaber Al Sabah, Special Representative of H.H. the Prime Minister of Kuwait, and Minister of Communications, Planning and Development, who was accompanied by a high-ranking delegation. Some 100 German business executives attended the meeting on the joint invitation of the German Near and Middle East Association (NUMOV) and the Federation of the German Industry (BDI) on behalf of the North Africa and Middle East Initiative of German Business (NMI). H.E. Sheikh Ahmad Al Sabah highlighted the positive impact of the new situation in Iraq on the Kuwaiti economy, stimulating both the private and public sectors. Dr. Karl-Ernst Brauner, Director General and Head of Department of Foreign Economic Policy, Federal Ministry of Economics and Labour, acknowledged Kuwait's liberal market policy, the reform of commercial law, the opening of the Kuwait stock exchange to foreigners, and the adoption of comprehensive legislation to protect copyright, patents and trade marks.



H.E. Sheikh Ahmad Abdullah Al Ahmad Al Jaber Al Sabah, Dr. Karl-Ernst Brauner



Ali Mohammed Thuniyan Al-Ghanim,  
Hans-Udo Muzel

Ali Mohammed Thuniyan Al-Ghanim, President of the Kuwait Chamber of Commerce and Industry, invited German industry to intensify cooperation with Kuwait. He underlined Kuwait's position as a trade hub of the region and called attention to the fact that the GCC is an important market, with a population of 25 million and annual imports of USD 80 billion. In his final remarks, Hans-Udo Muzel, Chargé d'affaires a.i., German Embassy in Kuwait, praised Kuwait as the "Switzerland of the Gulf", a notably reliable and trusted partner.



Speakers and participants of the Near and  
Middle East Conference

The economic prospects of the Near and Middle East in the aftermath of the war in Iraq where also the key issue of a large **Near and Middle East Conference** held in August 2004. NUMOV brought together some 250 business representatives at Commerzbank in Dresden to discuss a wide range of topics related to recent political, economic and business developments. Speakers and participants of the conference agreed that trade expansion and economic cooperation contribute significantly to the political stability of the region.

During his visit to Germany in September 2004, Iraqi President Sheikh Ghazi al-Yawar and several members of the interim government's cabinet made progress in winning trust and confidence in Iraq's future within the German business community. Peter F. Mayr, Member of the Board of NUMOV, General Manager of Terramar GmbH and Chairman of the Iraqi Working Group of the North Africa Middle East Initiative of German Business, praised the endeavours of the Iraqi people to build the future of their country. The struggle for a new order is beginning to bring back hope, he said.



New economic relations between German and Turkish companies were established through a **business delegation to Istanbul and Izmir** that was organised by NUMOV in September 2004. The delegation comprised representatives from different sectors such as banking, manufacturing and consulting and was led by Dr. Peter Klaus, Member of the Board of KfW banking group and Member of the Board of NUMOV. Extensive and fruitful bilateral business talks as well as interesting site visits made the delegation trip a great success for all participants.



f.l.t.r.: Hamdullah Eren, Ali Ihsan Aras, Saffet Molvali, all EREN Holding, Dr. Peter Klaus

The **first business conference on Sharjah** in Germany was organised by NUMOV at Deutsche Bank in Berlin and attracted a large number of German business executives. A high ranking delegation led by Dr. Rashid Al Leem provided a comprehensive insight into the business environment in the third largest emirate of the UAE.



f.l.t.r.: Abdallah Al Badri, Hadi Kassem, both Hamriyah Free Zone Authority, Saleh Al Suwaidi, Embassy of the UAE, Dr. Rashid Al Leem, Dr. Mohammad Al Fakhri, Embassy of the UAE, Karl-Heinz Wittek, NUMOV

The expansion of German-Iranian trade relations, German investments in Iran and industrial cooperation in different fields were the main concerns of the visit of the German Deputy Minister of the Federal Ministry of Economics and Labour, Dr. Alfred Tacke, in October 2004 to Tehran. He was accompanied by a large business delegation led by Werner Schoeltzke. During the visit, Dr. Tacke stressed the German government's readiness to continue its support for future projects in Iran. The support would include both direct investment by German companies as well as their engagement as joint ventures with Iranian partners. In this context, the new bilateral Investment Promotion and Protection treaty is of significant importance. An important improvement in the new treaty is the provision that disputes can be submitted to an international arbitration court.

In November 2004, the passing away of Sheikh Zayed bin Sultan Al Nahyan and shortly after of Yasser Arafat both marked the end of an era in the Middle East.



Sheikh Zayed bin  
Sultan Al Nahyan

After the announcement of Great Britain to withdraw its military presence in the Gulf, it was Sheikh Zayed who called for a union of the Emirates in the Gulf region. After several setbacks, on 2<sup>nd</sup> December 1971 a federation of six emirates - Abu Dhabi, Ajman, Dubai, Fujeirah, Sharjah and Umm al-Qaiwan, joined in 1972 by Ras Al-Khaima – formed the United Arab Emirates, with Sheikh Zayed as elected president. He has been re-elected ever since in five-year intervals. Sheikh Zayed successfully developed Abu Dhabi from a poor country with an economy based on fishery and pearl diving into a modern state. He also played a major role in the formation of the Gulf Cooperation Council. Within his lifetime, the vision to bridge the gap between the Emirates and the rest of the world was made reality.



Yasser Arafat

Another vision is still waiting to be fulfilled. Since the death of the first elected president of the Palestinian National Authority, Yasser Arafat, the world is still hoping for a successful continuation in the peace process leading to a free Palestinian nation, living peacefully side by side with its neighbours.

At the end of November 2004, NUMOV led a German business delegation to Lahore in **Pakistan** in order to receive first-hand information on the well-performing Pakistani economy. With a growth rate of 10.2% for the financial year 2003/2004, the manufacturing sector was a key factor behind the positive economic development. The delegation's destination, Lahore, represents a prosperous and vibrant business location that has been established with a strong industrial sector comprising different industrial fields such as metals, textiles, yarn, leather, surgery instruments, food processing and machine making.

The **76<sup>th</sup> NUMOV Länderforum** (exchange of information and experience among NUMOV members) took place on the 16<sup>th</sup> December 2004 in the German parliamentary buildings on the invitation of the Parliamentary Committee of Arab Countries. The meeting was not just of great resonance for the members of the German Near and Middle East Association, many members of parliament had also made their attendance possible.

In his greeting, Joachim Hörster, Member of the German Parliament, Chairman of the Parliamentary Committee of Arab Countries, gave a positive summary of the "Arab World Days" that were organised by the German Parliament for the first time in December 2004 and supported by the German Near and Middle East Association. In his opinion, one of the most important aspects of a successful dialogue is that differences that appear are named, but, despite all these differences, any positive sides be emphasised in the subsequent discussion.

On 24<sup>th</sup> February 2005, NUMOV lost its staunch supporter and patron Hans-Jürgen Wischnewski who died aged 82. Since 1999, he had been the Honorary Member of the Board of our Association. Wischnewski, with his outstanding mediatory skills, served in highly challenging positions during his active political life. As a long-standing Member of the German Parliament, he was the Minister for Economic Cooperation and Development, Minister of State in the Foreign Office, and Minister of State in the Chancellor's office during the chancellorship of Helmut Schmidt. Wischnewski was one of the most respected German politicians of recent decades, especially in the Arab World. His image in the Arab world and affinity to the region earned him the nickname "Ben Wisch".

## Exchange of information and experience



Joachim Hörster

**2005**



Hans-Jürgen  
Wischnewski

## Chancellor Schröder's seven nation tour to the Gulf region

For the first time in German history, German Chancellor H.E. Gerhard Schröder visited seven Arab countries on a Gulf tour from 27<sup>th</sup> February to 5<sup>th</sup> March 2005. **Chancellor Schröder's visit to Saudi Arabia, Kuwait, Qatar, Bahrain, Yemen, Oman and the United Arab Emirates** attracted huge interest from German companies looking to boost their activities in the Middle East while also hoping for improvements in the general framework for their commitment in the targeted countries. Accompanied by a seventy-member industrial delegation, Chancellor Schröder focused his seven-country tour on promoting German business interests. It was Chancellor Schröder's second visit to the Middle East within eighteen months.



H.E. Gerhard Schröder,  
H.H. Abdullah ibn Abdalaziz

The first destination on the Chancellor's tour was the capital of **Saudi Arabia**, Riyadh, where he met H.H. King Fahd and the Crown Prince H.H. Abdullah ibn Abdalaziz. Emphasizing the close and confidence-based partnership with Saudi Arabia, Schröder stressed that Germany intends to further develop this partnership. He said the investment treaty of 1999 offered extensive legal protection and that current negotiations about a double taxation agreement are a further important step. During the Chancellor's visit, German business representatives were able to sign treaties totalling USD 23.8m in several fields, such as telecommunications and environmental technology. The Kingdom plans to invest about USD 286bn until 2023, focusing mainly on infrastructure projects.



H.E. Gerhard Schröder, H.H. Sheikh  
Jaber Al-Ahmad Al-Jaber Al-Sabah

**Kuwait** was the next destination on Chancellor Schröder's official visit to the Gulf region. It was the first visit of a German Chancellor to Kuwait. After high level talks with the Emir of Kuwait, H.H. Sheikh Jaber Al-Ahmad Al-Jaber Al-Sabah, and the Prime Minister of Kuwait, H.H. Sheikh Sabah Al-Ahmad Al-Jaber Al-Sabah, the Chancellor and H.E. Abdullah Abdelrahman Al-Taweel, Minister of Commerce and Industry, inaugurated the Az Zour II power plant for

which Siemens had supplied the gas turbines and which provides about a tenth of Kuwait's overall required power. Schröder noted that the new plant is a good example of joint German-Kuwaiti projects in the field of technology and called for a further strengthening of economic and technical co-operation between the two countries.

Continuing his tour of the region, Chancellor Schröder's next stop was **Qatar**, where H.H. Sheikh Hamad bin Khalifa Al-Thani, Emir of the State of Qatar, praised the German contribution to the country's industrial development and confirmed that the planned causeway between Qatar and Bahrain could include a railway line using German Transrapid Technology, provided by ThyssenKrupp Technologies. Schröder visited the fertiliser factory QAFCO IV, a plant which was constructed largely by the ThyssenKrupp subsidiary Uhde GmbH that in recent years also built the third production train, QAFCO III, as well as the facilities of the Qatar Vinyl Company, launched in 2001.



H.E. Gerhard Schröder, H.H. Sheikh Hamad bin Khalifa Al-Thani

In **Bahrain**, Chancellor Schröder and Prime Minister Sheikh Khalifa bin Salman Al-Khalifa laid the foundation stone for a Euro University with total costs of about USD 131.8m. The University of Hannover is the cooperation partner of the pioneering project which offers specialised post-graduate studies in environmental engineering. Talks with Bahrain's leaders on economic issues were not limited to the role German railway technology should play in implementing the planned railway project between the GCC countries. Schröder, who met Bahrain's King Hamad and Prime Minister Sheikh Khalifa bin Salman Al-Khalifa, said the relations between Bahrain and Germany should be intensified in all fields. Schröder and Sheikh Khalifa discussed petrochemical projects and projects in the Kingdom's power and water sector as well as co-operation in the field of airport management.



H.E. Gerhard Schröder, Sheikh Khalifa bin Salman Al-Khalifa





H.E. Gerhard Schröder,  
H.E. Abdelqader Bajamal

During his first visit to **Yemen**, the German Chancellor held talks with Yemeni President Ali Abdullah Saleh and Prime Minister Abdelqader Bajamal. Two agreements were signed on preventing dual taxation and on encouraging and protecting investments, providing concrete legal frameworks to improve the investment and business climate. A further agreement was signed between the Yemeni government and a consortium led by Siemens to build a gas-powered electricity station in the North East of Sana'a.



H.E. Gerhard Schröder, H.H. Sayyid  
Fahd bin Mahmoud Al Said

During his visit to **Oman**, Schröder met H.M. Sultan Qaboos bin Said and held extensive talks with H.H. Sayyid Fahd bin Mahmoud Al Said, Deputy Prime Minister of the Council of Ministers. They agreed to strengthen cooperation in trade relations, joint investments, vocational training as well as to promote scientific and student exchanges.



H.E. Gerhard Schröder, H.H. Sheikh  
Sultan bin Zayed Al Nahyan, Deputy  
Prime Minister of the UAE

Schröder's last stop on his tour to the Middle East was the **UAE**. During the talks held with H.H. Sheikh Khalifa bin Zayed Al Nahyan, the President of the UAE, both sides expressed their hope that the newly agreed upon "strategic partnership" would create more opportunities for bilateral cooperation in the areas of investment and joint ventures, particularly in the fields of industry, tourism, trade, energy, environment and water, technical education and transfer of technology. Schröder welcomed the UAE initiative in investing in Germany and stressed the importance of transfer of technology, know-how and business in both directions.

The Chancellor's seven nation tour was vital for Germany's increased political and economic engagement in the countries at the Gulf and the growing importance of this region as a political ally and for securing stability in the Gulf region.

The Association's **annual ambassadors meeting** in March 2005 was combined for the first time ever with an individual test run on-road and off-road on the Porsche Formula 1 Proving Ground in Leipzig. For the ambassadors and guests it was an outstanding experience to share the discovery of the new Porsche models on a Formula 1 Proving Ground. At the subsequent Gala-Dinner, Hans Riedel, Executive Vice President of Porsche AG, and Hermann Winkler, Minister of State of the Free State of Saxony, emphasized the growing German interest in the Near and Middle East region.

### **Outstanding ambassadors meeting at Porsche**

On joint invitation of the German Near and Middle East Association and the Senate of the Free and Hanseatic City of Hamburg, H.E. Alaa Abdul Majid Hussain Al-Hashimy delivered a speech on the current state of the Iraqi economy in the town hall of the Free and Hanseatic City in April 2005. H.E. Alaa Abdul Majid Hussain Al-Hashimy, an architect by education, lived in Hamburg for many years. In his first official speech as ambassador of the Republic of **Iraq** to Germany, he addressed a large audience of some 200 business representatives. Al-Hashimy named the huge challenges his country is facing and compared the situation to post-war Germany. He left no doubt that German support is essential for accomplishing the difficult tasks and emphatically appealed for support for the reconstruction efforts in Iraq. In August 2004, Al-Hashimy had become the first Iraqi ambassador to Germany after 13 years. Since the 1991 Gulf War, diplomatic relations between Iraq and Germany had been downgraded to the level of charge d'affaires.

### **Iraq and Germany**



H.E. Alaa Abdul  
Majid Hussain  
Al-Hashimy

For the exhibition "Rebuild Iraq 2005", NUMOV organised a business delegation to **Jordan** in April 2005. The delegation, led by Peter F. Mayr, Member of the Board of NUMOV and General Manager of Terramar GmbH, provided several excellent oppor-

tunities to meet business executives, representatives of ministries and other official organisations from Iraq and Jordan. Due to Jordan's strong business ties with Iraq and its favourable geographic position, many German companies consider the country as a gateway to the promising Iraqi market.

### **First German business delegation to Afghanistan after more than two decades**



H.E. Hamid Karzai

A large German business delegation to **Afghanistan** was organised by NUMOV from 8<sup>th</sup> to 11<sup>th</sup> May 2005. It was the first German delegation of this kind to visit Kabul after more than two decades. The 35-member delegation comprised mainly German private sector representatives. The visit aimed at exploring the possibilities of an involvement in the post-war reconstruction of the country. The presence of the German delegation in Kabul was an important step in restoring and strengthening economic relationships between the two countries and was hailed as a great success. Major highlights of the visit were meetings with H.E. Hamid Karzai, the President of the Islamic State of Afghanistan, H.E. Ahmad Zia Massood, the Vice President, H.E. Amin Arsala, Senior Advisor to the President and Minister of Commerce and H.E. Mohammad Yousaf Pashtun, Minister of Urban Development and Housing. The German delegation also met with members of the Afghan business community, with representatives of local and international banks as well as with World Bank representatives and representatives of the AISA, an independent government organisation created to attract and facilitate both domestic and foreign investment. Despite infrastructure challenges, Afghanistan's private sector is slowly reviving from the bottom up. The delegation visited some paradigmatic private sector investments: a USD 25m Coca-Cola bottling plant situated in the Bagrami Industrial park, the biggest private investment to date by an Afghan investor, and the TGM Spinning Company. A highlight of the programme was the cornerstone ceremony of a "Baumarkt" in the outskirts of Kabul. The investment is credited to a German entrepreneur, Henry Liesche, who has already invested success-



Delegation members and representatives of World Bank in Kabul, Afghanistan



fully in a window factory in Afghanistan. Afghanistan is a priority partner country for German Development Cooperation. The German development organisations GTZ, DED and KfW banking group, which work on behalf of the German Federal Ministry for Economic Cooperation and Development, have been active in Afghanistan again since 2002. The visit of the delegation to the joint office of KfW and GTZ in Kabul gave good insight into the work of these organisations. Germany contributed EUR 320 million for the reconstruction work until the end of 2004, exceeding its pledge at the 2002 Tokyo conference and pledged EUR 320m additional reconstruction aid through to 2008 at the Berlin conference in March 2004.

The **2005 Annual Meeting** of the German Near and Middle East Association (NUMOV) was held at the Deutsche Bahn office tower on Potsdamer Platz in Berlin. Hartmut Mehdorn, Chairman of the Board of Deutsche Bahn AG, the German railway operator, gave a brief account of the global orientation of the corporate group. According to Mehdorn, the railway sector is witnessing a worldwide renaissance. In the Near and Middle East, the railway and logistics sectors offer huge opportunities due to high oil and gas revenues, growing economies and increasing urbanisation. The 2005 Annual Meeting decided on matters concerning the Board of the Association and the Articles of Association. After eight years as Chairman of the German Near and Middle East Association, Werner Schoeltzke, Chairman of the Board of Managing Directors of MAN Ferrostaal Industrieanlagen GmbH, resigned to concentrate on his numerous other duties. Under his chairmanship, the Association experienced an impressive revival and sustained success. Based on his wide experience, he backed innumerable NUMOV events. He always supported NuMOV's management with great engagement and commitment. Thus he gained much recognition as NUMOV-Chairman. With all his expertise, Werner Schoeltzke continues to serve



Hartmut Mehdorn



Joachim Hörster, Martin Bay

NUMOV as Member of the Board of the Association. As his successor, Martin Bay, Chairman of the Board of Managing Directors, Deutsche Bahn ProjektBau GmbH, one of the largest railway infrastructure management engineering firms in Europe, was elected by the General Meeting. Martin Bay has spent a considerable part of his professional life in the Near and Middle East region. Since 2000, he has been a Member of the Board of the German Near and Middle East Association. Furthermore, two co-opted board members were proposed for election. The General Meeting elected Joachim Hörster, Member of the German National Parliament and Chairman of the Parliamentary Committee on Arab countries and Dr. Henryk Frystacki, Executive Vice-President, Siemens AG, as new Board Members. Dr. Peter Klaus, Member of the Board of KfW banking group, was elected as new Deputy Chairman of the Board.

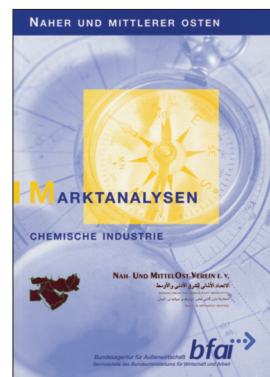
Following the suggestion of the Board of the Association, the General Meeting also decided to generally **extend membership to non-European companies and organisations**. Some members of NUMOV already had non-European ownership. Since more and more international companies and entrepreneurs operate regional centers of production and services from which they market major regions or even continents, extending NUMOV membership was the right step at the right time. Trade and investment is not a one-way street. Therefore, NUMOV members gained additional benefits by opening the Association's doors to all internationally and regionally linked companies.

A three-day 'Think Tank' seminar on Near and Middle East issues was organised in June 2005 in Berlin by the **Junior Section of NUMOV** in co-operation with Tönissteiner Kreis and the Konrad-Adenauer-Stiftung. It was the first event under the Chairmanship of Alexander Rieper, who followed Jan Rübel as Chairman of NUMOV's Junior Section. The activities of the Junior Section were continued in the subsequent weeks through various events, such as the "Trade Night" in the Federal Ministry of Economics and Labour and a meeting at Porsche in Leipzig.



Junior section of NUMOV

In June 2005, NUMOV published the handbook **"The Chemical Industry in the Near and Middle East"** together with the German Office for Foreign Trade. The publication provides a comprehensive overview of the situation of the chemical industry in the region. No country in the world exports as many chemical products as Germany. In 2004, the volume of exports was over USD 100bn. However, the Near and Middle East is not just an important market for chemical products. In the oil-rich countries in the region, great efforts are being made to construct their own chemical industries, creating demand for foreign know-how and technology.



Organising a German business delegation on behalf of the German Federal Ministry of Economics and Labour to **Southeast-Turkey**, a Contact and Cooperation Bourse "Professionals in Dialogue" was held by NUMOV from 5<sup>th</sup> to 10<sup>th</sup> June 2005 in Adana and Gaziantep. The delegation visit drew a big response from the Turkish side and many promising contacts were established. The region of Adana and Gaziantep represents an important bridge to the Near and Middle East, such as to Iraq and Syria, as well as to Central Asia.

A high-ranking **Pakistani business delegation from Lahore**, led by Mian Misbah-ur-Rahman, President of the Lahore Chamber of Commerce and Industry (LCCI), visited Germany at the end of July 2005. The delegation of the LCCI comprised leading businessmen from manufacturing and trading companies representing different sectors, such as pharmaceuticals and chemical goods, plastics, textile and leather industry, telecommunication and office devices, as well as agricultural products. A meeting organised by NUMOV and hosted by Deutsche Bank in Berlin gave the delegation the opportunity to meet representatives of several German companies and organisations and to establish contacts. Wolfgang von Eckartsberg, Managing Director, Regional Head Office East, Deutsche Bank AG Berlin referred to the recent visit of Pakistan's Prime Minister H.E. Shaukat Aziz and praised Pakistan's economic resurgence, its improving economic indicators as well as its growing industrial output and export.



King Fahd Bin Abdul  
Aziz al Saud

On 1<sup>st</sup> August 2005, the Kingdom of Saudi Arabia announced the death of King Fahd Bin Abdul Aziz al Saud. Born in 1923, Fahd was the son of King Abdul Aziz bin Abd ar-Rahman Al Saud (Ibn Saud), founder of the modern Kingdom of Saudi Arabia. Since he was proclaimed fifth King of Saudi Arabia in 1982, succeeding King Khalid, Fahd's first concern was the security and stability of the country. Throughout his reign, the Kingdom saw an extraordinary development of its infrastructure, education, health services, agriculture and industry. King Fahd's legacy is not only buildings, roads, ports and airports, but transforming the country into a competitive player in the modern world. Despite the internal and external challenges the Kingdom still faces, King Fahd prepared firm ground for his successor Prince Abdullah bin Abdul Aziz, de facto ruler in the last years because of Fahd's illness, to whom the royal family pledged allegiance as Saudi Arabia's new monarch.

A conference broaching the issue of business and investment possibilities in **Yemen** was held by NUMOV in October 2005 at KfW banking group in Berlin. The event took place within the scope of the visit of a Yemenite delegation headed by H.E. Ahmed Mohamed Sofan, Deputy Prime Minister and Minister for Planning and International Cooperation. He mentioned some fields providing new opportunities for German companies to become involved in Yemen, such as the LNG sector with a total investment of about three billion dollars and the electricity and telecommunication sectors, which some German companies are already involved in. Cooperation with German companies also exists in other areas such as water and sanitation. Dr. Mohammed al-Hamdi, Deputy Minister for Water & Sanitation, emphasized the high demand for cleaning and preparation of water as well as distribution of water throughout the country, requiring foreign know-how and equipment.

Although the new political situation in **Iran** caused some uncertainty, the German Near and Middle East Association conducted a delegation trip to Iran in November 2005 considering the long standing and traditionally positive commercial relationship between Germany and Iran. The delegation focused mainly on water, sewage, energy and waste. A large information seminar on these sectors, a successful match making bourse and meetings with ministry representatives provided an insight into cooperation opportunities for German companies.

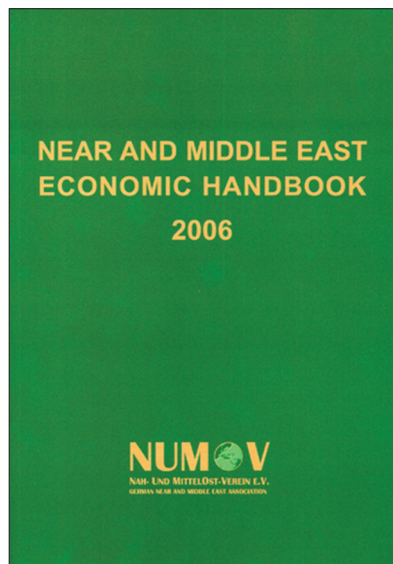
The accession of Saudi Arabia to the WTO in December 2005 was a further step to opening the Kingdom's economy. By liberalising its economic system, Saudi Arabia has been able to attract increasing attention from foreign companies. The annual trade fair "Saudi Build" in Riad provides foreign companies with an excellent possibility to explore the business opportunities in a country with

enormous infrastructure projects and industrial expansion plans. Therefore, NUMOV has repeatedly advocated successfully the inclusion of "Saudi Build" in the federal programme of international fairs. This enables German companies to present themselves as part of a joint exhibition of German companies.

2005 came to a close with two successful economic delegation trips to Israel and Pakistan, carried out by NUMOV on behalf of the German Federal Ministry of Economics and Technology.

## 2006

For NUMOV, the year 2006 started with the new edition of its **Near and Middle East Economic Handbook**. It was published in English for the first time, making it accessible to an even broader audience.



NUMOV's close connections to ministries, government agencies, and foreign and German diplomatic missions were evident once again at the annual Near and Middle East Gala Event of the Association. Hosted by the KfW banking group, the event took place on 16<sup>th</sup> February in Berlin. The Gala Dinner was attended by many business and political leaders including the Federal Minister of Economics and Technology, H.E. Michael Glos, as key note speaker. It was an impressive acknowledgement of NUMOV's position in the presence of almost the complete diplomatic corps from the region. All German ambassadors met their accredited colleagues in the German capital.

## German Near and Middle East Gala Event 2006



f.l.t.r.: Dr. Peter Klaus, Member of the Board of KfW Bankengruppe, Deputy Chairman of the Board of NUMOV, H.E. Michael Glos, German Federal Minister of Economics and Technology, Martin Bay, Chairman of the Board of Managing Directors, DB ProjektBau, Chairman of the Board of NUMOV, H.E. Prof. Dr. Ossama Abdulmajed Ali Shobokshi, Ambassador of the Kingdom of Saudi Arabia to Germany

The 79<sup>th</sup> "NUMOV-Länderforum" on the premises of RWE Dea AG in Hamburg provided insights into the economic and political developments in Iran, Saudi Arabia and Iraq. The meeting was attended by H.E. Paul Freiherr von Maltzahn, then German Ambassador to Iran, H.E. Dr. Gerhard Enver Schrömbgens, German Ambassador to Saudi Arabia at the time, and Thomas Wülfing, then Counsellor of the German Embassy in Iraq. The three diplomats shared their extensive knowledge and opinions with NUMOV members.



The "Iran Oil and Gas Show 2006" achieved a record number of international exhibitors. The highest foreign participation at the fair came from Germany, including more than 90 German companies. Due to the initiative of NUMOV, the exhibition has been part of the federal programme of international fairs for several years. For the companies, which formed the official German participation, the visit to the stand of the National Iranian Oil Refining and Distribution Company (NIORDC) was a definite highlight. The visit was organised by NUMOV, which can look back to many years of successful working relations with Mohammad Reza Nematzadeh, the former President of the NPC. The German group was received by Nematzadeh in his new capacity as president of NIORDC. Participants were given the opportunity to introduce their companies and their activities in Iran. Nematzadeh briefly informed the German businessmen about the massive investment programme of NIORDC aiming at the expansion of Iran's refining capacity. Moreover, he outlined his strategies to deal with the growing domestic demand for petrol.

The issue of Water and Wastewater in the Middle East was addressed at a conference held by NUMOV during the trade fair "Water Berlin" in April 2006. Speakers from companies already engaged in the field of water management in the Middle East presented their projects and experiences to an audience of around 120 people. Additionally, NUMOV hosted a round table discussion about the water situation in Jordan.

From 5<sup>th</sup> to 7<sup>th</sup> May 2006, German Federal Minister of Economics and Technology, H.E. Michael Glos, visited Kuwait and the UAE – two of Germany's most important trading partners in the Arab World. He was accompanied by a large delegation of high-calibre German business executives, including several Members of the NUMOV Board. During the visit to



Kuwait, the Federal Minister was received by H.H. the Prime Minister Sheikh Nasser Al-Sabah, and discussed the improvement of economic relations with H.E. Yousef Al Zalalah, the Minister of Commerce and Industry, H.E. Bader Al-Humaidhi, the Minister of Finance, and H.E. Sheikh Ahmad al Fahad Al-Ahmad Al Sabah, the Minister of Energy. During his stop in Abu Dhabi, he held political and economic talks with H.H. Sheikh Hamdan bin Zayed Al-Nahyan, the Deputy Prime Minister of the UAE, and with H.H. Sheikh Hamed Bin Zayed Al-Nahyan, the Minister of Economics of the Emirate Abu Dhabi. The Federal Minister was also received by H.H. Sheikha Lubna Al Qassimi, the Minister of Economy of the UAE. During their talk, Sheikha Lubna referred to the positive development of bilateral trade, growing from USD 2.6bn in 2002 to USD 4.3bn in 2005. She stated that a free trade agreement between the GCC and the European Union would definitely boost trade further and spur bilateral investment between the two countries. Furthermore, she emphasised the need for more joint investments from both Germany and the UAE. The German Federal Minister underlined his government's intention to continue to extend its good relations with the UAE. A few days later, H.H. Sheikha Lubna Al Qassimi attended the 3<sup>rd</sup> UAE-Germany Partnership Forum held in Munich from 9<sup>th</sup> to 11<sup>th</sup> May 2006.

From 7<sup>th</sup> to 10<sup>th</sup> May 2006, a German delegation, organised by NUMOV in cooperation with the BDI within the framework of the NMI, travelled to the third Rebuild Iraq Exhibition 2006 in Amman, Jordan. 1,025 companies from 48 countries took part in the exhibition. By comparison, there were 1,000 exhibitors from 44 countries in 2005. The twenty-five German delegation members took the opportunity to develop as well as strengthen their business relations with Iraqi companies. The delegation was led by Peter F. Mayr, Managing Partner of Terramar GmbH and Member of the Board of NUMOV.



German Economic Delegation to Afghanistan

Despite the unrest in Afghanistan and setbacks in the attempt to facilitate and establish peace in the country, a business delegation to Kabul was jointly organised by the BDI and NUMOV within the framework of the NMI from 7<sup>th</sup> to 11<sup>th</sup> May 2006. The delegation of twenty-one participants was led by Hans-Leopold von Winterfeld from the Federal Ministry of Economics and Technology, and accompanied in Afghanistan by AISA. An extensive programme was offered, providing a comprehensive overview of the security situation, the economic structure, financing possibilities, the investment climate as well as the business framework and business partners. The delegation was given the opportunity to visit some German projects and to share experiences with German and German-Afghan companies. Thus it received first-hand information on the opportunities and risks of the Afghan market. Apart from the pharmaceutical factory "Hochpharma" that has emerged out of the former Höchst Pharma plant, the building centre (Baumarkt) of the German building contractor, Henry Liesche, was visited. Mr. Liesche also operates a window factory in Kabul successfully.

On behalf of the German Federal Ministry of Economics and Technology, NUMOV organised a very successful business delegation to Turkey from 24<sup>th</sup> to 28<sup>th</sup> May 2006, focusing on the railway technology supply industry. The delegation, comprising forty-four participants, was led by Martin Bay, Chairman of the Board of Managing Directors of DB ProjektBau GmbH (German Railway Group) and Chairman of the Board of NUMOV. Turkey revealed an enormous demand for new developments in railway infrastructure. The investment volume for the extension of the railway was estimated to be USD 15.2bn. Contact and cooperation forums at the TCDD and the Ankara Chamber of Commerce showed a great interest in a closer cooperation with Germany.

The German Near and Middle East Association was greatly honoured by the readiness of former Chancellor Gerhard Schröder to take on the role of Honorary Chairman of NUMOV, following the death of Hans-Jürgen Wischnewski in February 2005.

H.E. Gerhard Schröder enjoys an outstanding reputation in the Middle East. This is due primarily to his untiring advocacy of peace in Iraq, but also to his support of a peaceful solution to the conflict between Israel and the Palestinians. H.E. Schröder has visited the region many times; his destinations reaching from Egypt to Pakistan. His extensive visit to the Gulf countries in March 2005 is unparalleled. It was the first time a German Chancellor visited all seven countries of the Arabian Peninsula. This gesture won particular respect for Germany in these countries. During his chancellorship, Gerhard Schröder consolidated Germany's partnership with our Arab neighbours on the Mediterranean coast. Moreover, he improved Germany's cooperation with the countries of the Arabian Peninsula in all areas, including culture, education and economics. H.E. Gerhard Schröder's connection to the Middle East continues even after his term of office as Federal Chancellor. This finds expression especially in his personal friendships in the region, which have developed over many years. In Gerhard Schröder, NUMOV has found an Honorary Chairman, who has been instrumental in forming and developing Germany's dialogue with the Middle East, and who knows how to represent the strengths of the German economy in a strongly contested market.

On 29<sup>th</sup> May 2006, the Honorary Chairmanship was handed over to H.E. Gerhard Schröder, celebrated in a splendid festive event at the Federal Foreign Office. The Foreign Minister of the UAE, H.H. Sheikh Abdullah bin Zayed Al Nahyan, attended the ceremonial act along with approximately 500 other participants. The Federal Foreign Minister H.E. Dr. Frank-Walter Steinmeier expressed his congrat-

**Former Chancellor  
H.E. Gerhard Schröder  
becomes  
Honorary Chairman  
of the Board of NUMOV**



H.E. Gerhard Schröder, former Federal Chancellor and Honorary Chairman of NUMOV



Participants on the occasion of the appointment of Gerhard Schröder as Honorary Chairman of the Board of NUMOV



f.l.t.r.: Martin Bay, Chairman of the Board of NUMOV, Chairman of the Board of Managing Directors, DB ProjektBau (Deutsche Bahn Group), H.E. Sheikh Abdullah bin Zayed Al Nahyan, Minister for Foreign Affairs of the United Arab Emirates, H.E. Gerhard Schröder, Honorary Chairman of the Board of NUMOV, former Chancellor of the Federal Republic of Germany, Dr. Frank-Walter Steinmeier, Federal Minister for Foreign Affairs

ulations to Gerhard Schröder for his acceptance of the Honorary Chairmanship. From the perspective of German foreign policy, he emphasised the central economic, political and cultural importance of Germany's relations to the Near and Middle East. Furthermore, he expounded how German foreign policy is now able in its cooperation with the nations of the Near and Middle East to build on what was confirmed, expanded and in part newly established by H.E. Gerhard Schröder during his time as Federal Chancellor. In this context he described Schröder's dedication to improve relations with the countries of the Middle East as groundbreaking in the best sense of the word. This is as true of the cooperation in the economic and cultural spheres as it is for the political sphere. Today, it is clearer than ever how important Gerhard Schröder's promotion of the integration of the nations of the Arab peninsular into international politics and the cooperation with them as partners is, Steinmeier said. During his recent journey to six of the Gulf countries, it was evident to him that much of the trust that Germany, that Europe has

now gained in the region and much of what makes up the foundation of political cooperation between Germany and the Gulf region, is connected with the name of H.E. Gerhard Schröder. According to Dr. Steinmeier, Schröder consistently tried to communicate publicly that even in difficult times, Germany wants to be and will be a reliable partner for all the nations of the Middle East. That is why, in his opinion, it makes sense for Schröder to continue to apply his knowledge and experience to his new role as Honorary Chairman of the German Near and Middle East Association to the benefit of Germany's cooperation with the region.

Dr. Steinmeier stated that the Federal Foreign Office and NUMOV share the common goal of supporting German companies in their economic relationships to the Middle East. The dialogue with and the support of German business is an important part of the foreign policy agenda. Foreign policy can and must, in his opinion, act as a door opener for business and wherever necessary, perhaps as a guidepost as well. Steinmeier underlined that together business and politics can have stabilising and moderating effects. He pronounced that doors that have once been opened must also be kept open. In this respect partners such as NUMOV are in particular demand. As a link between Germany and the Middle East, he said, NUMOV successfully campaigns for a better understanding of the Orient among the German public, supports the involvement of German companies in the region, builds bridges for German business, and promotes Germany's economic relations with the region. Thus, NUMOV contributes substantially to the dialogue with the region's people and has become an important partner in the relationship between German business and politics, and one of the most fascinating and important of Europe's neighbouring regions.

In his celebratory speech Martin Bay highlighted some of Schröder's numerous milestones in the relationship between Germany and the Middle East. Countries such as Egypt, Saudi Arabia and the United Arab Emirates – which hold special importance politically and economically as long-term partners of Germany in the region – were the destinations of his extensive trip to the Middle East in 2003. Schröder's stay in Abu Dhabi and Dubai was the first visit of a German Federal Chancellor since Helmut Schmidt in 1981. Furthermore, his talks with the president of the time and founder of the UAE, Sheikh Zayed bin Sultan Al Nahyan, and his sons, Sheikh Hamdan and Sheikh Mohammed bin Zayed Al Nahyan, constituted the starting point of the strategic partnership which he announced together with Vice Prime Minister Sheikh Hamdan in April 2004 during the latter's visit to Germany. The United Arab Emirates are the most important country for German exports to the Arab world, ahead even of Saudi Arabia. The country enjoys immense international respect for the impressive modernisation achieved in only a few decades. The strategic partnership initiated by H.E. Gerhard Schröder demonstrated the desire of both states to intensify their economic relationship beyond the trade relationship already in existence and to act together politically in a wide variety of issues.



H.E. Sheikh Abdullah bin Zayed Al Nahyan, Minister for Foreign Affairs of the United Arab Emirates, and H.E. Gerhard Schröder, Honorary Chairman of the Board of NUMOV, former Chancellor of the Federal Republic of Germany

H.E. Gerhard Schröder enjoys great popularity in the Arab states. Germany's Arab partners value his political courage and determination to act in accordance with his convictions. The tireless efforts of Schröder's government to achieve a peaceful solution in Iraq and establish peace between Israelis and Palestinians, is much appreciated in the region. There is still a long way to go before all nations in the Middle East enjoy economic prosperity in peace and with secure borders. If the courage to take the first steps lacks, the above goal can hardly be achieved and remains a distant hope. Throughout his long political career, H.E. Gerhard Schröder, however, repeatedly proved his readiness to pursue such a

policy, despite the risks associated with it. During the first visit of a German Chancellor to Libya, after the EU sanctions against the North African state were lifted in October 2004, H.E. Schröder signalled that the West valued the start of the political and economic liberalisation of the country. Moreover, he stated that Germany was ready to support Libya on this path. As a Mediterranean country, Libya, just like other North African countries, plays an important role in efforts to stabilise the region, which Schröder supported along with other European governments. After his trip to Libya and Algeria, Schröder's extensive visit to all seven countries of the Arab Peninsula, as mentioned above, represented another milestone in German-Arab relations, strengthening ties with the region politically, economically and culturally. What continues to be of outstanding importance is Schröder's readiness to visit our partners in the region time and again, to listen to them, learn from them and to confirm our cooperation through joint plans and projects.

In his speech to the members of the German Near and Middle East Association and the invited guests, H.E. Gerhard Schröder said that he felt honoured to take on the position left by Hans-Jürgen Wischnewski. He declared that he intended to continue to work in the same way as his predecessor in a region which is of great economic, political and cultural importance for Germany and Europe.

In economic terms, H.E. Gerhard Schröder stated that he not only sees excellent chances for German business in the process of economic modernisation and diversification currently taking place in many countries of the region. The strategic energy partnerships are also of central importance for the economies of Europe. A strategy to secure the supply of natural resources is essential to economic development and is in the interest of both the supplying countries as well as the purchasing countries. Yet it cannot be achieved by a single country alone,



Schröder said. According to his analysis the main difficulties are conflicts in the region and the destabilisation of countries. Nevertheless, he sees new and interesting prospects for investment and cooperation between Europe and the Middle East in the expansion of the regional infrastructure for exploration as well as for diversification. In particular the transport of liquid gas over large distances offers profitable business opportunities.

Even more attention must be paid to cultural cooperation, Schröder pronounced. He opposes the idea of a war of culture. He declared that it is crucial to support cultural exchange and to fight for the maintenance of cultural understanding through cultural cooperation and dialogue. Equally he advised Europeans to consider the enormous contribution Islam has made to the civilisation of our continent. Schröder urged the audience to avoid generalisations and to acknowledge the heterogeneity of Islam as well as the variety of oriental culture and society. Moreover, he reinforced his view that Turkey constitutes an important pillar in the bridge between the Western and the Islamic worlds. He considers the accession of Turkey to the European Union an important step, not only because it is an old promise that should be kept, and not just for economic reasons, but most of all for cultural and political reasons.

In view of the political importance of the region, Schröder underlined the fact that Europe is a neighbour of the Middle East, which is why the stability of the region is of crucial interest to us. Peace and development, he added, are complementary measures. Without peace, there can be no development. Equally without development, that is, without an improvement of living standards and life opportunities, peace remains impossible. Schröder urged that individuals must sense that the renouncement of violence is rewarded by a peace dividend and a visible improvement of the population's day to day situation.



According to Schröder, the future development of our global existence will be decided in the region of the Middle East – politically, economically and culturally. Openness and dialogue must therefore be established on both sides.

A Foreign Trade Conference took place in the afternoon of the celebrations at the Federal Foreign Office. Ambassadors and high-ranking officials of the German Embassies in the region as well as representatives of the Federal Foreign Office discussed the current economic situation. They focused on business and investment opportunities in several countries of the Near and Middle East, including Yemen, Iraq, Turkey, Israel, Jordan and Syria.

**Foreign Trade  
Conference 2006  
at the  
Federal Foreign Office**

Dr. Peter Ammon, then General Director of Economic Affairs and Sustainable Development at the Federal Foreign Office, recalled a similar event on the occasion of the 70<sup>th</sup> anniversary of the German Near and Middle East Association in 2004. In his welcoming speech, he said, that during his visit of six Gulf countries in the previous week, he recognised an enormous dynamic, surpassing even China and India. He urged the German industry to make use of the immense business opportunities in the region. Furthermore, he referred to recent positive developments in the Middle East, such as the accession of the Gulf countries to the World Trade Organisation (WTO), which has promoted internal reform processes and the integration into the multi-lateral trading system.



Representatives of German Embassies and Consulates General in the countries of the Near and Middle East, fourth from the right: Dr. Peter Ammon, Director General for Economic Affairs and Sustainable Development of the Federal Foreign Office

Martin Bay, Chairman of NUMOV and Chairman of the Board of Managing Directors of DB International emphasised that the right time has come for investments in the Near and Middle East. Analysing the severe need for job creation and increased competitiveness, he referred to the private sector as the main driving force for economic growth and development. He stressed that the region has to focus on key issues, such as decentralisation, privatisation and liberalisation. While economic growth is still

mainly generated in the hydrocarbon sector, the diversification of the economy constitutes the big challenge for the future. With regard to bilateral economic relations, Bay outlined the great business potential in some sectors, such as water, sewerage, desalination plants and medical technology.

**Festive Dinner on the occasion of the appointment of H.E. Gerhard Schröder as Honorary Chairman of NUMOV**



Jürgen Fitschen, Board Member of NUMOV and Member of the Group Executive Committee of Deutsche Bank

The celebrations on the occasion of the appointment of H.E. Gerhard Schröder, the former Federal Chancellor, to the Honorary Chairmanship of the German Near and Middle East Association on 29<sup>th</sup> May 2006 culminated in a festive dinner in the Atrium of Deutsche Bank in Berlin. The event, hosted by the bank, which was represented by Jürgen Fitschen, Board Member of NUMOV and Member of the Group Executive Committee of Deutsche Bank, was attended by 250 German and foreign guests. Among them were former Federal Ministers, high-ranking government officials, German ambassadors and foreign diplomats in Germany.



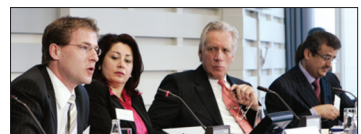
H.E. Gerhard Schröder, former Federal Chancellor and Honorary Chairman of NUMOV

In his short address, H.E. Gerhard Schröder called his predecessor, Hans-Jürgen Wischniewski, a great personality. He praised his far-sightedness and his achievements, which earned him admiration and respect in the Middle East. We are grateful and will honour his legacy, he said. Schröder emphasised that he intended to strengthen the good relations Germany traditionally has to the countries of the region too.

NUMOV's **Annual General Meeting 2006** equally took place on 29<sup>th</sup> May 2006 at the Federal Foreign Office. In addition to the appointment of H.E. Gerhard Schröder as Honorary Chairman of NUMOV, the Annual General Meeting endorsed new Board Members. Herbert Bodner, Chairman of the Board of Bilfinger Berger AG, took Carlos Möller's place on the NUMOV Board. Jan Kupfer, Executive Board Member of Bayerische Hypo- und Vereinsbank AG, took over the mandate of Ronald Seilheimer. Further new Board Members responsible for water, energy and logistics respectively, three issues of major importance to the Middle East, were approved of, namely the Chairman of Berlinwasser International AG and former Secretary of State Dieter Ernst, as well as Dr. Jochen Weise, Member of the Board of E.ON-Ruhrgas AG and Dr. Monika Wulf-Mathies, Executive Vice President of Deutsche Post World Net. As a former EU-Commissioner, Dr. Wulf-Mathies also represents an important enrichment to the board on a European level. NUMOV was able to record the best result since its foundation for the ninth year in a row. This was reflected in the membership statistics showing considerable growth.

NUMOV's events of May 29<sup>th</sup> were followed by the **8<sup>th</sup> German World Bank Forum** from 1<sup>st</sup> to 2<sup>nd</sup> June 2006 in Hamburg, dedicated to the Middle East and its relations to Germany. The World Bank Forum was hosted by the Senate of Hamburg, the World Bank and the Hamburg Chamber of Commerce. Moreover, it was supported by various partners including the German Near and Middle East Association. Paul Wolfowitz, former President of the World Bank, held the keynote speech. He attended the conference together with his senior staff as well as many ministers and high-ranking officials from the Middle East and Germany. The event was attended by top-level representatives of government, business, academia, and the media from Germany and the Middle East. They convened to discuss the major developments transforming the MENA (Middle East North Africa) region.

### Middle East & Germany: Change & Opportunities



f.l.t.r.: Klaus Langemann, Department Head New Business Caspian Region & Middle East Wintershall AG, Nesreen M. Sideek Barwari, Fellow, Institute of Politics, Harvard University, former Minister for Municipalities and Public Works of Iraq, Martin Bay, Chairman of the NUMOV Board, Chairman of the Board of Managing Directors, DB International, Jamal Majid Bin Thaniah, Vice President, Dubai Ports World

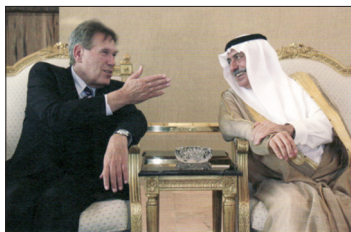
Martin Bay, Chairman of the Board of the German Near and Middle East Association, spoke about transitions in the MENA region at a plenary session and moderated a discussion about energy, water, and infrastructure. He underlined the growing importance of the region for the world economy and particularly for Europe. Furthermore, he described the strong economic heterogeneity that the MENA region displays. The region contains countries that receive international development assistance, as well as countries that act as investors in Germany and other western industrialised nations. There are enormous differences in income per capita between those countries possessing vast natural resources, such as those of the Gulf Cooperation Council, and those countries whose natural resources are negligible relative to their population figures. This heterogeneity was further illuminated in special meetings during the conference, focusing on governance, trade and investment, health, education and labour, infrastructure, women, and media. From an economic perspective, the main question raised during the forum was how to manage sustained economic growth and job creation for a growing labour force. It became clear, that in order to achieve these goals, ongoing investment is equal in importance to structural reforms, which include transparency of decision making, protection of physical and intellectual property rights, taxation and labour market regulations etc. Ministers from the region were present at the conference, providing helpful examples of efforts and successes to this end. Among them were H.H. Sheikha Lubna Al Qasimi, Minister of Economy of the United Arab Emirates, and H.E. Dr. Mahmoud Mohieldin, Minister of Investment of the Arab Republic of Egypt.

The 80<sup>th</sup> "NUMOV-Länderforum" took place in Cologne hosted by Koelnmesse International. NUMOV members used the opportunity to discuss the economic developments in Iran and Iraq. Moreover, questions were raised regarding the impact of the political crisis in Lebanon and its implications for the economic situation of the country and the neighbouring states.

On 24<sup>th</sup> August 2006, NUMOV hosted a group of young diplomats from the Islamic world at a reception in Berlin. This visit of young diplomats, organised for the fifth time, is especially designed for diplomats from the Islamic world. It aims at improving relations and strengthening bonds between Germany and the Islamic countries. The group was given the opportunity to visit major companies and business associations as well as cities such as Hamburg, Mainz and Brussels, where they visited the NATO headquarters and met representatives of the EU commission. The participants additionally were hosted by the State Secretary, Reinhard Stuth, during their stay in Hamburg. Furthermore, they were received in Mainz by Joachim Hörster, NUMOV Board Member, Member of the German Federal Parliament and Chairman of the Parliamentary Committee on Arab Countries.

In September 2006, a NUMOV information seminar on the opportunities and challenges facing the Near and Middle Eastern economies was hosted by the KfW banking group at the bank's newly restored conference hall in Frankfurt. The event was combined with a preparatory seminar for the forthcoming delegation trip to the United Arab Emirates. In the light of NUMOV's plans for a delegation visit to Abu Dhabi focusing on environmental technologies, this sector was particularly examined.

German Federal Minister of Economics and Technology H.E. Michael Glos visited Riyadh on 14<sup>th</sup>/15<sup>th</sup> November 2006, to open the 16<sup>th</sup> session of the Saudi – German Joint Commission on Economic and Technical Cooperation. He was accompanied by more than one hundred German businesspeople. The Saudi delegation was led by H.E. Dr. Ibrahim Al-Assaf, Saudi Minister of Finance. On the occasion of the session of the Saudi-German Joint Commission, the 14<sup>th</sup> session of the Saudi German Business Dialogue (SGBD) took place with the two Co-Chairmen, Khaled Juffali, Vice Chairman and Managing Partner, E.A. Juffali and Brothers, and



H.E. Dr. Ibrahim Al-Assaf, Minister of Finance of the Kingdom of Saudi Arabia, and H.E. Michael Glos, Minister of Economics and Technology of the Federal Republic of Germany

Martin Bay, Chairman of the Board of NUMOV, Chairman of the Board of Managing Directors, Deutsche Bahn International. In 1985 the Saudi German Business Dialogue (SGBD) was established by the German Near and Middle East Association (NUMOV) and the Saudi Ministry of Finance within the context of the Saudi-German Joint Commission. The SGBD, as a long-standing forum for bilateral cooperation, proved to be an effective platform for the discussion of strategies and tools to initiate more activities. Juffali and Bay both addressed the low level of engagement of German companies in Saudi Arabia, despite the opportunities in various sectors such as oil, gas, petrochemicals, infrastructure and IT. Special emphasis was laid on mobilising small and medium-sized German companies to become active in the Kingdom. The attendance of one hundred delegates demonstrated the keen interest in the region. Insufficient knowledge about the Kingdom, however, has prevented many from entering this promising market. Therefore, the SGBD considered it one of its major obligations to support more German companies in their development of sustainable activities in Saudi Arabia and to help to promote the public image of the kingdom in Germany.

On the occasion of the 6<sup>th</sup> session of the UAE-German Joint Commission in December 2006, Dr. Bernhard Pfaffenbach, State Secretary at the German Federal Ministry of Economics and Technology, paid a visit to the United Arab Emirates (UAE). There he held discussions about ways of intensifying bilateral economic relations with H.H. Sheikhha Lubna Al Qasimi, Minister of Economy of the UAE, H.H. Sheikh Hamdan bin Zayed Al-Nahyan, Deputy Prime Minister of the UAE, and Hareb Al Darmaki, Executive Director of the Abu Dhabi Investment Authority.

A seminar on the legal aspects of doing business with Middle Eastern countries was held by NUMOV on 8<sup>th</sup> December 2006 in Berlin. The seminar was



hosted by the Dresdner Bank and held in the bank's elegant building situated adjacent to the Brandenburger Gate in Berlin's historical banking district. It was attended by more than 90 participants. The overall objective of the seminar was to illuminate some of the characteristic legal issues related to business activities in the region. Former ambassador Bernhard von der Planitz, Member of the Advisory Board of NUMOV, who worked as chief of protocol at the Federal Foreign Office until July 2006, chaired the seminar.

On 14<sup>th</sup> January 2007 the **Emirati German Friendship Society** (EGFS) was officially launched by H.H. Sheikh Hamdan Bin Zayed Al Nahyan, Deputy Prime Minister of the UAE, and H.E. Gerhard Schröder, former Federal Chancellor of Germany and Honorary Chairman of NUMOV, during a ceremony in Abu Dhabi. Both founding members initiated the EGFS and are the Honorary Chairmen of the society. The EGFS aims to enhance bilateral exchange of information and ideas, in order to make synergies between economy on the one hand, and research, education and culture on the other hand, more useful and efficient. It is operated on the German side by NUMOV. The founding ceremony was held in the presence of various dignitaries of the UAE, among them H.E. Sultan Bin Nasser Al Suwaidi, Governor of the Central Bank, Yousef Bin Omeir, CEO of ADNOC, and Khalifa Al Kindi, Chairman of the National Bank of Abu Dhabi. Among the German delegation present at the ceremony were Hartmut Mehdorn, Chairman of the Board of Deutsche Bahn (German Railway Group), Martin Bay, Chairman of the Board of DB International and Chairman of the Board of NUMOV, Bernd Romanski, Member of the Management Board of Hochtief Facility Management GmbH, Dr. Ekkehard Schulz, Chairman of the Board of ThyssenKrupp AG, and Erik Bettermann, Chairman of Germany's International Broadcasting Service Deutsche Welle. H.H. Sheikha Lubna Al Qasimi, Minister of Economy and Planning of the UAE, held the inauguration

2007



Participants of the first meeting of the Emirati German Friendship Society



speech during the dinner hosted by H.H. Sheikh Hamdan Bin Zayed Al Nahyan. Schröder stressed the importance of bilateral cooperation in all sectors and announced that he intended to promote a dialogue in the fields of culture and science.



Visit of Abu Dhabi Municipality, on the left Badr Al Hararesh, Project Manager of Privatisation of Solid Waste

The visit of a large German delegation focusing on UAE's environmental sector was conducted by NUMOV on behalf of the Federal Ministry of Economics and Technology from 27<sup>th</sup> to 31<sup>st</sup> January 2007. It revealed that German companies are keen to contribute to the launch of new, environmentally friendly technologies in the Middle East. This was equally evident at the fairs "Water Middle East 2007" in Bahrain and "Environment 2007" in Abu Dhabi. The two fairs were included in the federal programme of international fairs on the initiative of NUMOV. The issue of environmental protection and the use of renewable energies recurred during the visit of Chancellor Angela Merkel to Egypt, Saudi Arabia, UAE and Kuwait, and was discussed on different occasions.

The visit of Chancellor H.E. Angela Merkel to the Middle East in February 2007 was accompanied by an economic delegation led by H.E. Michael Glos, Federal Minister of Economics and Technology. The delegation signalled that Germany is a strong and reliable economic partner. Simultaneously holding the presidency of the European Council and the G-8, has made Germany a much sought-after partner for dealing with some of the challenges facing the Middle East. The first stop of Merkel's tour was the Arab Republic of Egypt, where she met Hosni Mubarak, President of Egypt. Of special interest to German companies is the fact that Egypt has started to develop renewable energies as an alternative to fossil energy sources. Merkel announced that the federal government will support an education and science centre for the development of renewable energies. In addition she will push the so-called

Mubarak-Kohl-Programme, an initiative supporting the introduction of the German dual system of training. In Saudi Arabia, Dr. Merkel praised the peace initiatives of King Abdullah on the occasion of the meeting of representatives of the Palestinian organisations Hamas and Fatah in Mecca. Furthermore, Dr. Merkel referred to the Saudi financial support for the reconstruction of the Lebanon. The political situation of the Middle East was also a central topic of Merkel's visit to the United Arab Emirates. Dr. Merkel drew a parallel between Europe and the search for peace in the Middle East. She referred to the European peace policy as one successful example in her speech at the Emirates Centre for Strategic Studies and Research. Merkel expressed her hope soon to finish negotiations about the free trade agreement between the European Union and the Gulf Cooperation Council. As the last stop Dr. Merkel visited Kuwait. With Iraq as its neighbour, Kuwait is especially interested in developments there, hoping that peace will be reached. Merkel supported this wish, promising that the European Union will do everything within its powers to support the political and economic rebuilding of the country. Kuwait with its large oil reserves is an interesting economic partner for Germany. Dr. Merkel was very pleased that Kuwait is starting to invest in renewable energies, a field where German know-how holds a leading position worldwide. Moreover, Kuwait is one of the largest Arab investors in Germany.



f.l.t.r.: H.E. Michael Glos, Federal Minister of Economics and Technology, H.E. Angela Merkel, Federal Chancellor of Germany, and H.E. Nasir al-Muhammad al-Ahmad al-Jabir al-Sabah, Prime Minister of the State of Kuwait

In the middle of February, a one-day business seminar on Iran took place. It was organised by NUMOV and focused on the present economic situation, the recent Foreign Investment Protection Law as well as Iran's growing privatisation efforts. Additionally, it examined the Iranian market which still offers an enormous untapped potential. The seminar, hosted by the "Europäisch-Iranische Handelsbank AG" in Hamburg – a specialised bank for foreign trade transactions with Iran and with more than 30 years of experience –, attracted a large number of German



Alireza Sheikh Attar,  
Deputy Foreign  
Minister for Eco-  
nomic Affairs of Iran



Dr. Gholam Reza  
Heidari Kord-  
Zangeneh, Deputy  
Minister of Eco-  
nomic Affairs and  
Finance and Chair-  
man of the Board of  
Privatization Organi-  
sation

company representatives from across the country. UN Security Council sanctions and mounting international pressure caused a great demand for information on risks and opportunities regarding business with Iran. The seminar was attended by a high-ranking Iranian delegation. It was led by Iran's Deputy Foreign Minister of Economic Affairs, Alireza Sheikh Attar. H.E. Mohammad Mehdi Akhondzadeh, the Ambassador of the Islamic Republic of Iran in Germany, Reinhard Stuth, State Secretary, Commissioner for Federal, European and Foreign Affairs of the Free and Hanseatic City of Hamburg, Dr. Mohammed Jafar Mojarrad, Deputy Governor of the Central Bank of Iran, Dr. Gholam Reza Heidari Kord-Zangeneh, Deputy Minister of Economic Affairs and Finance and Chairman of the Board of the Privatisation Organisation, Mohammad Hadi Rahabari, Managing Director and Board Member of NPC International, Ali Naqi Khamoushi, the President of Iran Chamber of Commerce, Industries and Mines, and Marc Neumann, Chairman of the Board of Managing Directors of MAN Ferrostaal Industrieanlagen GmbH and Member of the Board of NUMOV, gave an overview of recent developments in Iran's economy and bilateral economic relations.

The 81<sup>st</sup> "NUMOV-Länderforum" met on 9<sup>th</sup> February 2007 at the Headquarters of the Germanischer Lloyd AG in Hamburg. A large number of NUMOV member companies participated to discuss the current economic and business issues in the Near and Middle East, to exchange information, and to share experiences. Rainer Schöndube, board member of Germanischer Lloyd AG, a certification company operating internationally, underlined the growing importance of the Near and Middle East for his company. Among the special guests of the meeting were Gerald Wolf from the Federal Foreign Office, Dr. Gabriela Guellil, Head of the Economic Section of the German Embassy in Ankara, and Dr. Peter-Christof Blomeyer, Head of the Economic Section of the German Embassy in Riyadh. Dr. Guellil and

Dr. Blomeyer briefed the participants on the recent political and economic developments of their host countries. Dr. Blomeyer drew attention to Saudi Arabia's improved investment climate and the ambitious investment plans of the Kingdom. Dr. Guellil highlighted the growing importance of Turkey as a trading partner for the EU and its strategic role concerning the supply of energy. NUMOV members also discussed the possible tightening of economic sanctions on Iran and its impacts on German exports. Furthermore, the energy security question and the growing role of China and India in the region were discussed.

On 19<sup>th</sup> March 2007, the State Chancellery of the Free State of Saxony, the Saxony Business Council (Wirtschaftsrat Sachsen) and NUMOV organised a seminar on business opportunities in the Near and Middle East in Dresden. Hermann Winkler, Minister of State and Chief of the State Chancellery, hosted one hundred company representatives from a wide range of business sectors in the beautiful rooms of the State Chancellery of Saxony in the region's capital. Minister Hermann Winkler, Helene Rang, CEO of NUMOV, Martin Bay, and H.E. Prof. Dr. Osama Shobokshi, Ambassador of the Kingdom of Saudi Arabia, expounded the latest business developments in the Middle East and the increasing business activities of Saxon enterprises with their wide range of technological know-how in the MENA region. An insider-view of how to do business in the Near and Middle East was provided by Dr. Frank Müller, CEO of Glashütte Original, a traditional and successful Saxon manufacturer of high quality watches. Karl Wendling, Head of the Foreign Trade Law and Control and Middle East Cooperation Section at the German Federal Ministry of Economics and Technology, elaborated on the various fields of potential economic cooperation between Germany and the Middle East. He focused on petrochemistry, steel production, environment and waste water technology, health care and tourism.



f.l.t.r.: Martin Bay, Managing Director, Deutsche Bahn International / German Railway Group, Chairman of the NUMOV Board, Helene Rang, CEO of NUMOV, Hermann Winkler, Minister of State and Chief of the State Chancellery of the Free State Saxony, H.E. Prof. Dr. Osama Shobokshi, Ambassador of the Kingdom of Saudi Arabia to the Federal Republic of Germany

The necessary information on how to establish and maintain such relations and co-operations from a financial point of view was contributed by Dr. Norbert Kloppenburg, Head of KfW Banking Group. Wolf R. Schwippert, attorney at law, provided information on the legal conditions of business in the Near and Middle East.

On 28<sup>th</sup> March 2007, German entrepreneurs, invited by NUMOV, had the opportunity to get to know the work and the newest programmes of the Deutsche Investitions- und Entwicklungsgesellschaft (DEG) in Cologne. In addition, they received information on business conditions and opportunities in the Palestinian Territories by Jörg Ranau, German representative to Ramallah, in preparation of a delegation visit of Palestinian entrepreneurs to Germany.

NUMOV's first **German Middle East Business Round Table** for national and international members took place in Berlin on 2<sup>nd</sup> April 2007. Numerous ambassadors welcomed the invitation of the Near and Middle East Association to attend this important event hosted by Dr. Norbert Kloppenburg from the KfW banking group. Their enthusiastic response contributed to the great success of the meeting for both the participating companies and the respective MENA countries. Among the participants were: H.E. Alaa A. Hussain Al-Hashimy, Ambassador of the Republic of Iraq; H.E. Hussein Omran, Ambassador of the Syrian Arab Republic; H.E. Khalifa Ali Issa Al-Harthy, Ambassador of the Sultanate of Oman; H.E. Mohamed Abdelhay Elorabi, Ambassador of the Arab Republic of Egypt; H.E. Mohammed Rachad Bouhlal, Ambassador of the Kingdom of Morocco; Abdahmed Saleh Mohamed Yaffai, Counsellor of the Embassy of the Republic of Yemen; and Hael Al-Fahoum, General Delegate to the Palestinian Territories.



First NUMOV - German Middle East Business Round Table

The ambassadors, state representatives and international NUMOV members, who were present at the meeting, gave a brief overview of the current economic situation in the region and discussed possible means of cooperation. Ahmet Eren, President of the Board of Directors of Eren Holding A.S., emphasised the prosperous historical partnership between Germany and Turkey, and suggested to hold the next German Middle East Business Round Table in Istanbul.

The 13<sup>th</sup> German-Turkish Cooperation Council took place on 16<sup>th</sup> April 2007. It was held in the context of the Hannover Messe, opened by German Federal Chancellor Angela Merkel and Recep Tayyip Erdogan on 15<sup>th</sup> April. The Council was combined with a high-level "Business Summit", which was attended by representatives from both the private and the public sector. Out of the 6,000 participants of the Hannover Messe coming from 60 nations, 270 were Turkish companies - representing Turkey as an emerging industrial nation at the world's largest industrial fair. Turkey displayed a very different profile compared to 10 years ago, when a small number of companies exhibited their products in Hannover. Prime Minister Erdogan and Chancellor Merkel both reaffirmed their commitment further to enhance economic relations. During the "Business Summit" Sigmar Gabriel, Federal German Minister of Environment, Nature Protection and Nuclear Safety, highlighted the potential for cooperation in the fields of energy and environmental protection. For the Turkish Government, State Minister Ali Babacan provided information on investment possibilities in energy and infrastructure.

The enormous German participation at the 12<sup>th</sup> Iran International Oil, Gas and Petrochemical Exhibition (Iran Oil Show) in Tehran from 18<sup>th</sup> to 22<sup>nd</sup> April 2007 demonstrated that Iran remains a major long-term growth market with ample oil and gas reserves, despite political tensions. The number of German exhibitors at Iran's biggest industrial fair has increased continuously over the years, reaching a new record this year with an impressive 128 exhibitors. As in previous years the official German participation was supported by NUMOV.



Business delegation from the Palestinian Territories

For the first time in its history NUMOV, on behalf of the German Federal Ministry of Economics and Technology, welcomed a business delegation from the Palestinian Territories from 24<sup>th</sup> to 28<sup>th</sup> April 2007. The delegation was led by Bassem Khoury, President of the Palestinian Federation of Industries (PFI). It was accompanied by Jörg Ranau, German Representative to the Palestinian Territories. The fifteen company representatives of the Palestinian delegation represented a remarkable variety of business sectors, ranging from product trading, industry, medical supplies to investment projects in education and tourism, agro-industry, real estate, infrastructure development and investment.

The construction sector in the Arab Gulf States was at the centre of a conference organised by NUMOV at the end of April 2007 during the Munich International Trade Fair "bauma 2007", the world's biggest trade fair for construction machinery, building material machines and construction equipment. Benefiting from high oil profits, construction activities in the Arab Gulf States have been thriving spectacularly. Therefore, NUMOV held this conference focusing on the challenges and opportunities of the construction markets in the countries of the Gulf Cooperation Council (GCC). It was chaired by Bernd Romanski, Chairman of Hochtief Facility Management GmbH, and Deputy Chairman of the



German Near and Middle East Association. In view of the current construction boom in the GCC countries, Romanski called on German companies not to miss the opportunity to participate in the ambitious and visionary projects on the Arab Peninsula. Reports delivered during the conference confirmed the daring and speed of the construction activities in the Arab Gulf States, as outlined by Romanski. Representatives of several NUMOV members, well experienced in the Middle East construction business, shared their views on the GCC markets with the audience.

More than 200 guests attended **NUMOV's Foreign Trade Conference** at the Federal Ministry of Economics and Technology on 11<sup>th</sup> May 2007. Dagmar Wöhlrl, Parliamentary State Secretary of the Federal Ministry of Economics and Technology, gave her assurance that the Federal Ministry will continue to support the modernisation and diversification of Near and Middle Eastern economies by means of bilateral investment promotion and protection treaties and visits to the region by German political leaders. Wöhlrl highlighted the importance of the conclusion of the negotiations between the EU and the Gulf Cooperation Council (GCC) concerning a free trade zone, and the cooperation with the Gulf States within the WTO.

In accordance with State Secretary Wöhlrl, Martin Bay, Chairman of the Board of Managing Directors of Deutsche Bahn International, and Chairman of NUMOV, referred to his recent visits to the Near and Middle East, during which he personally experienced the development and progress of the countries, due to the steady growth of their economies. Bay expressed his opinion, that there is a window of opportunities for a length of three to five years. He strongly encouraged German companies to engage actively in the region. The region will not wait for us, he urged, which is why it is important to seize the initiative now. Although 'Made in Germany' is still highly regarded in the region, he believes it does not suf-

## Foreign Trade Conference 2007



Dagmar Wöhlrl, Parliamentary State Secretary of the Federal Ministry of Economics and Technology

face to deliver plants and machinery only. Germany would be well-advised to engage in political, socio-economic and cultural fields too, he said.

Thomas Wohlwill, PricewaterhouseCoopers AG (PwC), provided information on export credit guarantees. Such guarantees provide security for exports in terms of (economic) buyer risks and (political) country risks. Joachim Steffens from the Federal Ministry of Economics and Technology provided information on investment guarantees, which protect foreign direct investments against political risks. Stefan Rolle, from the Federal Ministry of Economics and Technology, presented the system of German Chambers of Commerce in the Near and Middle East, and Martin Kalhöfer introduced the German Office for Foreign Trade (bfai). Dr. Martin Herrenknecht, Chairman of the Board of Herrenknecht AG and Deputy Chairman of the Board of NUMOV, shared his experiences doing business in the Near and Middle East with the audience.

The **Annual General Meeting 2007** of the German Near and Middle East Association also took place at the Federal Ministry of Economics and Technology in Berlin on 11<sup>th</sup> May 2007. The following new board members were elected. Dr. Norbert Kloppenburg, Member of the Board of KfW banking group, took over the position of Deputy Chairman of the NUMOV Board from Dr. Peter Klaus. The latter is leaving the Board of KfW banking group due to his retirement and has joined the Board of Trustees of the German Orient Foundation. Dr. Martin Herrenknecht, Chairman of the Board of Herrenknecht AG, was equally elected Deputy Chairman of the Board of NUMOV. Erik Bettermann, Chairman of Deutsche Welle, Germany's International Broadcaster, producing TV, radio and internet services in German and numerous other languages for people in other countries, was approved of as a Member of the Board for the first time, as was Marc Neumann, the

Chairman of the Board of Managing Directors of MAN Ferrostaal Industrieanlagen GmbH. In 2007, the association was able to record the best result since its foundation for the tenth year in a row, as is reflected in the membership statistics. Once again, the Association recorded another net growth in its membership numbers, welcoming more than 150 new NUMOV members.

In the evening of 11<sup>th</sup> May 2007, **NUMOV's German Near and Middle East Gala Event 2007** took place in Berlin hosted by Porsche AG. It was attended by 250 German and foreign guests, among them high-ranking government officials, German ambassadors working in the region and foreign diplomats active in Germany. Commissioner H.E. Günter Verheugen, the Vice President of the European Commission in charge of Enterprise and Industry, addressed the guests of the German Near and Middle East Gala Event 2007 on the subject of "The EU, the Middle East and the Mediterranean: A key challenge of the 21<sup>st</sup> Century". His speech demonstrated that Europe is not only aware of the challenges that arise from its proximity to the Near and Middle East. It equally recognises the opportunities and is willing to accept both, and benefit from them.

Verheugen stressed the exceeding importance of the Barcelona process and its great potential for strengthening the relations with Europe's Mediterranean neighbours in order to build a network of friends, and an area of stability and security around Europe. Verheugen outlined his vision, that the states of the southern and eastern Mediterranean region achieve access to the European Union comparable to the status of Norway or Switzerland. They could then receive full access to and participation in the core policies of the European Union, which would offer them assistance, and access to European programmes. In return it could expect that they continue their political and economic reforms step by step and adhere to demo-

### German Near and Middle East Gala Event 2007



H.E. Günter Verheugen, Vice President of the European Commission

cratic principles. According to Verheugen, although this is a long-term process, it should nevertheless start immediately. Regarding Turkey, he stressed that the EU needs Turkey, and Turkey needs the EU. In his opinion the European Union is greatly responsible for relations between Turkey and the Western world. The most important challenge, Verheugen stated, is how the western world will arrange the relationship to the Islamic world. "Do we want a relationship that is based on tolerance and understanding or a relationship that will lead to conflict?", he asked. Verheugen believes both sides have much more common interests than reasons to separate.



Klaus Berning, Executive Vice President Sales and Marketing of Porsche AG

Klaus Berning, Executive Vice President Sales and Marketing of Porsche AG, emphasised that NUMOV's role was even more important nowadays than 73 years ago, when NUMOV was founded. Porsche's success in the Middle East contributes to the excellent reputation of top technology 'Made in Germany' in the region, which is of great importance both economically and politically. Building on trust and partnership, he expressed his hope that the relations between Germany and the Near and Middle East will continue to develop positively, providing benefits to both sides.



H.E. Günter Verheugen, Vice President of the European Commission, Martin Bay, the Chairman of the German Near and Middle Association

Martin Bay, the Chairman of the German Near and Middle Association, particularly mentioned Verheugen's role as EU Commissioner for Enlargement and his efforts in the process of accession of Turkey. Without neglecting the challenges in the region, Bay pointed out the exceeding importance of the Near and Middle East - a region encompassing important markets, with vast energy resources and great strategic significance. Some of us, he said, have lived there for many years, have made friends while conducting business, and have very personal memories of the region.

Bay stressed that, since its foundation in Berlin more than seventy years ago, NUMOV has not only examined the economic development of the region, but political processes too.

This continuous engagement can be seen in the fact that the **German Orient-Institute**, under the umbrella of the German Orient-Foundation, proceeds with its regional research on the Near and Middle East in the new NUMOV-Office in Berlin, Jägerstraße 63 D.



NUMOV office in Berlin 2007

The German Orient-Institute (Deutsches Orient-Institut / DOI) was founded in 1960 by NUMOV with its foundation, the German Orient-Foundation. The Foundation's aim is to support the activities of the German economy in the Middle East by providing the necessary scientific input. This combination of business, science and research is still of high relevance. Therefore, the German Orient Institute did not merge with the GIGA in Hamburg and remained under the umbrella of the German Orient-Foundation. As opposed to the global approach of the GIGA, the German Orient-Foundation strongly focuses on regional research. In the course of a professional and institutional re-organisation, the German Orient-Institute, under the umbrella of the German Orient-Foundation, with its new Chairperson Dr. Gabriela Guellil, extended its cooperation with international research institutes such as the Gulf Research Center in Dubai.



Dr. Gabriela Guellil



Helene Rang



Dr. Michael Lüders

**Dr. Gabriela Guellil** studied Near Eastern / Islamic Studies and Economy in Freiburg and graduated with a Ph.D. in 1985. In May 1987, Dr. Gabriela Guellil entered the diplomatic service at the Federal Foreign Office. After holding positions at the German Consulate General in Istanbul, at the Permanent Mission of the Federal Republic of Germany to the United Nations in New York, and at the German Embassy in Ankara, Turkey, she took on the position of Deputy Head of Section in the Task Force for the Dialogue with the Muslim World, encouraging bilateral cultural relations with the Arab League. Finally she became Head of the Economic Department of the German Embassy in Turkey. The Board's Chairperson and three Deputy Chairpersons of the board represent the German Orient Foundation externally. They are Board Members as stipulated in § 26 of the German Civil Code. Among the Deputy Chairpersons of the Board are Helene Rang, CEO of NUMOV, and Dr. Michael Lüders. Dr. Michael Lüders studied Arabic literature in Damascus and Islamic studies, politics and publishing in Berlin. After finishing his doctorate, he produced television documentaries and was a long-standing Middle East correspondent for DIE ZEIT. In addition to his work as a political and economic consultant, he is a commentator on the Middle East for German-language radio and television programmes. Moreover, he has written many books and magazine articles. Dr. Lüders is a Member of the Advisory Board of the German Near and Middle East Association, and Member of the Advisory Board of the Turkish Industrialist's and Businessmen's Association.

After the great successes in previous years the 4<sup>th</sup> Rebuild Iraq exhibition from 7<sup>th</sup> to 10<sup>th</sup> May 2007 suffered a setback in the number of exhibitors and visitors. Germany, however, once again displayed a strong presence with 46 exhibitors. NUMOV together with the Federation of German Industries participated with an own booth to promote their services, and particularly to give medium-sized companies the opportunity to present their products.



At the end of May 2007 German Federal Minister of Economics and Technology, H.E. Michael Glos, accompanied by a business delegation, visited Qatar and Oman. During his visit to Oman a new bilateral Investment Promotion and Protection Agreement was signed, replacing the previous Agreement from the year 1979. Considerable German investments have already been made in Oman. MAN Ferrostaal and its Omani partner OMZEST have invested a total of USD 500m in order to build and operate a methanol plant in the new port and industrial zone of Sohar. The storage as well as the load-ing and unloading of inflammable liquids in the port of Sohar is entirely in the hands of a German-Omani-Norwegian Joint-Venture with its partner the Marquard and Bahls AG, which is located in Hamburg. The latter is involved with an investment totalling USD 300m.

On 12<sup>th</sup> June 2007 the formal inauguration ceremony of the **Emirati German Friendship Society (EGFS)** took place according to the German Civil Code in order to enter the Society as an association in the German register of associations. The following founder members were present: H.E. Gerhard Schröder, Bernd Romanski, Martin Bay, Prof. Dr. Thomas Budde, Edelgard Bulmahn, MdB, Dieter Ernst, Jürgen Fitschen, Jürgen Hogrefe, Rudi Lamprecht, Dr. Michael Lüders, Hartmut Mehdorn, Detlef Prinz, Helene Rang, Jürgen Steltzer, Heino Wiese. Further founder members who were unable to attend the event were: Dr. Roland Berger, Erik Bettermann, Klaus Eberhardt, Dr. Martin Herrenknecht, Hans-Wolfgang Kunz, Peter Mayr, Wolfgang Mayrhuber, Mathias Mitscherlich, Dr. Bernd Pfaffenbach, Hans Martin Rüter, Jürgen Sander, Bernhard Schmidt, Wendelin Wiedeking, Louis Graf Zech.



H.E. Gerhard Schröder, former Chancellor of the Federal Republic of Germany, German Honorary Chairman of the EGFS and Honorary Chairman of NUMOV, and Bernd Romanski, Member of the Management Board of HOCHTIEF Facility Management GMBH, German Co-Chairman of the EGFS and Deputy Chairman of the NUMOV Board



The founding assembly unanimously elected the following Board of EGFS:

**Honorary Chairman:** Gerhard Schröder,  
**Chairman:** Bernd Romanski, Hochtief Essen.

**Deputy Chairs:** Edelgard Bulmahn, MdB; Dr. Martin Herrenknecht, Herrenknecht AG Schwanau; Hartmut Mehdorn, Deutsche Bahn AG Berlin; Helene Rang, HR & Partner; Wendelin Wiedeking, Porsche AG.

**Further members of the Board:** Martin Bay, DB International Berlin; Jürgen Fitschen, Deutsche Bank AG Frankfurt; Dr. Roland Berger, Roland Berger & Partner München; Klaus Eberhardt, Rheinmetall AG; Erik Bettermann, Deutsche Welle Bonn/Berlin; Rudi Lamprecht, Siemens AG München; Dr. Michael Lüders, Scholar of Islamic Studies; Dr. Bernd Pfaffenbach, Federal Ministry of Economics and Technology; Hans-Martin Rüter, Conergy Hamburg; Jürgen Steltzer, Ambassador ret.

The Chairman and the first Deputy Chairwoman constitute the Board as laid down in § 26 of the German Civil Code. Jürgen Fitschen assumed the position of treasurer. The management of the Emirati German Friendship Society rests with the German Near and Middle East Association (NUMOV). The former Ambassador to the UAE, Jürgen Steltzer, was assigned the task of conducting the coordination in Abu Dhabi between the EDFG in Germany and the contact persons on the Emirati side. H.E. Gerhard Schröder emphasised the crucial importance of furthering exchange in cultural, educational and scientific matters, as well as in environmental issues, e.g. regarding alternative energies. He stated that the dialogue the EDFG considers itself obliged to support in these matters can effect mutual stimuli and reduce prejudices.

From 8<sup>th</sup> to 13<sup>th</sup> June 2007 NUMOV conducted a business delegation to Yemen on behalf of the Federal Ministry of Economics and Technology

enabling German company representatives to explore business opportunities in the Gulf state. The extensive and well prepared delegation programme, strongly supported by the German Embassy in Yemen, offered numerous possibilities for fruitful talks and first hand information on the Yemeni market. In preparation of the delegation visit a seminar was held in Berlin hosted by DEG. Michael Icke from the DEG, Dr. Michael Lüders, Deputy Chairman of the German Orient Foundation, Abdahmed Saleh M. Yaffai, Head of the Economic Section at the Embassy of the Republic of Yemen in Berlin, Dr. Stefan Buchwald, Deputy Head of Mission and Head of the Economic Section at the German Embassy in Yemen, Dr. Sven Klaiber, bfai, and Hartmut Seliger from The Fichtner Group, provided detailed information on political and economic developments in Yemen.

On behalf of the German Federal Ministry of Economics and Technology, NUMOV together with the Association of German Chambers of Industry and Commerce and the Hamburg Chamber of Commerce organised the 3<sup>rd</sup> German-Iraqi Business Conference in Hamburg, on 19<sup>th</sup> June 2007. The conference was attended by a high-ranking Iraqi delegation, representing both the Iraqi central government and the Kurdish regional government. With around 200 participants the conference marked the ongoing German as well as Iraqi interest in cooperation, in order to cope with the challenges of rebuilding Iraq.



H.E. Fawsi Hariri,  
Minister of Industry and  
Minerals, Republic of  
Iraq



Meeting at the Ministry of Finance of the Kingdom of Saudi Arabia

In preparation of a business delegation to the Kingdom of Saudi Arabia in August/September and on behalf of the Federal Ministry of Economics and Technology, NUMOV organised an informational seminar in 6<sup>th</sup> July 2007. The seminar focused on current economic developments in Saudi Arabia, with special regard to opportunities for small and medium-sized German companies. The event was jointly hosted by Martin Bay, Chairman of the Board of Managing Directors of Deutsche Bahn International and Chairman of the Board of NUMOV, as well as H.E. Prof. Dr. med. Ossama bin Abdul Majed Shobokshi, Ambassador of the Kingdom of Saudi Arabia.



Delegation of the Lahore Chamber of Commerce and Industry (LCCI)

Later that month, the NUMOV office in Berlin was the location for a reception of a high-ranking business delegation from the Lahore Chamber of Commerce and Industry (LCCI). This was the third time that NUMOV received an LCCI business delegation, showing the steady Pakistani interest in German business contacts. The planned visit of a business delegation to Islamabad, which was scheduled for early November, unfortunately had to be cancelled, due to political tensions in Pakistan.



f.l.t.r.: Volker Clauß, SK SonnenKlima GmbH; Dr. Georg Buchholz; Berthold Breid, Deutsche Energie Agentur GmbH (dena); Nikolaus Krane, Conergy AG; Dr. Jürgen Friedrich, Federal Ministry of Economics and Technology; Dr. Olaf Göbel, Abu Dhabi Future Energy Company (ADFEC)

From 29<sup>th</sup> to 31<sup>st</sup> August, NUMOV organised the visit of a high-ranking delegation from the UAE's solar industry, on behalf of the Federal Ministry of Economics and Technology. The visit focused on introducing Germany's solar industry and on promoting business relations between companies and organisations from the UAE and Germany. The delegation was welcomed and briefed by Dieter Ernst, Chairman of Berlinwasser International AG and Board Member of NUMOV, at the premises of Deutsche Bank in Berlin. Bilateral talks between Emirati and German company representatives active in the solar sector were at the centre of a separate business-to-business meeting.

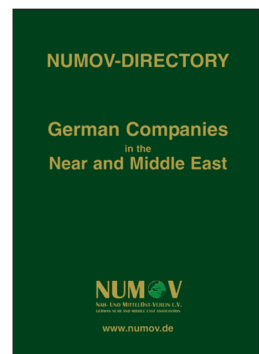
Nearly simultaneously, NUMOV took the responsibility to organise a business delegation to the capital

of the Kingdom of Saudi Arabia, Riyadh, from the 31<sup>st</sup> August to 4<sup>th</sup> September 2007. The delegation was prepared on behalf of the German Ministry of Economics and Technology and with the support of the German Saudi Arabian Liaison Office for Economic Affairs, GESALO, and the Embassy of the Federal Republic of Germany in Riyadh. The delegation was headed by Martin Bay, Chairman of the Board of NUMOV, Co-Chairman of the Saudi-German Business Dialogue and Chairman of the Board of Managing Directors of Deutsche Bahn International. A reception with representatives of Saudi and local German companies was held at the German Embassy in the evening of 31<sup>st</sup> August. On the next day, the delegation visited the Ministries of Finance, Transport, as well as Municipal and Rural Affairs, where the delegation gained an insight into the economic development of the country. Later, the Business Contact Forum at the Riyadh Chamber of Commerce and Industry offered an excellent possibility for the initiation of business partnerships.



f.l.t.r.: Martin Bay, Chairman of the Board of NUMOV, Co-Chairman of the Saudi-German Business Dialogue, Chairman of the Board of Managing Directors of Deutsche Bahn International and H.E. Dr. Detlev Wolter, Minister Counsellor, Deputy Head of Mission of the Embassy of the Federal Republic of Germany to the Kingdom of Saudi Arabia and H.E. Dr. Hamad Al Bazee, Deputy Minister for Economic Affairs

In September, NUMOV published the “NUMOV-DIRECTORY of German Companies in the Near and Middle East” for the first time. Realising the need of German companies to present themselves in a lasting manner, and taking into account the ongoing importance of the states of the Near and Middle East and North Africa for the German industry, NUMOV distributed – free of charge – 50,000 copies of the DIRECTORY in the region. The compendium is not only a platform for companies doing business in the region, it also serves as a reference for authorities and decision-makers from the region who want to access German expertise and know-how for their endeavours. The NUMOV-DIRECTORY of German Companies in the Near and Middle is the first of its kind and has enjoyed remarkable success from entrepreneurs and decision-makers because of its obvious advantages: it provides comprehensive information about Germany and German companies that are active in the Middle East, presenting German company profiles that enable potential part-



ners to find a suitable German company, and gives easy access to the presented companies through alphabetical and sectoral listing.



f.l.t.r.: Helene Rang, CEO of NUMOV, H.E. Dr. Herbert Honsowitz, Ambassador of the Federal Republic of Germany to the Islamic Republic of Iran, Erik Bettermann, Intendant of Deutsche Welle and Board Member of NUMOV/Near and Middle East Association

On 27<sup>th</sup> September 2007, the 82<sup>nd</sup> NUMOV-Länderforum took place in Bonn. It was hosted by Erik Bettermann, Director-General of Deutsche Welle, Germany's International Broadcasting Service. Among the participants was H.E. Dr. Herbert Honsowitz, Ambassador of the Federal Republic of Germany to the Islamic Republic of Iran.



H.E. Dr. Bernd Pfaffenbach, State Secretary at the German Ministry of Economics and Technology at the Federal Foreign Office and H.E. Sayyid Badr bin Hamoud Al Busaidi, General Secretary at the Foreign Ministry of Oman

In October 2007, NUMOV and the German Chamber of Commerce and Industry organised a German business delegation to Muscat/Oman, on the occasion of the 10<sup>th</sup> session of the German-Omani Joint Commission on Economic and Technical Cooperation. H.E. Dr. Bernd Pfaffenbach, State Secretary of the German Ministry of Economics and Technology, headed the delegation and led the commission talks with H.E. Sayyid Badr bin Hamoud Al Busaidi, Secretary General of the Foreign Ministry of Oman. The delegation visited the Oman Chamber of Commerce and Industry, where various ongoing projects, opportunities and investment incentives were presented. The first day of the trip was concluded with a reception at the residence of the German Ambassador, H.E. Klaus Geyer. Visits on the second day included the Knowledge Oasis Muscat, the Rusayl Industrial Area, the large-scale tourism project "The Wave Muscat", as well as a closing ceremony at the Omani Foreign Ministry.



Ahmet Eren, owner of Eren Holding and Helene Rang, CEO of NUMOV

In November 2007, the 2<sup>nd</sup> NUMOV German-Middle East Business Round Table took place in Istanbul. The event was hosted by NUMOV's first international member, the Eren Holding, represented through its owner Ahmet Eren and its CFO Saffet Molvali, who was also the host to the informal get-together on the previous evening. In the ensuing talks, the participants of the German-Middle East Business

Round table emphasized the importance of Turkey as a gateway to the Eastern Mediterranean Basin and highlighted the Business Table's role in contributing to a wider mutual understanding of the participating countries and in deepening existing ties. The 2<sup>nd</sup> NUMOV German-Middle East Business Round Table was widely appreciated by the Turkish press, which covered the event extensively and remarked on its role in converging Turkish and German interest in investing in the region of the Middle East.

H.M. King Abdullah Bin Abdulaziz Al Saud, King of Saudi Arabia and Custodian of the Two Holy Mosques, visited Berlin from 7<sup>th</sup> to 9<sup>th</sup> November 2007. During this time, he met with numerous high-ranking German representatives, including H.E. Horst Köhler, President of the Federal Republic of Germany, H.E. Dr. Angela Merkel, Chancellor of the Federal Republic of Germany, H.E. Dr. Frank-Walter Steinmeier, Foreign Minister of the Federal Republic of Germany, and H.E. Klaus Wowereit, First Mayor of Berlin. It was the first official visit of a King of Saudi Arabia to Germany since the visit of H.M. King Khaled in 1980.



H.M. King Abdullah bin Abdulaziz Al-Saud and Helene Rang, CEO of NUMOV

On 13<sup>th</sup> and 14<sup>th</sup> November 2007 saw the second meeting of the Emirati German Friendship Society on the occasion of the visit of H.H. Sheikh Hamdan Bin Zayed Al Nahyan, Deputy Prime Minister of the United Arab Emirates and Co-Honorary Chairman of the Emirati German Friendship Society to Berlin. In his honour, a Gala Dinner and a workshop were held in Berlin. The Emirati delegation visited Germany at



f.l.t.r: H.E. Yousef Omair Bin Yousef, H.E. Peer Steinbrück, H.H. Sheikh Bin Zayed Al Nahyan and H.E. Gerhard Schröder



H.H. Sheikh Bin Zayed al-Nahyan, H.E. Gerhard Schröder and German participants of the Gala Dinner



the invitation of H.E. Gerhard Schröder, former German Chancellor and Co-Honorary Chairman of the Emirati German Friendship Society. Renewable energies, especially solar energy, as well as bilateral exchange programs and the prospects of young people were central themes of the consultations. In the course of a reception in the Konzerthaus at the Gendarmenmarkt in Berlin-Mitte, Deutsche Welle, HOCHTIEF Facility Management GmbH and ThyssenKrupp AG announced that they will sponsor internships and vocational training opportunities, in cooperation with the Emirati German Friendship Society and thus contribute to a deepening of personal and cultural ties between the countries.



f.l.t.r.: Dirk Schattschneider, Deputy Head of the Permanent Representative Office of North Rhine Westphalia in Berlin, H.E. Mohammed Kamal Hasounah, Minister of the Palestinian National Economy, H.E. Dr. Khoulood Duaibes, Minister of Tourism, Dr. Juergen Friedrich, Head of Middle East and North Africa department in the Federal Ministry of Economics and Technology, H.E. Hael Al-Fahoum General Delegate of the Palestinian Territories

From 25<sup>th</sup> to 28<sup>th</sup> November 2007, NUMOV, on behalf of the German Federal Ministry of Economics and Technology, welcomed a business delegation from the Palestinian Territories in Berlin. The Palestinian entrepreneurs accompanied H.E. Mohammed Kamal Hasounah, Minister of National Economy of the Palestinian Territories and H.E. Dr. Khoulood Duaibes, Minister of Tourism of the Palestinian Territories on their visit to Berlin in order to establish business contacts and strengthen economic relations with Germany. The Permanent Representative Office of North Rhine Westphalia in Berlin hosted an information seminar about the current economic situation in the Palestinian Territories.



In December 2007, the German Orient – Institute re-launched its scientific magazine ORIENT. With contributions from numerous known scholars, ORIENT addresses relevant topics in the politics, economics and culture of the countries of the Middle East. It is a platform for an exchange of ideas, as well as an addition to the ongoing dialogue with the Islamic world.



Hosted by PricewaterhouseCoopers, the 83<sup>rd</sup> NUMOV-Länderforum took place in Berlin on 14<sup>th</sup> January 2008. Among the participants was H.E. Dr. Herbert Honsowitz, Ambassador of the Federal Republic of Germany to the Islamic Republic of Iran.

**2008**

On the invitation of H.E. Shahid Ahmad Kamal, Ambassador of the Islamic Republic of Pakistan to the Federal Republic of Germany, members of the NUMOV junior section visited the embassy of Pakistan in Berlin on 17<sup>th</sup> January 2008.



H.E. Shahid  
Ahmad Kamal

H.E. Gerhard Schröder, former Chancellor of the Federal Republic of Germany and Honorary Chairman of NUMOV, took part in the 11<sup>th</sup> GCC Industrialists' Conference in Abu Dhabi from 20<sup>th</sup> to 21<sup>st</sup> January 2008. The conference was under the patronage of H.H. General Sheikh Muhammad Bin Zayed Al Nahyan, Crown Prince of Abu Dhabi and Deputy Supreme Commander of the U.A.E. Armed Forces. In his keynote speech, Gerhard Schröder highlighted the special relations between Germany and the GCC countries.



Dr. Ahmad Khalil Al-Mutawa, Secretary General of GOIC and H.E. Gerhard Schröder

In early February 2008, NUMOV once again held its intercultural seminar "Arabisch verstehen lernen". This series of seminars is hosted by renowned scholars with an extensive background in the region. As of 2008, NUMOV will expand this line of seminars with workshops on Turkey and Iran, titled "Türkisch verstehen lernen" and "Persisch verstehen lernen"

respectively. These seminars aim at enabling participants to understand cultural and historical realities in the region.



H.E. Gerhard Schröder, Former Chancellor of the Federal Republic of Germany, Founder and Honorary Chairman of the Emirati German Friendship Society; H.H. Sheikh Muhammad bin Rashed Al Maktoum, Vice-President and Prime Minister of the United Arab Emirates and Ruler of Dubai, Prof. Dr. Dieter Lenzen, President of the "Freie Universität Berlin".



H.E. Humayun Mohamad Hamidzada, Spokesman to the President of Afghanistan

On 8<sup>th</sup> February 2008, NUMOV's Honorary Chairman and former German Chancellor, H.E. Gerhard Schröder welcomed H.H. Sheikh Muhammad bin Rashed Al Maktoum, Vice-President and Prime Minister of the United Arab Emirates and Ruler of Dubai, in Berlin. H.H. Sheikh Muhammad bin Rashed Al Maktoum was awarded the Medal of Honour in Gold of the Free University of Berlin for his outstanding contributions to the development of science and education in his country and the Arab world.

On 26<sup>th</sup> February 2008, NUMOV and the German Orient-Institute were host to H.E. Humayun Mohamad Hamidzada, Spokesman to the President of Afghanistan and Director of Communication. In a round table discussion with participants from the German Parliament, economy and media, H.E. Humayun Mohamad Hamidzada highlighted Afghanistan's considerable efforts and achievements in the economic sector.



f.l.t.r.: Dr. Michael Witter, Federal Foreign Office, Dr. Norbert Kloppenburg, Member of the Board of KfW banking group and Deputy Chairman of NUMOV, Martin Bay, Managing Director of DB International German Railway Group and Chairman of NUMOV, Helene Rang, CEO of NUMOV

In the spirit of encouraging companies to take up business projects in the region, NUMOV offered a large-scale seminar entitled "Project Acquisition and Project Management in the Near and Middle East". The response of the German business community was most gratifying – a large audience attended the event, which took place on the premises of KfW banking group in Frankfurt on 12<sup>th</sup> March 2008. The workshop began with highlighting business opportunities in renewable energies and energy-efficient building technologies. Detailed presentations followed on tendering procedures, methods of project financing and legal frameworks in the region.

The event featured numerous high-ranking speakers and a number of board members of NUMOV, such as Martin Bay, Managing Director of the German Railway Group, Dr. Norbert Kloppenburg, Board Member of KfW Bankengruppe and Deputy Chairman of NUMOV, Helene Rang, CEO of NUMOV and Bernd Romanski, Managing Director of Hochtief Facility Management GmbH and Deputy Chairman of NUMOV.

From 8<sup>th</sup> to 11<sup>th</sup> April 2008 NUMOV arranged a German business delegation to Qatar, headed by Dr. Michael Lüders, Deputy Chairperson of the German Orient Foundation. Delegation meetings were held with the Qatari Ministry of Economy and Commerce, the Central Tenders Committee and with Qatar Petroleum, amongst others. Moreover, the members of the delegation had the opportunity of meeting H.E. Dr. Dirk Baumgartner, German Ambassador to Qatar, as well as Mohamed Mahdi Ajayan Al-Ahbab, Board Member of the Qatar Chamber of Commerce and Industry.

On 10<sup>th</sup> April 2008 Doha was host to the 3<sup>rd</sup> NUMOV German-Middle East Business Round Table. Representatives of the business communities of both countries once again were provided with an excellent platform for exchange.

The Egyptian Information Technology Industry Development Agency (ITIDA) arranged a business delegation of Egyptian IT entrepreneurs to Cologne and Düsseldorf, where they attended the Software and Systems Quality Conference on 16<sup>th</sup> April 2008. With 11% of Egyptians having Internet access, there is room for further growth in this sector.



Participants of the Egyptian IT delegation at the Software and Systems Quality Conference in Düsseldorf



Participants of the seminar on legal aspects of business in the Near and Middle East

On 21<sup>st</sup> April 2008 NUMOV held a seminar on legal aspects of business in the Near and Middle East. The seminar, hosted by HypoVereinsbank AG in Munich, was attended by more than 60 participants and provided highly useful insights into legal business issues which typically arise in the region, notably in the GCC states. The seminar was started by Martin Marsmann, Managing Director and Head of International Business of HypoVereinsbank AG. Among the further speakers were Bernhard von der Planitz, Former German Ambassador and Advisory Board Member of NUMOV and a number of legal experts operating both in Germany and the region.

April likewise marked the official visit of H.H. Sheikh Hamad bin Jassim bin Jabr Al Thani, Prime Minister and Minister of Foreign Affairs of Qatar to Germany



f.l.t.r.: H.H. Sheikh Hamad bin Jassim bin Jabr Al Thani, H.E. Yousuf Hussein Kamal, Minister of Finance and acting Minister of Economy and Commerce and Dr. Norbert Kloppenburg, Member of the Board of the KfW banking group, Deputy Chairman of the Board of NUMOV

NUMOV arranged a business dinner on the occasion of the visit on 22<sup>nd</sup> April 2008, providing a number of high-ranking German business representatives with the opportunity of meeting the Qatari delegation. Following a welcome speech by the host of the dinner, Dr. Norbert Kloppenburg, Board Member of KfW banking group and Deputy Chairman of NUMOV, the guests were addressed by the Prime Minister himself.

As an expression of the long-standing friendship between Egypt and Germany, the Egyptian President H.E. Hosny Mubarak paid Germany an official visit on 23<sup>rd</sup> April 2008. Egypt is the third largest trading partner of Germany, bilateral trade between the two countries experiences continual and solid growth.

The German-Turkish Cooperation Council met on 24<sup>th</sup> to 25<sup>th</sup> April 2008, in Ankara. The council comprised its traditional working groups Industry and Investments, Trade, Tourism and Science, Research and Technology, and allowed for in-depth exchange between high-ranking officials from both countries.

The Jordanian-German bilateral relations were at the focus of attention on the occasion of the official visit of H.E. Dr. Muntaser Al-Oklah, Secretary of State of the Jordanian Department of Trade and Industry. On 25<sup>th</sup> April 2008 NUMOV and the German Orient-Foundation hosted a Round Table Jordan, centering on the recent economic development of the country. May 2008 saw the publication of the Near and Middle East Economic Handbook, portraying the economic outlook for the countries of the region as well as Central Asian countries.

Between 5<sup>th</sup> and 8<sup>th</sup> May 2008 NUMOV was among the partners of the first Mediterranean Business Partneria held by the Turkish Ministry of Economy in Antalya, Turkey. More than 1,300 participants from all economic sectors had the opportunity to explore future business opportunities in the country. As expected, the partneria provided an excellent platform of contact between corporate representatives from Germany and their counterparts from the Near and Middle East.

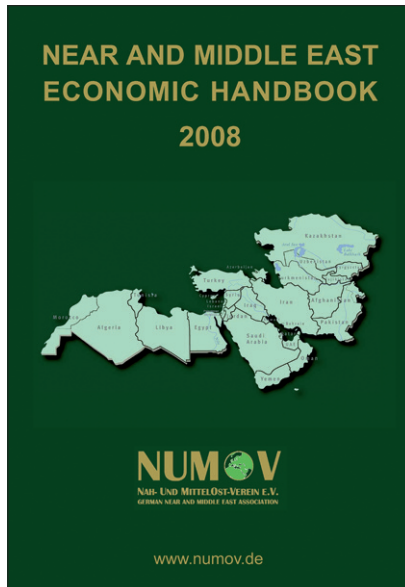


Annual General Meeting of the German Near and Middle East Association 2008

28<sup>th</sup> May 2008 marked the Annual General Meeting of the German Near and Middle East Association which was hosted by the Representation Office of the European Commission in Berlin. The assembly confirmed the election of four new members to the board: Klaus Eberhardt, Chairman of the Board of Rheinmetall AG, a traditional German company which was established in 1899 and is very successful in the automotive components market in Germany and abroad; Elke Hoff, elected to Federal Parliament in 2005, speaker for disarmament policy of the FDP Parliamentary Group, Permanent Member of the Disarmament Committee and Deputy Member of the Foreign Affairs Committee; Maria-Elisabeth Schaeffler from the Schaeffler Group, one of the largest European industrial companies under family ownership and the second largest manufacturer of rolling bearings worldwide; Paul Schockemöhle, owner of Paul Schockemöhle Pferdehaltung GmbH, one of the most successful horse breedings in the world.



The membership statistics and turnover of the past year reflected the ever-increasing success of NUMOV. Precisely, the Association had been able to record the best results since its foundation. Moreover, NUMOV had for the first time published its Directory of German Companies in the Near and Middle East and issued a new edition of the **Near and Middle East Economic Handbook 2008**.



Also on 28<sup>th</sup> May NUMOV cooperated with the European Commission in hosting a conference titled “The European Union as a Partner of the Near and Middle East.” One of the panels focused on the relationship between the EU and the region, with a focus on the countries of the Mediterranean Basin, whereas the other panel focused on EU relationships with the GCC countries only. Dr. Marzenna Guz-Vetter from the European Commission Representation in Berlin opened the conference. In her speech Dr. Guz-Vetter noted that the GCC was the fifth-largest export market of the European Union, announcing that a new Barcelona Process would be launched in July 2008, which would enhance Mediterranean cooperation even further Panel





f.l.t.r.: Jan Hofmohl, European Commission's Directorate-General for External Relations; H.E. Mohamed Al Orabi, the Egyptian ambassador to Germany; Martin Bay, Chairman of the Board of Managing Directors of German Railway Group International, Chairman of the Board of NUMOV; Dr. Marzenna Guz-Vetter, the Political Reporting Officer of the European Commission Representation in Berlin; Dr. Jana Hybaskova, Member of the European Parliament and Member of the Euro-Mediterranean Parliamentary Assembly

presentations ensued, held by representatives of the business community as well as ministerial officials and ambassadors. The academia was likewise represented by well-known personalities such as Prof. Dr. Gilles Kepel from the Institute of Political Studies in Paris.



Henry Hasselbarth, Vice-President for North and Central Europe, Emirates Airlines

## German Near and Middle East Gala Event 2008

On the evening of 28<sup>th</sup> May 2008, NUMOV held its annual German Near and Middle East Gala Event, this time in the Kronprinzenpalais, located in the heart of Berlin. The event was hosted by Emirates Airlines, one of the most successful airlines worldwide. Henry Hasselbarth, the Vice-President for North and Central Europe warmly welcomed more than 300 guests to the exclusive event.

The guests were likewise welcomed by Martin Bay, Chairman of the Board of Managing Directors of the German Railway Group International and Chairman of NUMOV. He noted that German companies are

increasingly paying attention to the rapid economic and social changes taking place in the Near and Middle East. Although many German companies are market leaders in the areas of environmental technology, machinery, logistics and health they must work at their visibility and recognition as long-term, reliable partners, he said. Martin Bay underlined that this is one of the key points of assistance provided to German companies by NUMOV. He thanked H.E. Gerhard Schröder, Former Federal Chancellor and Honorary Chairman of NUMOV for his efforts to build bridges of friendship between Germany and the region.



Martin Bay, Chairman of the Board of Managing Directors of the German Railway Group International and Chairman of NUMOV

In his speech, H.E. Gerhard Schröder took up the friendly atmosphere, emphasizing the importance of such friendly relations. Welcoming the participation of an Iraqi delegation under the leadership of H.E. Hadi Al Hairi, Secretary of State of the Ministry of Trade of Iraq, Schröder called for a sustainable strategy in Iraq, including all of its neighbouring countries and aiming at an orderly withdrawal of troops in the foreseeable future. He continued by commenting on the importance of the region not only for international trade, but also as an integral part of the international community of states and societies. He ended his speech by expressing his appreciation for the continued contribution of NUMOV towards this process, noting that the Association was at the forefront of positive development and was well-suited to and highly successful at initiating cross-regional relations at a high and exclusive level.



H.E. Gerhard Schröder, Former Federal Chancellor and Honorary Chairman of NUMOV



German Near and Middle East Gala Event 2008



H.E. Mohamed Al Orabi,  
the Egyptian Ambassador

Moreover, the guests were addressed by H.E. Mohamed Al Orabi, the Egyptian Ambassador and Doyen of the Arab Diplomatic Corps in Berlin. He highlighted that the visions expressed for international cooperation were not far from being realised. He cited several examples such as six million Germans travelling to the Near and Middle East annually, as well as the success of the German University of Cairo.

The Gala Event ended on a more informal note, providing the guests, most of them members of the German business community, federal ministerial representatives and ambassadors with the opportunity of exchanging their views and experiences within the gardens of the Kronprinzenpalais.

Two days later the Iraqi-German Joint Commission on Economic and Technical Cooperation held its 5<sup>th</sup> session – 21 years after its 4<sup>th</sup> session. The Iraqi delegation, headed by H.E. Fawzi Al-Hariri, Minister of Industry of Iraq expressed their profound interest in strengthening the bilateral relations with Germany. The future outlook and possible obstacles were discussed and the German side pledged to cooperate in rebuilding the country.



H.E. Nouri Al-Maliki, Prime Minister of the Republic of Iraq and H.E. Fawzi al-Hariri, Minister of Industry of the Republic of Iraq

The German-UAE Joint Commission on Economy, Trade and Technical Cooperation held its 7<sup>th</sup> session in Berlin on 9<sup>th</sup> to 10<sup>th</sup> June 2008. The UAE delegation was headed by the Emirati Minister of Economy H.E. Saeed bin Sultan Al Mansoury. Welcomed by H.E. Dr. Bernd Pfaffenbach, State Secretary at the German Ministry of Economics and Technology, the commission addressed bilateral relations between the two countries.

On behalf of the Federal Ministry of Economics and Technology NUMOV arranged a visit of a high-ranking business delegation from the United Arab Emirates to visit Munich and Leipzig from 11<sup>th</sup> to 14<sup>th</sup> June 2008.

The delegation included 24 members and was headed by Humaid Mohamed Ali Bin Salem, Director-General of the Umm Al Quwain Chamber of Commerce and Industry. A focus of the visit was the seminar Solar Business in the Arab Gulf States which took place in the course of the 2008 Intersolar trade fair.

The participants were given first-hand insights into solar energy by several presenters, among them Gerhard Stryi-Hipp, Managing Director of the



Participants of the UAE Business delegation to Munich and Leipzig

German Federal Solar Industry Association and Prof. Dr. Volker Wittwer of the Fraunhofer Institut for Solar Energy. From the Emirati side, two business men shared their knowledge and insights.

The 84<sup>th</sup> NUMOV-Länderforum took place in Berlin on 16<sup>th</sup> June 2008. Hosted by MEOCLINIC, the forum focused on Saudi Arabia and Qatar. The guests were welcomed by Nikolaus Jagdfeld and Prof. Dr. med. Jürgen Mäurer, CEO of MEOCLINIC. Amongst the guests were H.E. Dr. Dirk Baumgartner, German Ambassador to Qatar and H.E. Dr. Detlev Wolter, Deputy Ambassador to Saudi Arabia.

The NUMOV intercultural seminars continued with “Türkisch Verstehen Lernen” (“Understanding Turkish”) on 20<sup>th</sup> June and two sessions of “Arabisch Verstehen Lernen” (“Understanding Arabic”) on 27<sup>th</sup> and 28<sup>th</sup> June, and on 18<sup>th</sup> and 19<sup>th</sup> July 2008.

NUMOV and the German Orient-Institute (DOI) organised a Round Table Pakistan on 24<sup>th</sup> June 2008. The round table was opened by Michaela Weber, Chairperson of the NUMOV Junior Section and Regional Manager. Subsequently, Syed Muhammad Mehdi, Speaker and Coordinator for Foreign Affairs of the Pakistan Muslim League (PML) gave a short introduction to the current bilateral relations between Pakistan and Germany, follo-

wed by a discussion amongst the participants, providing them with new insights.

On 10<sup>th</sup> July 2008 the German Orient-Institute and NUMOV collaborated in hosting a Round Table Iran in Berlin so as to welcome the visiting, high-ranking Iranian business delegation under the lead of Dr. Mohammad Nahavandian, Chairman of the Iranian Chamber of Commerce, Industries and Mines. The delegation aimed at finding new ways of improving the present bilateral commercial relations between non-governmental institutions as well as companies in Iran.

After bilateral relations between Iraq and Germany had stalled for many years, an amelioration was perceptible when H.E. Nouri Al-Maliki, Prime Minister of the Republic of Iraq spent an official visit to Germany. The Prime Minister was received by H.E. Dr. Angela Merkel, German Chancellor on 22<sup>nd</sup> July 2008.

The visit reflected the significant change towards improved bilateral relations between the two countries.



Dr. Mohammad Nahavandian,  
Chairman of the Iranian  
Chamber of Commerce,  
Industries and Mines  
(ICCIM)



H.E. Nouri Al-Maliki, Prime Minister of the Republic of Iraq and  
H.E. Dr. Angela Merkel, Chancellor of the Federal Republic of Germany



On 11<sup>th</sup> August NUMOV held a reception for the benefit of fourteen young diplomats from the Middle East and North Africa, who were taking part in the Training Programme for International Diplomats held by the Federal Foreign Office. The reception offered the young diplomats the opportunity of meeting members of the NUMOV Junior Section.

On 18<sup>th</sup> August 2008 NUMOV held an economic seminar at the Embassy of the Islamic Republic of Pakistan. The seminar participants, attending in preparation of their nearing business delegation to Pakistan, were received by H.E. Ambassador Shahid Ahmad Kamal.



Elke Hoff, Member of the German Parliament and H.E. Dr. Hanns Schumacher, German Ambassador ret. in Iraq

To prepare its German business delegation to Iraq NUMOV organized a round table on 25<sup>th</sup> August 2008, on behalf of the German Federal Ministry of Economics and Technology, hosted by Deutsche Bank AG. The round table was hosted by Elke Hoff, a Member of the German Parliament, Board Member of NUMOV and Board Member of the German Orient-Foundation. The event included a detailed account of the current political and economic situation in Iraq by H.E. Dr. Hanns Schumacher, German Ambassador to Iraq from September 2007 until August 2008.

The round table ended with a brief overview of the upcoming business delegation given by Dr. Rudolf Gridl, a representative of the Ministry of Economics and Technology.



Participants of the Iraq Round Table



On 1<sup>st</sup> September NUMOV held another of its intercultural seminars, this time “Persisch Verstehen Lernen” (“Understanding Persian”).

In preparation of a German business delegation to Turkey NUMOV held a business seminar hosted by KfW banking group in Frankfurt/ Main on 12<sup>th</sup> September 2008.



f.l.t.r.: Kemal Eser, lawyer and proprietor of Eser law firm; Mr. Lubasch, Sales manager of Herrenknecht AG; Abdurrahim Güleç, Dep. Managing Director of NUMOV; Peter Schäfer, Deputy Director of KfW IPEX Bank GmbH; Güldengül Arad, Turkey's consulate general in Germany and Sonja Roßwinkel, Euler Hermes Kreditversicherungs-AG

NUMOV cooperated with the German Orient-Institute in hosting a Round Table Egypt on 23<sup>rd</sup> September 2008. A special guest to the round table was Dr. Borhan Mohamed Tawhid Amrallah, Assistant Minister of Justice for International Cooperation of Egypt.

In September NUMOV likewise took part in the largest infrastructure fair of Germany, the InnoTrans 2008, informing participants about its work and the growth of infrastructure in the Near and Middle East.

NUMOV continued its intercultural seminar series with “Arabisch Verstehen Lernen” (“Understanding Arabic”) on 2<sup>nd</sup> to 3<sup>rd</sup> October 2008.



Helene Rang, CEO of NUMOV and H.E. Dr. Ibrahim Al Assaf, Minister of Finance of the Kingdom of Saudi Arabia

The 17<sup>th</sup> Saudi-German Joint Commission took place in Berlin on 14<sup>th</sup> and 15<sup>th</sup> October 2008. The Commission was officially opened by H.E. Dr. Ibrahim Al Assaf, Minister of Finance of the Kingdom of Saudi Arabia and H.E. Michael Glos, German Minister of Economics and Technology. The statements of the ministers were followed by some remarks by Martin Bay, Co-Chairperson of the Saudi-German Business Dialogue (SGBD), which was organized by NUMOV within the framework of the Joint Commission.

On behalf of the German Federal Ministry for Economics and Technology NUMOV arranged a German business delegation to Iraq on the occasion of the Erbil International Fair 2008. More than 50 business and press representatives participated in the delegation, which lasted from 17<sup>th</sup> to 20<sup>th</sup> October 2008. The large number of participants to this delegation clearly demonstrated the economic importance of Iraq to the German business sector.

The delegation took part in the Business Contact Forum at the University of Salahaddin with some 80 business people from all over Iraq attending.



The German economic delegation with H.E. Nechirvan Barzani, Prime Minister of the Kurdish Regional Government, and H.E. Dr. Christof Weil, Ambassador of the Federal Republic of Germany to Iraq



Meeting in the Erbil Chamber of Commerce and Industry, Iraq

The afternoon of the same day was marked by the visit to the Erbil International Fair 2008. The participation of 500 companies from 22 countries reflected the future potential of this fair to the German representatives.

On the next day the delegation had the opportunity to meet H.E. Mohammad Rauf, Minister of Trade in the Kurdish Regional Government, H.E. Minister Widad Kurshid Osman of the Ministry of Industry of the Kurdish Regional Government and H.E. Nechirvan Barzani, Prime Minister of the Kurdish Regional Government.

From 26<sup>th</sup> to 29<sup>th</sup> October H.M. King Hamad bin Isa al-Khalifa of the Kingdom of Bahrain embarked on his first official visit to Germany. The King was received by the German Federal President H.E. Dr. Horst Köhler, the German Chancellor H.E. Dr. Angela Merkel and the German Foreign Minister H.E. Dr. Frank-Walter Steinmeier. Their talks centred around the strategic role of the Gulf States towards peace and stability in the region. All parties expressed their hopes for a speedy negotiation of a free trade agreement between the GCC States and the European Union. On the occasion of the visit an Economic Forum Bahrain was hosted by HOCHTIEF Facility Management in cooperation with the Embassy of the Kingdom of Bahrain in Germany and NUMOV.



H.M. King Hamad bin Isa al-Khalifa of the Kingdom of Bahrain

At the Saudi Build 2008, NUMOV offered information on its activities and the German business and industrial sector in general. The fair took place in Riyadh, Saudi Arabia from 26<sup>th</sup> to 29<sup>th</sup> October 2008. German exhibitors were gathered in the German

pavilion set up on behalf of the Federal Ministry of Economics and Technology.

The annual Abu Dhabi International Petroleum Exhibition and Conference (ADIPEC) was organised under the patronage of H.H. Sheikh Khalifa Bin Zayed Al Nahyan, President of the UAE and Ruler of Abu Dhabi in the Abu Dhabi National Exhibition Centre (ADNEC), from 3<sup>rd</sup> to 6<sup>th</sup> November 2008. For the fourth time, Germany officially participated with a German pavilion. 37 German companies presented their expertise in process technology and their latest products in the gas and oil sector.

A number of national and international NUMOV members met for discussions in the course of the 4<sup>th</sup> NUMOV German-Middle East Business Round Table, which took place at the premises of Deutsche Börse Group in Frankfurt on 4<sup>th</sup> November 2008. Welcome speeches were held by Michael Peters, Board Member of Eurex Frankfurt AG and Dr. Gunter Mulack, Director of the German Orient-Institute. A lively discussion lit up, with notable contributions made by H.E. Hocine Meghar, Ambassador of Algeria to Germany, Martin Marsmann, Head of International Business at HypoVereinsbank and Feroz Alam Juneip from the General-Consulate of Pakistan.

NUMOV organized a German business delegation to Abu Dhabi and Dubai from 8<sup>th</sup> to 12<sup>th</sup> November 2008, headed by Josef Forkl from ThyssenKrupp. After being welcomed by H.E. Klaus-Peter Brandes, German Ambassador to the United Arab Emirates (UAE) the delegation was received by H.E. Rashid Ahmad Bin Fahad, Minister of Water and Environment of the UAE.

On the evening of the same day the delegation attended a dinner in Abu Dhabi upon invitation of the Ras Al Khaima Free Trade Zone Authority. On the following day the group attended a reception held by the Abu Dhabi Chamber of Commerce and Industry

(ADCCI), where they were welcomed by H.E. Saleh Rashid Hamad Al Mutawa Al Dhaheri. The day was concluded with a visit to MASDAR, where Sascha M. Menzendorf and Dr. Olaf Göbel introduced the ambitious plans for the city. On their third day the delegation visited Dubailand.

The trade fair GlobalConnect took place for the first time from 11<sup>th</sup> to 12<sup>th</sup> November 2008. The fair, held in Stuttgart, is a new platform for export-oriented companies. The fair comprised 151 exhibitors and drew 2,800 visitors from 51 countries, among them guests from the UAE. NUMOV was present at the fair, informing visitors about its work and business opportunities in the MENA region.

On behalf of the German Federal Ministry for Economics and Technology NUMOV arranged a German business delegation to Turkey from 11<sup>th</sup> to 14<sup>th</sup> November 2008. As the delegation focussed on the energy sector and energy related businesses in Turkey, the business representatives learned about the Turkish energy market, its trends and prospects. The trip comprised meetings with and briefings by several experts, among them H.E. Dr. Eckhart Cuntz, German Ambassador to Turkey and Dr. Marcus Knupp, Member of the German Office of Foreign Trade in Istanbul. The trip was rounded off by a conference organised by the Ministry of Energy and Natural Resources, a lecture by Undersecretary Selahattin Cimen and several presentations by and meetings with representatives of Turkish companies.



f.l.t.r.: Zafer Benli, Deputy Undersecretary of the Ministry of Energy and Natural Resources; Yusuf Yazar, Deputy Undersecretary of the Ministry of Energy and Natural Resources; Selahattin Cimen, Undersecretary of the Ministry of Energy and Natural Resources; H.E. Dr. Eckart Cuntz, Ambassador of the Federal Republic of Germany to Turkey; Norbert Dwenger, Head of Delegation, Nordex Energy GmbH; Stefan Altmeyen, German Federal Ministry of Economics and Technology

The 3<sup>rd</sup> Meeting of the Emirati German Friendship Society (EGFS) took place in Abu Dhabi from 14<sup>th</sup> to 15<sup>th</sup> November 2008 upon invitation of H.H. Sheikh Hamdan Bin Zayed Al Nahyan, Deputy Prime Minister of the UAE and Honorary Chairman of the EGFS. Headed by H.E. Gerhard Schröder, Former German Chancellor and Honorary Chairman of the EGFS, a high-ranking German delegation comprising 22 members, visited Abu Dhabi on the occasion of the meeting. One of the highlights of the trip was the signature of a Memorandum of Understanding between the Technical University Berlin and Abu Dhabi University.



H.H. Sheikh Hamdan Bin Zayed Al Nahyan, Deputy Prime Minister of the United Arab Emirates and Honorary Chairman of the Emirati German Friendship Society (EGFS) and H.E. Gerhard Schröder, Former German Chancellor and Honorary Chairman of the EGFS

On the second day the delegation visited the German International School Abu Dhabi (DSAD), where the participants were received by the Head of School Gerald Miebs.



Bamberg University held its first Career Days on 15<sup>th</sup> November 2008, informing university students about job opportunities. The Department of Oriental Studies, participating in the event, focussed specifically on students with expertise in the MENA region. NUMOV was present at the event, giving an overview of its work and its offers for internships. Christoph Hoeppel, Deputy Chairperson of the NUMOV Junior Section held a speech, summarising the cultural activities of the section in the past years.

The 85<sup>th</sup> NUMOV-Länderforum took place on 13<sup>th</sup> January 2009 in Bonn. The forum, hosted by Dr. Monika Wulf-Mathies, Member of the Executive Board of Deutsche Post World Net and Member of the Board of NUMOV, was focussed on Kuwait. Among the participants were H.E. German Ambassador in Kuwait Dr. Michael Worbs and Dr. Jürgen Friedrich, Head of the North Africa, Near and Middle East Division of the German Federal Ministry of Economics and Technology.

2009



f.l.t.r.: Dr. Sören Dengg, Vice President Government Affairs of Deutsche Post AG; H.E. Dr. Michael Worbs, German Ambassador in Kuwait and Helene Rang, CEO of NUMOV



f.l.t.r.: Oliver Ernst, Konrad-Adenauer Foundation; Hajo Lanz, Friedrich Ebert Foundation; Nina Obermeier, Near East Division of the EC's Directorate-General for Foreign Affairs; Dr. Thomas Ehler, Czech Embassy; Dr. Marzenna Guz-Vetter, the German Representation of the EC; Dr. Gunter Mulack, Executive Director of the German Orient-Institute; Boris Ruge, Head of Division for the Near and Middle East in the German Foreign Office and Mathias Weiter, Representative of the Federal Ministry for Economic Cooperation and Development

On 19<sup>th</sup> January 2009, the German Orient-Institute organized a panel discussion in cooperation with the representation of the European Commission in Germany on the events in the Gaza Strip. The event took place at the German representation of the European Commission in Berlin and was attended by around 200 interested guests from various spheres. The discussion was moderated by Dr. Marzenna Guz-Vetter from the German representation of the EC and comprised several participants from politics,



foundations and associations. Main topics were the regional and international consequences of the situation in the Gaza Strip, including economic consequences.



H.E. Dr. Frank-Walter Steinmeier, German Minister of Foreign Affairs and Iraqi Prime Minister H.E. Nouri al-Maliki

Mid of February was marked by the visit of H.E. Dr. Frank-Walter Steinmeier to Iraq - the first visit of a German Foreign Minister to the country in 22 years. The trip from 16<sup>th</sup> to 17<sup>th</sup> February 2009 saw H.E. Frank-Walter Steinmeier, who was accompanied by a business delegation, being welcomed by H.E. Dschalal Talabani, President of Iraq, and H.E. Nouri al-Maliki, the Iraqi Prime Minister in Bagdad. The trip was rounded off by a visit to Erbil, the capital of the autonomous Kurdish region in Northern Iraq, with the Iraqi Foreign Minister H.E. Hoshyar Zebari. There, both met with H.E. Massoud Barzani, President of the Iraqi Kurdistan Region, and H.E. Negervan Barzani, the Kurdish Prime Minister.



f.l.t.r.: German Ambassador to Iran H.E. Dr. Herbert Honsowitz; H.E. Gerhard Schröder, Former German Chancellor; H.E. Mahmoud Ahmadinejad, President of Iran and the Iranian Ambassador to Germany H.E. Ali-Reza Sheikh-Attar

From 19<sup>th</sup> to 22<sup>nd</sup> February former German Chancellor and Honorary Chairman of NUMOV, H.E. Gerhard Schröder travelled to Iran to participate in the opening of a scientific foundation.

During his travel Schröder also met a number of high-ranking Iranian officials, among them most prominently H.E. Mahmoud Ahmadinejad, the Iranian President. Further, the trip included talks with the Oil Minister H.E. Gholam Hossein Nosari, the Foreign Minister H.E. Manutschehr Mottaki, and the former Iranian President H.E. Muhammad Chatami.



H.E. Gerhard Schröder and H.E. Muhammad Chatami,  
Former Iranian President

The NUMOV Conference on the Impact and Challenges of the Financial Crisis for the Middle Eastern Economies took place on 2<sup>nd</sup> March 2009 on the premises of the KfW banking group in Berlin. In the middle of a financial crisis, the conference attracted many business representatives and featured not only representatives of ministries and research institutes, which presented their forecasts for future developments, but also many ambassadors of countries of the region, such as H.E. Dr. Hussein Omran, Ambassador of Syria, H.E. Rachad Bouhlal, Ambassador of Morocco and H.E. Ahmad Mohamed Yousif Aldoseri, Ambassador of Bahrain. As a whole, the conference painted a positive picture of the economies of the region and gave businesses confidence in a future upswing.



NUMOV was also present with an exhibition booth at the international fair "Wasser Berlin 2009" at Messe Berlin.

On 1<sup>st</sup> April 2009, NUMOV held a conference „Water and Wastewater in the Near and Middle East“. The conference provided for an exchange of best-practices in areas such as sewage disposal, water and wastewater sector reform, and desalination of sea-water in the region. The conference took place in the framework of the international fair “Water and Waste Water” at Messe Berlin.

On 2<sup>nd</sup> April 2009, NUMOV took part in the 3<sup>rd</sup> Thuringian Foreign Trade Conference in Jena. Under the title “Growth through Global Trade”, the conference was organised as a sign of defiance: Thuringian companies were invited to look for business opportunities in prosperous foreign markets in spite of times of global crisis and economic challenges.

The 5<sup>th</sup> NUMOV German-Middle East Business Round Table focused on the industry of Iran. It took place on 27<sup>th</sup> April 2009, in Düsseldorf. Guest of honour from Iran was H.E. Ahmad Ghalebani, Deputy Minister of Industries and Mines and Chairman of the Board of Executives of Industrial Development and Renovation Organization of Iran (IDRO), Dr. Manouchehr Manteghi, Senior Adviser for the Minister, Ministry of Industries and Mines of the Islamic Republic of Iran, Seyed Mohammad Reza



f.l.t.r.: H.E. Ali Reza Sheikh Attar, Ambassador of the Islamic Republic of Iran; H.E. Ahmad Ghalebani, Deputy Minister of Industries and Mines and Chairman of the Board of Executives of Industrial Development and Renovation Organization of Iran (IDRO); Dr. Martin Herrenknecht, Chairman of the Board of Herrenknecht AG, Deputy Chairman of the Board of NUMOV; Burkhard Dahmen, Member of the Board of SMS Siemag AG, Member of the Board of NUMOV; Dr. Manouchehr Manteghi, Senior Adviser for the Minister, Ministry of Industries and Mines of the Islamic Republic of Iran

Najmossadat, Chairman & Managing Director of National Iranian Steel Company (NISCO) and Dr. Salekho, Department of Economy and International Affairs, Ministry of Industries and Mines of the Islamic Republic of Iran. The aim of the conference, for one, was to introduce information on investment possibilities in Iran, and, secondly, to present and share experiences of German businesses active in Iran.



Participants of the 5<sup>th</sup> NUMOV German-Middle East Business Round Table, which focused on the industry of Iran

The first German-Middle East Energy Round Table took place on 5<sup>th</sup> May 2009 in Berlin. The round table focused on Iran. H.E. Gerhard Schröder, former Chancellor of Germany and Honorary Chairman of NUMOV, and H.E. Gholamhossein Nozari, Minister of Oil of Iran, chaired the event, which featured many high-ranking guests.

A delegation from Afghanistan under the leadership of H.E. President Hamid Karzai took part in a Business Round Table organised by the German Orient-Institute and NUMOV on 10<sup>th</sup> May 2009 in Berlin. In the insightful conference, both H.E. President Hamid Karzai as well as the Afghan Minister of Foreign Affairs, H.E. Dr. Rangin Dadfar Spanta, the Minister of Economy, H.E. Omar Zakhilwal, and the Finance Minister, H.E.

Wahidullah Shahrani, gave insights and provided examples of the investment potential in Afghanistan for foreign and German investors. He also pointed



Venue of the roundtable discussion: The "Palaissaal" at the Adlon Kempinski Hotel in Berlin

out, however, that obstacles to investors and trade in general still exist, but urged German investors to nonetheless take advantage of the opportunities in the infrastructure sector which had been provided by the privatisation and liberalisation policy of the Karzai government. Apart from H.E. President Karzai, Karl Wendling, Deputy Under-Secretary for Foreign Trade Relations at the German Federal Ministry of Economics and Technology, also contributed to the round table discussion with his in-depth knowledge.



f.l.t.r.: Humayun Hamidzada, Spokesman for the Afghan President; H.E. Prof. Dr. Maliha Zulfacar, Afghan Ambassador to Germany; H.E. Omar Zakhilwal, Minister of Economy; H.E. Dr. Rangin Spanta, Minister of Foreign Affairs; Dr. Dieter Ernst, Chairman of Berlinwasser International AG and NUMOV member of the Board; H.E. Hamid Karzai, President of Afghanistan; Dr. Gunter Mulack, Director of the German Orient-Institute (DOI); Karl Wendling, Deputy Under-Secretary for Foreign Trade Relations at the German Ministry of Economics and Technology; H.E. Wahidullah Shahrani, Minister of Finance; Helene Rang, CEO of NUMOV and Bernd Mützelburg, Special Envoy to Afghanistan, Ministry of Foreign Affairs

29<sup>th</sup> May 2009 marked the celebrations of the 75<sup>th</sup> anniversary of the German Near and Middle East Association held at the prestigious Konzerthaus at the Gendarmenmarkt in Berlin. The day comprised





H.E. Gerhard Schröder, Honorary Chairman of NUMOV and former Chancellor of the Federal Republic of Germany and H.H. Sheikha Mozah Bint Nasser Al Missned

three important events, the first being the NUMOV Member's Annual Meeting for the year 2009. The membership statistics and turnover of the past year reflected the ever-increasing success of NUMOV. In fact, the Association recorded its best results to date for the year 2009, with more than 600 members.

The afternoon saw the NUMOV Near and Middle East Annual Economic Conference 2009. As befitting the occasion of the anniversary, the conference



Konzerthaus Berlin, Gendarmenmarkt

assembled high-ranking speakers. Dieter Ernst, Member of the Board of NUMOV and Chairman of the Board of Berlinwasser International AG, chaired the conference and welcomed the speakers: H.E. Moncef Ben Abdallah, Ambassador of the Republic of Tunisia to Germany and Doyen of the Arab Ambassadors, H.E. Ali Reza Sheikh Attar, Ambassador of the Islamic Republic of Iran in Germany, H.E. Jamal Ali Omar El-Baraq, Ambassador of the Great Socialist People's Libyan Arab Jamahiriya to Germany, H.E. Alaa Al-Hashimy, Ambassador of the Republic of Iraq in Germany, H.E. Ahmad Muhammad Aldoseri, Ambassador of the Kingdom of Bahrain in Germany, H.E. Hael Al-Fahoum, Palestine General Delegate to Germany, H.E. Prof. Dr. Maliha Zulfacar, the Ambassador of the Islamic Republic of Afghanistan in Germany and H.E. Dr. Hussein Omeran, Ambassador of the Syrian Arab Republic to Germany. Numerous representatives of the German business community joined in listening to the speeches and presentations, and gained first-hand insights into current trends and future developments in the region.



f.l.t.r.: H.E. Prof. Dr. Maliha Zulfacar, Ambassador of the Islamic Republic of Afghanistan in Germany; H.E. Ahmad Muhammad Aldoseri, Ambassador of the Kingdom of Bahrain to Germany; H.E. Jamal Ali Omar El-Baraq, Ambassador of the Great Socialist People's Libyan Arab Jamahiriya to Germany; H.E. Moncef Ben Abdallah, Ambassador of the Republic of Tunisia to Germany and Doyen of the Arab Ambassadors in Germany; Dieter Ernst, Member of the Board of NUMOV and Chairman of the Board of Berlinwasser International AG; H.E. Ali Reza Sheikh Attar, Ambassador of the Islamic Republic of Iran in Germany; H.E. Ahmad Muhammad Aldoseri, Ambassador of the Kingdom of Bahrain to Germany; H.E. Dr. Hussein Omeran, Ambassador of the Syrian Arab Republic to Germany; H.E. Hael Al-Fahoum, Palestine General Delegate to Germany

The conference was followed by a splendid Gala Event held at the Grand Hall of the Konzerthaus in the evening. More than 1,450 guests were there to witness the ceremony. The guest of honour was H.H. Sheikha Mozah Bint Nasser Al Missned, consort of H.H. Sheikh Hamad Bin Khalifa Al Thani, Emir of Qatar, and Chairperson of Qatar Foundation.



In his speech, NUMOV Honorary Chairman and former Chancellor H.E. Gerhard Schröder emphasised the economic, cultural and scientific ties between Germany and the Near and Middle East. Touching on several current political, cultural and social topics, H.E. Gerhard Schröder pointed out that Qatar is a good example of how a country may use its richness in natural resources to bring about sustainable development, peace and social progress.

Martin Bay, Chairman of the Board of NUMOV and Chairman of the Board of Managing Directors of Deutsche Bahn International, followed as the second speaker of the evening. He elaborated on the history of NUMOV, underlining important events and milestones in the history and development of the association, and noting the association's status as the oldest and most well-known association of its kind in Germany.

Next, H.H. Sheikha Mozah Bint Nasser Al Missned addressed the audience. She congratulated H.E. Gerhard Schröder, representing the Board of NUMOV, as well as the representatives and executives of NUMOV on the occasion of its 75<sup>th</sup> anniversary, and praised the association's diligent work in building partnership between Germany and the Near and Middle East.

Further on in her speech, she commented on her official visit to several German cities in the previous days and the positive economic relations between Germany and Qatar. She went on to outline a vision of Qatar's path into the future: Qatar was to be transformed into a hydrocarbon, knowledge-based economy by attracting commercially-oriented research and development.

Going on, she presented the Qatar Symphony to the guests in the grand hall. The Qatar Symphony concert, performed by the Qatar Symphonic Orchestra,

is the first symphonic composition to interpret the story of the challenges and achievements of the State of Qatar. H.H. Sheikha Mozah Bint Nasser Al



The Qatar Symphony Orchestra with conductor Dr. Salem Abdul-Karem

Missned concluded her introduction of the symphony by saying that she hoped tonight the audience would learn more about the people of Qatar, just as she had learned a lot about the German and Western European people, by partaking in the musical story.

Subsequently, and while the orchestra arranged at the orchestra pit, the German journalist Susanne Koelbl explained the composition of the symphony, which unifies Oriental melodies with Western standards of composition. The Qatar Symphony, composed by Dr. Salem Abdul-Karem, was then performed by the Qatar Symphony Orchestra. The recital lasted one hour and was met with enthusiastic applause. With the end of the concert, the doors of the great hall were opened and the festive dinner began. An entire floor of the Konzerthaus had been made available for the occasion, creating ample opportunity for conversations and networking.

The Gala Event was attended by numerous influential office holders and high-ranking personalities. Among them were H.E. Dr. Dirk Baumgartner, Ambassador of Germany to Qatar, H.E. Rachad Bouhlal, Ambassador of Morocco, H.E. Moncef Ben

Abdallah, Ambassador of Tunisia and Doyen of the Arab Ambassadors and Hartmut Mehdorn, Member of the Board of NUMOV. Prior to the Gala Event, H.H. Sheikha Mozah Bint Nasser Al Missned had been welcomed by H.E. Stanislaw Tillich, Minister-President of the Free State of Saxony upon her arrival at Dresden International Airport on 27<sup>th</sup> May.



H.H. Sheikha Mozah Bint Nasser Al Missned and Eva Luise Köhler

In the following days, H.H. Sheikha Mozah Bint Nasser Al Missned met with many high-ranking German political figures, including H.E. Dr. Karl-Theodor Freiherr zu Guttenberg, then-Federal Minister of Economics and Technology, in order to discuss issues relating to education and technology, as well as H.E. Dr. Frank Walter Steinmeier, Federal Foreign Minister, and shared lunch with H.E. Gerhard Schröder, former Chancellor of Germany and Honorary Chairman of NUMOV, at the Hotel Adlon.



H.H. Sheikha Mozah Bint Nasser Al Missned and H.E. Dr. Karl-Theodor Freiherr zu Guttenberg

From 3<sup>rd</sup> to 5<sup>th</sup> June 2009, the German Orient-Institute and NUMOV participated in the Deutsche Welle Global Media Forum held in Bonn.

The annual “Wirtschaftstag” of the Council of Economic Advisers of the German Christian Democratic Party (CDU) was held on June 16<sup>th</sup>, 2009. NUMOV was represented with a stand at this event, which is one of the largest in Berlin and was attended by 1,900 participants in 2009.



H.H. Sheikha Mozah bint Nasser Al Missned and H.E. Dr. Frank-Walter Steinmeier, Federal Minister for Foreign Affairs

On 19<sup>th</sup> June 2009, NUMOV organised the conference “Energy-Efficiency in Turkey's Industrial Enterprises” in the framework of the Energy-Efficiency Export Initiative on behalf of the German Federal Ministry of Economics and Technology. More than sixty participants gathered to attend the event chaired by Peter Dings, Ambassador ret. and Member of the Advisory Board of NUMOV. Leon Mascioszek, Head of the Berlin Office of KfW Development Bank, and Susanne Lein of the Coordination Office of the Energy-Efficiency Export

Initiative gave an introduction to the economic relations between Germany and Turkey, as well as to the possibilities of funding within the export initiative. Subsequently, a number of Turkish speakers representing official and public institutions, as well as representatives of German businesses, shared their knowledge with regard to the opportunities in, and requirements of, Turkey with respect to energy-efficiency in the industrial sector.



f.l.t.r.: M. Murat Göğüş, Commercial Counsellor of the Embassy of the Turkish Republic to Germany; Kaan Sayin, Economic Counsellor of the Embassy of the Turkish Republic to Germany; Michael Maasmeier, German Representative of the Investment Support and Promotion Agency of the Prime Ministry of the Republic of Turkey and Managing Director of the Counterpart Group; Susanne Lein, Coordination Office of the Energy Efficiency Export Initiative; Leon Macioszek, Head of the Berlin Office of KfW Development Bank and Peter Dingsens, Ambassador (ret.) and Member of the Advisory Board of NUMOV

On 23<sup>rd</sup> June 2009, the Minister of Transportation of the Republic of Iraq, H.E. Amir Abd al-Jabar Ismael, visited Germany to sign an Iraqi-German agreement concerning the Iraqi railway system. On this occasion, he also held a meeting with 30 German business representatives from the transport sector at the German Chamber of Industry and Commerce (DIHK) in Berlin in cooperation with NUMOV.

NUMOV and the German Orient-Institute held a reception for eighteen young professional diplomats from various countries of the Middle East and North Africa in Berlin on 20<sup>th</sup> July 2009. The reception took place in the course of the five-week International Training for International Diplomats programme established by the German Federal Foreign Office in 1992.

24<sup>th</sup> July 2009 saw a NUMOV conference organised in the framework of the Energy- Efficiency Export

Initiative on behalf of the German Federal Ministry of Economics and Technology. The conference was entitled “Energy-Efficient Construction and Energy-Efficient Heating and Cooling Systems in Morocco” and was hosted by the Permanent Representation of the Free State of Saxony to the Federation in Berlin. The one-day event comprised presentations by experts in the field from Germany and Morocco.

On 8<sup>th</sup> September 2009, NUMOV organised a seminar to inform its members and other interested companies on the relevant legal considerations for doing business in the region of the Near and Middle East. The seminar “Regulatory Framework for Business in the Near and Middle East” was held at the BHF Bank’s headquarters in Frankfurt/M. and attracted about 100 participants. Prof. Dr. Mathias Rohe, University of Erlangen-Nürnberg and Member of the Board of Trustees of the German Orient-Institute, facilitated the seminar, which comprised speakers from well-known law firms and experts in the various fields of law in the region. Topics up for discussion included the role of commercial agents, real estate laws in the region, and export restrictions.

The 86<sup>th</sup> NUMOV-Länderforum was held in Munich on 22<sup>nd</sup> September 2009. The forum was hosted by Hans Wolfgang Kunz, Member of the Board of NUMOV and Managing Director of Giesecke & Devrient GmbH. H.E. Matthias Meyer, German Ambassador to Libya, attended the event as guest speaker, and consequently Libya was in the focus of the discussion, which, however, also revolved around the general global economic situation.



H.E. Matthias Meyer,  
German Ambassador  
to Libya

On 1<sup>st</sup> October 2009, NUMOV organised the conference “Geothermal Energy in Turkey” at the GFZ German Research Centre for Geosciences in Potsdam, in the framework of the Renewables Energies Export Initiative on behalf of the Federal Ministry of Economics and Technology.



Participants of the conference "Geothermal Energy in Turkey" in front of the GFZ German Research Centre for Geosciences in Potsdam

From 4<sup>th</sup> to 7<sup>th</sup> October 2009, in cooperation with German exhibitors, NUMOV exhibited at the German pavilion at the trade fair Saudi Build 2009, which was held for the 21<sup>st</sup> time in the capital of the Kingdom of Saudi Arabia, Riyadh, and promoted by the German Federal Ministry of Economics and Technology.

From 5<sup>th</sup> to 9<sup>th</sup> October 2009 was marked by a visit of a business delegation from the MENA to Germany. NUMOV organised the delegation for solar energy on behalf of the German Federal Ministry of Economics and Technology in the framework of the Renewable Energies Export Initiative. Over fifty participants from the entire MENA region took part in the five-day trip to Erfurt to meet potential business partners and to tour regional companies active in the solar energy sector. Apart from German companies presenting their skills and knowledge, experts from the region also contributed market insights and investment information.



The MENA delegation members in front of Masdar PV GmbH in Ichttershausen

On 21<sup>st</sup> October 2009, NUMOV organised its 6<sup>th</sup> NUMOV German – Middle East Business Round



Table in Manama, Kingdom of Bahrain. The event welcomed members from Germany and the Middle East, in particular from Saudi Arabia, the United Arab Emirates, Iraq, Iran, Qatar and Bahrain. The round table aimed to foster the economic relations between Germany and the countries of the Near and Middle East, with a special focus on long-term cooperation.



H.E. Dr. Hubert Lang, Ambassador of the Federal Republic of Germany to Bahrain, cutting the cake together with Dr. Nazar Al Baharna, Minister of State for Foreign Affairs of Bahrain, and further diplomats and guests

In November 2009, a contract was signed by a joint venture between Qatari Diar Real Estate Investment Company and Deutsche Bahn AG for the establishment of the Qatar Railways Development Company. The contract, worth EUR 17bn, was signed by Ghanim Bin Saad Al Saad, Managing Director and CEO of Qatari Diar Real Estate Investment Company, Dr. Rüdiger Grube, CEO and Chairman of the Management Board of Deutsche Bahn AG, and Martin Bay, Chairman of the Board of Managing Director of Deutsche Bahn International and Chairman of the Board of NUMOV.



f.l.t.r.: Martin Bay, Chairman of the Board of Managing Directors, Deutsche Bahn International and Chairman of the Board of NUMOV; H.E. Dr. Dirk Baumgartner, German Ambassador to Qatar; Dr. Hassan Al Fadala, DCEO Operations, Qatari Diar; H.E. Dr. Peter Ramsauer, Minister of Transport of the Federal Republic of Germany; H.E. Dr. Khalid Al Attiya, State Minister for International Cooperation; H.E. Sheikh Abdulrahman Al Thani, Minister of Municipality and Urban Planning; Dr. Rüdiger Grube, Chairman of the Board, Deutsche Bahn AG; Ghanim Al Saad, MD. and CEO, Qatari Diar and Mr. Ali Al Abdullah, General Director of UPDA



From 2<sup>nd</sup> to 6<sup>th</sup> November 2009, NUMOV organised a business delegation of high-ranking representatives of Saudi institutions and companies to North Rhine-Westphalia. The delegation visit took place in the framework of the Energy Efficiency Export Initiative and on behalf of the Federal Ministry of Economics and Technology. In the course of the delegation visit, the Economic Conference Saudi Arabia was held in Düsseldorf on 3<sup>rd</sup> November 2009.

The conference, hosted by the NUMOV Member of the Board ThyssenKrupp AG, focused on information about energy efficiency, and comprised Saudi delegation members as well as German company representatives. The delegation visit also included visits to companies in the field.

On the occasion of the visit of thirteen young professional diplomats from Iraq, NUMOV held a reception at its premises on 12<sup>th</sup> November 2009. Again in the framework of a programme initiated by the German Federal Foreign Office, the delegation of young Iraqi diplomats was held in the course of the Third Executive Seminar for Diplomats from Iraq.



Young Iraqi Diplomats at NUMOV



Participants of the Near and Middle East Economic Conference Focus Iraq in Dresden

On 30<sup>th</sup> November 2009, NUMOV organised yet another economic conference: the Near and Middle East Economic Conference: Focus Iraq. The conference was organised together with the Council of Economic Advisers of Saxony and held at SAB, the Development Bank of the German State of Saxony. Several expert speakers contributed to the conference, as well as H.E. Alaa A. Hussain Al-Hashimy, Ambassador of the Republic of Iraq to Germany.

Pakistan and Germany signed a new bilateral investment treaty in the course of a visit by the Prime Minister of Pakistan, H.E. Yousaf Raza Gilani, to Germany from 30<sup>th</sup> November to 2<sup>nd</sup> December 2009. The investment agreement regarding the “Encouragement and Reciprocal Protection of Investments” is a renewal of the world’s first investment treaty, signed between Pakistan and Germany in 1959.



f.l.t.r.: H.E. Senator Waqar Ahmad Khan, Minister for Investment of the Islamic Republic of Pakistan; Dr. Peter Ammon, State Secretary of the German Federal Foreign Office and Rainer Brüderle, German Federal Minister of Economics and Technology

NUMOV welcomed a business delegation from Turkey in Berlin from 14<sup>th</sup>-18<sup>th</sup> December, 2009. Within the framework of the German Energy Efficiency Export Initiative and on behalf of the German Ministry of Economics and Technology, Turkish business representatives were invited to receive detailed information on how to reconcile economic growth and ecological sustainability. The delegation was supported by the Embassy of the Republic of Turkey in Germany and the Technology Development Foundation of Turkey.



f.l.t.r.: Christoph Holzäpfel from Limón GmbH; Emrah Alkaya, Assistant Expert from Technology Development Foundation Turkey; Cora Lehmann from the Coordination Office Energy Efficiency Export Initiative; Peter Dingens, Ambassador (ret.) and Member of the Advisory Board of NUMOV; Horst Zapf from KfW banking group and Dr. Jürgen Schneider from ABB

**2010**

On 13<sup>th</sup> January 2010, NUMOV organised a conference on railway infrastructure in the Near and Middle East in cooperation with Deutsche Bahn International, the international branch of the German railway company Deutsche Bahn. The conference was held in Berlin and gave participants insights into upcoming projects, as well as outlining the future of rail transport on the Arabian Peninsula.



Martin Bay, Chairman of the Board of Managing Directors, DB International and Chairman of the Board of NUMOV



Participants of the conference on railway projects in the Near and Middle East

14<sup>th</sup> January 2010 marked the day of the 87<sup>th</sup> NUMOV-Länderforum in Berlin. The event was hosted by the Federal Ministry of Economics and Technology. The Ministry was represented by H.E. Dr. Karl-Ernst Brauner, Head of Directorate-General on External Economic Policy at the Ministry. The many representatives of the Federal Ministry of Economics and Technology offered first-hand information on various economic subjects relating to the Near and Middle East.



f.l.t.r.: H.E. Dr. Herbert Honsowitz, Ambassador ret., Member of the Advisory Board, NUMOV; Helene Rang, CEO and Dp. Chairperson, NUMOV; H.E. Dr. Karl-Ernst Brauner, Head of Directorate-General on External Economic Policy, Federal Ministry of Economics and Technology; Karl Wendling, Subdivision Deputy Director General for Foreign Technology Law, Export Control, Economic Cooperation North Africa, Middle East, Federal Ministry of Economics and Trade; Dr. Alexander Tettenborn, Head of Division for North Africa and the Near and Middle East, Federal Ministry of Economics and Technology; H.E. Peter Dingsen, Ambassador ret., Member of the Advisory Board, NUMOV

On 19<sup>th</sup> February 2010, NUMOV and the Libyan-German Chamber of Industry and Commerce co-organised the German-Libyan “Deutsch-Libyscher Wirtschaftstag.” The conference, which was the first major meeting between more than 120 high-profile representatives of German and Libyan businesses, government bodies and financial institutions, was a great success, highlighting the enormous potential for greater German-Libyan bilateral economic relations. Apart from business representatives, Libyan Ambassador to Germany H.E. Jamal Ali Omar El-Baraq, German Ambassador to Libya H.E. Matthias

Meyer, and Dr. Alexander Tettenborn of the German Federal Ministry of Economics and Technology, participated in the conference.



H.E. Matthias Meyer, German Ambassador to the Great Socialist People's Libyan Arab Jamahiriya (4th from left) and H.E. Jamal Ali Omar El-Baraq, Ambassador of the Great Socialist People's Libyan Arab Jamahiriya to Germany (4th from right) with the Honoraries of the Conference

NUMOV co-organised a high-ranking German economic delegation headed by H.E. Dr. Bernd Pfaffenbach, State Secretary at the German Federal Ministry of Economics and Technology, to Syria and Lebanon from 22<sup>nd</sup> to 26<sup>th</sup> February 2010. More than twenty German business representatives from a variety of sectors participated in the five-day trip that offered exclusive opportunities for business talks with high-level representatives of Syrian and Lebanese ministries and companies.

In Syria, the delegation was received by H.E. Dr. Andreas Reinicke, German Ambassador to Syria, H.E. Dr. Abdullah al-Dardari, Syrian Deputy Prime Minister for Economic Affairs, H.E. Muhammad Naji al-Outri, the Prime Minister of the Syrian Arab Republic, and the Syrian Minister of Economics and Trade, H.E. Dr. Lamia Marai Aasi. In Lebanon, the delegation was welcomed by H.E. Birgitta Siefker-Eberle, the German Ambassador to Lebanon, and met with the Prime Minister of the Republic of Lebanon, H.E. Saad Hariri, among others.

Within the framework of the German Renewable Energies Export Initiative and on behalf of the German Federal Ministry of Economics and



H.E. Dr. Abdullah al-Dardari and H.E. Dr. Bernd Pfaffenbach



H.E. Muhammad Naji al-Outri and H.E. Dr. Bernd Pfaffenbach



H.E. Dr. Bernd Pfaffenbach and H.E. Saad Hariri

Technology, NUMOV welcomed a business delegation from Turkey to Baden-Wuerttemberg from 23<sup>rd</sup> to 26<sup>th</sup> February 2010. Twenty-five business representatives were invited to receive information on technologies and know-how in the field of renewable energies. The delegation trip comprised several company visits, a visit to the exhibition GeoTHERM at Offenburg, as well as the conference Geothermal Potential in Turkey organised by NUMOV.

On 2<sup>nd</sup> March 2010, NUMOV and the German Orient-Institute held a round table discussion on economic cooperation between Germany, Afghanistan and Pakistan on the premises of the Representation of the Free and Hanseatic City of Hamburg in Berlin.



Round Table on Economic Cooperation between Germany, Afghanistan and Pakistan on the premises of the Representation of the Free and Hanseatic City of Hamburg in Berlin

The event took place on the occasion of a delegation visit from Afghanistan and Pakistan organised by the German Federal Foreign Office and was attended by business as well as political and research representatives. Several aspects of regional developments, challenges, and projects as well as opportunities for cooperating with international partners were addressed during the round table discussion. Members of delegation from Afghanistan and Pakistan were, H.E. Ghulam Mustafa Jawad, Deputy Minister of the Afghan Ministry of Agriculture, H.E. Wais Barmak, Deputy Minister of the Afghan Ministry of Rural Rehabilitation and Development, H.E. Enayatullah Nabel, Director General of Economic



Affairs of the Afghan Ministry of Foreign Affairs, H.E. Haji Qurban Kohistani, Deputy Chairman of the National Economic Commission of the Wolesi Jirga (Lower House), H.E. Ilyas Ahmed Bilour, Chairman of the Pakistani Senate Standing Committee on Commerce, H.E. Abdul Razzaq Baloch, Chairman of the Executive Committee of the Balochistan Chamber of Commerce & Industries (BCC&I), H.E. Rubina Irfan, Balochistan Minister of Law & Parliamentary Affairs and Deputy of the Provincial Assembly of Balochistan, and H.E. Raheela Durrani, Balochistan Minister for Prosecution and Deputy of the Provincial Assembly of Balochistan.



H.E. Gerhard Schröder, Former Chancellor of the Federal Republic of Germany, Honorary Chairman of NUMOV and Co-Honorary Chairman of the Emirati German Friendship Society and H.H. Sheikh Hamdan Bin Zayed Al Nahyan, Ruler's Representative of the Western Region of the United Arab Emirates and Co-Honorary Chairman of the Emirati German Friendship Society

From 14<sup>th</sup> to 16<sup>th</sup> March 2010 the fifth meeting of the Emirati German Friendship Society (EGFS) took place in Abu Dhabi and the Western Region of the United Arab Emirates, on invitation of H.H. Sheikh Hamdan Bin Zayed Al Nahyan, Ruler's Representative of the Western Region and Co-Honorary Chairman of the EGFS. H.E. Gerhard Schröder, former Chancellor of the Federal Republic of Germany and Honorary Chairman of NUMOV / German Near and Middle East Association and Co-Honorary Chairman of EGFS, led the German group of 27 EGFS-Members to the United Arab Emirates. During the traditional opening meeting, Bernd Romanski, Member of the Management Board of HOCHTIEF Facility Management GmbH and



Members of the Emirati German Friendship Society in the Western Region of the United Arab Emirates

Chairman of the Emirati German Friendship Society, highlighted the activities of the past and announced that the EGFS would continue to expand its activities in the fields of research, education, culture, economy and the exchange of knowledge.

Under the patronage and on invitation of H.M. King Hamad Bin Isa Al Khalifa, a high-ranking German business delegation led by H.E. Gerhard Schröder, Former Chancellor of the Federal Republic of Germany and Honorary Chairman of NUMOV / German Near and Middle East Association visited the Kingdom of Bahrain from 16<sup>th</sup> to 18<sup>th</sup> March 2010. The delegation comprised of high-ranking business representatives from all business and industry sectors, with a special focus on Bahrain. H.E. Gerhard Schröder was received by H.R.H. Prince Khalifa Bin Salman Al Khalifa, Prime Minister of the Kingdom of Bahrain.

Furthermore, the delegation attended a meeting with H.E. Fahmi Bin Ali Al Jowder, Minister of Works of the Kingdom of Bahrain in Manama. In the evening of 17<sup>th</sup> March 2010, the delegation followed an invitation to a festive dinner in honour of H.E. Gerhard Schröder and the German delegation on invitation by H.E. Dr. Hassan Fakhro, Minister of Industry and Commerce. On Wednesday, 17<sup>th</sup> March, under the patronage of His Majesty the King, the investment seminar "Bahrain-Germany Economic Forum" took place, attended by a great number of high-ranking attendants. On the same





H.M. King Hamad Bin Isa Al Khalifa with H.E. Gerhard Schröder and H.E. Dr. Hubert Lang, Ambassador of the Federal Republic of Germany to the Kingdom of Bahrain

day, the delegation had the great honour of an audience by H.M. Hamad Bin Isa Al Khalifa, King of Bahrain, at the Al Sakhir Palace in Manama. His Majesty the King welcomed the former German Chancellor and his accompanying delegation, lauding the Bahraini-German relations of friendship and cooperation. He stated that the visit would be an excellent opportunity to further strengthen the two countries' economic and commercial ties and to boost bilateral cooperation. The delegation trip finished with a reception at the wonderful Residence of H.E. Dr. Hubert Lang, Ambassador of the Federal Republic of Germany to the Kingdom of Bahrain, that was also attended by many high-ranking guests from the Kingdom and Germany.

On 18<sup>th</sup> March 2010, H.E. Abdullah bin Hamad Al Attiyah, Deputy Prime Minister and Minister of Energy and Industry of the State of Qatar, arrived in Berlin on



H.E. Abdullah bin Hamad Al Attiyah, Deputy Prime Minister and Minister of Energy and Industry of the State of Qatar and H.E. Dr. Guido Westerwelle, Minister of Foreign Affairs of the Federal Republic of Germany



(f.l.t.r.) Dr. Rüdiger Grube, Chairman of the Board of Deutsche Bahn AG; Dr. Jürgen Großmann, President and CEO of the Executive Board of RWE Group; H.E. Abdullah bin Hamad Al Attiyah, Deputy Prime Minister and Minister of Energy and Industry of the State of Qatar; Dr. Jochen Weise, Member of the Executive Board of E.ON Ruhrgas AG and Member of the Board of NUMOV; H.E. Gerhard Schröder, Former Chancellor of the Federal Republic of Germany and Honorary Chairman of NUMOV; Marc Hall, Managing Director of Bayerngas GmbH and Member of the Board of NUMOV; Martin Bay, Chairman of the Board of Managing Directors of DB International and Chairman of the Board of NUMOV; H.E. Dr. Bernd Pfaffenbach, State Secretary at the German Federal Ministry of Economics and Technology

an official visit to Germany. His first visit was to H.E. Dr. Guido Westerwelle, Minister of Foreign Affairs of the Federal Republic of Germany, who visited Qatar in January 2010. In the evening, the Deutsche Bahn AG, the German Railway Company, held a reception on the occasion of the visit of H.E. Al Attiyah at the Bahntower which was attended by high-level officials, among them H.E. Gerhard Schröder, Former Chancellor of the Federal Republic of Germany and Honorary Chairman of NUMOV, H.E. Abdulrahman Mohamed Sulaiman Al Khulaifi, Ambassador of the State of Qatar to the Federal Republic of Germany, Martin Bay, Chairman of the Board of Managing Directors of DB International, German Railway Group and Chairman of NUMOV, Dr. Rüdiger Grube, Chairman of the Board, Deutsche Bahn AG, Dr. Bernd Pfaffenbach, State Secretary at the Federal Ministry of Economics and Technology and Helene Rang, CEO and Deputy Chairman of NUMOV. On 19<sup>th</sup> March, H.E. Al Attiyah met with H.E. Rainer Brüderle, Minister of Economics and Technology of the Federal



H.E. Abdulrahman Mohamed Sulaiman Al Khulaifi, Ambassador of the State of Qatar to Germany and H.E. Gerhard Schröder, Former Chancellor of the Federal Republic of Germany and Honorary Chairman of NUMOV

Republic of Germany, and held talks with a focus on energy policy. H.E. Rainer Brüderle stressed the importance of cooperation with the key states of energy supply for it creates the basis for stable growth and employment in Germany.



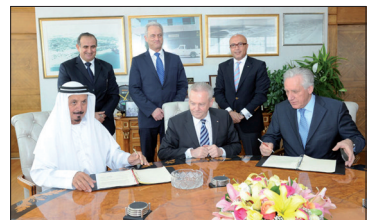
H.E. Rainer Brüderle, Minister of Economics and Technology of the Federal Republic of Germany and H.E. Abdullah bin Hamad Al Attiyah, Deputy Prime Minister and Minister of Energy and Industry of the State of Qatar

In the framework of the Energy Efficiency Export Initiative, on behalf of the German Federal Ministry of Economics and Technology, NUMOV, the German Near and Middle East Association organised the Information Seminar TUNISIA on 26<sup>th</sup> March 2010 in Essen. The information seminar was hosted by NUMOV member company HOCHTIEF Energy Management GmbH. In addition to the delegation from Tunisia, a number of German company representatives participated in the seminar to gather information and to establish contacts with the Tunisian officials and company representatives.



f.l.t.r.: Michael Mertens, Head of Project Development of HOCHTIEF Energy Management GmbH; Wacef Chiha, Head of the Economic Department of the Embassy of the Tunisian Republic, and Mounir Bahri, Director of the Tunisian Agence Nationale pour la Maîtrise de l'Énergie (ANME)

On 28<sup>th</sup> March 2010 Deutsche Bahn AG, the German Railway Company, and the Al-Masaoood Group, one of the leading industrial corporations in the UAE and already cooperating with various German companies in the field of transport and logistics, signed a memorandum of understanding to work on the ambitious railway project of the United Arab Emirates. The agreement contains a strategic partnership for the planning, construction and operation of rail systems in the UAE. The ceremony was attended by H.E. Dr. Peter Ramsauer, Federal Minister of



f.l.t.r.: front row: Abdullah Al Masaoood, Dr. Rüdiger Grube, Martin Bay - f.l.t.r.: back row: Hassan Maatouk, Dr. Peter Ramsauer, Mohamed Genedy

Transport of the Federal Republic of Germany, H.E. Abdullah Al Masood, Chairman of the Al Masood Group, Dr. Rüdiger Grube, Chairman of the Management Board and CEO of Deutsche Bahn AG as well as Martin Bay, Chairman of the Management Board of DB International GmbH and Chairman of the Board of NUMOV.



H.E. Madjid Bouguerra, Ambassador of the People's Democratic Republic of Algeria to the Federal Republic of Germany

On 31<sup>st</sup> March 2010, NUMOV, the German Near and Middle East Association, organised an economic seminar in preparation for a German economic delegation to Algeria from 25<sup>th</sup> to 28<sup>th</sup> May 2010 on behalf of the German Federal Ministry of Economics and Technology. The Economic Seminar Algeria took place at the HypoVereinsbank in Berlin. The main objectives of the seminar were to provide basic information about Algeria concerning economic developments, economic freedom and legal aspects as well business opportunities in the country to the German company representatives participating in the event and to prepare for the following delegation visit to Algeria.

In the framework of the Renewable Export Initiative and on behalf of the German Federal Ministry of Economics and Technology, NUMOV, the German Near and Middle East Association organised a one-



f.l.t.r.: Prof. Dr. Tanay Sidki Uyar, President of Eurosolar Association Turkey, Vice President of Eurosolar and Director of the New Technology Research and Development Centre at Marmara University, Istanbul; Peter Dingsens, Ambassador (ret.), Member of the Advisory Board of NUMOV; Prof. Dr. Siddik Icli, Solar Energy Institute, Ege University, Bornova/Izmir and Mehmet Özer, General Manager of Tuncmatik AS and President of the Turkish Gunese Solar Electricity Producers Photovoltaic Industry and Businessmen Association

day conference on the subject of Photovoltaic in Turkey which took place on 7<sup>th</sup> April 2010 at the KfW banking group in Frankfurt/M. With an annual sun-

shine duration of 2,640 hours and an annual horizontal solar irradiation of approximately 1,300 kWh/sq.m, Turkey belongs to the countries boasting some of the highest values worldwide. Due to its high potential for solar energy, Turkey provides lucrative business opportunities for German companies wishing to share technological expertise for mutual benefit.

From 18<sup>th</sup> to 22<sup>nd</sup> April 2010 a delegation from the Arab countries visited the city of Hanover in the framework of the Energy Efficiency Export Initiative. The major event for the delegates was the Economic Conference Arab Countries, a series of talks focussing on the possibilities of energy management in German and Arab industry. This was followed by discussions during which the potential for future cooperation between German and Arab companies.

On 21<sup>st</sup> April 2010 NUMOV organized the Iraqi-German Business Forum on behalf of the German Federal Ministry for Economics and Technology at the BAUMA fair in Munich. A delegation of Iraqi entrepreneurs engaged in construction, engineering and infrastructure development began their visit to Germany by attending the event. Topic of the talks that comprised the business forum was potential business opportunities in Iraq, with speakers highlighting the relationship between Iraq and Germany as business partners. The Business Forum concluded with a discussion in which participants



Participants of the delegation at the stand of Herrenknecht AG together with Dr. Martin Herrenknecht, Chairman of the Board of Herrenknecht AG and Deputy Chairman of the Board of NUMVOV





H.H. Sheikh Sabah Al-Ahmad Al-Sabah, Emir of the State of Kuwait and H.E. Prof. Dr. Horst Köhler, President of the Federal Republic of Germany

exchanged experiences and visions for sustainable and successful cooperation between the two countries.

H.H. Sheikh Sabah Al-Ahmad Al-Sabah, Emir of the State of Kuwait, made an official visit to Germany from 25<sup>th</sup>-29<sup>th</sup> April 2010. He met with H.E. Dr. Angela Merkel, Chancellor of the Federal Republic of Germany. As Kuwait chairs the Gulf Cooperation Council (GCC) in 2010, discussions with H.E. Dr. Angela Merkel included talks on the development of relations between the GCC and the EU concerning a Free Trade Agreement. H.H. Sheikh Sabah Al-Ahmad Al-Sabah also met with H.E. Prof. Dr. Horst Köhler, President of the Federal Republic of Germany and H.E. Prof. Dr. Norbert Lammert, President of the German Federal Parliament.



Andreas Schmitz, Chairman of the Management Board of HSBC Trinkaus

NUMOV, the German Near and Middle East Association organised the “Financing Conference Near and Middle East” with support of HSBC Trinkaus in Düsseldorf on 28<sup>th</sup> April 2010. This conference provided a comprehensive overview of current economic developments and opportunities in the Near and Middle East and presented country specific characteristics. In particular, the speakers at the conference discussed various financing instruments as well as legal aspects which are evolving from specific Islamic structures.

On 6<sup>th</sup> May 2010, the Thuringia Ministry for Economy, Labour and Technology, together with the Association for the Development of Thuringia in cooperation with the Thuringia Chambers of Industry and Commerce organized the 4<sup>th</sup> Thuringia Foreign Trade Congress Day in the Congress Centre Erfurt with the focus on the topic “growth by world trade – future markets North Africa, the Near and Middle East and Central Asia”. NUMOV presented current economic developments in the Near and Middle East region with a special focus on business opportunities in Qatar and the United Arab Emirates.



In preparation for a business delegation organized on behalf of the German Federal Ministry for Economics and Technology, NUMOV invited interested company representatives to the Economic Conference Pakistan held at the headquarters of the LINDE AG in Munich on 11<sup>th</sup> May 2010. The conference was organized in conjunction with the embassy of the Islamic Republic of Pakistan and was attended by a high ranking Pakistani delegation led by H.E. Saleem H. Mandviwalla, Minister of State and Chairman of the Board of Investment and H.E. Shahid Kamal, Ambassador of the Islamic Republic of Pakistan. The delegation was welcomed by Dr.-Ing. Aldo Belloni, Executive Board of LINDE AG, who gave the opening address.



f.l.t.r.: Dr. Gunter Mulack, Ambassador (ret.) Member of the Advisory Board of NUMOV, H.E. Shahid Kamal, Ambassador of the Islamic Republic of Pakistan to Germany, H.E. Saleem H. Mandviwalla, Minister of State and Chairman of the Board of Investment, Dr. Pantelis Christian Poetis, Honorary Consul of the Islamic Republic of Pakistan to Munich, Dr. Otmar Bernhard, former Bavarian Minister of State and Member of the Committee for Economic Affairs, Infrastructure, Transport and Technology of the Bavarian Parliament

From 25<sup>th</sup> to 26<sup>th</sup> May 2010, the 8<sup>th</sup> Joint German-UAE Economic Commission took place in Abu Dhabi. During the talks several aspects of the economic cooperation between the two countries have been addressed. The growing importance of the economic relations was highlighted by the personal attendance of H.E. Dr. Angela Merkel, Chancellor of the Federal Republic of Germany during the discussions. Additionally, several ministers and company representatives took part in the commission.

On behalf of the German Federal Ministry of Economics and Technology, NUMOV, the German Near and Middle East Association organised a business delegation to Algiers, Algeria from 25<sup>th</sup> to 28<sup>th</sup> May 2010. The group of 20 German business representatives had the opportunity to meet with high-

ranking officials and learn first-hand about Algeria's expansion plans and thus its construction sector. Ulrich Barow, Managing Director of HOCHTIEF Construction AG, headed the delegation, accompanied by Anton Breuer, from the Division for North Africa and the Near and Middle East at the German Federal Ministry of Economics and Technology. The delegation was warmly received by German Ambassador to Algeria, H.E. Matei Ion Hoffman at the German Embassy in Algiers. Over the course of the next few days the participants got to know high-level Algerian business representatives and gained an excellent insight into the Algerian market.



Participants of the German-Algerian Business Forum in Algiers



H.R.H. Prince Salman Bin Abdulaziz Al-Saud, Governor of the region of Riyadh, followed an invitation by the Federal Government of Germany and H.E. Klaus Wowereit, Mayor of Berlin

H.R.H. Prince Salman bin Abdulaziz Al-Saud, Governor of the region of Riyadh, accepted an invitation from the German Federal Government and H.E. Klaus Wowereit, Mayor of Berlin, to visit Germany's capital city. Arriving on Monday, 31<sup>st</sup> May 2010, H.R.H. Prince Salman bin Abdulaziz Al-Saud was welcomed by H.E. Klaus Wowereit. The initial greetings were followed by discussions on potential expansion of the already well established cooperation between Berlin and Saudi Arabia. In the evening, H.R.H. Prince Salman Bin Abdulaziz Al-Saud signed the guestbook of the city of Berlin. H.R.H. Prince Salman bin Abdulaziz Al-Saud was awarded the Kant Medal by the Berlin-Brandenburg Academy of Science and Humanities on Wednesday, 2<sup>nd</sup> June 2010.

In June 2010, the newest publication of the German Orient-Institute, was released, the "Personalities of the countries of the GCC States", a handbook that contains important information on personalities of the GCC states.



On the 2<sup>nd</sup> and 3<sup>rd</sup> June 2010 the 11<sup>th</sup> meeting of the German-Omani Joint Economic Commission took place in Berlin under the direction of H.E. Dr. Bernd Pfaffenbach, State Secretary at the German Federal Ministry of Economics and Technology and H.E. Sayyid Badr Hamad Al Bu Saidi, Deputy Foreign Minister of the Sultanate Oman. Both discussed German-Omani business relations and one of the key focuses of the commission was to encourage business delegations, and promote cooperation for small and medium-sized businesses, as well as discuss the development of vocational skills. Participants also heard informative presentations on key areas of focus for the commission.



H.E. Sayyid Badr Hamad Al Bu Saidi, Deputy Foreign Minister of the Sultanate Oman; H.E. Sheikh Dr. Abdulmalik bin Abdullah Al Hinai, Undersecretary for Economic Affairs at the Ministry of National Economy of the Sultanate Oman, H.E. Zainab Ali Said Al-Qasbi, Ambassador of the Sultanate of Oman to Germany

On 9<sup>th</sup> June 2010 NUMOV organized the First German-Near and Middle East Aviation Conference in cooperation with the German Aerospace Industries Association (BDLI) at the ILA Berlin Air Show 2010. Topic of the event, which was attended by high-ranking speakers and numerous company representatives from Germany and the Near and Middle East, was the expansion of the aviation sector in recent years and the economic implications thereof. The speakers touched on the many potential functions of aviation, particular in regards to economic development in the Arab World, as well as the current state of the industry.



f.l.t.r.: Gerold Reichle, Director General of Civil Aviation at the Federal Ministry of Transport, Building and Urban Development and Member of the Board of Trustees of the German Orient-Institute; H.E. Abdel Nabi Mussayab, Ambassador of the League of Arab States; Abdul Wahab Teffaha, Secretary General of the Arab Air Carriers Organisation (AACO); Akbar Al Baker, CEO of Qatar Airways; Henry Hasselbarth, Vice President Central and North Europe of Emirate Airlines and Dp. Chairman of the Board of the German Orient-Foundation and Dr. Wolfgang Helbach, Member of the Executive Board of the German Aerospace Industries Association and CEO of AOA Apparatebau GmbH

The 14<sup>th</sup> June 2010 was reason for celebration as the German Orient-Institute, founded by NUMOV, the German and Near and Middle East Association



H.R.H. Prince Turki Al Faisal Al-Saud, Chairman, Board of Directors, King Faisal Centre for Research and Islamic Studies and H.E. Gerhard Schröder, Former Chancellor and Honorary Chairman of NUMOV

on this day in 1960, celebrated its 50<sup>th</sup> anniversary. The special gala event was opened by Martin Bay, Chairman of the Board of German Railway Group International, Chairman of the Board of NUMOV, and Member of the Board of the German Orient Foundation. In his speech Martin Bay said that the German Orient-Institute is more relevant than ever in these times of globalisation and as cultures become more interwoven. A particular highlight of the event was the endowment of the library of the German Orient Institute to the Institute of Asian and African studies of Humboldt University, symbolised by Martin Bay handing over the first book to Professor Dr. Michael Linscheid, Vice President of the Humboldt University Berlin. H.E. Gerhard Schröder also warmly welcomed all guests during his opening address and especially welcomed the visit of H.R.H Prince Turki Al Faisal Al-Saud, Chairman, Board of Directors, King Faisal Centre for Research and Islamic Studies, stating that this was an important signal in the further development of relations between Germany and the Near and



Participants of the German Near and Middle East Conference 2010

Middle East. H.R.H. Prince Turki Al Faisal Al-Saud also addressed the audience, praising the previous speakers and expressed his hope that mutual efforts from the Western and Muslim world can come together. Dr. Michael Lüders, Deputy Chairman of

the Board of the German Orient-Foundation addressed the obstacles which face the academic landscape concerning the representation of the Near and Middle East and also handed out the prizes to the winners of the German Orient-Institute writing competition. Each winner received a round-trip ticket to a GCC country of their choice.



H.R.H. Prince Turki Al Faisal Al-Saud, Chairman, Board of Directors, King Faisal Centre for Research and Islamic Studies Kingdom of Saudi-Arabia

On the occasion of the 50<sup>th</sup> anniversary of the German Orient-Institute a conference on politics, science, culture and economy in the Near and Middle East was organised and also took place on 14<sup>th</sup> June 2010 in Berlin. Dr. Willi Steul, Chairman of Deutschland Radio and Member of the Board of Trustees of the German Orient-Foundation, welcomed the participants and introduced the expert guest speakers including Dr. Gunter Mulack, Ambassador ret. and Director of the German Orient-Institute, H.E. Hubert Lang, German Ambassador to Bahrain, Professor Dr. Mathias Rohe, University of Erlangen-Nuremberg and Member of the Board of Trustees of the German Orient-Institute, and Professor Dr. Yousef Abdul Ghaffar, President of the University of the Kingdom of Bahrain and Member of the Board of Trustees of the German Orient-Institute.



f.l.t.r.: Prof. Dr. Mathias Rohe, University of Erlangen-Nuremberg and Member of the Board of Trustees of the German Orient-Foundation; H.E. Dr. Hubert Lang, German Ambassador to Bahrain; Dr. Willi Steul, Chairman of Deutschlandradio; Dr. Gunter Mulack, Ambassador (ret.) and Director of the German Orient-Institute; Prof. Dr. Yousef Abdul Ghaffar, President of the University of the Kingdom of Bahrain

Also taking place on 14<sup>th</sup> June 2010 was the NUMOV Annual Meeting. Despite difficult economic circumstances due to the global financial crisis NUMOV, the German Near and Middle East Association still managed to increase its number members and continued its success through 2009. This event further underlined the success of both the German Near and Middle East Association and the German Orient-Institute, with regard to its 50<sup>th</sup> anniversary, and exemplified the close connection between scientific research and economic activity of German companies in the Near and Middle East region.

Due to Egypt's continued economic strength and resulting growth, the country exhibits a sustained





The German delegation at the premises of The Arab Contractors

market in the construction sector, despite the world-wide financial crisis. In light of this NUMOV organized a business delegation to the cities of Alexandria and Cairo from 19<sup>th</sup> to 23<sup>rd</sup> June 2010 on behalf of the German Federal Ministry of Economics and Technology. Prior to the business delegation, NUMOV organized an economic seminar Egypt in order to inform interested company representatives about the Egyptian developments. The trip was aimed at allowing representatives from small and medium sized enterprises the opportunity to observe business opportunities firsthand. The delegation was welcomed by H.E. Michael Bock, German Ambassador to Egypt, who gave the delegation insights into the country and encouraged them to seek business deals with the Egyptians. On 20<sup>th</sup> June the visiting German delegates met with company representatives from the National Company for Construction and Development (NCCD). At this meeting the group discussed Egypt's construction sector and the potential need for German products. Following this the delegates visited the Interbuild Egypt 2010 trade fair.

On 21<sup>st</sup> June the delegation visited the Ministry for Housing, Utilities and Urban Development, as well as the major firms Orascom Construction Industries (OCI) and Arab Contractors. On 22<sup>nd</sup> June the delegation arrived in Egypt's second city of Alexandria where they met with the representatives of the firm Intermaint and the Alexandria Business Association (ABA).



f.l.t.r.: Rainer Wietstock, Pricewaterhouse Coopers; Elmar Prost, Klöster Holding; Rolf Grunwald, German Investment and Development Corporation; Joachim Steffens, Federal Ministry of Economics and Technology; Dr. Eberhardt Goerke, Metro Group; Matthias Döhrn, Siemens Financial Service; Helene Rang, NUMOV and Sebastian Sons, German Orient-Institute

On 24<sup>th</sup> June 2010 the German Federal Ministry of Economics and Technology held a seminar about the various opportunities for companies and investment groups to ensure themselves against export and investment losses. The conference was held in cooperation with the well-known German Euler Hermes company. The participants of the conference, all in all more than 280 businessmen and women, ministry officials, politicians as well as lawyers, had the possibility to join six different



groups. In every single group particular aspects of state-guaranteed insurances were introduced and discussed.

On 1<sup>st</sup> July 2010, the United Arab Emirates and Germany reached an agreement on a new regulation of double taxation for companies which are active in both countries. H.E. Abdullah bin Zayed Al-Nahyan, Foreign Minister of the UAE, and his German counterpart, H.E. Dr. Guido Westerwelle met in the Foreign Office in Berlin to sign the agreement and to discuss political issues of common interest. With the agreement, the two countries ended a short unregulated period since the previous agreement expired in December 2009.



H.E. Abdullah bin Zayed Al-Nahyan, Foreign Minister of the UAE and H.E. Dr. Guido Westerwelle, German Foreign Minister

On 5<sup>th</sup> July 2010, NUMOV and the German Orient-Institute held a reception in Berlin for two groups of 33 young professional diplomats. One group representing several countries of the Middle East region and North Africa was headed by Folkmar W.O. Stoecker, Ambassador (ret.), Programme Director (NMO) International Training for Diplomats at the Federal Foreign Office, the other group, consisting of representatives from Iraq, was led by Dr. Peter Schmidt, Ambassador (ret.) Programme Director (Iraq) International Training for Diplomats. The young diplomats were participants of the five week programme 'Training for International Diplomats' proceeding from 28<sup>th</sup> June to 30<sup>th</sup> July 2010, offered by the German Foreign Service Academy.



Young diplomats in front of the NUMOV office

A business delegation from the Kingdom of Saudi Arabia visited Germany from 2<sup>nd</sup> to 6<sup>th</sup> August 2010. The visit was organized by NUMOV in the framework of the Renewable Energies Export Initiative, on behalf of the German Federal Ministry of Economics and Technology. On 3<sup>rd</sup> August the delegates attended a conference on Solar Industry in Saudi Arabia which took place in the State Chancellery of the federal state of Saxony-Anhalt. The Saudi visitors were met by over 100 German company representatives and welcomed by H.E. Dr. Rainer Haselhoff, the



f.l.t.r.: Annika Strate, Coordination Office Renewable Energy Export Initiative, German Federal Ministry of Economics and Technology; H.E. Saleh H. Al Turki, Ministry of Finance of the Kingdom of Saudi Arabia; H.E. Dr. Reiner Haselhoff, Federal Minister of Economic Affairs and Employment of Saxony-Anhalt; Dr. Jürgen Sander, Managing Director VEM motors GmbH and Member of the Board of NUMOV



f.l.t.r.: Dieter Ernst, Chairman of the Board of Berlinwasser International AG and Member of the Board of NUMOV; Dr. Hans Janus, Member of the Board of Euler Hermes Kreditversicherungs-AG; Dr. Matthias Koehler, Head of Division for Export Financing and Export Credit Guarantees at the German Federal Ministry of Economics and Technology; Christoph Schlichter, Managing Director of RWE Dea Germany; Jörg Wellmeyer, Member of the Management Board of Strabag International GmbH and Beate Bischoff, Head of Structured Export Finance at BHF-Bank AG.

Minister of Economy Affairs and Employment of the State of Saxony-Anhalt. H.E Saleh H. Al Turki from the Ministry of Finance of the Kingdom of Saudi Arabia, responded to the greeting address by referencing Germany's long standing business ties with the Kingdom of Saudi Arabia and emphasized his countries need for renewable energy sources. This was followed by a series of speeches highlighting the potential of solar power as a renewable energy source and possible applications of solar technology.

On 30<sup>th</sup> August 2010 a conference on credit and investment guarantees with Euler Hermes Kreditversicherungs-AG, PricewaterhouseCoopers and NUMOV was held in Hamburg. Over 100 company representatives attended. A series of speakers discussed the economic dynamics of the Near and Middle East, touching on Germany's relationship with the region and possibilities for multinational financial engagement. The conference was closed with a discussion round moderated by Dr. Hans Janus, member of the Board of Euler Hermes Kreditsversicherungs-AG, during which the attendants had the chance to discuss the outlined topics in detail.

The German Orient-Foundation hosted a conference on the contemporary situation of Pakistan, Afghanistan, Iran and Iraq in Berlin on 2<sup>nd</sup> September 2010. It was moderated by Dr. Gunter Mulack, Ambassador (ret.) and Director of the German Orient-Institute. The Panel of Speakers included Markus Potzel, Head of the Division for the Near and Middle East at the German Federal Foreign office, Paul von Maltzahn, Ambassador (ret.) and Executive Vice President of the German Council on Foreign Relations (DGAP), Bernd Mützelburg, Ambassador ret. and Member of the Advisory Board of NUMOV, as well as Dr. Herbert Honsowitz, Ambassador (ret.) and also a Member of the Advisory Board of NUMOV. Discussions touched upon the future of

countries with endemic conflicts such as Iraq and Afghanistan, the roles of neighbouring countries in the process of political stabilization and the potential benefit of economic help and cooperation from foreign states.



f.l.t.r.: Markus Potzel, Head of Division for the Near and Middle East at the Federal Foreign Office; H.E. Bernd Mützelburg, Ambassador (ret.) and Member of the Advisory Board of NUMOV; Dr. Gunter Mulack, Ambassador (ret.) and Director of the German Orient-Institute; Herbert Honsowitz, Ambassador (ret.) and Member of the Advisory Board of NUMOV and Paul von Maltzahn, Ambassador (ret.) and Executive Vice President of the German Council on Foreign Relations (DGAP)

On behalf of the German Federal Ministry of Economics and Technology, a German business delegation to the Islamic Republic of Pakistan was organized by NUMOV from 13<sup>th</sup> to 17<sup>th</sup> September 2010. A group of 20 company representatives met with representatives of key Pakistani organisations, ministries and companies in the cities of Karachi and Islamabad. During its visit the delegation took part in numerous discussions with members of Pakistan's economic infrastructure to discuss the financial climate as well as the future of German-Pakistani business relations.



Bilateral business talks between German and Pakistani companies

On 24<sup>th</sup> September 2010 NUMOV organised the conference on legal conditions for business activity

in the Near and Middle East. The conference took place at the BHF-Bank in Frankfurt/M. and was attended by over 80 German business representatives in addition to the panel speakers. High level legal consultants provided participants with information on the business climate of the region in a series of talks. Representatives of German firms were also able to make contacts with legal consultants and specialists in Islamic Law.



Participants at the conference on legal conditions for business activity in the Near and Middle East in Frankfurt/M.



H.H. Sheikh Hamad bin Khalifa Al Thani, Emir of the State of Qatar

H.H. Sheikh Hamad bin Khalifa Al Thani, Emir of the State of Qatar, together with his wife H.H. Sheikha Mozah bint Nasser Al Missned completed a state visit to Germany from 27<sup>th</sup> to 30<sup>th</sup> September 2010. They were accompanied by an official delegation of high-ranking representatives from Qatari politics, economy and science. During his visit, H.H. Sheikh



f.l.t.r.: H.E. Gerhard Schröder, Former Chancellor of Germany and Honorary Chairman of NUMOV; H.E. Christian Wulff, President of the Federal Republic of Germany; H.H. Sheikh Hamad bin Khalifa Al Thani, Emir of the State of Qatar; H.E. Dr. Angela Merkel, Chancellor of the Federal Republic of Germany



f.l.t.r.: Dr. Rüdiger Grube, Chairman of the Management Board and CEO of the Deutsche Bahn AG; H.H. Sheikh Hamad bin Khalifa Al Thani, Emir of the State of Qatar; H.H. Sheikha Mozah bint Nasser Al Missned; H.E. Dr. Peter Ramsauer, German Minister of Transport, Construction and Infrastructure

Hamad bin Khalifa Al Thani met with H.E. Christian Wulff, President of the Federal Republic of Germany, H.E. Dr. Angela Merkel, Chancellor of the Federal Republic, H.E. Gerhard Schröder, former Chancellor of the Federal Republic of Germany and





Visit of the historical Kaiserbahnhof Potsdam

Honorary Chairman of NUMOV, H.E. Rainer Brüderle, Federal Minister of Economics and Technology of the Federal Republic of Germany, and many more high-ranking politicians and business people. Throughout the entire visit, the friendly and cooperative ties in all areas, as well as the depth of the dynamic and bilateral relations between the two countries were demonstrated.

In October 2010, under the umbrella of NUMOV, the “IRAQI GERMAN BUSINESS DIALOGUE” was established in order to strengthen the bilateral ties between the Republic of Iraq and the Federal Republic of Germany. With this goal in mind, the “IRAQI GERMAN BUSINESS DIALOGUE” regularly organizes conferences, and delegation visits to and from Germany and Iraq to establish and deepen business contacts between the companies of the two countries. Additionally, the “IRAQI GERMAN BUSINESS DIALOGUE” publishes a magazine that covers all relevant economic developments in the Republic of Iraq every four months.

After Chancellor Dr. Angela Merkel's visit to the Bosphorus this summer, it was Turkish Prime Minister H.E. Recep Tayyip Erdoğan, while paying a visit to Berlin from 8<sup>th</sup> to 9<sup>th</sup> October 2010, who resumed the dialogue of partnership between the two countries. Apart from the match between both countries' national football teams in Berlin, H.E. Dr. Merkel and H.E. Erdoğan agreed to foster co-operation in fields



First issue of the Iraqi German Business Dialogue



Ferit F. Şahenk, Chairman of the Turkish-German Business Council of DEİK and H.E. Gerhard Schröder, former German Chancellor and Honorary Chairman of NUMOV

of crucial importance, especially the integration of Turkish immigrants in Germany, as well as to strengthen the political dialogue and to deepen the economic and social ties between the two countries. Therefore, an important step was made, when DEİK, the Turkish Foreign Economic Relations Board, organized the 1<sup>st</sup> Turkish-German Cooperation and Investment Conference in cooperation with NUMOV, the German Near and Middle East Association, and hosted by Deutsche Bank on 6<sup>th</sup> October 2010 in Berlin. On three panels, high ranking representatives from politics, economics and various business sectors met to exchange their views on the current state of Turkey-EU-relations, the economic and financial situation in Turkey and the business and trade relations between the two countries.



f.l.t.r.: Yousef Albroushi, Eng. Vice President, Cooperative Affairs Unit, Global Suhaimi Group, Kingdom of Saudi Arabia; Dr. Reinald Steck, Ambassador (ret.), Member of the Advisory Board of NUMOV and Susanne Lein, Head of Coordination Office, Energy Efficiency Export Initiative, German Federal Ministry of Economics and Technology



f.l.t.r.: Helene Rang, CEO and Deputy Chairperson of NUMOV; Abdulaziz Al Malki, Head of Minister's office and H.E. Abdullah Bin Hamad Al-Attiyah, Deputy Prime Minister, Minister of Energy and Industry and Chairman of Qatar Petroleum

On 12<sup>th</sup> October 2010 NUMOV organized the “Energy Conference Saudi Arabia” within the framework of the Energy Export Initiative on behalf of the German Federal Ministry of Economics and Technology. The conference was held at the Deutsche Bank AG in Berlin. Speakers at the conference emphasized Saudi Arabia's potential as a trade partner, especially with regards to the energy sector as well as the country's economic situation.

NUMOV, in cooperation with the German Federal Ministry of Economics and Technology, was invited by Qatar Petroleum (QP) to arrange for a German Business delegation to take part in the Qatar Industrial Investment Conference & Exhibition 2010. The conference was held from 18<sup>th</sup> to 20<sup>th</sup> of October 2010 in Doha, Qatar, under the patronage of H.E. Abdullah Bin Hamad Al-Attiyah, Deputy Prime Minister, Minister of Energy and Industry and Chairman of QP. 25 German business representatives from branches ranging from the energy sector to the industrial and service sectors, travelled to the Gulf state headed by Marc Hall, Member of the Board of NUMOV and CEO of Bayerngas GmbH. Prior to the opening reception the delegation's pro-



gramme opened with a welcome and briefing address at which speeches were given by H.E. Anne Ruth Herkes, Ambassador of the Federal Republic of Germany to the State of Qatar, Marc Hall, Head of the Delegation, CEO of Bayerngas and Member of the NUMOV Board, Philipp M. Luehrs, Regional Vice President Middle East of deugro (Deutschland) GmbH, and Dr. Klaus Hachmeier, German Federal Ministry's division North Africa and Middle East. During the following four days the delegation toured the country and was received by numerous high ranking representatives of both the private and public sectors to be briefed on concurrent projects and investment opportunities within the country.



H.E. Dr. Mohammed Saleh Abdullah Al-Sada, Minister of State for Energy and Industry of the State of Qatar, and Marc Hall, Member of the Board of NUMOV and CEO of Bayerngas GmbH

The 22<sup>nd</sup> annual Saudi Build Exhibition took place in the capital Riyadh from 18<sup>th</sup> to 21<sup>st</sup> October 2010. It is one of the most important shows in the construction and machinery sector of the Near and Middle East. NUMOV provided all interested Saudi visitors with information regarding companies represented at the joint German pavilion. With over 60 companies joining the exhibition the German contingent at the exhibition more than doubled in size compared to the year before, making it the third largest in terms of booths after the Turkish and Chinese. Aside from intensive business talks and fruitful discussions a number of German companies signed important, high-volume contracts with Saudi partners to enhance and strengthen their presence in the Saudi markets.



German Pavilion

From 28<sup>th</sup> November to 2<sup>nd</sup> December, NUMOV the German Near and Middle East Association, within the framework of the Renewable Energies Export Initiative on behalf of the German Federal Ministry of Economics and Technology, welcomed a delegation focussing on solar energy from the Republic of Cyprus in Cologne. At the conference "Solar Industry in the Republic of Cyprus", German business representatives, technical professionals and research experts discussed the framework of solar



f.l.t.r.: Dr. Manfred A. Lange, Energy, Environment and Water Research Center, The Cyprus Institute, Dr. George Gheorghiou, Head of PV Technology, University of Cyprus and Katja Meyer, Germany Trade and Invest

activities in Cyprus. The delegation had the chance to introduce themselves to the German business representatives and hold informative bilateral business talks. During the next few days the delegation visited important institutions active in the field of solar energy, including the Jülich Research Centre.



H.E. Dr. Guido Westerwelle, Minister of Foreign Affairs of the Federal Republic of Germany and H.E. Jalal Talabani, President of the Republic of Iraq

H.E. Dr. Guido Westerwelle, Minister of Foreign Affairs of the Federal Republic of Germany, signed an Investment Protection Agreement between Germany and the Republic of Iraq on a visit to Baghdad on 4<sup>th</sup> December 2010. The agreement was also signed by H.E. Fawsi al-Hariri, former Iraqi Minister of Industry and Minerals. Both ministers expressed their wish for an enhanced cooperation between the two countries. The new accord will help to improve economic and legal conditions for German companies working in Iraq, H.E. Dr. Guido Westerwelle said in a statement. The Foreign Minister offered Iraq the “closest of partnerships with Germany”. H.E. Dr. Guido Westerwelle is the first European Foreign Minister to visit Iraq since the parliamentary elections from 7<sup>th</sup> March 2010. He was accompanied by members of the German Federal Parliament and business representatives. During his visit to the Iraqi capital, the Foreign Minister also met H.E. Jalal Talabani, President of Iraq, H.E. Nuri al-Maliki, newly reinstated Prime Minister and H.E. Hoshyar Zebari, former Iraqi Prime Minister and current Foreign Minister, as well as Parliament Speaker H.E. Usama al-Nujaifi.



f.l.t.r.: Helene Rang, CEO and Deputy Chairperson of NUMOV, Dr. Karl-Ernst Brauner, Director for External Economic Policy at the German Federal Ministry of Economics and Technology

On 7<sup>th</sup> December 2010, the 88<sup>th</sup> NUMOV-Länderforum took place at the Federal Ministry of Economics and Technology in Berlin. The event was attended by many German business representatives who are interested or already engaged in the Near and Middle East region. Dr. Karl-Ernst Brauner, Director for External Economic Policy at the German Federal Ministry of Economics and Technology, opened the 88<sup>th</sup> NUMOV Länderforum and congratulated NUMOV on its solid cooperation and strong

economic presence in the region. During the Länderforum several economic developments were addressed while a special focus was placed on Qatar and Saudi Arabia by Martin Bay, Chairman of the Board of NUMOV and Chairman of the Board of Managing Directors of Deutsche Bahn International (German Railway Group), and Volkmar Wenzel, Ambassador of the Federal Republic of Germany to Riyadh.

On 10<sup>th</sup> December, 2010, the IRAQI GERMAN BUSINESS DIALOGUE, under the umbrella of NUMOV, the German Near and Middle East Association, organised the conference “Successfully Initiating Businesses in Iraq”, which took place at Linde Group in Munich. The event provided essential information concerning successfully establishing a business in Iraq. At the event, participants could gain an insight into doing business in Iraq from experienced German business representatives and experts on the region. A question and answer session followed a series of informative presentations, which led to a fruitful discussion amongst participants. The conference proved an excellent platform for promoting and developing German-Iraqi relations, in particular in the economic sector.



Dr. Aldo Belloni, Member of the Board of Linde AG



Michael Glos, Former German Federal Minister of Economics and Technology and Member of the Board of NUMOV

On 14<sup>th</sup> December 2010, the 2<sup>nd</sup> German-Kuwaiti Joint Commission on trade and technical cooperation took place, under the leadership of H.E. Dr. Bernd Pfaffenbach, German State Secretary at the Federal Ministry of Economics and Technology and H.E. Ahmed Al-Haroun, Kuwaiti Minister of Trade and Industry. The meeting marked a key moment in German-Kuwaiti bilateral relations and highlighted the importance of Kuwait as an economic trading partner.



H.E. Dr. Bernd Pfaffenbach, German State Secretary of the Federal Ministry of Economics and Technology and H.E. Ahmed Al-Haroun, Kuwaiti Minister of Trade and Industry

The German Orient-Institute organized a conference on the political situation in Yemen scheduled for 15<sup>th</sup> December 2010. It took place at the Jakob-Kaiser-



f.l.t.r.: Günter Gloser, Member of the German Parliament, Former Minister of State of the Federal Foreign Office and President of the Board of Trustees of the German Orient-Foundation, Dr. Gunter Mulack, Ambassador (ret.) of the Federal Republic of Germany and Director of the German Orient-Institute, Jürgen Chrobog, Chairman of the Board of Directors of the BMW Foundation Herbert Quandt, Member of the Board of NUMOV, Member of the Board of Trustees of the German Orient-Foundation, State Secretary (ret.) in the Foreign Office of the Federal Republic of German, Martin Weiss, Foreign Policy Advisor in the German Parliament

Haus of the German Parliament. On invitation of Burkhardt Müller-Sönksen, a group of experts on politics and science discussed the role of Yemen in the international community. Speakers touched on the challenges and social actors that play an influential role in the development of the country's future.



H.E. Yousef Hussain Kamal, Minister of Economy and Finance of the State of Qatar and H.E. Rainer Brüderle, German Federal Minister of Economics and Technology

On 16<sup>th</sup> December 2010, the German Federal Minister of Economics and Technology, H.E. Rainer Brüderle met with H.E. Yousef Hussain Kamal, Minister of Economy and Finance of the State of Qatar. The meeting aimed at improving the economic cooperation between Germany and Qatar. H.E. Rainer Brüderle outlined that Qatar is a target country for the German economy with significant potential due to its strong growth and its great economic projects, not only in order to set up the necessary infrastructure to host the FIFA Football World Cup 2022.

H.E. Gerhard Schröder, Former Chancellor of the Federal Republic of Germany and Honorary Chairman of NUMOV, the German Near and Middle East Association, visited the Kingdom of Saudi Arabia from 16<sup>th</sup> to 20<sup>th</sup> January 2011. H.E. Volkmar Wenzel, then Ambassador of the Federal Republic of Germany to the Kingdom of Saudi Arabia, welcomed the former Chancellor in Riyadh and provided a brief overview of the current situation and outlined the potential for bilateral economic relations.

**2011**





Meeting at the Riyadh Chamber of Commerce and Industry

During his visit, H.E. Gerhard Schröder met with several high-ranking political and business representatives to discuss further steps, namely H.R.H. Prince Khalid bin Sultan bin Abdulaziz Al Saud, Assistant Minister of Defence and Aviation Inspector General Military Affairs, H.R.H. Prince Salman bin Abdulaziz Al Saud, Governor of Riyadh, H.R.H. Prince Turki bin Faisal bin Abdulaziz Al Saud, Chairman of the King Faisal Foundation, H.E. Eng. Ali Bin Ibrahim Al-Naimi, Minister of Petroleum and Natural Resources of the Kingdom of Saudi Arabia, H.E. Abdullah Ahmed Zainal, Minister of Commerce and Industry, H.E. Dr. Jubarah bin Eid Al-Suraiseri, Minister of Transport of the Kingdom of Saudi Arabia, and Abdulrahman A. Al-Jeraisy, Chairman of the Board of the Riyadh Chamber of Commerce and Industry.



H.E. Gerhard Schröder, Former Chancellor of the Federal Republic of Germany and Honorary Chairman of NUMOV and H.R.H. Prince Turki bin Faisal bin Abdulaziz Al Saud, Chairman of the King Faisal Foundation

H.E. Dr. Philipp Rösler, Minister of Health of the Federal Republic of Germany, made an official visit to Oman from 25<sup>th</sup> to 27<sup>th</sup> January 2011. He was accompanied by three members of the German Parliament and about 30 representatives of the German healthcare sector companies. H.E. Dr. Philipp Rösler was received by H.H. Sayyid Fahd Bin Mahmoud Al Said, Deputy Prime Minister for the Council of Ministers of the Sultanate of Oman. The parties discussed enhancing of cooperation in the field of healthcare, therapeutic services and training specialists and investments in healthcare. During the meeting with H.E. Dr. Ahmed Bin Mohammed Al



Center: H.E. Dr. Philipp Rösler, Minister of Health of the Federal Republic of Germany and H.E. Dr. Ahmed Bin Mohammed Al Sa'eedi, Health Minister of the Sultanate of Oman

Sa'eedi, Minister of Health of the Sultanate of Oman, a Memorandum of Understanding between the two ministries on the fields of medical science and research, emergency medicine, rehabilitation, health insurance, healthcare and investment projects, was signed.

The Federal Republic of Germany and the United Arab Emirates intend to further their political cooperation concerning the healthcare industry. Accordingly, a mutual agreement has been signed in Dubai between H.E. Dr. Philipp Rösler, German Federal Minister of Health and H.E. Dr. Hanif Hassan, Minister of Health of the United Arab Emirates in January 2011.



H.E. Daniel Bahr, State Secretary at the Ministry of Health of the Federal Republic of Germany

In order to help increase awareness of the Iraqi health sector's need for investment and foster international cooperation in advancing the country's health system among German businesses, the IRAQI GERMAN BUSINESS DIALOGUE, under the umbrella of NUMOV, organized the First Iraqi German Health Dialog on the occasion of the visit of a delegation of representatives from the Iraqi Ministry of Health, headed by Dr. Salah Jawad Shubber, Advisor to the Iraqi Minister of Health. The conference was held at the Vivantes Humboldt-Klinikum in Berlin on 31<sup>st</sup> January 2011. German and Iraqi entrepreneurs and high-level officials from both countries' ministries were in attendance. Speakers touched upon numerous subjects pertaining to the Iraqi health sector and opportunities for investments by German firms.



Reception of Representatives from the Iraqi Ministry of Health at the Iraqi Embassy in Berlin



German Federal Minister for Economic Cooperation and Development, H.E. Dirk Niebel, visited the Republic of Iraq from 1<sup>st</sup> to 3<sup>rd</sup> February 2011, aiming to send the newly formed Iraqi government a political signal that Germany is prepared to support Iraq in the process of rebuilding and economic development. Federal Minister Niebel called for more modern technology, education and advice for Iraq and in particular bilateral cooperation in key sectors. In addition, he commented that the desire for German know-how is prominent in Iraq. During the trip, a memorandum of understanding (MOU) was also signed between H.E. Dirk Niebel and H.E. Hussein al-Sharisi, Deputy Prime Minister of the Federal Republic of Iraq. The memorandum concerns the deepening of technical and economic cooperation between Germany and Iraq.



H.E. Dirk Niebel, German Federal Minister for Economic Cooperation and Development and H.E. Nuri Al-Maliki, Prime Minister of the Federal Republic of Iraq

On 8<sup>th</sup> February 2011, H.E. Dr. Bernd Pfaffenbach, State Secretary at the German Federal Ministry of Economics and Technology, and H.E. Ahmed Reda Chami, Moroccan Minister of Industry, Trade and New Technologies, met in Rabat, Morocco. During the course of this meeting, H.E. Dr. Pfaffenbach and H.E. Ahmed Reda Chami signed a Memorandum of Understanding to set up a joint committee to strengthen the bilateral economic relations between the two countries.



H.E. Dr. Bernd Pfaffenbach, State Secretary at the German Federal Ministry of Economics and Technology and H.E. Ahmed Reda Chami, Moroccan Minister of Industry, Trade and New Technologies, sign a Memorandum of Understanding

On 9<sup>th</sup> February 2011, the new Embassy of the Kingdom of Saudi Arabia in Berlin was inaugurated by H.R.H. Prince Saud Al-Faisal, Minister of Foreign Affairs of the Kingdom of Saudi Arabia and by H.E. Dr. Guido Westerwelle, Minister of Foreign Affairs of the Federal Republic of Germany in the presence of H.E. Gerhard Schröder, former Chancellor of the Federal Republic of Germany and Honorary Chairman of NUMOV. Addressing the opening ceremony, H.E. Prof. Dr. med. Ossama bin Abdul Majed Shobokshi, Ambassador of the Kingdom of Saudi Arabia to Germany, highlighted the relations between the two countries. H.E. Dr. Guido



f.l.t.r. H.E. Prof. Dr. med. Ossama bin Abdul Majed Shobokshi, Ambassador of the Kingdom of Saudi Arabia to Germany, H.E. Gerhard Schröder, former Chancellor of the Federal Republic of Germany and Honorary Chairman of NUMOV, H.R.H. Prince Saud Al Faisal, Minister of Foreign Affairs of the Kingdom of Saudi Arabia and H.E. Dr. Guido Westerwelle, Minister of Foreign Affairs of the Federal Republic of Germany



The new Embassy of the Kingdom of Saudi Arabia in Berlin

Westerwelle welcomed H.R.H. Prince Saud Al-Faisal and remarked on the significance the new embassy in Berlin will have in strengthening bilateral ties. With great interest, both in Germany and Saudi Arabia, in further intensifying the cultural, political and economic relations, the inauguration of the new embassy is a further step towards this target.

The German Orient-Institute organised a conference taking place on 10<sup>th</sup> February 2011, at the Jakob-



f.l.t.r.: Dr. Isabel Schäfer, Department of Social Sciences, Humboldt University Berlin, Sebastian Sons, Head of Research Unit of the German Orient-Institute, Günter Gloser, Member of the German Parliament, Chair of Parliamentary Friendship Group for Relations with the Maghreb States and President of the Board of Trustees of the German Orient-Foundation, Barbara Wolf, Head of the Division in Charge of the Union for the Mediterranean, German Federal Foreign Office, Dr. Michael Lange, Team Leader Foreign Affairs, Security and European Policy at Konrad-Adenauer-Stiftung

Kaiser-Haus of the German Parliament, which focussed on bringing together a group of leading experts to discuss the future and current transformation of the Middle East and North Africa region (MENA). Tunisia and Egypt were in particular focus, and topics such as the “Jasmine Revolution” were subject to informative debate.

Under the umbrella of NUMOV, the IRAQI-GERMAN BUSINESS DIALOGUE led a German business delegation to Iraq from 21<sup>st</sup> to 22<sup>nd</sup> February 2011 aimed at exploring possibilities for potential future investment. The delegation took part in a one-day economic conference titled “Iraqi German Business Dialog,” held on 22<sup>nd</sup> February 2011 in Basra. Around 80 business and government representatives attended the meeting to hear speakers give talks on the business relationships between Iraqi and German companies operating in the region.



Participants of the economic conference  
IRAQI GERMAN BUSINESS DIALOGUE

The 2011 communication and information technologies fair, CeBIT, in Hanover, was inaugurated with a festive evening ceremony on 28<sup>th</sup> February 2011 by H.E. Recep Tayyip Erdoğan, Turkish Prime Minister, together with H.E. Dr. Angela Merkel, German Chancellor. Turkey was the official partner country for the 2011 edition of the fair and numerous Turkish exhibitors and ICT industry experts were present. A Turkish-German ICT summit was held aiming at supporting joint activities involving Turkish and German companies and helping them to intensify business relationships. On the occasion, H.E. Recep Tayyip Erdoğan met H.E. Gerhard Schröder, former German Chancellor and Honorary Chairman of NUMOV, with whom he still maintains a close friendship.



H.E. Gerhard Schröder, Former Chancellor of the Federal Republic of Germany and Honorary Chairman of NUMOV and Recep Tayyip Erdoğan, Prime Minister of the Republic of Turkey

As part of the German Federal Ministry of Economics and Technology's 10 point action plan for Maghreb, the German-Algerian joint economic commission was established on 8<sup>th</sup> March 2011 by H.E. Dr. Bernd Pfaffenbach, State Secretary for the



H.E. Mohamed Benmeradi, Minister of Industry, Small and Medium Enterprises (SMEs) and Investment Promotion of the People's Democratic Republic of Algeria and H.E. Dr. Bernd Pfaffenbach, State Secretary at the German Federal Ministry of Economics and Technology

German Federal Ministry of Economics and Technology and H.E Mohamed Benmeradi, the Algerian Minister of Industry, Small and Medium Enterprises (SMEs) and Investment Promotion.

After the signing of the agreement on 8<sup>th</sup> March 2011 the first official meeting was opened by H.E. Dr. Pfaffenbach, who commented on his pleasure at finding the potential for cooperation between Algerian President H.E. Abdelaziz Bouteflika and German Federal Chancellor H.E. Dr. Angela Merkel. This was followed by two days of meetings from 8<sup>th</sup> to 9<sup>th</sup> March, during which time several topics regarding bilateral relations between the two countries were discussed. Over 60 business and industry representatives were in attendance for talks that touched upon subjects such as renewable energy, education and training, investments and the health sector.

On 25<sup>th</sup> March 2011, NUMOV, the German Near and Middle East Association, on behalf of the German Federal Ministry of Economics and Technology, organised an economic seminar with a focus on the State of Israel.

On 6<sup>th</sup> April 2011 the German Orient-Institute organized a conference called "The Islam-Discourse in European Media - Between Islamophobia and Intercultural Dialogue" in cooperation with the Fritz Thyssen Foundation. It was supported by the Prussian Cultural Heritage Foundation and took place at the Museum of Islamic Art in Berlin. During several sessions various speakers discussed the relationship between Europe and Islam, touching on contemporary issues such as media portrayals of Muslims and discrimination within European communities.

On the 12<sup>th</sup> April 2011, NUMOV, the German Near and Middle East Association, on behalf of the German Federal Ministry of Health, organised the





f.l.t.r.: Steve Clements, Partner, Mercer Ltd, Ortwin Schulte, Head of the Unit "General European and International Health Policy Planning" at the German Federal Ministry of Health, Dr. Khalid Saad Bin Saeed, Professor at the Hospital and Health Administration, College of Business Administration, King Saud University, Stephen M. Jennings, Managing Partner and CEO, Monitor Group, Dr. Philippe Couillard, P.C., MD, International Advisory Board Member, Ministry of Health of the Kingdom of Saudi Arabia on the Health Insurance Conference at the Saudi Medicare 2011

first Saudi-German Health Conference, which took place at the international fair Saudi Medicare in Riyadh. Challenges and current key issues for the Saudi healthcare sector were presented to participants by expert guest speakers. Also discussed were the tremendous opportunities for German businesses and investors in the health sector in Saudi Arabia, and the new health sector export initiative of the German Federal Ministry of Economics and Technology was also introduced to participants.

On 14<sup>th</sup> April 2011, the conference "Photovoltaic and Solar Thermal Energy in Jordan, Lebanon and Syria," took place in the framework of the Renewable Energies Export Initiative on behalf of the Federal Ministry of Economics and Technology.



f.l.t.r.: Nidal Abdalla, Solar Thermal Energy Consulter from the National Center for Research and Development of the Hashemite Kingdom of Jordan; Nader Hajj Shehadeh, Energy Engineer from the Lebanese Center for Energy Conversation of the Ministry of Energy and Water of the Republic of Lebanon; Dr. Gunter Mulack, Ambassador (ret.), Member of the Advisory Board of NUMOV and Director of the German Orient-Institute; Prof. Dr. Nasir El Bassam, Director of the International Research Center for Renewable Energy

Several experts gave speeches on development opportunities for photovoltaic and solar thermal energy in the region.



H.E. Abdulrahman Mohammed S. Al-Khulaifi, Ambassador of the State of Qatar to the Federal Republic of Germany

On 15<sup>th</sup> April 2011, NUMOV organized the “Qatar 2022 – Chances for the German Economy” conference which took place at PricewaterhouseCoopers AG in Berlin. The conference was attended by many business representatives and focused on economic opportunities and challenges regarding the hosting of the FIFA Football World Cup in 2022. H.E. Abdulrahman Mohammed S. Al-Khulaifi, Ambassador of the State of Qatar to the Federal Republic of Germany, underlined that large projects were on the way, being in the stage of planning or already being realised such as the expanding of the infrastructure for instance the New Doha International Airport, the Doha Port Project or the Qatar Rail Network Project. Furthermore, he stated that Qatar offers other, different sectors of interest, namely finance, education, IT and solar energy.

From the 1<sup>st</sup> to 5<sup>th</sup> May, NUMOV, the German Near and Middle East Association, on behalf of the German Federal Ministry of Economics and Technology, arranged and conducted a business delegation to Israel. The delegation mainly consisted of German business representatives involved in the waste management and recycling sector.



f.l.t.r. Herbert Snell, Managing Director of PRS GmbH / Plastic Recycling Solutions and Head of Delegation, Moshe Sinai, Mayor of Rosh Ha'ayin and Head of the International Committee of the Union of Local Authorities of Israel, Dan Catarivas, Director of the Division of Foreign Trade and International Relations of the Manufacturers Association of Israel (MAI), Volker Timmermann, Head of the Economic Department of the German Embassy in Israel



On 2<sup>nd</sup> May 2011 the “IRAQI GERMAN BUSINESS DIALOGUE”, under the umbrella of NUMOV, organized the conference “Water and Wastewater in the Near and Middle East” which took place at the International trade fair “Wasser Berlin International”



f. l. t. r.: Dipl.-Ing. Martin Kluge, Project Manager Sales and Engineering, KSB AG; Dr.-Ing. Marc Peters, Director of Research and Development, Herrenknecht AG; Basil Al-Qaysi, General Director of the State Company of Industrial Design and Construction, Ministry of Industry and Minerals of the Republic of Iraq; Dieter Ernst, President Europe / MENA of RWL Water Group and Member of the Board of NUMOV; Lina Kareem Amlah, Chief Chemist in the Research Centre for Energy and Environment, Ministry of Industry and Minerals of the Republic of Iraq; Norbert Gasten, Vice President Power, Renewables and Water, KfW IPEX-Bank GmbH; Martin Kalhöfer, Director Africa/Middle East, Germany Trade and Invest

in Berlin. It was a particular pleasure to welcome an official delegation of the Iraqi Ministry of Industry and Minerals at the conference with H.E. Basil M. Hameed Al-Qaysi, General Director of the State Company of Industrial Design and Construction; H.E. Adnan Abdullah Bardan, Deputy Governor, Al Anbar, Republic of Iraq, and H.E. Dr. Hafedh Abdulazeez Jumaah, Deputy Governor Diyala, Republic of Iraq. During the fair “Wasser Berlin International” NUMOV and the IRAQI GERMAN BUSINESS DIALOGUE were represented with a joint stand.



Joint stand of NUMOV and IRAQI GERMAN BUSINESS DIALOGUE at the fair WASSER BERLIN INTERNATIONAL

The 24<sup>th</sup> May also marked the NUMOV, the German Near and Middle Association Annual Conference, which was opened by H.E. Abdullah bin Hamad Al-Attiyah, Deputy Prime Minister of the State of Qatar, together with H.E. Ernst Burgbacher, Parliamentary State Secretary at the German Federal Ministry of Economics and Technology, and took place at the Ministry of Economics and Technology in Berlin. In the evening the NUMOV German Near and Middle East Gala event 2011 took place, hosted by Porsche AG and saw around 400 guests from the political and economic sphere come together in celebration of Near and Middle East-German cooperation. H.E.



H.E. Abdullah bin Hamad Al-Attiyah, Deputy Prime Minister of the State of Qatar and Chief of the Emiri Diwan and H.E. Gerhard Schröder, former German Chancellor and Honorary Chairman of NUMOV



H.E. Ernst Burgbacher, State Secretary, German Federal Ministry of Economics and Technology; H.E. Abdullah Al-Attiah, Deputy Prime Minister and Chief of Amiri Diwan of the State of Qatar; Martin Bay, Chairman of NUMOV; Erich Staake, Member of the Board of NUMOV, Chairman of the Board of Duisport; Bernd Romanski, Dep. Chairman of NUMOV, Member of the Board of HOCHTIEF Solutions AG

Abdullah bin Hamad Al-Attiah was the guest of honour and the event was also attended by H.E. Gerhard Schröder, Honorary Chairman of NUMOV and former Chancellor of the Federal Republic of Germany. The event was hosted by Matthias Müller, Chairman of the Board of Porsche AG who gave a welcome address to all participants on behalf of his company. H.E. Abdullah bin Hamad Al-Attiah also spoke in his capacity as guest of honour and praised the excellent bilateral ties between Germany and Qatar. H.E. Gerhard Schröder also emphasised the excellent developments in German-Qatari relations and went on to outline current challenges facing the MENA region and the EU's role in strengthening ties.



H.E. Ernst Burgbacher, State Secretary, German Federal Ministry of Economics and Technology

Also taking place on the 24<sup>th</sup> May 2011 was the NUMOV Annual Meeting at the Federal Ministry of Economics and Technology. During the meeting, Martin Bay, Chairman of the Board of NUMOV outlined the various activities of the last year and gave an outline for planned activities. Additionally, the fol-



H.E. Abdullah Al-Attiah, Deputy Prime Minister and Chief of Amiri Diwan of the State of Qatar



Participants of the NUMOV German Near and Middle East Gala Event 2011

Following persons were confirmed by election as Members of the Board of NUMOV: Michael Ludwig, Member of the Board of Verbundnetz Gas, Günther Mull, Proprietor of DERMALOG Identification Systems GmbH, Erich Staake, Chairman of the Board of Duisport, Marc Hall, Managing Director of Bayerngas GmbH, Michael Glos, former Minister of Economics and Technology and Hans-Peter Floren, Member of the Board of E-ON Ruhrgas. Ambassador Dr. Rainald Steck, former Head of the Protocol at the German Federal Foreign Office in Berlin, became a new Member of the Advisory Board of NUMOV.

From 28<sup>th</sup> to 29<sup>th</sup> May 2011, H.E. Dr. Guido Westerwelle, Federal Minister of Foreign Affairs of Germany, visited Oman as part of an extended tour of the Asia-Pacific region, on invitation of H.M. Sultan Qaboos bin Sa'id Al Sa'id, Sultan of Oman.



H.M. Sultan Qaboos bin Said Al Said, Sultan of the Sultanate of Oman and H.E. Dr. Guido Westerwelle, Foreign Minister of the Federal Republic of Germany

During his stay, H.E. Dr. Guido Westerwelle was scheduled to hold talks with senior Omani officials to discuss bilateral relations between the two countries and the latest developments in the regional and international arenas. Due to the 40<sup>th</sup> anniversary of the establishment of diplomatic ties between the two countries, H.M. Sultan Qaboos bin Said al Said and H.E. Dr. Guido Westerwelle agreed to boost cooperation in economic, investment, tourism and technical fields including renewable energies, as well as efforts to enhance the volume of trade and investment exchange by enacting agreements signed in both countries' private sectors.



Young Iraqi diplomats in front of the NUMOV office

On 31<sup>st</sup> May 2011, NUMOV, the German Near and Middle East Association, and the German Orient-Institute held a reception in Berlin for young diplomats visiting from Iraq. The group was led by H.E. Dr. Peter Schmidt, Ambassador (ret.) and Programme Director for Iraq and Bosnia & Herzegovina, International Training for Diplomats. The young diplomats participated in the 5<sup>th</sup> Executive Seminar for Diplomats during their stay in Germany, organised by the German Foreign Service Academy, which ran from 24<sup>th</sup> May to 23<sup>rd</sup> June 2011. The seminar aimed to effectively prepare the young diplomats for future participation within the international political community.



H.E. Nizar Baraka, Moroccan Minister of Economy

H.E. Nizar Baraka, Minister of Economy of the Kingdom of Morocco visited Germany in May 2011 and outlined the economic opportunities and challenges his country is facing today. He emphasized that his country is undergoing a tremendous process of development in several economic sectors. The kingdom has formulated new visions and new incentive programs to strengthen the domestic economic sector. Regarding liberalizing the domestic market, Morocco has started to invest in several infrastructure projects to further promote economic growth. Especially important business sectors such as industry, energy, tourism, agriculture, IT, logistics,



water and wastewater were fields of additional governmental investment.

H.E. Hoshyar Zebari, Foreign Minister of the Republic of Iraq, paid a state visit to Germany in May 2011, where he met his German counterpart, H.E. Dr. Guido Westerwelle, Federal Foreign Minister, and H.E. Dr. Rainer Brüderle, then Federal Minister of Economics and Technology, and conducted productive mutual discussions. H.E. Hoshyar Zebari and H.E. Dr. Rainer Brüderle emphasised the strong and long-lasting relationship between both countries and the strong engagement in economics and politics, which both countries have intensified over the last years. In this regard, H.E. Zebari outlined the positive image the German economy still maintains in Iraq and described the huge potential his country can offer, especially for German investors.

NUMOV, the German Near and Middle East Association, in cooperation with Messe Hamburg organised the first edition of the German-Near and Middle East Ports Conference on the 15<sup>th</sup> June 2011, at the international fair MS&D, in the Hanseatic city of Hamburg. The conference aimed to bring together experts and leading figures from the port project sector, to enable ideas to be exchanged and key topics to be discussed. Jürgen Albersmann, Head of Corporate Development and Communication of Duisburger Hafen AG, opened and was followed by experts including, Jens Meier, CEO of Hamburg Ports Authority, Erich Staake, President and CEO of Duisburger Hafen AG and Member of the Board of NUMOV, and with a strong international cross-section including Captain Mahmoud bin Hussein Al Harbi, General Manager of Dhiba Port, Saudi Ports Authority, Captain Ahmad Yousuf Al Mass, Acting Chairman of Qatar Ports Management Company, who both provided informative presentations on port projects in their respective countries.



H.E. Hoshyar Zebari, Foreign Minister of the Republic of Iraq and H.E. Rainer Brüderle, Federal Minister of Economics and Technology



H.E. Hoshyar Zebari, Foreign Minister of the Republic of Iraq and H.E. Dr. Guido Westerwelle, Minister of Foreign Affairs of the Federal Republic of Germany



f.l.t.r.: Captain Ahmad Yousuf Al Mass, Acting Chairman of Qatar Ports Management Company; Erich Staake, President and CEO of Duisburger Hafen AG and Member of the Board of NUMOV; Jürgen Albersmann, Head of Corporate Development and Communication of Duisburger Hafen AG; Captain Mahmoud bin Hussein Al Harbi, General Manager of Dhiba Port, Saudi Ports Authority



f.l.t.r.: Serkan Tören, Member of the German Parliament, Ercan Karakoyun, Forum for Intercultural Dialogue, Günter Gloser, Member of the German Parliament and President of the Board of Trustees of the German Orient-Institute, Dr. Gunter Mulack, Ambassador (ret.) and Director of the German Orient-Institute, Dr. Şahin Alpay, Turkish columnist and author

Marking the occasion of the elections in Turkey, the German Orient-Institute organised the conference “Turkey After the Elections – Current Political Developments”, in conjunction with the Forum for International Dialogue, in order to discuss and debate Turkey’s future with leading experts. The event took place on 27<sup>th</sup> June 2011 at the Reichstag in Berlin. The conference covered relevant information about Turkey’s political system and provided a comprehensive overview of current and expected developments after the elections.

On 30<sup>th</sup> June 2011, NUMOV, the German Near and Middle East Association, organised a conference, taking place at HypoVereinsbank in Munich, aimed at providing participants with a useful insight into taxation and legal conditions when doing business in the Near and Middle East. Participants received useful information from many experts in this field, including high-level legal consultants and specialists in Islamic law. The event was hosted by Dr. Harald Watzek, Director and Head of International Business South Bavaria at HypoVereinsbank. Dr. Rainald Steck, former Ambassador and Member of the Advisory Board of NUMOV also briefly welcomed the participants. The event also included question and answer sessions and offered participants to establish direct contacts in the sector.



f.l.t.r.: Claus Warnken, Head of Division for International Export Control Regimes at the German Federal Ministry of Economics and Technology; Dr. Rainald Steck, former ambassador, Member of the Advisory Board of NUMOV; Dr. Philipp von Randow, legal representative of Latham & Watkins in Doha and Head of the Middle East finance department; Dr. Thomas Wülfing, specialist solicitor for mercantile, company and tax law at Wülfing-Zeuner-Rechel GbR; Michael Heise, legal consultant at Grünecker Kinkeldey Stockmair & Schwanhäusser



Continuing the trend of ever-improving Iraqi-German bilateral relations H.E. Hussain Al-Shahristani, Deputy Prime Minister for Energy of the Republic of Iraq, completed an official state visit to Berlin from 1<sup>st</sup> to 4<sup>th</sup> July 2011. Central to H.E. Al-Shahristani's visit was his attendance of the 'Pugwash Conference' which strives towards nuclear disarmament in all countries and to reduce the threat of war. The conference took place in the German capital from 1<sup>st</sup> to 4<sup>th</sup> July 2011. During his official visit to Berlin, H.E. Al-Shahristani also met with H.E. Dr. Philipp Rösler, German Federal Minister of Economics and Technology, and H.E. Dr. Guido Westerwelle, Foreign Minister of the Federal Republic of Germany. Additionally, H.E. Al-Shahristani took part in bilateral discussions with Dr. Christoph Heusgen, Foreign Policy and Security Advisor to German Federal Chancellor H.E. Dr. Angela Merkel. H.E. Al-Shahristani was accompanied to all meetings by H.E. Dr. Hussain M. F. Alkhateeb, Iraqi Ambassador to the Federal Republic of Germany.



H.E. Dr. Philipp Rösler, German Federal Minister of Economics and Technology and H.E. Hussain Al-Shahristani, Deputy Prime Minister for Energy of the Republic of Iraq



f.l.t.r.: H.E. Dr. Hussain M.F. Alkhateeb, Ambassador of the Republic of Iraq to Germany; H.E. Hussain Al-Shahristani, Deputy Prime Minister for Energy of the Republic of Iraq; H.E. Dr. Guido Westerwelle, German Federal Foreign Minister



Young diplomats from MENA region in front of the NUMOV office

On Wednesday 6<sup>th</sup> July 2011, NUMOV once again organised a reception for young diplomats from the Near and Middle East visiting Berlin. This time the group was headed by H.E. Folkmar Stoecker, Ambassador (ret.). The young diplomats also had the opportunity to participate in the Executive Seminar for Diplomats from the Middle East and North Africa run by the German Foreign Service. The programme aimed to prepare participants for their future cooperation within the international community.



Dr. Martin Herrenknecht, Chairman of the Board of Herrenknecht AG and Deputy Chairman of the Board of NUMOV

On 28<sup>th</sup> July, the event Business Forum Turkey, organised by NUMOV, the German Near and Middle East Association, in cooperation with SELF e.V., Verein zur Unterstützung der Selbstständigen/ association for supporting the self-employed, took place in Stuttgart. Dr. Martin Herrenknecht, Chairman of the Board Herrenknecht AG and Deputy Chairman of the Board of NUMOV, opened proceedings, welcomed participants and introduced potential market opportunities, drawing on his 20 years of business experience in Turkey. Faruk Ceran, Member of the Executive Board of SELF e.V. briefly introduced Önder Kurt, Secretary General of BUV (Bundesverband der Unternehmervereinigungen) who provided information about his organisation's role in supporting businesses. The participants also heard from other experts and had the opportunity to question the guest speakers. The Business Forum was a step towards further strengthening German-Turkish relations



f.l.t.r.: Helene Rang, CEO and Dp. Chairperson of NUMOV; Dietrich Becker, Head of the German Liaison Office in Benghazi; Burkhardt Müller-Sönksen, Member of the German Parliament; Sebastian Sons, Head of Research Unit of the German Orient-Institute

In light of developments taking place in Libya, NUMOV, the German Near and Middle East Association organised a workshop which aimed to explain and discuss issues from an economic point of view for interested NUMOV members and for foreign, in particular German, investors. The workshop took place on 1<sup>st</sup> August 2011 and was moderated by Burkhardt Müller-Sönksen, Member of the German Parliament. First-hand accounts were provided by Dietrich Becker, Head of Liason Office of the German Federal Government in Benghazi, and Stephan Hallmann, ZDF correspondent in Benghazi, who also answered the participants' questions. All participants encouraged the democratic development of Libya and the reconstructing of the Libyan economy.

On 12<sup>th</sup> August 2011, H.E. Dr. Guido Westerwelle, Foreign Minister of the Federal Republic of Germany, met with new Egyptian Foreign Minister

H.E. Mohamed Kamel Amr. Westerwelle highlighted the strategic role Egypt plays in the region and the close relationship between both countries over the last decades. While H.E. Dr. Guido Westerwelle agreed on further steps in order to intensify bilateral economic ties, H.E. Mohamed Kamel Amr announced the latest developments within the transformation process in Egypt. Recognising the effort of the Egyptian people for democratic institutions and freedom, H.E. Dr. Westerwelle mentioned that Germany will of course support the Egyptian transformation process.



H.E. Mohamed Kamel Amr, Foreign Minister of the Arab Republic of Egypt and H.E. Dr. Guido Westerwelle, Foreign Minister of the Federal Republic of Germany

Mirroring the impressive volume and ambition of large-scale projects currently taking place in Saudi Arabia, NUMOV, the German Near and Middle East Association organised the conference “Mega Projects in Saudi Arabia” on 15<sup>th</sup> September 2011 at the Embassy of the Kingdom of Saudi Arabia in Berlin. The conference brought together companies, giving them the chance to gain a useful insight into the project market in Saudi Arabia. H.E. Prof. Dr. med. Ossama bin Abdul Majed Shobokshi, Ambassador of the Kingdom of Saudi Arabia to Germany, welcomed the participants to the conference and also highlighted new investment guidelines which could be beneficial to foreign investors.



Participants of the conference “Mega Projects in Saudi Arabia” in the Kingdom of Saudi Arabia”

Martin Bay, Chairman of the Board of NUMOV, thanked H.E. Prof. Dr. med. Ossama bin Abdul Majed Shobokshi for the tremendous honour of being a guest at the Embassy and presented a sample of large-scale projects in Saudi Arabia. Following this the participants heard a series of informative presentations from an array of experts in the field.

From 19<sup>th</sup> to 22<sup>nd</sup> September 2011 the international building fair PROJECT IRAQ took place in Erbil, Iraq. As part of the strong German presence at the fair, NUMOV, the German Near and Middle East Association together with the IRAQI-GERMAN-BUSINESS-DIALOGUE participated with a joint



NUMOV / IRAQI GERMAN BUSINESS DIALOGUE joint stand at the PROJECT IRAQ

stand at the event. Participants were provided with useful and important information about German companies who presented themselves and their products at the joint German pavilion. The trade fair is a success story for the region and this success is reflected in the figures: this year, participants came from 24 countries, and the fair is fast becoming one of the most important trade shows in the Near and Middle East.



H.E. Wolfgang Schäuble, Minister of Finance of the Federal Republic of Germany and H.E. Mehmet Simsek, Minister of Finance of the Republic of Turkey, under attendance of H.E. Abdullah Gül, President of the Republic of Turkey and H.E. Christian Wulff, President of the Federal Republic of Germany

On 19<sup>th</sup> September 2011, the Agreement for the Avoidance of Double Taxation and of Tax Evasion between the Federal Republic of Germany and the Republic of Turkey was signed by H.E. Wolfgang Schäuble, Minister of Finance of the Federal Republic of Germany and H.E. Mehmet Simsek, Minister of Finance of the Republic of Turkey. H.E. Christian Wulff, President of the Federal Republic of Germany and H.E. Abdullah Gül, President of the Republic of Turkey attended the joint signature, which will further strengthen the bilateral relationship between Turkey and Germany. The new agreement is based on the OECD Model Convention and it improves the exchange of tax informations.

On the occasion of the visit of H.E. Abdullah Gül, President of the Republic of Turkey, the conference “German-Turkish Energy Forum 2011 – Regenerative Energies” was held on 21<sup>st</sup> September 2011 in Stuttgart, under the patronage of H.E. Christian Wulff, President of the Federal Republic of Germany. This high-level exchange highlighted the excellent levels of German-Turkish cooperation and showed the willingness to increase this cooperation particularly in the energy sector. High-ranking speakers including ministers from both the Turkish and German governments engaged in a fruitful discussion concerning the future energy supply and potential approaches. The Turkish side emphasised how interesting the energy market is for German investors since Turkey has focussed more and more on regenerative energy supply.



f.l.t.r.: H.E. Winfried Kretschmann, Minister President of Baden-Württemberg, H.E. Taner Yildiz, Turkish Minister of Energy and Natural Resources, H.E. Mehmet Şimşek, Turkish Minister of Finance, in Stuttgart





f.l.t.r.: Hayati Cetin, Dep. Head of Energy Department, Ministry of Energy and Natural Resources, Bernd Romanski, Dep. Chairman of NUMOV and Member of the Management Board HOCHTIEF Solutions AG, and Osman Kimil, President of BUV

From 25<sup>th</sup> to 29<sup>th</sup> September 2011, NUMOV, the German Near and Middle East Association, organized an economic delegation of twenty business representatives to the Republic of Turkey. The delegation was led by Dr.-Ing. E.h. Martin Herrenknecht, Deputy Chairman of the Board of NUMOV and Chairman of the Board of Herrenknecht AG. The delegation consisted of representatives from many different sectors and branches such as manufacture and construction, energy and real estate, mechanical and environmental engineering, as well as legal, political, economic and financial consultancy.



f.l.t.r.: H.E. Eberhard Pohl, Ambassador of the Federal Republic of Germany to Turkey, Dr. h.c. Gerd Andres, Wiese Consult GmbH, and Dr.-Ing. E.h. Martin Herrenknecht, Deputy Chairman of the Board of NUMOV and Chairman of the Board of Herrenknecht AG

On the day of arrival, the delegation was invited for a dinner by the NUROL Holding Inc., one of the major companies in Turkey for construction, trading, tourism and finance. The delegation's main interests

were to get an impression and insightful information on Turkey's current state of economic and political affairs and to make contacts with potential business partners for cooperation and investment.

The delegation visited Ankara on 26<sup>th</sup> September 2011 and was received by H.E. Ambassador Eberhard Pohl and Hans-Jörg Brunner, Head of the Economic Service, at the Embassy of the Federal Republic of Germany. Here, the delegation was informed in detail about the political and economic framework conditions in Turkey.

The German business representatives were then received at the Confederation of Businessmen and Industrialists of Turkey (TUSKON), one of the major business organizations in the country.

The afternoon of 27<sup>th</sup> September 2011 was then reserved for a special Business Contact Forum which NUMOV organised together with the Istanbul Chamber of Industry (ISO) at the Odakule İş Merkezi in İstiklâl Street, in the very heart of Istanbul. With industry being the motor of both economies, the Business Forum helped pave the way for future cooperation and investments.

The last full day of the delegation visit started with a meeting at the Foreign Economic Relations Board (DEİK) in the up and coming quarter of Levent, the banking and commercial centre north of Istanbul.

According to Dr.-Ing E.h. Martin Herrenknecht, this year's NUMOV economic delegation to Turkey offered another contribution to the strengthening of the bilateral relations, trust and cooperation between the two countries and paid tribute to the high dynamic economic success and the growing role of Turkey as the anchor of stability in the region and for both Europe and the Near and Middle East. This praise was acknowledged by the delegation's conference partners in both Ankara and Istanbul, who all



expressed their thanks to NUMOV and the delegation participants for visiting “new Turkey” and rendering support to the relations between the two countries.

H.E. Dr. Philipp Rösler, German Federal Minister of Economics and Technology, visited Tripolis, the Capital of Libya, from 12<sup>th</sup> to 13<sup>th</sup> October 2011, along with a German business delegation. He met with several representatives of the Libyan National Transitional Council (LNTC), amongst others H.E. Mustafa Mohammed Abdul al-Jalil, the Head of the LNTC. Besides humanitarian aid – Germany has received injured Libyans for medical treatment and is delivering drugs and medical equipment – the prospective economic cooperation between both countries was the major topic.



H.E. Dr. Philipp Rösler, Minister of Economics and Technology of the Federal Republic of Germany and H.E. Dr. Abdullah Shamia, Minister of Economics of the Libyan National Transitional Council

On 13<sup>th</sup> October, 2011, the German Orient-Institute in cooperation with the FID (Forum for Intercultural Dialogue e.V.) invited the author Michael Thumann to discuss and present his book “Der Islam-Irrtum: Europas Angst vor der islamischen Welt”. Michael Thumann has also been active as a correspondent for the German newspaper DIE ZEIT. The discussion took place at the Grimm Centre of the Humboldt University in Berlin. In the ensuing discussion, the need for further dialogue and the recognition of differences in religion, culture and identity, was highlighted.



Michael Thumann, Head of the editorial office for the Middle East of the newspaper DIE ZEIT in Istanbul

On 14<sup>th</sup> October 2011, NUMOV, the German Near and Middle East Association organised the event “Financial Conference Near and Middle East” at the invitation of Deutsche Bank AG in Frankfurt/Main. More than 100 business representatives from various companies attended the event in order to dis-



Participants of “Financial Conference Near and Middle East”



Jürgen Fitschen, Member of the Board of Deutsche Bank AG and Member of the Board of NUMOV

cuss financing instruments and economic developments in the MENA region. Jürgen Fitschen, Member of the Board of Deutsche Bank AG and Member of the Board of NUMOV, opened the event and welcomed the participants, emphasising the strong economic developments and huge potential for German companies in this region. The participants also heard a series of informative presentations from expert guest speakers and gained a useful insight into market potential in the Near and Middle East. Finally, the participants also had the opportunity to visit the Green Towers of Deutsche Bank AG, which are an excellent example of energy efficient architecture.



H.E. Christian Wulff, President of the Federal Republic of Germany and H.E. Hamid Karzai, President of the Islamic Republic of Afghanistan

On 16<sup>th</sup> October 2011, H.E. Christian Wulff, President of the Federal Republic of Germany, arrived in Kabul, Afghanistan, as part of a spontaneous state visit. He is the first German President in 44 years to travel to the Afghan capital. On the same day, H.E. Christian Wulff met with H.E. Hamid Karzai, President of the Islamic Republic of Afghanistan. Aiming at intensifying bilateral exchange, H.E. Wulff emphasized the strong relationship between Germany and Afghanistan and affirmed Germany's support of Afghanistan after the withdrawal of international troops in 2014. He highlighted that Germany will not abandon Afghanistan and will be available for further advice and educational capacities. Germany's aim is the general long-term success of Afghanistan, notably in the fields of economy, security and reconstruction cooperation.



German Pavillion at the International fair Saudi Build 2011 in Riyadh

From 16<sup>th</sup> to 19<sup>th</sup> October 2011 the outstanding construction exhibition Saudi Build took place in Riyadh. Traditionally, German presence is strong at this event and this year was no exception, with 32 German companies exhibiting at the event and with NUMOV, the German Near and Middle Association, participating in cooperation with the German Federal Ministry of Economics and Technology in the form of a joint pavilion. The German pavilion, one of the

largest at the exhibition, provided participants with important information about German products and exhibiting companies, which received a lot of attention at the event. The Saudi Build is one of the most significant construction events in the entire region and most German participants have decided to take part in next year's show.

The 18<sup>th</sup> October 2011 marked the occasion of Qatar Airways achieving its 100<sup>th</sup> destination which it operates, a milestone for the airline. This was not the only cause for celebration as the festive reception also marked 10 years since the foundation of the Qatar-German-Business-Forum. The event was opened by H.E. Abdulrahman Al-Khulaifi, Ambassador of the State of Qatar to Germany, who warmly welcomed all participants and, in his welcome address, expressed his satisfaction and positive outlook concerning Qatari-German relations. Gregory Epps, Country Manager for Germany at Qatar Airways, gave a brief overview of the airlines recent history, charting its success story to become one of the most influential and fastest growing airlines in the world. The event exemplifies the excellent Qatari-German cooperation and shows the commitment of the Qatar-German-Business-Forum to promoting and deepening bilateral relations.



f.l.t.r.: Michael Glos, the former Federal Minister for Economics and Technology, Member of the German Parliament and Member of the Board of NUMOV; H.E. Abdulrahman Al-Khulaifi, Ambassador of the State of Qatar to Germany and Hartmut Mehdorn, CEO of Air Berlin PLC & Co. and Member of the Board of NUMOV

On 1<sup>st</sup> November 2011, German Vice Chancellor and Federal Minister of Economics and Technology, H.E. Dr. Philipp Rösler, received the Deputy Prime Minister and Minister of State of the Republic of Turkey, H.E. Ali Babacan in Berlin. The visit of H.E. Ali Babacan marked another step in the numerous mutual visits between German and Turkish representatives. During the meeting, both ministers recognized the potential and positive development of the bilateral economic relations. The long-lasting partnership overcame the world economic crisis, and both countries recovered quite quickly. Germany and Turkey may both be recognized as growth engines for the world economy.



H.E. Dr. Philipp Rösler, Vice Chancellor and Federal Minister of Economics and Technology, and H.E. Ali Babacan, Deputy Prime Minister and Minister of State of the Republic of Turkey



H.E. Dr. Philipp Rösler, Vice Chancellor and Federal Minister of Economics and Technology and H.E. Nouri al-Maliki, Prime Minister of the Republic of Iraq

German Vice Chancellor and Federal Minister of Economics and Technology, H.E. Dr. Philipp Rösler, travelled to Baghdad from 2<sup>nd</sup> to 4<sup>th</sup> November 2011 on the occasion of the 6<sup>th</sup> German-Iraqi Joint Economic Commission. H.E. Dr. Philipp Rösler was accompanied by a delegation of numerous representatives of German companies. The intention of the meeting was to enhance Iraqi and German cooperation in the fields of energy, health, trade and transportation among others. The German Minister met H.E. Nouri al-Maliki, Prime Minister of the Republic of Iraq, H.E. Hassan Babakir, the Minister of Trade of the Republic of Iraq and H.E. Ahmed Dali, Minister of Industry of the Republic of Iraq. The main concern of the Iraqi Premier is to secure long-term methods of funding and financial resources. H.E. Dr. Philipp Rösler addressed the topic of an already negotiated bilateral investment treaty, which still needs to be ratified by the Iraqi representatives. He emphasized the importance of such an agreement to encourage further investment and to provide a safe environment for foreign firms and economic activity. The opening of the “German Day” of the Baghdad International Fair was another important event on the German Minister’s trip to Baghdad. The fair, which took place from the 1<sup>st</sup> to 10<sup>th</sup> November 2011 has been organized by the Iraqi Ministry of Trade and represents a wide range of industries such as agriculture and engineering.



Günther Mull, CEO of DER-MALOG Identification Systems GmbH and Member of the Board of NUMOV

On 8<sup>th</sup> November 2011, NUMOV, the German Near and Middle East Association, organised a conference on project acquisition and implementation in the countries of the Gulf Cooperation Council (GCC) in Hamburg. During the conference the general economic development and business opportunities in the GCC countries, as well as key aspects of project acquisition such as project identification, cooperation with local partners, the dialogue with the clients or partners, negotiations, and project financing were addressed. Additionally, the options of political support by the Federal Foreign Office and the



embassies in the region as well as export credit guarantees were covered by the speakers.

The prospects for Kuwaiti-German bilateral relations were addressed during the economic reception on 15<sup>th</sup> November 2011. H.E. Dr. Musaed Al-Haroun, Ambassador of the State of Kuwait to Germany, received the members of NUMOV, the German Near and Middle East Association, at his residence in Berlin. H.E. Dr. Musaed Al-Haroun expressed his confidence in a further strengthening of the bilateral relations between the State of Kuwait and the Federal Republic of Germany. Especially in economic terms, he sees potential for engagement of German companies, as the Gulf state is seeking to diversify its economy and therefore needs technical know-how and products of high quality. The Kuwait Development Plan (KDP), initiated in 2010, is the blueprint of Kuwait's ambitions to meet the future challenges of a growing population and gain independency from an oil-based economy.



Dr. Rainald Steck, Ambassador (ret.) and Member of the Advisory Board of NUMOV, and H.E. Dr. Musaed al-Haroun, Ambassador of the State of Kuwait to Germany

H.E. Dr. Guido Westerwelle, Foreign Minister of the Federal Republic of Germany, recently visited Kabul to meet with H.E. Hamid Karzai, President and H.E. Zalmi Rassoul, Foreign Minister of the Islamic Republic of Afghanistan. The occasion was in preparation for the International Afghanistan Conference in Bonn which took place on 5<sup>th</sup> December 2011, and brought together about 1,000 delegates from 85 countries and 15 non-governmental organisations.

The German Foreign Minister underlined that despite the withdrawal of German security forces, the mutual partnership between both countries will remain and Germany will continue to help with the reconstruction process. Continued German engagement is important in maintaining stability in Afghanistan and the region.

From 13<sup>th</sup> to 22<sup>nd</sup> November 2011, a group of 22 youths from the Kingdom of Saudi Arabia visited



Closing Session of the Saudi-German Youth Forum in the Embassy of the Kingdom of Saudi Arabia in Berlin

Germany to meet with their German counterparts, along with representatives from the Ministry of Foreign Affairs, King Abdullah City for Renewable Energy, and the private sector. The Forum is part of the interfaith dialogue initiative that was launched by H.M. King Abdullah bin Abdulaziz Al-Saud, King of Saudi Arabia and Custodian of the Two Holy Mosques. In cooperation with the German Federal Foreign Office, the Free University of Berlin and the Ecologic Institute, a programme with visits to and discussions at several institutions in Berlin and Hamburg was organised. During the closing session of the Forum on 21<sup>st</sup> November 2011 at the Embassy of the Kingdom of Saudi Arabia in Berlin, the speakers highlighted the importance of an intercultural dialogue, especially between young people.



Participants of the Bahrain-German Gala Dinner

On the evening of 21<sup>st</sup> November 2011, the Bahrain-German Gala Dinner took place on the occasion of the visit of a delegation from Bahrain to Germany, led by H.E. Sheikh Mohammed Bin Essa Al-Khalifa, Chief Executive of the Bahrain Economic Development Board (EDB). The Bahrain EDB is a state-run organisation for the promotion of economic development. It is chaired by H.R.H. Prince Salman bin Hamad bin Essa Al Khalifa, the Crown Prince of the Kingdom of Bahrain. The event took place at the Adlon Hotel in Berlin and 250 guests active in economic and political life in Germany and Bahrain took part. The Bahrain-German Gala Dinner provided an excellent opportunity to initiate or



H.E. Sheikh Mohammed Bin Essa Al Khalifa, Chief Executive of the Bahrain Economic Development Board, and Bernd Romanski, Chairman of NUMOV, and Member of the Board of HOCHTIEF Solutions AG



strengthen business contacts between German and Bahraini company representatives.

On 23<sup>rd</sup> November 2011, the German Orient-Institute and the Konrad-Adenauer-Stiftung, organised the joint conference that was entitled “Between Freedom and Repression – The Future of Syria”, to gain an overview of the current situation and possible future scenarios. In Syria, various opposition groups have been demonstrating against the Bashar al-Assad regime for the last eight months. The demonstrators, like many in other countries in the region, are calling for political participation, personal freedom, and democratisation. The event was an exchange for high-ranking speakers and interested participants from the political, cultural, scientific, and economic spheres.



Hozan Ibrahim, Member of the Secretariat-General of the Syrian National Council (SNC) and Spokesperson for the Local Coordination Committees (LCC) in Syria, and Dr. Nikolaos van Dam, Ambassador (ret.) of the Netherlands



Dr. Gunter Mulack, Ambassador (ret.), Director of the German Orient-Institute, and Dr. Carsten Wieland, Near East expert

On 28<sup>th</sup> November 2011, H.E. Dr. Philipp Rösler, German Vice Chancellor and Federal Minister of Economics and Technology, met H.R.H. Prince Salman bin Hamad bin Isa Al Khalifa, the Crown Prince of the Kingdom of Bahrain, to discuss regional developments. They agreed to enhance bilateral cooperation in the future. On the next day, H.E. Dr. Philipp Rösler, German Vice Chancellor and Federal Minister of Economics and Technology, held a meeting with H.R.H. Prince Salman bin Hamad bin Isa Al Khalifa in Berlin. The focus of the meeting was to strengthen bilateral economic relations as well as discuss the current reform process.



H.E. Dr. Philipp Rösler, German Vice Chancellor and Federal Minister of Economics and Technology and H.R.H. Prince Salman bin Hamad bin Isa Al Khalifa, the Crown Prince of the Kingdom of Bahrain

On Tuesday, 29<sup>th</sup> November 2011, H.M. Abdullah II bin al-Hussein, King of the Hashemite Kingdom of Jordan, met with H.E. Dr. Guido Westerwelle, Foreign Minister of the Federal Republic of Germany during his official visit to Germany for a continuing exchange of ideas about the Near East Peace Process and the situation in Syria, as well as the bilateral relations between Jordan and Germany. H.M. Abdullah II bin al-Hussein and H.E. Dr. Guido Westerwelle agreed to initiate further steps to



H.E. Dr. Guido Westerwelle, Foreign Minister of the Federal Republic of Germany, and H.M. Abdullah II bin al-Hussein, King of the Hashemite Kingdom of Jordan

strengthen the bilateral economic, political and cultural relations between the two countries.



Martin Bay and H.E. Dieter Haller, German Ambassador to the Kingdom of Saudi Arabia

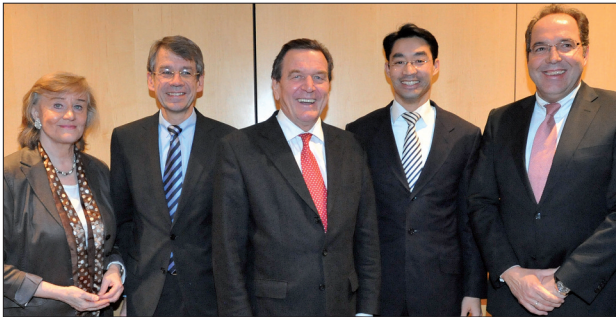


Bernd Romanski and Martin Bay

The 89<sup>th</sup> NUMOV Länderforum with a special focus on the Kingdom of Saudi Arabia which was hosted by the Federal Ministry of Health took place on 30<sup>th</sup> November 2011. H.E. Dieter Haller, explained the importance of Saudi Arabia in the region and the strong economic potential for German companies in the Saudi market. His knowledgeable remarks were most beneficial for the NUMOV members present.

After the 89<sup>th</sup> Länderforum the NUMOV members meeting was opened by Martin Bay. He welcomed the members and guests present to an additional members meeting this year. He pointed out that he wished to relinquish his role as Chairman and recommended Bernd Romanski, Deputy Chairman for many years and Member of the Board of HOCHTIEF Solutions AG, as his successor. This was unanimously confirmed in the subsequent vote. Burkhard Dahmen, Member of the Board of SMS Siemag was also elected as an additional Deputy Chairman, and Matthias Müller, Chairman of the Board of Porsche, Ralf to Baben, Member of the Board of RWE DEA and Hubert Bock, Managing Director of Misr Bank were all elected as additional Members of the Board.

In the evening of 30<sup>th</sup> November 2011, H.E. Dr. Philipp Rösler, German Vice Chancellor and Federal Minister of Economics and Technology, met with Board Members of NUMOV, the German Near and Middle East Association, and NUMOV Honorary Chairman and former Federal Chancellor H.E. Gerhard Schröder, as well as the newly elected NUMOV Chairman Bernd Romanski. During the meeting he underlined the economic importance of the Near and Middle East region and his willingness to support NUMOV activities for the region. H.E. Dr. Philipp Rösler also personally congratulated Bernd Romanski on his new appointment as Chairman of the Board of NUMOV.



f.l.t.r.: Helene Rang, CEO and Dp. Chairperson of NUMOV; Dr. Norbert Kloppenburg, Member of the Board of KfW Bankengruppe and Dp. Chairman of NUMOV; H.E. Gerhard Schröder, Former German Federal Chancellor and Honorary Chairman of NUMOV; H.E. Dr. Philipp Rösler, German Vice Chancellor and Federal Minister of Economics and Technology, and Bernd Romanski, Member of the Board of HOCHTIEF Solutions AG and new Chairman of the Board of NUMOV

On 1<sup>st</sup> December 2011, UniCredit Bank AG organised the event Trade & Export Finance Day 2011. The event took place in Nürnberg and brought together expert guest speakers to discuss various topics concerning finance and banking activities in the Near and Middle East. NUMOV contributed through a comprehensive overview of the macro-economic developments and opportunities in the Near and Middle East region.



f.l.t.r.: Leonhard Guntz, Head of International Business for Northern Bavaria, UniCredit Bank AG; Abdurrahim Güleç Deputy Managing Director of NUMOV; Alexander Ladaa, Head of Transactional Sales, UniCredit Bank AG; Siegfried Hochhold, Senior Trade Risk Facilitation Manager, UniCredit Bank AG; René Kienast, Company Advisor for Euler Hermes Credit Insurance AG and Georg Huber, Board Member SE, Berching

H.E. Dr. Philipp Rösler, Vice Chancellor and Federal Minister of Economics and Technology of the Federal Republic of Germany, visited the State of Qatar from 7<sup>th</sup> to 8<sup>th</sup> December 2011. He was accompanied by a high-ranking German business delegation. Besides a meeting with H.H. Sheikh Hamad bin Khalifa Al-Thani, Emir of the State of Qatar, the visit was also in conjunction with the 20<sup>th</sup> World Petroleum Congress which took place from 4<sup>th</sup> to 8<sup>th</sup> December 2011 in Doha. On 9<sup>th</sup> December 2011, H.E. Dr. Philipp Rösler arrived in Egypt in order to demonstrate Germany's commitment to support Egypt's transitional process over the next years.



H.E. Dr. Philipp Rösler, German Vice Chancellor and Federal Minister of Economics and Technology with H.H. Sheikh Hamad bin Khalifa Al Thani, Emir of the State of Qatar

On the occasion of the visit of H.E. Hadi Farhan Abdullah Al-Ameri, Minister of Transport of the Republic of Iraq, several issues concerning the Iraqi



f.l.t.r.: Helene Rang, CEO of NUMOV; H.E. Dr. Peter Ramsauer, Federal Minister of Transport, Building and Urban Development of the Federal Republic of Germany; H.E. Hadi Farhan Abdullah Al-Ameri, Minister of Transport of the Republic of Iraq; H.E. Dr. Hussain M. Fadhilallah Alkhateeb, Ambassador of the Republic of Iraq to Germany

transport sector were addressed during the German-Iraqi Economic Dialogue – Infrastructure and Transport on 21<sup>st</sup> December 2011 in Berlin. The event was opened by H.E. Dr. Peter Ramsauer, Federal Minister of Transport, Building and Urban Development of the Federal Republic of Germany. H.E. Dr. Peter Ramsauer highlighted the close bilateral relations between the two countries and the vast opportunities for further intensification. The German-Iraqi Economic Dialogue was attended by Dr. Sami R. Al-Araji, Chairman of the National Investment Commission (NIC) of the Republic of Iraq, H.E. Hussein Mahmood Fadhlalla Alkhateeb, Ambassador of the Republic of Iraq to Germany, as well as further representatives from the German ministries staff and several high-ranking representatives from key German companies dealing in the transport sector.

## 2012

From 7<sup>th</sup> to 9<sup>th</sup> January 2012, H.E. Dr. Guido Westerwelle, Foreign Minister of the Federal Republic of Germany visited Algeria, Libya and Tunisia in order to emphasize the German support for the countries in a transitional phase after having seen large-scale popular uprisings in 2011. First, H.E. Dr. Guido Westerwelle arrived in Algeria and met with H.E. Mourad Medelci, Foreign Minister of the People's Democratic Republic of Algeria, H.E. Ahmed Ouyahya, Prime Minister of the People's Democratic Republic of Algeria, and H.E. Mohamed Benmeradi, Minister of Industries of the People's Democratic Republic of Algeria. On 8<sup>th</sup> January 2012, he went on to Libya to discuss current developments in Libya with H.E. Abdurrahim El-Keib, transitional Prime Minister of Libya.



H.E. Dr. Guido Westerwelle, Foreign Minister of the Federal Republic of Germany and H.E. Rafik Abdel-Salam, Foreign Minister of the Tunisian Republic signed a common agreement within the German-Tunisian Transformation Dialogue and a declaration of intention for a energy partnership.

On the last day of his trip, H.E. Dr. Guido Westerwelle arrived in Tunisia which was the first country that had seen popular uprisings in 2011. During his talks with H.E. Moncef Marzouki, President of the Republic of Tunisia, and H.E. Hamadi Jebali, Prime Minister of the Republic of



**NAH- UND MITTELST-VEREIN E.V.**  
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- Project-Hotline • Bi-monthly Magazine "Near and Middle East Economic Forum" (Wirtschaftsforum Nah- und Mittelost)
- Near and Middle East Economic Handbook • Founder and coordination office of the Federation of European Near and Middle East Business Associations
- German Orient-Foundation / German Orient-Institute • German-Egyptian Economic Council • Saudi German Business Dialogue • German-Yemenite Forum • Qatar German Business Forum • Iraqi German Business Dialogue
- NUMOV Junior Section • NUMOV Senior Consultants Section

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**Chairman Oliver Hermes, CEO Helene Rang,  
Honorary Chairman Gerhard Schröder,  
Former Chancellor of the Federal Republic of Germany**



Tunisia, H.E. Dr. Guido Westerwelle praised the latest achievements and granted Germany's support for the implementation of a democratic and liberal political and economic system.



H.E. Hans-Joachim Otto, Parliamentary State Secretary at the Federal Ministry of Economics and Technology, and the accompanying German business delegation

Against the background of steady economic growth and close trade relations with the countries of the Near and Middle East, H.E. Hans-Joachim Otto, Parliamentary State Secretary at the Federal Ministry of Economics and Technology, paid a visit to the United Arab Emirates and Qatar. He was accompanied by a high-ranking German business delegation. During his trip from 11<sup>th</sup> to 17<sup>th</sup> January 2012, H.E. Hans-Joachim Otto and the German company representatives visited the international fairs "Intersec" which was taking place from 15<sup>th</sup> to 17<sup>th</sup> January 2012 in Dubai, and the "World Future Energy Summit (WFES)" in Abu Dhabi, taking place from 16<sup>th</sup> to 19<sup>th</sup> January 2012. In several intensive talks, the options to further strengthen the bilateral relations and to closely cooperate were addressed.

H.E. Hans-Joachim Otto emphasized that the countries of the Near and Middle East, and the GCC states in particular will see considerable economic growth over the next years and will provide many lucrative business opportunities for German investments.



f.l.t.r.: Helene Rang, CEO of NUMOV, H.E. Abdulrahman Mohamed Al-Khulaifi, Ambassador of the State of Qatar to Germany, H.E. Thomas Ilka, State Secretary at the German Federal Ministry of Health, H.E. Professor Dr. med. Ossama bin Abdul Majed Shobokshi, Ambassador of the Kingdom of Saudi Arabia to Germany and Doyen of the Arab Diplomatic Corps, H.E. Dr. Hussain Mahmood Fadhlalla Alkhateeb, Ambassador of the Republic of Iraq to Germany, H.E. Dr. med. Masednah El-Kothany, Ambassador of Libya to Germany

The conference "Medical Specialists – Strengthening the Health Education Cooperation between Germany and the Near and Middle East" organized by the German Orient-Institute in cooperation with the German Federal Ministry of Health was held with great success on the 12<sup>th</sup> January 2012 in Berlin. H.E. Thomas Ilka, State Secretary at the German Federal Ministry of Health welcomed the participants and briefly introduced them to the topic. After a welcome address from H.E. Prof. Dr. med. Ossama bin Abdul Majed Shobokshi, Ambassador of the Kingdom of Saudi Arabia to Germany and Doyen of the Arab Diplomatic Corps,



H.E. Hussain Mahmood Fadhlalla Alkhateeb, Ambassador of the Republic of Iraq to Germany, H.E. Abdulrahman Mohammed S. Al-Khulaifi, Ambassador of the State of Qatar to Germany, and H.E. Dr. Masednah El-Kothany, Ambassador of Libya to Germany, various experts in their fields provided a comprehensive overview on health education cooperation with the aim to broaden education and training to health professionals from the Arab and Central Asian countries.

Prior to this conference, the German Orient-Institute conducted the study “Cooperation with the Near and Middle East and Central Asia. Medical Specialist Training in Germany – Current Situation, Challenges, Perspectives” concerning opportunities for multilateral cooperation in the health education sector, which was presented to the public during the conference. The system in Germany for training doctors from the Arab world or Central Asia has the potential to become a model for success. Both demand from the region and interest on the German side to expand international cooperation in the area of medical specialist training are in abundance. It is estimated that currently already more than 1,000 doctors and medical practitioners from Arab countries including Saudi Arabia, the United Arab Emirates, Qatar, Kuwait, Oman, Iraq and Libya, as well as from the Central Asian republics of Kazakhstan, Turkmenistan and Azerbaijan are currently in Germany pursuing specialist training or specialising.

H.E. Gerhard Schröder, former Chancellor of the Federal Republic of Germany and Honorary Chairman of NUMOV, the German Near and Middle East Association, paid a visit to the Sultanate of Oman from 15<sup>th</sup> to 17<sup>th</sup> January 2012. He was accompanied by a high-ranking German business delegation which sought to improve the already good relations with Oman. H.E. Gerhard Schröder was warmly welcomed by H.M. Sultan Qaboos Bin



Sa'id Al Sa'id, Sultan of the Sultanate of Oman. Both praised the strong and trustful ties between the two countries and their efforts to closely cooperate in the future in order to help the Sultanate to diversify its economy.



H.E. Gerhard Schröder, former Chancellor of the Federal Republic of Germany and Honorary Chairman of NUMOV, and H.M. Sultan Qaboos Bin Sa'id Al Sa'id, Sultan of the Sultanate Oman

Additionally, H.E. Gerhard Schröder met with H.E. Sheikh Saad Mohammed Said Al-Mardhoff Al-Saadi, Minister of Commerce and Industry, H.E. General Sultan Mohammed A'Nomani, Minister of the Royal Office, H.E. Darwish Ismail Al-Balushi, Minister Responsible for Financial Affairs, H.E. Dr. Omar Abdel Moneim Al-Zawari, His Majesty's Special Advisor for External Liason, and H.E. Khalil Abdullah Al-Khunji, Chairman of Oman Chamber of Commerce and Industry.



NUMOV joint stand at the World Future Energy Summit in Abu Dhabi

During the 5<sup>th</sup> "World Future Energy Summit (WFES)" which took place from 16<sup>th</sup> to 19<sup>th</sup> January 2012 under the patronage of H.H. General Sheikh Mohammed bin Zayed Al Nahyan, Crown Prince of Abu Dhabi and Deputy Supreme Commander of the UAE Armed Forces and was hosted by Masdar, a mubdala company, NUMOV, the German Near and Middle East Association participated with a joint exhibition stand at the event. NUMOV, also an official supporter of the WFES 2012, provided all interested visitors with important information regarding German companies representing themselves and

their products, therefore promoting the establishment and deepening of economic and trade relations with companies in the Near and Middle East.

H.E. Mahmoud Abbas, President of the Palestinian National Authority, recently paid a state visit to Germany from 17<sup>th</sup> to 19<sup>th</sup> January 2012 on the invitation of H.E. Christian Wulff, President of the Federal Republic of Germany. During his three-day visit, H.E. Mahmoud Abbas met with H.E. Christian Wulff, H.E. Dr. Angela Merkel, Chancellor of the Federal Republic of Germany, and H.E. Dr. Guido Westerwelle, Foreign Minister of the Federal Republic of Germany. Both the Palestinian and the German side emphasized the good relations and their willingness to go further with the peace talks between Israel and the Palestinians. The peace process was one major topic that had been addressed during the intensive talks. A mutual acceptable solution for the conflict would also enhance Palestinian political and economic performance and overall development.



H.E. Mahmoud Abbas, President of the Palestinian National Authority, and H.E. Christian Wulff, President of the Federal Republic of Germany

In addition to his visit to Algeria, Libya and Tunisia, H.E. Dr. Guido Westerwelle, Foreign Minister of the Federal Republic of Germany, continued his trip to the Near and Middle East region on 29<sup>th</sup> January 2012 with a visit to the Hashemite Kingdom of Jordan, where he met with his Jordanian counterpart H.E. Nasser Judeh, Foreign Minister of the Kingdom of Jordan, to discuss the latest regional developments. The next day, he went on to Egypt evaluating the Egyptian transitional process and emphasizing that Germany is keen to support Egypt's path towards democracy and a free market economy.

The next steps were discussed with H.E. Mohamed Kamel Amr, Foreign Minister of the Arab Republic of Egypt, several high-ranking party leaders, as well as H.E. Amr Moussa, Presidential Candidate and former Secretary General of the Arab League. On 1<sup>st</sup> February 2012, H.E. Dr. Guido Westerwelle arrived

in Israel where he met with H.E. Shimon Peres, President of the State of Israel, Benjamin Netanyahu, Prime Minister of the State of Israel, and Avigdor Lieberman, Foreign Minister of the State of Israel. The intensive talks focused on the current peace process with the Palestinians and recent developments in the Near and Middle East.

Following this, H.E. Dr. Guido Westerwelle visited H.E. Mahmoud Abbas, President of the Palestinian National Authority, in Ramallah. Additionally, H.E. Dr. Guido Westerwelle and H.E. Dirk Niebel, Minister for Economic Cooperation and Development of the Federal Republic of Germany, met with H.E. Salam Fayyad, Prime Minister of the Palestinian Authority to discuss recent developments in the West Bank, the progress of the peace process, and the options to further support the Palestinian people.

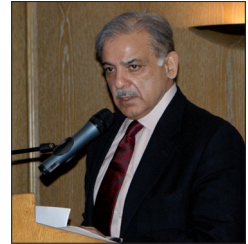


f.l.t.r.: H.E. Prof. Dr. med. Ossama bin Abdul Majed Shobokshi, Ambassador of the Kingdom of Saudi Arabia to Germany and Doyen of the Arab Diplomatic Corps, H.E. Gerhard Schröder, former Chancellor of the Federal Republic of Germany and Honorary Chairman of NUMOV, and H.R.H. Prince Sultan bin Salman bin Abdul-Aziz Al-Saud, President and Chairman of the Board of the Saudi Commission for Tourism and Antiquities of the Kingdom of Saudi Arabia

On 26<sup>th</sup> January 2012, H.E. Gerhard Schröder, former Chancellor of the Federal Republic of Germany and Honorary Chairman of NUMOV, and H.R.H. Prince Sultan bin Salman bin Abdul-Aziz Al-Saud, President and Chairman of the Board of the Saudi Commission for Tourism and Antiquities of the Kingdom of Saudi Arabia met each other in Berlin on invitation of Dr. Nobert Kloppenburg, Member of the Board of KfW banking group and Member of the Board of NUMOV. They outlined the deep and trust-

ful relations between Saudi Arabia and Germany and the participants discussed the bilateral cooperation in several political and economic fields.

The Islamic Republic of Pakistan presented its potential in agricultural products with a joint exhibition stand at the International Green Week 2012, which took place from 20<sup>th</sup> - 29<sup>th</sup> January 2012 in Berlin. A delegation of officials and business representatives from Pakistan visited Germany on this occasion. The delegation was led by H.E. Muhammad Shehbaz Sharif, Chief Minister of Punjab. On 19<sup>th</sup> January 2012, the delegation, organised by NUMOV, met with German business-people to promote cooperation between Germany and Pakistan.



H.E. Muhammad Shehbaz Sharif, Chief Minister of the Punjab, Pakistan

On 7<sup>th</sup> February 2012, H.E. Philipp Rösler, Vice Chancellor and Federal Minister of Economics and Technology of the Federal Republic of Germany, met with H.E. Mehmet Zafer Caglayan, Minister of Economy of the Republic of Turkey, in order to discuss economic relations between both countries, including the bilateral trade development.



H.E. Dr. Philipp Rösler, Vice Chancellor and Federal Minister of Economics and Technology of the Federal Republic of Germany, and H.E. Mehmet Zafer Caglayan, Minister of Economy of the Republic of Turkey

NUMOV / the German Near and Middle East Association, presented its work and services at the Biogas World Fair and SolarEnergy from 21<sup>st</sup> - 25<sup>th</sup> February 2012 in Berlin. Due to the fact that renewable energy has become an important topic in the Near and Middle East region, the NUMOV stand enjoyed high attention among the visitors.

The 90<sup>th</sup> NUMOV-Länderforum took place on 29<sup>th</sup> February 2012 with a special focus on Libya. H.E. Dr. Aly Masednah El-Kothany, Ambassador of Libya to Germany and guest of honour at the event, underlined the economic opportunities for German companies in the rebuilding of Libya.



f.l.t.r.: Peter Dingsens, Ambassador (ret.), Member of the Advisory Board of NUMOV; Dr. Dieter Ernst, Secretary of State (ret.), IWC - Innovation and water consult, Member of the Board of NUMOV; Helene Rang, CEO of NUMOV; H.E. Dr. med. Aly Masednah El-Kothany, Ambassador of Libya to Germany; Dr. Gerald Bumharter, General Manager of ABC Int. Bank

During her visit to Tunisia and Morocco from 12<sup>th</sup> - 15<sup>th</sup> March 2012, H.E. Cornelia Pieper, Minister of





H.E. Cornelia Pieper, Minister of State at the German Federal Foreign Office, and H.E. Mohammed Lamine Chakhari, Minister for Industry and Commerce of the Republic of Tunisia

State at the Federal Foreign Office, was accompanied by a high-ranking German business delegation on a mission supported by NUMOV to learn about potential cooperation opportunities in the renewable energy sector.

On 24<sup>th</sup> March 2012, the German-Palestinian Steering Committee came together under the leadership of H.E. Dr. Guido Westerwelle, Foreign Minister of the Federal Republic of Germany, and H.E. Salam Fayyad, Palestinian Prime Minister, for its second meeting in Berlin. Discussed topics were Germany's further involvement in nation- and constitution-building in the Palestine Territories as well as economic cooperation between both countries.

On 25<sup>th</sup> March 2012, H.E. Guido Westerwelle, Foreign Minister of the Federal Republic of Germany, was welcomed by H.M. Sultan Qaboos bin Said bin Taimur, Sultan of the Sultanate of Oman, in the capital Muscat in order to celebrate the 40 year anniversary of diplomatic relations between Germany and Oman.



f.l.t.r.: Thomas Freudenhammer, Chargé d'Affaires of the German Embassy in Tunis, Ortwin Schulte, Head of Division for European and International Healthcare Policy at the German Federal Ministry of Health, Dr. Riadh Ben Abbas, Director at the Caisse Nationale d'Assurance Maladie (CNAM), Dr. Ahmed Banasr, Faculty of Medicine Tunis

The conference "Health Insurance in Tunisia: Sustainability and Future Perspectives" organized by NUMOV on behalf of the German Federal Ministry of Health, was held on 26<sup>th</sup> March 2012 in Tunisia's capital Tunis.

In response to the invitation by Lufthansa Technik AG, NUMOV held the "German know-how in the



Near and Middle East” conference on the 28<sup>th</sup> March 2012. After visiting the company’s facilities, Frédéric Vo Van, Director of Business Development International Relations Africa at Lufthansa Technik AG, opened the conference and outlined the importance of knowledge transfer. Christian Krause of Hochtief AG reemphasized these words, especially with a view to the construction sector. Andreas Pörtner, Team Leader of Oil & Gas, Petrochemicals, Paper and Pulp at KfW IPEX-Bank, Dr. Thomas Wülfig, a legal partner at Wülfig Zeuner Rechel Rechtsanwälte Partnerschaft, and Friederike Krüger, of PricewaterhouseCoopers AG, delivered a presentation on investment opportunities and the legal issues in the region.

Under the patronage of H.E. Anne Ruth Herkes, State Secretary at the German Federal Ministry of Economics and Technology, 38 representatives of German companies travelled to Algeria to participate in the 2<sup>nd</sup> Joint Economic Commission in Algier, held from 24<sup>th</sup> - 25<sup>th</sup> April 2012. Also present at the commission were: H.E. Mohammed Benmeradi, Algerian Minister for Industry, SMEs and Investment; H.E. Madjid Bouguerra, Algerian Ambassador to Germany; H.E. Jutta Wolke, German Ambassador to Algeria; Dr. Christoph J. Partsch, Executive Director of the German-Algerian Chamber of Industry and Commerce, and Abdelkarim Mansouri, General Director of the National Agency for Development and Investment (ANDI).

From 2<sup>nd</sup> - 6<sup>th</sup> May 2012, the international construction exhibition Turkeybuild Istanbul 2012 had taken place in Istanbul for the 35<sup>th</sup> time. 23 German companies presented their products and technologies; 14 of them did so at the German Pavilion on behalf of the German Federal Ministry of Economics and Technology, supported by NUMOV.

On invitation of H.E. Dr. Ibrahim Al-Assaf, Minister of Finance of the Kingdom of Saudi Arabia, H.E. Dr.



H.E. Mohammed Benmeradi,  
Algerian Minister for Industry,  
SMEs and Investment



H.E. Dr. Ibrahim Al-Assaf,  
Minister of Finance of the  
Kingdom of Saudi Arabia  
since 1996

Philipp Rösler, German Vice Chancellor and Federal Minister of Economics and Technology, attended the 18<sup>th</sup> Saudi-German Joint Economic Commission in the Kingdom of Saudi Arabia. He was accompanied by a high level delegation supported by NUMOV.



Bernd Romanski, Chairman of NUMOV and Member of the Board of HOCHTIEF Solutions AG



H.E. Dr. Harald Braun, State Secretary at the German Federal Foreign Office

The NUMOV Annual Conference 2012 took place at the Federal Foreign Office in Berlin on the 8<sup>th</sup> May 2012. After Bernd Romanski, Chairman of NUMOV and Member of the Board of Hochtief Solutions AG, opened the annual meeting, H.E. Dr. Harald Braun, State Secretary at the Federal Foreign Office, summarised the latest developments and upcoming opportunities in the region. His colleague H.E. Jörg Ranau, Deputy Director-General of the Economic Division at the Federal Foreign Office, gave an overview of the current situation in the Maghreb and Middle East region.

The conference was joined by other important keynote speakers: H.E. Ambassador Boris Ruge, Director-General for the Near and Middle East and North Africa; H.E. Eberhard Pohl, German Ambassador to the Republic of Turkey; H.E. Wolfgang Dik, Former Deputy Head of Mission of the Federal Republic of Germany to the Kingdom of Saudi Arabia; H.E. Dr. Andreas Reinicke, EU Special Representative to the Middle East Peace Process, H.E. Michael Bock, German Ambassador to the Arab Republic of Egypt; and H.E. Frank M. Mann, German Ambassador to the State of Kuwait.



Participants of the NUMOV Near and Middle East Annual Conference 2012 at the Federal Foreign Office in Berlin

The NUMOV Annual Members Meeting 2012 was held prior to the Annual Conference. First, Bernd Romanski, Chairman of NUMOV and Member of the Board of Hochtief Solutions AG, welcomed the attendees and gave a short revision of NUMOV's activities during 2011. Burkhard Dahmen, Member of the Board of SMS Siemag, was recommended as the new Treasurer of NUMOV and successor to Jens-Oliver Stier, Managing Director of Winterstein Kontor GmbH, who had held the position for 15 years.



f.l.t.r.: Hubert Bock, Managing Director of Misr Bank-Europe GmbH, Member of the Board of NUMOV; Martin Bay, Deputy Chairman of the Board of NUMOV, Deutsche Bahn International, German Railway Group; Burkhard Dahmen, Chairman of the Board of SMS Siemag AG and Deputy Chairman of the Board of NUMOV; Helene Rang, CEO and Dp. Chairperson of NUMOV; Bernd Romanski, Member of the Board of HOCHTIEF Solutions AG and Chairman of the Board of NUMOV; Jens-Ove Stier, Managing Director of Winterstein Kontor GmbH and Deputy Chairman of the Board of NUMOV

The NUMOV Near and Middle East Gala Dinner took place in the evening on 8<sup>th</sup> May 2012 at Schlüterhof, the German Historical Museum in Berlin. The event was hosted by Emirates Airlines, and attendees were welcomed by the company's representative Volker Greiner, Vice President of North and Central Europe of Emirates Airline. Salem Obaidalla, Senior Vice President of Continental Europe and the Russian Federation of Emirates Airlines, spoke briefly about the firm's success story. Bernd Romanski, Chairman of NUMOV and Member of the Board of Hochtief Solutions AG, emphasized



f.l.t.r.: Salem Obaidalla, Senior Vice President of Continental Europe and the Russian Federation of Emirates Airlines, Bernd Romanski, Chairman of NUMOV and Member of the Board of Hochtief Solutions AG, Mara Kaselitz, Dubai Department of Tourism and Commerce Marketing and Volker Greiner, Vice President of North and Central Europe of Emirates Airline



Participants of the NUMOV German Near and Middle East Gala Dinner 2012

NUMOV's important role as a platform for business and cultural exchange in the region.



H.E. Dr. Angela Merkel, Chancellor of the Federal Republic of Germany, and H.E. Hamid Karzai, President of the Islamic Republic of Afghanistan



H.E. Hans-Jürgen Beerfeltz, State Secretary at the German Federal Ministry for Economic Cooperation and Development



Dr. Christoph Beier, Member of the Board of Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ)

On 15<sup>th</sup> May 2012, H.E. Hamid Karzai, President of the Islamic Republic of Afghanistan, visited H.E. Angela Merkel, Chancellor of the Federal Republic of Germany, in Berlin. During the meeting a bilateral cooperation treaty was signed. Both sides agreed to concentrate on sustainable development, solid job training programs, infrastructure development and good governance.

The conference “Economic cooperation with the countries of the Near and Middle East”, hosted by NUMOV in cooperation with GIZ, Deutsche Gesellschaft für Internationale Zusammenarbeit, and the German Ministry for Economic Cooperation and Development, were held on 15<sup>th</sup> May 2012 in Berlin. Opening the event, Dr. Christoph Beier, Member of the Board of NUMOV and Member of the Board of GIZ, welcomed the guests, followed by H.E. Hans-Jürgen Beerfeltz, State Secretary at the German Federal Ministry for Economic Cooperation and Development.



Participants of the young diplomats in front of the NUMOV office

On 4<sup>th</sup> June 2012, Alina Mambrey, Chairperson of the Junior Section of NUMOV, welcomed 20 young diplomats from the MENA region to the office of NUMOV. Thereafter, the group was led by Folkmar Stoecker, retired Ambassador and Advisory Board Member of NUMOV. The diplomats exchanged ideas with other NUMOV members.



From 5<sup>th</sup> - 8<sup>th</sup> June 2012, the “Project Lebanon” exhibition for building and construction in the Middle East region took place in Beirut. 14 German companies presented their goods and services at the German pavilion on behalf of the German Federal Ministry of Economics and Technology and supported by NUMOV.

The Seminar “Tunisia – Waste Disposal, Recycling, and Municipal Waste Management”, organized by NUMOV, was held on the 15<sup>th</sup> June at the KfW banking group in Frankfurt/ Main. Wolfgang Reuß, Director North Africa and Middle East at KfW Entwicklungsbank, opened the seminar by describing the financial cooperation the KfW enjoys with Tunisia.



Wolfgang Reuß, Director,  
North Africa and Middle East,  
KfW Entwicklungsbank

H.E. Dr. Philipp Rösler, German Vice-Chancellor and Federal Minister of Economics and Technology, welcomed H.E. Fouad Douiri, Moroccan Minister of Energy, Mines, Water and Environment, in Berlin on 3<sup>rd</sup> July 2012. They signed a Memorandum of Understanding in order to create and further develop bilateral energy partnerships between Morocco and Germany.



Participants of the Afghan Delegation during the conference

An Afghan business delegation led by Arash Younosi, Chairman of the Balkh Chamber of Commerce and Industries, was organised by NUMOV and H.E. Matthias Meyer, German Ambassador to the Islamic Republic of Afghanistan. The delegation visited several companies in Germany and attended the Afghanistan conference in Berlin on the 4<sup>th</sup> July 2012. Elke Hoff, Member of

the German Parliament and Member of the Board of NUMOV, opened the conference, followed by H.E. Ambassador Matthias Meyer, Head of the Mazar-e Sharif Office, H.E. Professor Dr. Abdul Rahman Ashraf, Ambassador of the Islamic Republic of Afghanistan to Germany, and Dr. Rudolf Gridl, Head of Division North Africa, Near and Middle East at the German Federal Ministry for Economics and Technology. They pointed out the challenges as well as the opportunities for Afghan-German cooperation.



f.l.t.r.: Helene Rang, CEO and Dp. Chairperson of NUMOV, Arash Younosi, Chairman of the Balkh Chamber of Commerce and Industries, H.E. Professor Dr. Abdul Rahman Ashraf, Ambassador of Islamic Republic of Afghanistan to Germany, Elke Hoff, Member of the German Parliament, Member of the Board of NUMOV, the German Near and Middle East Association, and Member of the Board of the German Orient-Foundation, H.E. Ambassador Matthias Meyer, Head of Mazar-e Sharif Office, Federal Foreign Office, and Dr. Rudolf Gridl, Head of Division North Africa, Near and Middle East at the German Federal Ministry of Economics and Technology



Burkhard Dahmen, Chairman of the Managing Board of SMS Siemag AG and Dp. Chairman of the Board of NUMOV

The “Wirtschaftstag Naher und Mittlerer Osten”, organized by NUMOV and hosted by SMS Siemag AG, took place on 11<sup>th</sup> July 2012. Burkhard Dahmen, Chairman of the Managing Board of SMS Siemag AG and Deputy Chairman of the Board of NUMOV, opened the conference, followed by: Manfred Titz, Germany Trade and Invest GmbH; Dr. Guido Kleinschmidt, Member of the Board of SMS Siemag AG; Hubert Bock, Managing Director of Misr Bank-Europe GmbH and Member of the Board of NUMOV; Ralf Scherer, Director Near and Middle East at Ferrostaal Industrieanlagen GmbH; Herwig Maaßen, Senior Partner at PricewaterhouseCoopers AG; and Dr. Murad Daghles, Legal Consultant at Allen & Overy LLP.

In cooperation with the NBank in Hannover, NUMOV went on to arrange a conference on the economy in Saudi Arabia. The event took place at the NBank building on the 18<sup>th</sup> July 2012. After an introduction





f.l.t.r.: Dr. Thomas Suckut, CEO of Deutsche Babcock Middle East, Christoph Keimer, legal consultant at Schlüter, Graf & Partner, Peter Perkuhn, NUMOV representative for Lower Saxony and Schleswig-Holstein, H.E. Dieter Haller, Ambassador of the Federal Republic of Germany to the Kingdom of Saudi Arabia, Stefan Austermann, NBank

by Peter Perkuhn, NUMOV representative for Lower Saxony, Dr. Sabine Johannsen, Member of the Board of NBank, outlined the strong economic performance of Saudi Arabia. H.E. Dieter Haller, Ambassador of the Federal Republic of Germany to the Kingdom of Saudi Arabia, then provided the participants with first-hand information, before Dr. Thomas Suckut, CEO of Deutsche Babcock Middle East, spoke about the energy sector in the Kingdom and Christoph Keimer, legal consultant at Schlüter, Graf & Partner, analysed its legal system.



H.E. Dieter Haller, Ambassador of the Federal Republic of Germany to the Kingdom of Saudi Arabia



f.l.t.r.: Helge Tolksdorf, Head of Division of the Enlargement of the European Union, Southeast Europe, Turkey at the Federal Ministry of Economics and Technology, H.E. Hüseyin Avni Karslıoğlu, Ambassador of the Republic of Turkey to Germany, Peter Dingens, Ambassador (ret.) and Member of the Advisory Board of NUMOV, Dr. Wolf-Ruthart Born, State Secretary (ret.) and Member of the Board of Trustees of the German Orient-Foundation, Saffet Molvalı, CFO Eren Holding A.Ş. and Member of the Board of the German Orient-Foundation

On 3<sup>rd</sup> August 2012, the conference “Zukunftsmarkt Türkei” in Berlin, organized by NUMOV, provided information on the latest economic developments, project information and experience reports from the Republic of Turkey. After Peter Dingens, retired Ambassador and Member of the Advisory Board of NUMOV, held the welcome speech, H.E. Hüseyin Avni Karslıoğlu, Ambassador of the Republic of Turkey to Germany, shared his experiences with the attendees. Additionally, several high ranking person-

alities from political institutions, banks and companies shared their knowledge and experience with the participants.



Nazirdjan Abidjanov, Chamber of Commerce and Industry of Uzbekistan and Director of the Centre of Expertise and Cleaner Production

Within the scope of a business visit focusing on the logistic sector to Germany, a joint delegation from the Republic of Kazakhstan and the Republic of Uzbekistan attended an Economic Conference, organised by NUMOV, in Berlin on 3<sup>rd</sup> August 2012. Tatyana v. Zhdanova, Vice-President of the Chamber of Commerce and Industry of the Republic of Kazakhstan, invited German entrepreneurs and companies to seize the opportunities offered by the two countries. Nazirdjan Abidjanov from the Chamber of Industry and Commerce in Uzbekistan also addressed the attendees.



f.l.t.r.: Dr. Michael Lüders, Deputy Chairman of the Board of the German Orient-Foundation, Member of the Advisory Board of NUMOV, Udo Volz, Deputy Head of the Maghreb Department at the German Federal Foreign Office and Desk Officer for Libya, Günter Gloser, Chairman of the Parliamentarian Group of the Maghreb States and President of the Board of Trustees of the German Orient-Foundation, Ali Algibbeshi, independent candidate in the 2012 parliamentary election in Libya

The “Rebuilding Libya – Chances and Challenges” conference was held at the German Parliament on 11<sup>th</sup> September 2012, organised by NUMOV and the German Orient-Institute. Günter Gloser, Chairman of the Parliamentarian Group of the Maghreb States and President of the Board of Trustees of the



f.l.t.r.: Dr. Rudolf Gridl, Head of Division North Africa, Near and Middle East at the Federal Ministry of Economics and Technology, Stephan Hallmann, ZDF-correspondent and Member of the Board of Trustees of the German Orient-Foundation, Dr. Ahmed A. Ashaibi, General Manager of Planning Studies and Development of the General Electricity Company of Libya, Dr. Olaf Abel, Vice President Engineering & Maintenance of Wintershall Holding GmbH

German Orient-Foundation, opened the conference with a welcoming speech. He was followed by various experts, presenting their views and expectations regarding Libya's future development.

On 12<sup>th</sup> September 2012, the Federal Foreign office welcomed a Tunisian delegation, led by Secretary of State for European Affairs, H.E. Touhami Abdouli. The delegation, consisting of various state secretaries, attended the two-day Tunisian-German ministerial council meeting. The German side, headed by the Secretary of State for Foreign Affairs H.E. Emily Haber, comprised state secretaries from nine ministries.



f.l.t.r.: H.E. Emily Haber, State Secretary at the German Federal Foreign Office, H.E. Alaya Bettaied, State Secretary for Cooperation and Investment at the Tunisian Ministry for Foreign Affairs, H.E. Elyes Ghariani, Ambassador of the Republic of Tunisia to Germany, and H.E. Touhami Abdouli, State Secretary for European Affairs at the Tunisian Ministry for Foreign Affairs

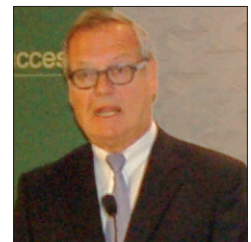
In cooperation with the State Development Corporation of Thuringia (LEG Thüringen) and Solarvalley Mitteldeutschland, NUMOV arranged the "Solar Energy in the Near and Middle East" confer-



f.l.t.r.: Dr. Michael Kraemer, Legal Counsel of Emirates Solar Industry Association (ESIA), Senior Associate at Taylor Wessing (Middle East) LLP; Dr. Matthias Peschke, COO at Masdar PV GmbH; Andreas Krey, CEO of the State Development Corporation of Thuringia (LEG Thüringen); Martin Bay, Deputy Chairman of NUMOV; Stephan Mayer, AZURSPACE Solar Power GmbH; Dr. Klaus Eberhardt, M+W Germany GmbH

ence for the 12<sup>th</sup> September 2012 in Erfurt. Andreas Krey, CEO of LEG Thüringen and Martin Bay, Deputy Chairman of NUMOV, welcomed the participants. Representatives from institutions and companies connected to solar energy spoke about their experiences, opportunities, challenges and financial possibilities.

On the behalf of the Federal Ministry of Economics and Technology, NUMOV organised a GCC delegation to Germany in September 2012. They visited various institutions and companies in the security technologies field. The trip was highlighted by



Klaus Eberhardt, Member of the Board of NUMOV and Chairman of Rheinmetall AG



Participants of the 1<sup>st</sup> German – GCC Security Conference in Düsseldorf

the “1<sup>st</sup> German-GCC Security Conference” in Düsseldorf, held on 24<sup>th</sup> September 2012. High ranking personalities from the private sector and ministries shared their knowledge with the participants and answered their questions regarding security issues and potential exchange between Germany and the GCC countries.



NUMOV joint exhibition stand at the Big 4 Show Rebuild Libya 2012

From the 24<sup>th</sup>-27<sup>th</sup> September 2012, NUMOV participated with a joint stand at the “Big 4 Show Rebuild Libya” in Tripoli. The main product groups presented at the fair were infrastructure technologies, construction systems, electricity and energy, water technology, and construction machinery. NUMOV publicized its services, wide network and the way in which it supports companies to establish or extend their presence in the Near and Middle East region.

On 28<sup>th</sup> September 2012, Wintershall Holding GmbH staged a discussion panel on the energy market.



Dr. Rainer Seele, Chairman of the Board of Wintershall Holding GmbH and H.E. Abdalla Salem El-Badri, Secretary General of the Organisation of Petroleum Exporting Countries OPEC



H.E. Abdalla Salem El-Badri, Secretary General of the Organisation of Petroleum Exporting Countries OPEC, one of the most important players in the world energy sector, discussed the situation and prospects for the world's energy market.

From the 2<sup>nd</sup>-4<sup>th</sup> October 2012, the “Infra Oman” exhibition took place for the second time, enabling around 150 exhibitors to present their services and products. The construction and infrastructure sector was especially well-presented as well as power and water technologies, renewable energies, transportation, logistics, and industrial equipment. NUMOV participated with a joint stand for its members.



Afghan-German Business Matchmaking Conference organised by the Afghan Chamber of Commerce and Industry (ACCI); Presentation by Dr. Rudolf Gridl, Head of the German business delegation, Head of Division North Africa, Near and Middle East, German Federal Ministry of Economics and Technology

A German business delegation under the leadership of Dr. Rudolf Gridl, Head of Division North Africa, Near and Middle East at the German Federal Ministry for Economics and Technology, visited Afghanistan from 5<sup>th</sup> to 7<sup>th</sup> October 2012 in order to learn about business opportunities. After the meeting with H.E. Rüdiger König, German Ambassador to Afghanistan, the delegation attended the “Afghan-German Business Matchmaking Conference”, which had been organized by the Afghanistan Chamber of Commerce and Industry and hosted more than 100 attendees from the Afghan private sector.

H.H. Prince Abdulaziz bin Abdullah bin Abdulaziz, Deputy Minister of Foreign Affairs of the Kingdom of Saudi Arabia and Chairman of the Board of Trustees



H.E. Klaus Wowereit, Governing Mayor of Berlin and H.H. Prince Abdulaziz bin Abdullah bin Abdulaziz, Deputy Minister of Foreign Affairs of the Kingdom of Saudi Arabia

of the International Award for Translation, and H.E. Klaus Wowereit, Governing Mayor of Berlin, presented the award for the '5<sup>th</sup> King Abdullah International Award for Translation', an event which took place on 8<sup>th</sup> October 2012 in Berlin and had been organized in cooperation with the Free University of Berlin. The award is an important contribution in promoting intercultural exchange.

The German Federal Ministry of Economics and Technology in Berlin hosted the '1<sup>st</sup> German-Moroccan Joint Commission' on 24<sup>th</sup> October 2012. Among others, the event was attended by H.E. Abdelkader Amara, Moroccan Minister of Trade, Industry and New Technologies. Together with H.E. Dr. Philipp Rösler, Federal Minister of Economics and Technology H.E. Abdelkader Amara emphasized the importance of the commission in order to strengthening bilateral relations.



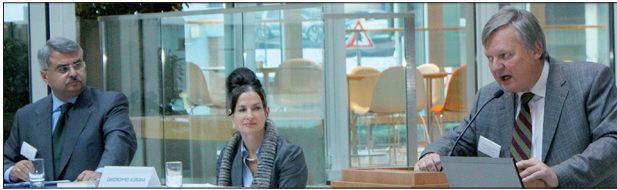
H.E. Gerhard Schröder, former Chancellor of the Federal Republic of Germany and Honorary Chairman of NUMOV and H.E. Recep Tayyip Erdoğan, Prime Minister of the Republic of Turkey, together with former Premier of Pakistan Shaukat Aziz and Nicolas Berggruen

After the reconstruction of the Embassy of the Republic of Turkey in Berlin, the official opening ceremony took place on 30<sup>th</sup> October 2012. On the occasion of the event, the Prime Minister of the Republic of Turkey, H.E. Recep Tayyip Erdogan visited Germany. He also met H.E. Dr. Guido Westerwelle, German Federal Foreign Minister, H.E. Gerhard Schröder, former Chancellor of the Federal Republic of Germany and Honorary Chairman of NUMOV, and Chancellor of the Federal Republic of Germany, H.E. Angela Merkel. Main topics were the



new challenges for Europe and to further strengthening Turkish-German relations.

On 12<sup>th</sup> November 2012, the conference “Market Opportunities, Financial Instruments, and Legal Frameworks for Business Activities in the Near and Middle East” was held in Cologne. The event was



f.l.t.r.: Stephan Hallmann, ZDF (German television broadcaster), and Member of the Board of Trustees of the German Orient-Foundation; Andrea Isphording, Senior Manager at PricewaterhouseCoopers AG; Gerdpeter von Guretzky-Cornitz, Head of Financial Services, SMS Siemag AG

organized by NUMOV, the Deutsche Investitions - und Entwicklungsgesellschaft mbH (DEG) and the European Bank for Reconstruction and Development and presented by Stephan Hallmann, ZDF correspondent and Member of the Board of Trustees of the German Orient-Foundation.



Participants of the conference

Saudi Build 2012' took place from 11<sup>th</sup> to 14<sup>th</sup> November 2012 in Riyadh, the 24<sup>th</sup> edition of the annual trade fair. Contributing nearly 40 exhibitors, Germany – a traditional powerhouse of the exhibition – boasted the second largest national representation, second only to China. The German Federal Ministry for Economics and Technology organised the German pavilion, whose official information stand was supported by NUMOV.



German pavillion at the international fair Saudi Build 2012 in Riyadh

The “Mega Projects in the Near and Middle East” conference, organized by NUMOV, took place on the 19<sup>th</sup> November 2012. Martin Marsmann, Head of International Business at UniCredit Bank AG, welcomed the over 90 participations. H.E. Dieter Haller, German Ambassador to the Kingdom of Saudi Arabia, emphasized the opportunities for German companies to get involved in Saudi Arabian projects



Participants of the conference in Munich



f.l.t.r.: Dr. Harald Watzek, Head of International Business for Southern Bavaria at UniCredit Bank AG; H.E. Dieter Haller, German Ambassador to the Kingdom of Saudi Arabia; Martin Marsmann, Head of International Business at UniCredit Bank AG; Dr. Cevdet Baykal, Commercial Attaché at the Munich Consulate General of the Republic of Turkey

and Dr. Chedet Baykal, Commercial Attaché at the Munich Consulate General of the Republic of Turkey, presented the upcoming projects, focusing on renewable energy and pipeline projects, in Turkey. Thereafter, Christian Krause, Member of the Management Board at HOCHTIEF Solutions AG, Dr. Hartmut Huber, Director Sales Instrumentation, Controls and Electrical in the Energy Sector of Siemens AG, Matthias Brunnhuber of ArcelorMittal and Murad Dumbali, TÜV SÜD Auto Service GmbH, shared their experiences with mega projects in the Near and Middle East region.

The 3<sup>rd</sup> Kuwait-German Joint Commission was held on the 28<sup>th</sup> November 2012 in Berlin. The speeches from H.E. Anne Ruth Herkes, State Secretary at the German Federal Ministry of Economics and Technology, H.E. Abdulaziz Mashaan Al-Khaldi, Undersecretary at the Kuwaiti Ministry of Commerce and Industry and Niko Warbanoff, CEO of DB International GmbH and Member of the Board of NUMOV contributed high value to the event, which was also attended by a Kuwaiti delegation consisting of representatives from different ministries.

The 91<sup>st</sup> Länderforum, held on 30<sup>th</sup> November 2012 in Berlin, was focused on Iraq. Dr. Rudolf Gridl,



f.l.t.r.: Markus Potzel, Head of Division Near and Middle East at the German Federal Foreign Office; Hans-Werner Ehrenberg, Member of the German Parliament; H.E. Brita Wagener, German Ambassador to the Republic of Iraq; Helene Rang, CEO and Dp. Chairperson of NUMOV; Dr. Rudolf Gridl, Head of Division North Africa, Near and Middle East at the Federal Ministry of Economics and Technology; Dr. Klaus Hachmeier, Northern Africa and Middle East Division at the German Federal Ministry of Economics and Technology

responsible for the MENA region at the Federal Ministry for Economics and Technology, welcomed the guests, among them H.E. Britta Wagner, German Ambassador to the Republic of Iraq, as guest of honour.

On the occasion of the World Future Energy Summit (WFES) 2013, a German delegation, headed by Jürgen Sander, CEO of VEM motors GmbH and Member of the Board of NUMOV, visited Abu Dhabi from 14<sup>th</sup>-18<sup>th</sup> January. Being part of the opening ceremony was only one of several activities the delegation joined during the trip. The participations also met with representatives of MASDAR, the Abu Dhabi National Oil Company, the Abu Dhabi Municipality as well as the Chamber of Commerce and the Abu Dhabi Water and Electricity Authority. The trip was rounded off with a visit to the Ministry of Environment and Water and further meeting with high ranking personalities.

**2013**



Meeting at the Abu Dhabi Municipality with H.E. Eng. Salah Al Sarraj, Acting Executive Director Town Planning Sector (third from the left), and Raimund Kamp, Counselor for Transport, Building and Urban Development at the German Embassy in Abu Dhabi (first on the right)



f.l.t.r.: Dr. Azgarkhil Mangal, Managing Director of Mangal Transport & Shipping GmbH; Lukas Wrede, Senior Sales Director DEM GmbH; Jürgen Sander, CEO VEM motors GmbH, Head of the Delegation and Member of the Board of NUMOV; H.E. Peter Altmeier, German Federal Minister for the Environment, Nature Conservation and Nuclear Safety; Martin Haagen, Business Development Manager MENA Industrial Solar GmbH

In order to inform about Pakistan's enormous agricultural potential and opportunities for German firms, the Embassy of the Republic of Pakistan organised together with NUMOV the 'German Pakistan Forum' on 18<sup>th</sup> January 2013 in Berlin. The event was moderated by Martin Bay, Deputy Chairman of NUMOV, and consisted of various experienced speakers including H.E. Abdul Basit, Ambassador of the Islamic Republic of Pakistan to Germany; Viqar



f.l.t.r.: Martin Bay, Deputy Chairman of NUMOV; H.E. Abdul Basit, the Pakistani Ambassador to Germany; H.E. Dr. Gerd Müller, State Secretary of the German Federal Ministry of Food, Agriculture and Customer Protection; Michael Wiedman, Vice President of Metro group

Khilji, Economic Counsellor at the Pakistani Embassy in Berlin and Muhammed Riazuddin, Director General of Sindh Board of Investment. On the German site, H.E. Dr. Gerd Müller, State Secretary of the German Federal Ministry of Food, Agriculture and Customer Protection referred to the meeting as a symbolic event for Pakistani-German relations.



f.l.t.r.: Dr. Hussain Al Anbuge, General Council at the Iraqi Commission; Marc Neumann, Member of the Board of NUMOV, Managing Director of Ferrostaal Industrieanlagen GmbH; Nico Warbanoff, Member of the Board of NUMOV, Chairman of the Board of Managing Directors of DB International GmbH; Sigrid Assmann, Head of Financial Institutions and Syndication at BHF-BANK AG; Philipp Luehrs, Member of the Board of the German Orient-Foundation, Regional Vice President of deugro Middle East; Fatih Botan, Erbil Chamber of Commerce and Industry



Participants of the Business Round Table

On 29<sup>th</sup> January 2013 the 8<sup>th</sup> NUMOV German – Middle East Business Round Table was visited by several participations in the BHF-BANK AG building in Frankfurt/Main. High ranking personalities from BHF BANK AG as well as from Ferrostaal Industrieanlagen GmbH, deugro Middle East and DB International GmbH were contributing with useful information to the event.

On 6<sup>th</sup> March 2013 Deputy Prime Minister of the Republic of Turkey, H.E. Bülent Arınç, presented Turkey's Vision 2023 at an event hosted by the Konrad- Adenauer-Stiftung in Berlin. Vision 2023 outlines the goals Turkey wishes to achieve by its centennial year as a republic.



Dr. Thomas Wülfing, Wülfing Zeuner Rechel Lawyer Association; Burkhardt Müller-Sönksen, Member of the German Parliament

On 26<sup>th</sup> March 2013, a conference about the fiscal and legal frameworks and state guarantees for the Near and Middle East was arranged by NUMOV. The event took place at the premises of Euler Hermes Deutschland AG in Hamburg. The participa-



tions were provided with in-depth information given by experts from PricewaterhouseCoopers AG, Al Markaz Law Firm in Kuwait, Wülfing Zeuner Rechel Lawyer Association, Airpas Aviation AG and from the German Parliament, Burkhardt Müller Sönksen, Member of the Board of Trustees of the German Orient-Institute as well.

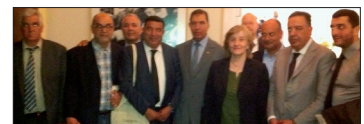
On 12<sup>th</sup> April 2013 H.E. Dr. Philipp Rösler, German Vice Chancellor and Federal Minister of Economics and Technology, met with H.E. Taner Yildiz, Turkish Minister of Energy, to open the German Turkish Energy Forum in Ankara. Together with a business delegation of leading companies from the energy sector, H.E. Dr. Philipp Rösler also met with several representatives from Turkish authorities.

'The 9<sup>th</sup> German – Emirati Economic Commission' was held on 19<sup>th</sup> April 2013 in Berlin. H.E. Dr. Philipp Rösler, German Vice Chancellor and Federal Minister of Economics and Technology, together with H.E. Sultan bin Saeed Al Mansouri, Economy Minister of the UAE, opened the event, which were attended by a delegation from the UAE. Erich Staake, CEO of Duisburger Hafen AG and Member of the Board of NUMOV, held a welcome address on behalf of the German representatives.



H.E. Dr. Philipp Rösler meets H.E. Sultan bin Saeed Al Mansouri

A Moroccan delegation visited Berlin from 21<sup>st</sup>-26<sup>th</sup> April 2013. The group was headed by H.E. Ahmed Zaidi, Chairman of the parliamentary group of the Socialist Union of Popular Forces in the House of Representatives. The delegation also met with representatives of NUMOV.



H.E. Ahmed Zaidi, Helene Rang and the Moroccan Delegation

From 22<sup>nd</sup> – 26<sup>th</sup> April 2013, NUMOV, on behalf of the German Federal Ministry of Economics and Technology, welcomed a Libyan delegation in Berlin. In order to learn about German technology and Know-how in the solar sector, the delegation also visited Magdeburg and Halle. Additionally, the delegation was able to establish business relations with



f.l.t.r.: Lucius Mayer-Tasch, GIZ; Dr. Gerald Bumharter, ABC International Bank plc and Chairman of the German Orient-Foundation; Abdulwahab Elmshergbi, Ministry of Electricity and Renewable Energy of Libya; Bashir M. M. Massli, Chargé d'Affaires, Libyan Embassy to Germany; Heiko Wildner, Federal Ministry of Economics and Technology of Germany; Udo Volz, Federal Foreign Office of Germany

German companies and exchange ideas with them as well as with political and scientific representatives.

The seminar on business opportunities and financing issues in Turkey, organised by NUMOV together with Bundesverband deutscher Banken, were held on 30<sup>th</sup> April 2013 in Berlin. Dr. Hans-Joachim Massenbergh, Member of the Executive Board of Bundesverband deutscher Banken, held the opening address. Among the speakers were market experts like Dr. Wolf-Ruthart Born, former State Secretary and Member of the Board of Trustees of the German Orient-Foundation and the Investment Support and Promotion Agency (ISPAT); Helge Tolksdorf, Head of Division – EU Enlargement, Southeast Europe and Turkey in the Federal Ministry of Economics and Technology. An overview about the legal framework was given by Dr. Mehmet Köksal, lawyer at Köksal Partnership Istanbul.



H.E. Dr. Chérif Rahmani, Algerian Minister of Industry, Small and Medium -Sized Enterprises and Investment Promotion and Helene Rang, CEO of NUMOV

On 7<sup>th</sup> May 2013, the '3<sup>rd</sup> German-Algerian Joint Commission took place in Berlin. Among the leading figures present, H.E. Anne Ruth Herkes, State Secretary at the Federal Ministry of Economics and Technologies, and H.E. Dr. Cherif Rahmani, Algerian Minister of Industry, Small and Medium-Sized Enterprises and Investment Promotion.

On 13<sup>th</sup> May 2013, NUMOV organised an event on the infrastructure in Algeria, Morocco and Tunisia. The first speeches were held by countries' Ambassadors to Germany: H.E. Madjid Bouguerra,



## German Near and Middle East Association - Background and Development



f.l.t.r.: Dr. Rudolf Gridl, Head of Division of North Africa, Near and Middle East, German Federal Ministry of Economics and Technology, H.E. Sami Zegueb, Tunisian Ministry of Transport, Wolfgang Reuß, Head of North Africa and Middle East Department at KfW banking group, Dr. Rainald Steck, retired Ambassador, Member of the NUMOV Advisory Board, H.E. Madjid Bouguerra, Ambassador to Germany of the People's Republic of Algeria, H.E. Elyes Ghariani, Ambassador to Germany of the Republic of Tunisia, H.E. Omar Zniber, Ambassador to Germany of the Kingdom of Morocco, Rachid Eddouks, Moroccan Investment Development Agency, Udo Schoele, Directorate General for External Economic Policy of the German Federal Ministry of Economics and Technology

Algeria's Ambassador to Germany; H.E. Omar Zniber, Ambassador of the Kingdom of Morocco to Germany, and Tunisia's Ambassador to Germany, H.E. Elyes Ghariani. Thereafter the attendees were provided with the newest information and potential changes by high – ranking representatives from German Ministries, Financial institutions and private firms, likewise the Maghreb side were represented by officials from the government.



H.E. Gerhard Schröder, former Chancellor of the Federal Republic of Germany and NUMOV's honorary chairman

The annual 'NUMOV Near and Middle East Gala 2013' was held on 3<sup>rd</sup> June within the premises of Deutsche Bank in Berlin. H.E. Gerhard Schröder, former Chancellor of the Federal Republic of Germany and NUMOV's honorary chairman, welcomed the guests with an opening speech and



f.l.t.r.: Dr. Rainer Seele, Chairman of the Board of Wintershall Holding GmbH, H.E. Gerhard Schröder, former Chancellor of the Federal Republic of Germany and NUMOV's honorary Chairman and Erich Staake, chairman of the Board of duisport AG



f.l.t.r.: Erich Staake, chairman of the Board of duisport AG, H.E. Madjid Bouguerra, Ambassador to Germany of the People's Republic of Algeria, Günter Gloser, Former Minister of State and President of the Board of Trustees at the German Orient-Foundation and H.E. Elyes Ghariani, Ambassador to Germany of the Republic of Tunisia

greeted the new chairman of NUMOV, Dr. Rainer Seele, Chairman of the Board of Wintershall and successor of Bernd Romanski, whom H.E. Gerhard Schröder thanked for his outstanding work. Bernd Romanski will continue his commitment to NUMOV as Deputy Chairman. Furthermore, H.E. Gerhard Schröder mentioned a number of issues in the Middle East which require Germany's concern and emphasizes NUMOV's great importance to strengthening relation between Germany and the regions' countries.



Dr. Rainer Seele, Chairman of the Board of Wintershall Holding GmbH, H.E. Senussi Kwideer, Libyan Ambassador to the Federal Republic of Germany

Previously, the 'NUMOV Annual Member Meeting' took place on the morning of 3<sup>rd</sup> June 2013. Bernd Romanski, Deputy Chairman of the Board, welcomed the attending members and gave a report on NUMOV's activities in 2012. Among other topics, Bernd Romanski introduced the new Board Members: Dr. Rainer Seele, Chairman of the Board of Wintershall Holding GmbH; Dr. Christoph Beier, Deputy Chairman of the Board of Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH; Gareth Griffiths, Member of the Board of E.ON Global Commodities SE; Armin Pappberger, Chairman of the Board of Rheinmetall AG; Phillip Reimnitz, Divisional Member of the Board of UniCredit Bank AG; and Niko Warbanoff, Chairman of the Board of DB International GmbH. Dr. Thomas Wülfing from the German Middle East Lawyers Association was also presented as a new Member of the Advisory Board of NUMOV.



Participants of the conference

On 4<sup>th</sup> June 2013 the first 'German Middle East Young Professionals Meeting' was held. The event was organised by the Junior Section of NUMOV in cooperation with DB International GmbH in order to support young professionals from NUMOV's member companies to strengthen professional and personal partnerships. The attendees were welcomed by Niko Warbanoff, CEO of DB International AG and Member of the Board of NUMOV, Alina Membrey, Chairman of the Junior Section of NUMOV and the

moderator, Dr. Nicolas Raabe, Board Member of the NUMOV Junior Section. Subsequently several high-ranking personalities spoke about different issues.



Participants of the conference



Niko Warbanoff, CEO of DB International AG and Member of the Board of NUMOV

A seminar on the automotive supply industry in Morocco was organised by NUMOV on 18<sup>th</sup> June 2013 in Stuttgart. Several speakers from Moroccan and German ministries as well as representatives from PricewaterhouseCoopers AG presented information for the participations in order to support the market entrance for small and medium-sized German companies (SME).

The annual 'European Middle Eastern Conference 2013', held by NUMOV, took place on 3<sup>rd</sup> July in Berlin. Bernd Romanski, Deputy Chairman of NUMOV, and Dr. Marzenna Guz-Vetter from the EU Commission in Berlin held a welcome address. Starting with the European External Action Service (EEAS), Alexandra Thein, Member of the European Parliament, stated that the EEAS still has a long way to go. Christian Berger, Director for several countries for the EEAS, highlighted the requirements to deal



f.l.t.r.: Markus Potzel, Head of the Middle East Division of the German Federal Foreign Office, Dr. Rudolf Gridl, Head of Division of North Africa, Near and Middle East at the German Federal Ministry of Economics and Technology, Alexandra Thein, Member of the European Parliament, Bernd Romanski, Deputy Chairman of NUMOV, Christian Berger, Director for North Africa, Middle East, Arabian Peninsula, Iran and Iraq for the EEAS, Ulrich Benterbusch, Director of Energy Policy at the International Energy Agency in Paris and Gareth Griffiths, Member of the Board of E.ON Global Commodities and Member of the Board of NUMOV

with Arab States. Dr. Rudolf Gridl, Federal Ministry of Economics and Technology, and Markus Potzel from the Federal Foreign Office provided information on important topics. Ulrich Benterbusch, Director of Energy Policy at the International Energy Agency in Paris, and Gareth Griffiths, Member of the Board of E.ON Global Commodities and Member of the Board of NUMOV, delivered a speech on future trends and experiences in the Near and Middle Eastern region.

The 'Project Lebanon 2013' exhibition, the 18<sup>th</sup> edition of the International Construction Trade Exhibition for Lebanon & Middle East, took place in Beirut from 4<sup>th</sup>-7<sup>th</sup> July 2013. More than 700 companies participated in this event, among them eight German firms with a joint pavilion supported by NUMOV.



f.l.t.r.: H.E. Prof. Dr. Abdul Rahman Ashraf, Ambassador of the Islamic Republic of Afghanistan; Dr. Rudolf Gridl, German Federal Ministry of Economics and Technology; Helene Rang, CEO of NUMOV, Dr. Martin Schuldes, German Federal Ministry of Economic Cooperation and Development; H.E. Wahidullah Shahrani, Minister of Mines, Oil and Gas of the Islamic Republic of Afghanistan; H.E. Gudrun Kopp, Parliamentary State Secretary at the Federal Ministry for Economic Cooperation and Development; H.E. Dr. Omar Zakhilwal, Minister of Finance of the Islamic Republic of Afghanistan; Martin Jäger, German Ambassador-Designate to the Islamic Republic of Afghanistan

On 5<sup>th</sup> July 2013, the first 'Afghan-German Resource Dialogue' was held under the patronage of the German Federal Ministry of Economic Cooperation and Development in cooperation with NUMOV and the German Society for International Cooperation (GIZ).

Held in Brussels on 11<sup>th</sup> September 2013, the event 'Activities and Projects of the European Commission in the Near and Middle East' offered members of



NUMOV a first-hand insight into the process of accessing foreign aid grants and tenders offered by the European Commission. Thereafter, the event provided the participants with an insight into the organizational structure of the European Union. Prof. Dr. Michael Köhler, 'Neighbourhood' Director in the Directorate General for Development and Cooperation-EuropeAid of the European Commission and Member of the Board of Trustees of the German Orient-Foundation, provided the participants with further information. For companies wishing to participate in EU foreign aid programmes, knowledge about the sectors predominantly promoted by the EU as well as the rules and procedures of EU tenders and grants is of great importance.

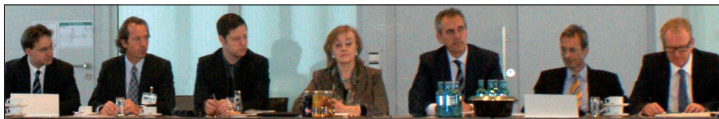


Professor. Dr. Michael Köhler, 'Neighbourhood' Director in the Development and Cooperation-EuropeAid Directorate-General (DG DEVCO) of the European Commission and Member of the Board of Trustees of the German Orient-Foundation

On Initiative of NUMOV, a Tunisian delegation visited Germany from 27<sup>th</sup>-30<sup>th</sup> October 2013 to attend the event 'EDP & Telecommunication in Tunisia' in Berlin and Saxony. After a warm welcome from Günter Gloser, Former Minister of State and President of the Board of Trustees at the German Orient-Foundation and H.E. Elyes Ghariani, Ambassador of the Republic of Tunisia to of Germany, informative reports were given by Prof. Dr. Karl Jonas from Fraunhofer Institute; Dr. Ortwin Wohlrab from Netfox AG; Heiko Wildner from the Federal Ministry of Economics and Technology, and Markus Wartha from Power Providing GmbH. Furthermore the speeches were completed by several experts on the topic.



f.l.t.r.: Beyram Helal, Oxia Group, Tunisia, Dr. Ortwin Wohlrab, Netfox AG, Heiko Wildner, German Federal Ministry of Economics and Technology, H.E. Elyes Ghariani, Ambassador of the Republic of Tunisia to Germany, Günter Gloser, Former Minister of State and President of the Board of Trustees at the German Orient-Foundation



Participants of the 92<sup>nd</sup> NUMOV Focus Libya in Kassel

The '92<sup>nd</sup> NUMOV Länderforum Focus Libya' were held on the premises of Wintershall Holding GmbH in Kassel on 27<sup>th</sup> September 2013. Welcoming the

participants, Dr. Rainer Seele, Chairman of the Board of Wintershall Holding GmbH and Chairman of the Board of NUMOV, provided the attendees with Wintershall's experiences in Libya. H.E. Sönke Lorenz, Deputy Ambassador of the Federal Republic of Germany to Libya, outlined the current political and economic situation in the country.



f.r.t.l.: H.E. Hans-Christian Freiherr von Reibnitz, German Ambassador to the Sultanate of Oman, in talks with Björn Hennings



f.l.t.r.: Mounir Bourouba, Algerian Economic Attaché; H.E. Boumedienne Mahi, Chargé d'Affaires of the Embassy of the People's Republic of Algeria to Germany and Marc Neumann, Managing Director of Ferrostaal GmbH and Member of the Board of NUMOV

The 'Infra Oman' exhibition took place in Muscat from 20<sup>th</sup> September – 2<sup>nd</sup> October 2013. Among the over 140 exhibitors, NUMOV was present with a joint stand.

On 8<sup>th</sup> October 2013, NUMOV organised a conference on the Energy and Environmental sector in Algeria in Berlin. The event was led by Marc Neumann, Managing Director of Ferrostaal AG and Member of the Board of NUMOV. H.E. Boumedienne Mahi, Chargé d'Affaires of the Embassy of the People's Republic of Algeria to Germany, and Mounir Bourouba, both outlined the importance of German-Algerian relations. The legal framework was represented by Marcel Trost, from Wülfig, Zeuner, Rechel (WZR).

From 23<sup>rd</sup>-26<sup>th</sup> September, the 'Big 4 Show Rebuild Libya 2013' took place in Libya's capital Tripoli for the fourth time. Among 100 exhibitors, NUMOV presented itself with a joint stand.



Award ceremony at the Saudi Build 2013 with the mayor of Riyadh H.E. Abdullah Al-Muqbil

The 'Saudi Build' exhibition took place in Riyadh from 4<sup>th</sup>-7<sup>th</sup> November 2013 and counted 873 exhibitors and 23,000 visitors. 38 German companies were present at the German pavilion and NUMOV was delegate the task of providing Saudi visitor with recent developments on the German market. Hosted by H.E. Abdullah Al-Muqbil, Mayor of the Saudi capital Riyadh, NUMOV – together with other German exhibitors and the Messe Stuttgart International – was presented with an award at the 25<sup>th</sup> anniversary celebration.





Participants of the Seminar on water management in the GCC States and Jordan

On behalf of the Federal German Ministry of Economics and Technology, NUMOV organised an event on the water management in the GCC States and Jordan on 18<sup>th</sup> November 2013. Dr. Tillman Rudolf Braun from the Federal German Ministry of Economics and Technology opened the event and underlined great trade opportunities in this region. Several speakers from private companies as well as from organisations and from ministries shared their experiences and expertise. Both German experts and guests from the region made the panel appealing to the audience.



f.l.t.r.: Dr. Amer Mokbel, WILO S.E.; Dr. Tillmann Rudolf Braun, German Federal Ministry of Economics and Technology (BMWi); Martin Bay, MB Zeppelin and Dep. Chairman of NUMOV; Khaldon H. Khashman, Secretary General of Arab Countries Water Utilities Association (ACWUA); Dr. Ali M. Abbad Al-Herabi, Embassy of the Kingdom of Saudi Arabia; Helene Rang, CEO of NUMOV

A conference on opportunities for German participation in Near and Middle Eastern Mega Projects was held on 21<sup>st</sup> November 2013 in Frankfurt on initiative of NUMOV and the Europe Arab Bank. Achim Klüber, Member of the Board of the Europe Arab Bank, warmly welcomed the participations. Due to high-ranking representatives from the public and private sector, the event provided the guests with essential information. Speeches were given by several German Ambassadors to countries in the Gulf region; representatives from German ministries as well as from German companies. Joachim Enenkel, Member of the Executive Board of Bilfinger SE and Member of the Board of NUMOV, outlined the four

key markets of the GCC economics: oil and gas; power plants, infrastructure as well as water supply and waste water management.



f.l.t.r.: H.E. Angelika Renate Storz-Chakarji, German Ambassador to the State of Qatar; Achim Klüber, Managing Director of Corporate & Institutional Banking Europe Arab Bank; Joachim Enenkel, Member of the Board of NUMOV and Member of the Executive Board of Bilfinger SE; Philipp Lühns, Member of the Board of the German Orient-Institute and Vice President of deugro Middle East; H.E. Eugen Wollfarth, German Ambassador to the State of Kuwait; Michael Ohnmacht, Head of the Political Unit at the German Embassy to the Kingdom of Saudi-Arabia



Faris Al Farsi, Director of the Public Authority for Investment Promotion and Export Development of the Sultanate of Oman, (l.) and H.E. Khalid Sulaiman 'Abdul Rahman Ba Omar, Ambassador of the Sultanate of Oman in Germany

On 28<sup>th</sup> November 2013, NUMOV invited its members for the Oman Business Roundtable in Berlin. H.E. Khalid Abdul Rahman Ba Omar, Ambassador of the Sultanate of Oman to Germany, opened the event and pointed out Oman's investment opportunities. Faris Al Farsi, Director of the Public Authority for Investment Promotion and Export Development (PAIPED) of the Sultanate of Oman, gave an overview how the PAIPED supports foreign investors.

On 17<sup>th</sup> December 2013, the German Orient-Institute in cooperation with the German Academic Exchange Service (DAAD) invited junior researchers from Yemen and Germany to meet in Berlin to share experiences and exchange ideas. Prof. Dr. Mathias Rohe, Vice-President of the Board of Trustees of the German Orient-Institute, and Ahmed Saif from the



Participants of the conference

Sheba Center for Strategic Studies held the opening speeches. Thereafter, a range of speakers, coming from German or Yemeni institutions, shared their expertise with the young participants at the event.

NUMOV organised a business delegation, led by H.E. Gerhard Schröder, Former Chancellor of the Federal Republic of Germany and Honorary Chairman of NUMOV, to the State of Qatar, the United Arab Emirates and the Kingdom of Saudi Arabia from 11<sup>th</sup> - 15<sup>th</sup> January 2014.

**2014**



Participants of the delegation



H.E. Abdullah bin Hamad Al Attiyah, President of Qatar Administrative Control and Transparency Authority and International Board Member of NUMOV and H.E. Gerhard Schröder, Honorary Chairman of NUMOV

The participants comprised of members of the board of NUMOV. In Doha, the delegation was welcomed by H.E. Sheikh Mohammed bin Ahmed bin Jassim Al Thani, former Minister of Economy and Commerce and by H.E. Dr. Mohammed Saleh Al-Sada, Minister of Industry and Energy of the State of Qatar.



H.E. Gerhard Schröder, Honorary Chairman of NUMOV meets H.H. Sheikh Mohammed bin Zayed Al Nahyan, Crown Prince of Abu Dhabi and Deputy Supreme Commander of the UAE Armed Forces

At their second stop in Abu Dhabi, H.E. Gerhard Schröder held an informal talk with H.H. Mohammed bin Zayed Al Nahyan, Crown Prince of Abu Dhabi and Deputy Supreme Commander of the UAE Armed Forces. The delegation came together with several personalities from ministries and businesses or banks.



H.E. Gerhard Schröder, Honorary Chairman of NUMOV meets H.E. Sheikh Nahyan bin Mubarak Al Nahyan, Minister of Culture, Youth and Community Development, UAE

Here, the delegation met H.H. Salman bin Abdulaziz Al Saud, Crown Prince, Vice Custodian of the Two Holy Mosques, First Deputy Prime Minister and



H.E. Gerhard Schröder, Honorary Chairman of NUMOV and H.H. Salman bin Abdulaziz Al Saud, Crown Prince, Vice Custodian of the Two Holy Mosques, First Deputy Prime Minister and Minister of Defense of the Kingdom of Saudi Arabia



H.H. Prince Al Waleed bin Talal bin Abdulaziz al Saud, Chairman of Kingdom Holding, H.E. Gerhard Schröder, Honorary Chairman of NUMOV

Minister of Defense of the Kingdom of Saudi Arabia. Thereafter, the delegation was welcomed at the Governor's Palace by H.H. Prince Khalid bin Bandar Abdulaziz Al Saud, the governor of the Riyadh province and the Vice Governor H.E. Prince Turki bin Abdullah. H.H. Prince Al Waleed bin Talal bin Abdulaziz al Saud, Chairman of Kingdom Holding welcomed the delegation as well as H.E. Eng. Mubarak A. Al-Khafrah, Co Chairman of the Saudi-German Business Dialogue.



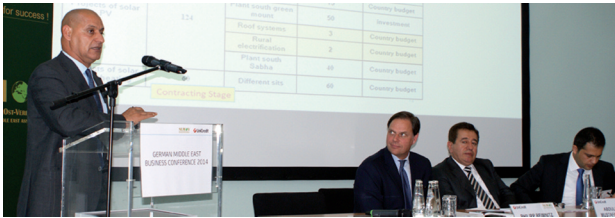
Abdul Raouf Al Bitar, CEO of Industrial Development Company (IDC); H.E. Eng. Mubarak A. Al-Khafrah, Co-Chairman of the Saudi-German-Business-DIALOGUE, Member of the International Board of NUMOV and Chairman of the Board at the National Industrialization Company (Tasnee); H.E. Gerhard Schröder, Former Chancellor of the Federal Republic of Germany, Honorary Chairman of NUMOV; H.E. Dieter Haller, German Ambassador to the Kingdom of Saudi Arabia; Rasheed Alrasheed, CEO of ACWA Holding and Joachim Enenkel, Co-Chairman of the Saudi-German-Business-DIALOGUE, Member of the Board of NUMOV and Member of the Board at Bilfinger SE (f.l.t.r.)

On 23<sup>rd</sup> January 2014, NUMOV held its 93<sup>rd</sup> Länderforum, with a focus on Egypt, in the premises of RWE Dea AG in Hamburg. H.E. Michael Bock, German Ambassador to the Republic of Egypt, underlined the importance of German-Egyptian cooperation. Dirk Warzecha, RWE Dea AG provided the participants with an insight into the situation in Egypt.



f.l.t.r.: Dirk Warzecha, Member of the Executive Board of RWE Dea; H.E. Michael Bock, the German Ambassador to the Republic of Egypt; Helene Rang, CEO of NUMOV; Christoph Schlichter, Senior Vice President Production North Africa RWE Dea AG; Nora Habib-Sadek, Ministry of Economics Affairs and Energy





f.i.t.r.: Dr. Khairy Agha, Chairman of the Renewable Energy Authority of Libya; Phillip Reimnitz, Divisional Board Member at the UniCredit Bank AG, Member of the Board of NUMOV; Abdulkarim Mustafa Othman, Member of the Board of the Erbil Chamber of Commerce & Industry; Rebwar Anwar, Erbil Chamber of Commerce & Industry

On 11<sup>th</sup> March 2014 NUMOV, the German Near and Middle East Association, organised the German Middle East Business Conference in Munich, hosted on the premises of the Unicredit Bank AG.

Following the opening remarks by the host Phillipp Reimnitz, Divisional Board Member of the Unicredit Bank AG and Member of the Board of NUMOV, Abdulkarim Osman, Member of the Board of the Erbil Chamber of Commerce and Industry as well as



Participants of the conference

Dr. Khairy Agha, Chairman of the Renewable Energy Authority of Libya, introduced their areas of expertise. Afterwards Ali Eren, Member of the Board of Directors of the Istanbul Chamber of Industry gave a lecture on infrastructure in Turkey, followed by Bassam Bamagous, President and CEO of Al Haitam for Industries & Economic Development delivered an overview of the Saudi Arabian market.

The conference was then concluded by Dr. Tillman Rudolf Braun from the German Federal Ministry of Economic Affairs and Energy and Dr. Thomas Wülfing who reported about the Jebel Ali Free Zone in Dubai as the representative in Germany.



f.l.t.r.: Dr. Peter Thimme, DEG, Director for Europe, Middle East, Central Asia; Dr. Michael Reuss, Federal Foreign Office, Deputy Head of Division "Transformation in the Arab World"; Joachim Steffens, EBRD, Alternate Director for Germany; Dr. Eckhard Franz, Federal Ministry of Economic Affairs and Energy, Head of Department for Foreign Economic Policy; Joachim Schwarzer, EBRD Board of Directors, Director for Germany; Hildegard Gacek, EBRD Managing Director SEMED-Region

On 20<sup>th</sup> March 2014, NUMOV, the German Near and Middle East Association, organised a conference, focussing on cooperation possibilities with the European Bank for Reconstruction and Development (EBRD) regarding Egypt, Jordan, Tunisia and Morocco, with the Federal Ministry for Economic Affairs and Energy and the EBRD.

The participants were welcomed by Dr. Eckhard Franz from the German Federal Ministry for Economic Affairs and Energy; Joachim Schwarzer, Alternate Director for Germany at the EBRD Board of Directors and by Oliver Hermes, Member of the Board of NUMOV, Chairman of the Board of WILO SE.



Participants of the conference



Among the speakers were Dr. Michael Reuss from the German Federal Foreign Office and Dr. Peter Thimme from the Deutsche Entwicklungsgesellschaft (DEG).

On 31<sup>st</sup> March 2014, the German Orient-Institute organised an informal event concentrating on Afghanistan and the upcoming elections.

Dr. Ralf Brauksiepe, Parliamentary State Secretary at the Federal Ministry of Defence and Member of



f.l.t.r.: Dr. Gunter Mulack, Ambassador (ret.) and Director of the German Orient-Institute; Dr. Ralf Brauksiepe, Parliamentary State Secretary at the Federal Ministry of Defence and Member of the Board of Trustees of the German Orient-Foundation; Helene Rang, CEO and Deputy Chairperson of NUMOV; Dr. Rainald Steck, Ambassador (ret.), Member of the NUMOV Advisory Board

the Board of Trustees of the German Orient-Foundation, welcomed the participants and underlined the improved situation in the country. Afterwards.

Dr. Gunter Mulack, ambassador (ret.) and director of the German Orient-Institute presented his expertise and detailed information about Afghanistan's past and current situation and gave some possible future outlooks.

He also delivered an overview of the leading candidates in the upcoming elections, describing their political stances as well as their electoral chances and desired objectives.

The guests also took the chance to ask questions about several issues regarding the country's political and economic situation.

On 4<sup>th</sup> April 2014, the young diplomats held their traditional meeting with the NUMOV Junior Section in Berlin to discuss current issues concerning the region. The meeting was moderated by Alina Mambrey, the chairperson of the NUMOV Junior Section.



Participants of the Junior Section Meeting

From 7<sup>th</sup> – 9<sup>th</sup> April, H.E. Mohammad Reza Nematzadeh, Iranian Minister of Industry, Mine and Trade, visited the German Near and Middle East Association (NUMOV) in Berlin, accompanied by a high-ranking delegation. About 300 participants attended the Iranian-German Business Conference on 8<sup>th</sup> April.



f.l.t.r.: H.E. Mehdi Karbasian, Deputy Minister of Industry, Mine and Trade and President of IMIDRO; Burkhard Dahmen, Deputy Chairman of NUMOV; H.E. Mohammad Reza Nematzadeh, Iranian Minister of Industry, Mine and Trade; H.E. Ali Reza Sheikh Attar, Iranian Ambassador

The official delegation travelling with the minister also included: H.E. Dr. Reza Rahmani, Head of the Industry and Mine Commission of the Iranian parliament; H.E. Mojtaba Khosrootaj, Acting Minister of Industry, Mine and Trade and Deputy Minister for Domestic Trade; H.E. Mehdi Karbasian, Deputy Minister of Industry, Mine and Trade and President of IMIDRO; H.E. Valyolah Afkhani, Deputy Minister



Participants of the Irani Business Conference

of Industry, Mine and Trade and President of Trade Promotion Organization (TPO); Aliashraf Afkhami, Managing Director of the Bank of Industry and Mine; and Hossein Hajipoor, Director of Minister's Office.

The minister was also accompanied by a large business delegation.

This was the first business conference in Germany to have focused on Iran for many years, following the loosening of the sanctions and the re-establishment of relations between European and Asian countries as well as between the US and Iran.



H.E. Mohammad Reza Nematzadeh, Iranian Minister of Industry, Mine and Trade



Participants of the Iranian Business Conference

H.E. Mohammad Reza Nematzadeh also paid a visit to the honorary chairman of NUMOV and former chancellor, H.E. Gerhard Schröder, in Hannover. There, the delegation also visited the world's biggest industrial fair, Hannover Messe.



H.E. Gerhard Schröder, Former Chancellor of the Federal Republic of Germany and Honorary Chairman of NUMOV and the Iranian Delegation



f.l.t.r.: Dr. Rudolf Gridl, Ministry of Economic Affairs and Energy, Günther Mull, Member of the Board of NUMOV and Managing Director of Dermalog, H.E. Soran Aziz, Vice President of the Erbil Chamber of Commerce and Industry, and Saro Dzayee, President of the Kurdistan Contractors Union's Erbil branch

From 13<sup>th</sup> to 15<sup>th</sup> May 2014, NUMOV organised a delegation visit to Erbil. The delegation was headed by Günther Mull, member of the Board of NUMOV and Managing Director of Dermalog Identification Systems GmbH. The companies, which participated in the delegation, operate in a variety of sectors, from oil and gas to project planning, security, construction and logistics. H.E Alfred Simms-Protz, Consul General of Germany to Erbil, briefed the delegation members on the current economic and social developments in Erbil and the Kurdistan region. Günther Mull also welcomed the delegation and gave a short introduction on NUMOV's activities in this part of the Middle East. The delegation further met several ministers from Erbil as well as the city's mayor, who, through his long stay in Germany, represents a bridge between both countries. A visit to the Erbil building 2014 exhibition, in its eighth edition, rounded off the delegation trip. The NUMOV joint stand was well attended and the delegation



NUMOV joint stand at the Erbil Building



Kurdish Minister of the Interior H.E. Abdul Karim Sultan Sinjari receives the delegation and H.E. Alfred Simms-Protz, Consul General in Erbil (left)

members were able to explore the other stands of the trade fair. It is of mutual interest to increase German economic activity in Erbil, and thus, NUMOV will continue to work on providing the basis and platform for businesses to meet and cooperate.



Dr. Rainer Seele, Chairman of NUMOV (middle) welcomes the members to the Annual Meeting

On 20<sup>th</sup> of May 2014, the members of NUMOV convened for their 2014 Annual Meeting in Berlin. Dr. Rainer Seele, Chairman of NUMOV and Chairman of the Board of Wintershall Holding GmbH, welcomed the attending members. Burkhard Dahmen, Deputy Chairman as well as Treasurer of NUMOV and Chairman of the Managing Board of SMS Holding GmbH, presented the financial NUMOV-results from the past years. Dr. Rainer Seele also welcomed and introduced the new members of the board: Oliver Hermes, Chairman of the Board of Wilo SE, and Tanja Gönner, Chair of the Management Board of the Deutsche Gesellschaft für Internationale Zusammenarbeit GmbH (GIZ), who were confirmed unanimously by the attending members. The first members of the newly introduced International Board will be the Co-Chairman of the Saudi-German Business Dialogue, H.E. Sheikh Mubarak A. Al-Khafrah, and the former Minister of Energy and president of the Qatar Administrative Control and Transparency Authority, H.E. Abdullah Bin Hamad Al Attiyah.



H.E. Eberhardt Pohl, German Ambassador to Turkey, in discussion with Helge Tolksdorf, Ministry of Economic Affairs and Energy, and participants of the event

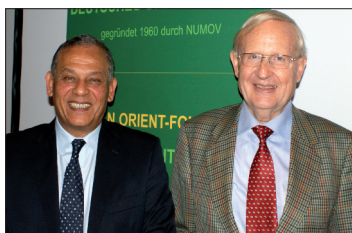


On the following day, NUMOV held its 95<sup>th</sup> NUMOV Länderforum in Berlin, with a special focus on Turkey. H.E. Eberhardt Pohl, German Ambassador to Turkey, was the special guest of honor. Before a round of questions, the ambassador gave an extensive and insightful summary of the economic and political situation in Turkey, concluding that Turkey is a prime address for German companies. Helge Tolksdorf from the Federal Ministry of Economic Affairs and Energy further gave a brief overview about the economic cooperation between Germany and Turkey.



H.E. Mehdi Jomaa, Prime Minister of Tunisia, is received by H.E. Sigmar Gabriel, Vice Chancellor and Federal Minister for Economic Affairs and Energy

June 2014 started with an exclusive meeting on the occasion of the visit of the Tunisian Prime Minister and his high-ranking delegation that was organised by NUMOV on the 17<sup>th</sup> June. H.E Mehdi Jomaa, Prime Minister of Tunisia, thanked NUMOV for the invitation and expressed his sincere hope for a successful visit. Vice Chancellor and Federal Minister for Economic Affairs and Energy, H.E. Sigmar Gabriel, also received the Tunisian Prime Minister in Berlin on the 19<sup>th</sup> June 2014, opening the German-Tunisian Economic Forum together with. The Economic Forum brought together more than 220 business and government representatives from both Germany and Tunisia.



Anwar E. El Sadat, President of the Reform and Development Misruna Party, with Gunther Mulack, Director of the German Orient-Institute

In the same month, NUMOV held its round table discussion event focusing on Egypt after the presidential elections on 25<sup>th</sup> June. The discussion was chaired by Dr. Gunter Mulack, Director of the German Orient-Institute and retired Ambassador of the Federal Republic of Germany to Kuwait, Bahrain, Syria and Pakistan.

On 12<sup>th</sup> August 2014, young diplomats from Egypt attended the long-established discussion round hosted by the NUMOV Junior Section. The diplomats, originated from all over Egypt, are currently attending the diplomatic program of the German





The young Egyptian delegates

Federal Office. The group was welcomed by Alina Mambrey, Chairperson of the NUMOV Junior Section, and the meeting was moderated by Sebastian Sons, Head of the Research Unit at the German Orient-Institute. The delegation was led by the German diplomat H.E. Bernd Erbel, who was the German Ambassador to Egypt from 2006 until 2009. The young Egyptian diplomats showed a keen interest in Germany and possibilities of bilateral cooperation.

On 8<sup>th</sup> September 2014 the celebration of NUMOV's 80<sup>th</sup> anniversary as well as the hosting of the annual German Near and Middle East Economic Conference at the German Federal Ministry for Economic Affairs and Energy in Berlin took place. Having established and supported strong economic relations between Germany and the Near and Middle East in recent decades, NUMOV, its friends and guests used the anniversary to look back on the association's history as well as to strengthen the commitment to existing and new business ties. The event commenced with a speech by Dr. Rainer Seele, Chairman of NUMOV and Chairman of the Board of Wintershall Holding GmbH.



H.E. Gerhard Schröder, Former Chancellor of the Federal Republic of Germany and Honorary Chairman of NUMOV; H.E. Sigmar Gabriel, Vice Chancellor and Minister for Economic Affairs and Energy





H.E. Gerhard Schröder, Former Chancellor of the Federal Republic of Germany and Honorary Chairman of NUMOV; Dr. Rainer Seele, Chairman of NUMOV and Chairman of the Board of Wintershall Holding GmbH



H.E. Sigmar Gabriel, Vice Chancellor and Minister for Economic Affairs and Energy



H.E. Gerhard Schröder, Former Chancellor of the Federal Republic of Germany and Honorary Chairman of NUMOV

Subsequently, Honorary Chairman H.E. Gerhard Schröder delivered his address. He referred to NUMOV as a bridge builder between Orient and Occident which has created trust and formed partnerships, noting that the uprisings in the Arab world have shown the influence the economic situation can have on political stability in the region. H.E. Sigmar Gabriel, Vice Chancellor and Minister for Economic Affairs and Energy of the Federal Republic of Germany, followed up by pointing out that NUMOV and the German Orient-Institute, as well as Dr. Rainer Seele and H.E. Gerhard Schröder, have done much to foster the relationships with the Near and Middle East. Among the esteemed guests were ambassadors, business leaders and important political figures. Among the international guests, a delegation from Erbil in the Kurdistan region of Northern Iraq attended the event. The German Near and Middle East Economic Conference brought together influential business leaders, diplomats and decision makers from Germany and the Near and Middle East. H.E. Brigitte Zypries, Parliamentary State Secretary of the German Federal Ministry for Economic Affairs and Energy, welcomed the participants. Subsequently, speeches were given by Joachim Enenkel, Member of the Board of NUMOV, Co-Chairman of the Saudi-German Business

Dialogue and Member of the Board of Bilfinger SE, Oliver Kraft, Member of the Executive Board of Herrenknecht AG, and Dr. Matthias Koehler, Head of the Interministerial Committee for Export Credit Guarantees at the German Federal Ministry for Economic Affairs and Energy. The conference was concluded by Dieter Bellé, Member of the Board of NUMOV and Member of the Board of LEONI AG.



f.l.t.r.: H.E. Brigitte Zypries, German Federal Ministry for Economic Affairs and Energy, Dr. Rudolf Gridl, German Federal Ministry for Economic Affairs and Energy, Joachim Enenkel, Bilfinger SE and Dara Jalil Al/Khazat, Erbil Chamber of Commerce and Industry

In the same month, NUMOV organised visits for a Pakistani delegation on solar and wind energy in Pakistan, taking place in Hamburg and Berlin between 22<sup>nd</sup> and 26<sup>th</sup> September as part of the Renewable Energies Export Initiative of the German Federal Ministry of Economic Affairs and Energy. On 23<sup>rd</sup> September, the opening information event Solar and Wind Energy in Pakistan took place in Hamburg. Dr. Rainald Steck, Ambassador (ret.) and Member of the Advisory Board of NUMOV, opened the presentation and information event with a wel-



f.l.t.r.: Dr. Stefan Oswald, German Federal Ministry for Economic Cooperation and Development, Dr. Rainald Steck, Member of the Advisory Board of NUMOV, H.E. Syed Hasan Javed, Ambassador of Pakistan to Germany, and Kora Töpfer, Export Initiative for Renewable Energy

come address, which was followed by a speech by H.E Syed Hasan Javed, Ambassador of Pakistan to Germany. The event consisted of two successive sessions. Following the workshop, the delegation journey program continued with the visit to the Ministry of Economy, Transport and Innovation of the Free and Hanseatic City Hamburg. There, the delegation was greeted by Martin Köppen, Head of the Department for Business Development, International Business Relations and Agriculture. The delegation then used the opportunity to visit the

fair 'WindEnergy Hamburg', which is the world's largest wind energy exhibition. One of the highlights of the delegation visits was the town of Feldheim, which has become completely energy self sufficient by using a mix of solar, wind, geothermal and other renewable energies. To conclude the visits a presentation was held by ED-ENERGY Germany GmbH, a full service company in the area of renewable energy technologies.

On 22<sup>nd</sup> Septmeber NUMOV in cooperation with Deutsche Bahn International GmbH hosted an event in Berlin on market development and business opportunities in the rail industry in selected GGC states, with a special focus on Oman. The speakers gave detailed information on current prospects for the railway industry in the GCC, among them Dr. Martin Herrenknecht, Deputy Chairman of NUMOV and Chairman of Herrenkencht AG.



f.l.t.r.: Andreas Wegerif, Member of the Board of DB International GmbH; Dr. Martin Herrenknecht, Deputy Chairman of NUMOV and Chairman of Herrenkencht AG

On 6<sup>th</sup> December 2014, a large German delegation of high-ranking business representatives from a wide range of economic sectors embarked on a four-day visit to Iran organised by NUMOV. The delegation was headed by Burkhard Dahmen, Deputy Chairman of NUMOV and Spokesman of the Management Board of SMS Holding GmbH, as well as Helene Rang, CEO and Deputy Chairperson of NUMOV. As the largest German business delegation to have been welcomed to Iran in the past years, NUMOV and its Iranian counterparts succeeded in





f.l.t.r.: H.E. Eng. Afkhami, Deputy Minister and Chairman of the Trade Promotion Organization of Iran (TPO); H.E. Ali Majedi, Ambassador of the I. R. of Iran to Germany; H.E. Eng. Nematzadeh, Minister of Industry, Mines and Trade of the I. R. of Iran; Burkhard Dahmen, Deputy Chairman of NUMOV; Helene Rang, CEO and Deputy Chairperson of NUMOV

holding many high level meetings with both the private as well as public sectors, thus, laying the ground for post-sanctions economic cooperation with Iran while demonstrating that German companies – and especially NUMOV members – remain committed to their long term business ties in Iran during the difficult business climate created by the economic sanctions against the country. The first order of business of the delegation was a visit to the Iranian Ministry of Industry, Mines and Trade, where the entire delegation had the honour to personally meet H.E. Mohammad Reza Nematzadeh, Minister of Industry, Mines and Trade, as well as many of his deputies. For the next meeting, the delegation was welcomed by H.E. Dr. Mehdi Karbasian, Deputy Minister and Chairman of the Board of the Iran Mining and Industrial Development and Renovation Organization (IMIDRO). The first day of the delegation came to a pleasant conclusion at a private reception of the group by German Ambassador to Iran, H.E. Michael von Ungern-



Meeting at the Ministry of Oil of the I. R. of Iran

Sternberg. In the morning of the second day, a meeting was arranged between H.E. Gholam Hossein Shafei, President of the Iranian Chamber of Commerce, Industries, Mines and Agriculture (ICCI-MA) and selected members of the delegation. This exclusive visit was followed by an 'Iran-Germany

Business Forum“, to which members of the ICCIMA were invited. Subsequently, the delegation headed to the Energy Ministry in order to meet with H.E. Houshang Fallahatian, Deputy Energy Minister of the Islamic Republic of Iran. The next meeting took place at the headquarters of the National Petrochemical Company (NPC) of Iran, where the delegation had the honour of being received by H.E. Abbas Sheri-Moqaddam, Deputy Oil Minister, as well as Mohammad Hassan Peyvandi, Deputy CEO and Member of the Board of the NPC. The day ended with a meeting with Eng. Mehdi Younesian, CEO of Iran Khodro Diesel (IKD), Iran's leading producer of commercial vehicles. The meeting was attended by a high-ranking panel of IKD managers and offered valuable insights into the vast Iranian automobile industry. The delegation continued with another day filled with meetings with high-ranking



f.l.t.r.: Helene Rang, CEO and Deputy Chairperson of NUMOV; Burkhard Dahmen, Deputy Chairman of NUMOV and Eng. Ali Ashraf Afkhani, CEO of the Bank of Industry and Mines

representatives. The first order of the day was a meeting with the Trade Promotion Organization (TPO) of Iran, located at the permanent site of international exhibitions in Tehran. The next visit took the delegation to the Bank of Industry and Mines, where it was welcomed by CEO Eng. Ali Ashraf Afkhani. The last stop before yet another splendid dinner invitation by the TPO was a meeting with Eng. Armoudli, CEO and Chairman of the Board of the Renewable Energy Organization of Iran (SUNA), where the domestic Iranian achievements in the field of renewable energies were presented. The final day of the German business delegation started off with a visit to the Ministry of Communications and Infrastructure, where H.E. Mahmoud Khosravi,





German Delegation at the Bank of Industry and Mines

Deputy Minister, welcomed the group. The delegation then visited ELECOMP 2014, an exhibition on electronics, computers and e-commerce, where the group was able to enjoy a short glimpse into the use of new technologies and media amongst the Iranian youth. The last meeting of the delegation was held outside of Tehran at the headquarters of the Société Anonyme Iranienne de Production Automobile (SAIPA). The delegation succeeded in demonstrating that German NUMOV member companies are not only a friend during favourable conditions, but also stay committed to business relationships during more difficult times, thus, establishing a comparative advantage to many other countries and companies.

Between 8<sup>th</sup> and 10<sup>th</sup> of December 2014, the forth session of the German-Kuwait Joint Commission took place in Kuwait. German and Kuwaiti representatives of several governmental authorities as well as German companies and trade associations attended the conference. The three-day program included presentations by German companies, B2B business meetings as well as a presentation with the title 'Doing Business in Kuwait –Opportunities, Challenge and Approach'. Kuwait presented its 'Development Plan from 2015 to 2019' with the aim of pushing economic reforms and diversification.

From 11<sup>th</sup> to 12<sup>th</sup> January 2015, H. E. Prof. Dr. Ahmet Davutoğlu, Prime Minister of the Republic of Turkey, made his first official visit to Germany. He was welcomed at the Federal Chancellery by H. E. Dr.

**2015**



Delegation headed by H.E. Ahmet Davutoğlu, Prime Minister of the Republic of Turkey; Helene Rang, CEO of NUMOV at the new premises of Yunus Emre Institute

Angela Merkel, Chancellor of the Federal Republic of Germany. While in Berlin, Prime Minister Ahmet Davutoğlu and his wife Sare Davutoğlu visited the facilities of the new Yunus Emre Institute, located in Kronenstraße 1 in Berlin Mitte, the very same building as NUMOV's new headquarters. He was accompanied by H. E. Hüseyin Avni Karslıoğlu, Ambassador of the Turkish Republic in Germany, and was welcomed, among others, by Prof. Dr. Hayati Develi, President of the Yunus Emre Institutes, Prof. Dr. Faruk Akyol, Head of the new Berlin branch of the Yunus Emre Institute, Suat Bakır, CEO of the Turkish-German Chamber of Industry and Commerce, and Helene Rang, CEO of NUMOV.



H.E. Ahmet Davutoğlu, Prime Minister of the Republic of Turkey; Prof. Dr. Faruk Akyol, Deputy Chairperson of the Board of German Orient-Institute and Head of the new Berlin branch of the Yunus Emre Institute

Subsequently, NUMOV hosted the 96<sup>th</sup> Länderforum at its new NUMOV conference centre in Berlin on 16<sup>th</sup> January. After giving a brief welcoming speech to the numerous participants from both the economic and political sector, Helene Rang, CEO of NUMOV, introduced the new NUMOV conference centre as a meeting place, where economic and cultural relations between Germany and the countries of the Middle East can further be strengthened. At this year's Länderforum, NUMOV was proud to introduce H.E. Dieter Haller, Head of the Directorate General for Economic Affairs at the German Federal Foreign Office, as well as Dr. Rudolf Gridl, Head of the Middle East and North Africa Department at the



f.l.t.r.: Dr. Rudolf Gridl, Head of the Middle East and North Africa Department at the Federal Ministry for Economic Affairs and Energy; H.E. Dieter Haller, Head of the Directorate General for Economic Affairs at the German Federal Foreign Office; Helene Rang, CEO of NUMOV

Federal Ministry for Economic Affairs and Energy as the event's special guests.

On 28<sup>th</sup> January 2015, the German Orient-Institute held a panel discussion on the role of Turkey in the context of the current Islamic State (IS) conflict and the Kurdish question. All in all, the panel discussion of the German Orient-Institute pooled the valuable knowledge of various experts and interesting input from the audience, enabling participants to reflect on the actual role of Turkey from a range of different perspectives. The attending speakers were among others Thomas Volk, who is Coordinator for Islam and religious dialogue at the Konrad Adenauer Foundation, Dr. Afzal Ashraf, Director of Privatismus Uk Ltd., and Ludwig Schulz, Head of the Turkey Department at the German Orient-Institute.



f.l.t.r.: Ludwig Schulz, Head of the Turkey Department at the German Orient-Institute; Thomas Volk, Coordinator for Islam and religious dialogue at the Konrad Adenauer Foundation; Johannes Selle, Member of the German Parliament; Dr. Afzal Ashraf, Director of Privatismus

Between 7<sup>th</sup> and 10<sup>th</sup> March, H.E. Sigmar Gabriel, Vice Chancellor and Federal Minister of Economic Affairs and Energy, led a four-day economic delegation to Saudi-Arabia, Qatar and the UAE to develop economic ties and promote exports, accompanied by around 100 German business leaders.



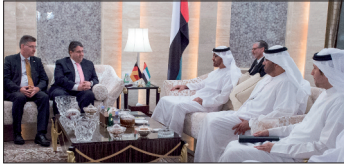
H.E. Sigmar Gabriel, Vice Chancellor and Federal Minister for Economic Affairs and Energy; H.H. Salman bin Abdulaziz Al Saud, King of Saudi Arabia and Custodian of the Two Holy Mosques

The trip was also an initiative of H.E. Schröder, Former Chancellor of the Federal Republic of Germany and Honorary Chairman, and Dr. Rainer Seele, Chairman of NUMOV and Chairman of the Board of Wintershall Holding GmbH.

At the heart of this mission were two Joint Economic Commissions as well as a small- and medium sized enterprises meeting and talks with H.H. Salman bin Abdulaziz Al Saud, King of Saudi Arabia and Custodian of the Two Holy Mosques, with the Vice Chancellor being the first German minister to visit the Kingdom since the death of the King Abdullah in January.



H.E. Sigmar Gabriel, Vice Chancellor and Federal Minister for Economic Affairs and Energy; H.H. Sheikh Tamim bin Hamad Al Thani, Emir of the State of Qatar



H.E. Sigmar Gabriel, Vice Chancellor and Federal Minister for Economic Affairs and Energy in a meeting with H.H. Mohammed bin Zayed Al Nahyan, Crown Prince of Abu Dhabi

This successful international visit was the first of H.E. Sigmar Gabriel to the region and was symbolic of the rising significance and flourishing relationship between the German and Middle Eastern economies.

On 19<sup>th</sup> March, the conference on cooperation opportunities in Turkey with the European Bank for Reconstruction and Development (EBRD) took place at the Federal Ministry for Economy and Energy (BMWi) in cooperation with NUMOV. Participants from small- and medium-sized companies, the BMWi, and the Turkish Embassy were able to listen to presentations about EBRD investment funding that interested companies who want to start or enhance business in Turkey can make use of. Attending speakers, among others, were H.E. Avni Hüseyn Karslıoğlu, Ambassador of the Republic of Turkey to Germany, Michelle Müntefering, Member of the German Parliament and President of the Board of Trustees of the German Orient Foundation, Dr. Jürgen Friedrich, managing Director of Germany Trade and Invest and Wolf-Dieter Plessing, Undersecretary of the Federal Ministry.



f.l.t.r.: Helene Rang, CEO of NUMOV; Joachim Steffens, Alternate Director for Germany of EBRD; H.E. Hüseyn Avni Karslıoğlu, Ambassador of the Republic of Turkey in Germany

April began with NUMOV's celebration of the official opening of its new own premises at Kronenstraße 1, in Berlin's government area. The presence of Former Chancellor and Honorary Chairman of NUMOV, H.E. Gerhard Schröder, added to the ceremonial nature of the event, which took place on 13<sup>th</sup> April, while many other representatives from the German economic and political landscape attended the official opening. The event was preceded by the Annual Members' Meeting, which was chaired by Dr. Rainer Seele, Treasurer Burkhard Dahmen and Helene Rang, who were able to present the most successful year in NUMOV's 80 year history to its members. The official ceremony was opened with welcoming remarks by H.E. Gerhard Schröder. After the speech, Burkhard Dahmen reiterated the importance of NUMOV's ongoing and eager work in such a volatile region.



f.l.t.r.: Dr. Rainer Seele, Chairman of NUMOV; Helene Rang, CEO of NUMOV; Burkhard Dahmen, Deputy Chairman of NUMOV





f.l.t.r.: H.E. Ali Majedi, Ambassador of the I.R. of Iran to Germany; H.E. Gerhard Schröder, Former Chancellor of the Federal Republic of Germany, Michelle Müntefering, President of the German Orient-Foundation and Member of the Federal German Parliament

Given that the building is currently hosting representatives of countries from the region, the opening ceremony also served as an invitation for NUMOV members to contribute to and join in the international atmosphere. In light of NUMOV's aspiration to make Kronenstraße 1 a gathering place where companies and delegates from the Near and Middle East can meet their German counterparts, the official opening ceremony has been a great success.



New own premises of NUMOV at Kronenstraße 1 in the government area of Berlin



f.l.t.r.: Dr. Thomas Wülfing, Member of the Advisory Board of NUMOV; H.E. Ali Majedi, Ambassador of the I.R. of Iran to Germany; Dr. Soleymani Amiri, Managing Director of Ghadir Investment Company

In the same month, on 23<sup>rd</sup> April, NUMOV hosted an Iranian delegation led by Ghadir Investment Group in order to renew the traditionally good

relations between Iran and Germany. The delegation was headed by Dr. Gholamreza Soleymani Amiri, Managing Director of Ghadir Investment Company. A number of NUMOV members met with the Iranian delegation under the moderation of Dr. Thomas Wülfing, Member of the NUMOV Advisory Board, engaging in an open discussion about the current restraints for doing business and in bilateral talks on how to proceed macro-economic policy.



H.E. Markus Potzel,  
German Ambassador to  
Afghanistan

At the end of the month, the German Orient-Institute organised a panel discussion on the current developments in Afghanistan, which was held on 28<sup>th</sup> April 2015 and took place at the new NUMOV conference centre in Berlin. Special guest, H.E. Markus Potzel, German Ambassador to Afghanistan, gave an interesting and insightful overview of the challenges that arose from the withdrawal of ISAF forces by the start of this year. Fuelled by the precise analysis put forward by H.E. Markus Potzel, the panel discussion saw a vivid debate on the many aspects that will shape Afghanistan's future.

On 19<sup>th</sup> May, attended by almost 300 participants, NUMOV successfully hosted one of the largest international business conferences on Iran in recent years in cooperation with its partner Germela in Frankfurt. Despite the difficult business climate of recent years, NUMOV succeeded in arranging several high-level meetings with both the private and public sectors, thereby showing its commitment to a fruitful Iranian-German partnership. In the wake of the Lausanne agreement on the Iranian nuclear programme and Iran's prospective re-opening to the international community, the conference was the next step in NUMOV's ongoing support for a rapprochement between Iran and Germany. The conference was moderated by Dr. Thomas Wülfing, Member of the Advisory Board of NUMOV and Chairman of Germela. The conference participants were welcomed with an opening address by Dr.



Martin Herrenknecht, Deputy Chairman of NUMOV and Chairman of Herrenknecht AG. His address was followed by a speech by the Iranian Ambassador to Germany, H.E. Ali Majedi. The subsequent speeches were given by H.E. Dieter Haller, Director General for Economic Affairs and Sustainable Development of the German Federal Foreign Office, Mohammad Peyvandi, Vice President of the Iranian National Petrochemical Company (NPC), Ulf



f.l.t.r.: Dr. Thomas Wülfing, Chairman of Germela and Member of the Advisory Board of NUMOV; Dr. Martin Herrenknecht, Dp. Chairman of NUMOV and Chairman of Herrenknecht AG; H.E. Ali Majedi, Ambassador of the I.R. of Iran to Germany; H.E. Dieter Haller, Director General for Economic Affairs and Sustainable Development at the Federal Foreign Office

Herrlett, Vice President Technology of Air Liquide Global E&C Solutions and Issa Mashayekhi, Managing Director and Board Member of NPC International Ltd. Dr. Mohammad Akbari, Director of International Investments at the Iranian Management Development Research Center, explained important points that must be observed when commencing or operating a business in Iran.



Participants of the conference

Dr. Rudolf Gridl from the German Federal Ministry for Economic Affairs and Energy picked up on some important points mentioned beforehand. The session was concluded by Werner Schoeltzke, Managing Director of Entracon AG and Member of

the Board of NUMOV. After a short break for several questions to the speakers, the conference continued with best practice presentations by Dr. Caspar Glinz, from Schmidt, Kranz & Co. GmbH, and Hubertus Engels, from AWS Schäfer Technologie GmbH. The final session, on the legal framework regarding investments and business in Iran, was introduced by Dr. Mahnaz Mehrinfar, Senior Partner of International Law Office Dr. Behrooz Akhlaghi & Associates. Dr. Thomas Wülfing concluded the session on legal affairs with an introduction to the proper taxation of profits accrued by German companies in Iran.



Dr. Wolfgang Büchele, Chairman of the Board of Linde AG

On 29<sup>th</sup> June, NUMOV organised a conference on industrial and economic relations between Germany and Saudi Arabia in cooperation with The Linde Group, focusing especially on the non-oil sector. The conference took place in Munich and gathered participants from small- and medium-sized companies as well as large companies looking to gain insight into the industrial and economic relations between Germany and Saudi Arabia, including speeches and presentations delivered by German and Saudi Arabian representatives from both diplomatic and economic fields. Among the speakers were Dr. Wolfgang Büchele, Chairman of the Board of Linde AG, H.E. Boris Ruge, German Ambassador to Saudi-Arabia, Joachim Enenkel, Member of the Board of NUMOV, Member of the Board of Bilfinger SE and Co-Chairman of the Saudi.german Business Dialogue, Martin Grossmann from the Bavarian State Ministry of Business and Media, Energy and Technology, Sebastian Muschelknautz from Linde AG, Thomas Ohler from Hypovereinsbank and Dr. Bader Behaishan Al-Busaies from Fahad Al-Suwaiket & Bader Al-Busaies Attorneys at Law. The conference was concluded by Dirk Doerrschuck from Detecon al Saudia Co Ltd.

On 23<sup>rd</sup> July, NUMOV received a delegation from Afghanistan. H. E. Hamid Sidig, Ambassador of Afghanistan to Germany, expressed his appreciation



f.l.t.r.: Nora Habib-Sadek from the German Federal Ministry of Economic Affairs and Energy; Ronda Irby, Business Development Director of Ghazanfar Group; Ismail Ghazanfar, Chairman and CEO of Ghazanfar Group; H.E. Hamid Sidig, Ambassador of the Islamic Republic of Afghanistan to Germany; Dr. Gunter Mulack, Director of the German Orient-Institute; Benedikt van den Woldenberg, Regional Manager, German Near and Middle East Association / NUMOV

of the support provided by NUMOV even through the hard times that his country has faced and is still facing. The meeting offered a great opportunity to learn more about Afghanistan itself and establish direct contact with one of the most important company's in the country. After the presentations were held, a fruitful discussion took place, including questions from the audience.

On 28<sup>th</sup> August, NUMOV hosted the 97<sup>th</sup> Länderforum with a special focus on the UAE at its new conference centre in Berlin. After giving a brief welcoming speech to the numerous participants from both the economic and political sector, Helene Rang introduced the new NUMOV conference centre as a meeting place, where economic and cultural relations between Germany and the countries of the Middle East can further be strengthened. At the 97<sup>th</sup> Länderforum, NUMOV was proud to have H.E. Eckhard Lübke-meier, Ambassador of Germany to the UAE, as the event's special guest.



f.l.t.r.: Jürgen Möpert, Head of Berlin Office, Wintershall Holding GmbH; Martin Biesel, Air Berlin; H.E. Eckhard Lübke-meier, Ambassador of the Federal Republic of Germany to the UAE; Andreas Berthe, Elpro GmbH

On 15<sup>th</sup> October NUMOV hosted an Egypt Conference in Cooperation with the Egyptian Junior Business Association (EJB) at the NUMOV Conference Centre in Berlin. The event was attended by a delegation of young Egyptian entrepreneurs and was the first outcome of the cooperation agreement signed between NUMOV and the EJB at the 2<sup>nd</sup> session of the German-Egyptian



f.l.t.r.: Ahmed Mashhour, Chairman of EJB; Günther Mull, Managing Director Dermalog GmbH; H.E. Dr. Badr Abdelatty, Ambassador of the Arab Republic of Egypt to Germany; Hubert F. Bock, Managing Director Misr Bank-Europe GmbH; Heiko Wildner, Ministry for Economic Affairs and Energy of Germany

Joint Economic Commission during the course of the visit of Egyptian President H.E. Abd al- Fattah as-Sisi in June. On their visit to Germany the group of junior diplomats was headed by Bernd Erbel, Member of the Advisory Board of NUMOV and former ambassador of Germany to Egypt.



H.E. Ali Majedi, Ambassador of the I.R. of Iran to Germany

Later that month, on 22<sup>nd</sup> October, NUMOV once more provided its services for members and interested German companies at a Middle East conference. The meeting in Stuttgart in cooperation with Südwestbank AG and CMS Hasche Sigle was honoured with the presence of H. E. Ali Majedi, Ambassador Iran to Germany, and a business delegation from Iraq.



f.l.t.r.: Ludwig Schulz, Head of the Turkey Desk of the German Orient-Institute; Ahmet Köhlaci, Head of Hürriyet Berlin Office; Suat Bakır, CEO of the Turkish-German Chamber of Commerce and Industry

On 26<sup>th</sup> November 2015 the German Orient-Institute held a panel discussion entitled 'Turkey after the Elections' in Berlin. Experts Ahmet Köhlaci, who has headed the Berlin office of the Turkish daily newspaper Hürriyet since 2000, and Suat Bakır, CEO of the Turkish-German Chamber of Commerce and Industr, discussed the many fascinating developments in the country alongside moderator Ludwig Schulz, Head of the Turkey Desk of the German Orient-Institute. The German Orient-Institute's panel discussion once again demonstrated that ongoing developments in Turkey remain a highly interesting subject.



H.E. Gerhard Schröder, Honorary Chairman of NUMOV and Former Chancellor of the Federal Republic of Germany; H.E. Hassan Rouhani, President of the Islamic Republic of Iran

A delegation of high ranking board members of NUMOV from a wide range of sectors visited Iran in January 2016. The delegation was organised by NUMOV and headed by H.E. Gerhard Schröder, Former Chancellor of the Federal Republic of Germany and Honorary Chairman of NUMOV, at the kind invitation of H.E. Mohammad Reza Nematzadeh, Minister of Industry, Mines and Trade. As a result of NUMOV and its Iranian counterpart's success in holding high-level negotiations and business delegations even when the sanctions were still in effect, the visiting party was welcomed specifically to discuss future business plans between the two countries. German Ambassador to Iran, H.E. Michael Freiherr von Ungern- Sternberg welcomed the delegation members in a briefing. Originating from various business fields, the delegates had the perfect chance to exchange their experiences concerning money transfer difficulties during the sanctions period. A subsequent meeting of the former chancellor and delegation party with the Iranian Minister of Roads and Urban Development, H.E. Abbas Ahmad Akhoundi, took place afterwards. This was followed by a reception at the residence of H.E. Michael Freiherr von Ungern-Sternberg. After this appointment, H.E. Mohammad Nematzadeh warmly welcomed the delegation and H.E. Ali Majedi,

**2016**



H.E. Javad Zarif, Minister of Foreign Affairs of the I.R. of Iran; H.E. Gerhard Schröder, Honorary Chairman of NUMOV and Former Chancellor of the Federal Republic of Germany



H.E. Mohammad Nematzadeh, Minister of Industry, Mines and Trade of the I.R. of Iran; H.E. Gerhard Schröder, Honorary Chairman of NUMOV and Former Chancellor of the Federal Republic of Germany





H.E. Gerhard Schröder, Honorary Chairman of NUMOV and Former Chancellor of the Federal Republic of Germany; H.E. Ali-Akbar Haschemi Rafsandschani, Former President of the I.R. of Iran and Chairman of the Expediency Discernment Council of Iran

Ambassador of Iran to Germany at his ministry. The second day started with a private reception of the head of delegation, H.E. Gerhard Schröder, with H.E. Hassan Rouhani, President of the Islamic Republic of Iran, also attended by H.E. Ali Majedi. The next meeting, chaired by H.E. Gerhard Schröder, took place at the Ministry of Petroleum, where the delegates had the honour of being welcomed by H.E. Bijan Namdar Zanganeh, Minister of Petroleum. The next visit was to the Ministry of Science, Research and Technology, where all participants were warmly welcomed by Minister H.E. Dr. Mohammad Farhadi. Because NUMOV stayed committed to business relations with the Iran even in difficult times, the delegation was especially warmly welcomed by our Iranian counterparts. H.E. Ali Majedi, the Ambassador of Iran to Germany, as well as German Ambassador to Iran, H.E. Michael Freiherr von Ungern-Sternberg offered his kindest and most valued support with his presence throughout the delegation as well as the planning phase.

On 19<sup>th</sup> January NUMOV and the KfW Group organised a conference in Frankfurt that dealt with financial aspects and legal framework conditions in the Near and Middle East. The conference began with an in-depth economic overview of the region, which



f.l.t.r.: Holger Apel, Global Head Basic Industries of the KfW IPEX-Bank; Dr. Thomas Wülfing, GERMELA and Member of the Advisory Board of NUMOV; Helene Rang, CEO of NUMOV

was provided by Dr. Jörg Zeuner, Chief Economist at the KfW Group. Subsequently, speeches were given by Helene Rang, CEO of NUMOV, M. Reza Heidarzadeh from the Iranian Embassy in Germany, Holger Apel, Global Head of the Basic Industries at the KfW Group, Ali Shahabi, Legal Counsel in the International Law Office in Iran, Alaa Yamani, Managing Partner at Yamani, Jamjoom & Baroom Law Firm in Saudi Arabia, Nazih Abdul Hameed, Senior Associate at Al-Markaz Law Firm in Kuwait, Marcel Trost from Germela in Dubai and Dr. Mehmet Köksal from Köksal Associates in Turkey. Finally, Andrea Isphording, Senior Manager at PwC, delivered an insightful presentation. The event ended with the concluding remarks of host Dr. Thomas Wülfing, from Germela.



f.l.t.r.: H.E. Peter Altmaier, Head of the Federal Chancellery; Ole von Beust, Representative ISPAT in Germany and Member of the Board of NUMOV; H.E. Hüseyin Avni Karslıoğlu, Ambassador of the Republic of Turkey in Germany; Arda Ermut, President of ISPAT

On 25<sup>th</sup> January, NUMOV held a panel discussion at its conference centre in Berlin under the title 'Turkey as an Economic and Investment Partner' in cooperation with the Investment Support and Promotion



Participants of the Conference

Agency of Turkey (ISPAT). Moderated by H.E. Ole von Beust, Representative of ISPAT in Germany and Member of the Board of NUMOV, a panel comprising H.E. Peter Altmaier, Chief of Staff of the German Chancellery, H.E. Hüseyin Avni Karslıoğlu, Ambassador of Turkey to Germany, and Arda Ermut, President of ISPAT, discussed the investment and business opportunities available to German companies in Turkey. Issues such as the current political challenges were also raised.



f.l.t.r.: Dr. Thomas Wülfing, Member of the Advisory Board of NUMOV; Helene Rang, Dep. Chairperson and CEO of NUMOV; Burkhard Dahmen, New Chairman of NUMOV; Dr. Rainer Seele, Former Chairman of NUMOV

On 5<sup>th</sup> April 2016, NUMOV held its Annual Members Meeting, chaired by Dr. Rainer Seele, Chairman of NUMOV until April 2016, who was able to present the most successful result of NUMOV in its 85 years of history. The meeting began by addressing NUMOV's activities over the last year, highlighting the successful relocation to its own new premises in particular. Through the new building NUMOV is able to offer its members the unique possibility to rent the conference centre at very advantageous pricing and as well as to

use the address Kronenstraße 1 in Berlin as a representative office.

After treasurer Burkhard Dahmen presented the results of NUMOV's past year in detail, the re-election of the board was held according to schedule under the direction of Dr. Thomas Wülfing, Chairman of Germela. Due to his move to Austria, Dr. Rainer Seele passed his position as Chairman of NUMOV to Burkhard Dahmen, who was approved unanimously.



f.l.t.r.: Helene Rang, CEO of NUMOV; Burkhard Dahmen, Chairman of NUMOV; H.E. Mrs. Marzieh Shahdaee, Deputy Minister of Oil of the I. R. of Iran and President of the National Petrochemical Company of Iran (NPC); H.E. Seyed Mohammad Emad, Dep. Ambassador of the I.R. of Iran

On the same day, NUMOV held its annual conference on at its premises in the heart of Berlin. The NUMOV conference hosted a wide range of esteemed speakers, dignitaries and guests from both near and afar, welcomed warmly by President and CEO of SMS group and new Chairman of NUMOV, Burkhard Dahmen, who introduced and moderated the event.

Burkhard Dahmen began by greeting all guests, especially the Iranian guests, headed by H.E. Mrs Marzieh Shahdaee, Deputy Minister of Oil of the Islamic Republic of Iran and President of the National Petrochemical Company of Iran (NPC), a country with which strong mutual ties are being renewed following the lifting of international sanctions in January. Burkhard Dahmen hereby passed the floor to the Deputy Ambassador of the Islamic Republic of Iran to Germany, H.E. Seyed



H.E. Mrs. Marzieh Shahdaee, Deputy Minister of Oil of the I. R. of Iran and President of the National Petrochemical Company of Iran (NPC)



H.E. Brigitte Zypries,  
Germany's Deputy Minister  
for Economic Affairs and  
Energy

Mohammad Emad, who spoke about the cooperation opportunities that will arise in the post-sanctions era and the expected expansion of the Iranian economy.

This speech was followed by another detailed presentation delivered by H.E. Brigitte Zypries, Germany's Deputy Minister for Economic Affairs and Energy, who referred to her own experience of heading a healthcare delegation to Iran in January this year.

Expressing his thanks on behalf of the business community to the Federal Ministry for Economic Affairs and Energy following the deputy minister's speech, NUMOV Chairman Burkhard Dahmen introduced H.E. Mrs Marzieh Shahdaee, Deputy Minister of Oil of the Islamic Republic of Iran and President of the National Petrochemical Company of Iran (NPC), who began by familiarising the audience with the petrochemical industry in Iran, proceeding to detail areas of development potential and investment opportunity.



Participants of the German Near and Middle East Conference 2016

The next address was held by H.E. Dr. Farhad Sharif, Vice President for International Affairs of the Chamber of Commerce, Industries, Mines and Agriculture of Iran, delivering a presentation titled 'Iran-Germany Partnership for Regional Growth & Development'. The final talk of the first session was given by Mohammad Hadi Rahbari, Advisor to the Minister of Industry, Mines and Trade of the



Islamic Republic of Iran, which offered an in-depth glance at petrochemical investment projects in the country.

The second half of the event opened with further insight into business opportunities in the petrochemical sector in Iran, detailed on this occasion by Issa Mashayekhi, Managing Director of NPC International, who outlined the current political situation as well as a brief history and the structure of the petrochemical sector. Sabine Hummerich, Member of the Board of EIH BANK, which specialises in finance between Europe and Iran and had enjoyed several decades of successful trade with Iran before the sanctions came into effect, took to the stage next with a change of focus towards financing and the implementation of payments, delivering a presentation entitled 'Movement of Capital and Methods of Payment after the Lifting of Sanctions'.

Representing both Euler Hermes, the leading credit insurance company, and PricewaterhouseCoopers, in this case the agent of the German government, Jan-Philipp Apking expounded on the specific legal framework of the aforementioned Hermes cover, which is run jointly by the two companies. The penultimate speaker was Jürgen Nowicki, Managing Director and Member of the Board of Directors at Linde Engineering Division, who introduced his company and elaborated at a personal level on the opportunities that he sees in Iran.

Following this talk and its ensuing discussion, Burkhard Dahmen handed the floor to Oliver Knoerich from the German Federal Foreign Office, who explained the current state of the political relationship and the developments following the lifting of sanctions according to the JCPoA. On a day concluded by bilateral meetings and thereby the opportunity for more personal exchanges, it was equally the range of expert

speakers and pronounced audience participation that made the German Near and Middle East Annual Conference 2016 a resounding success, clarifying in equal measure both the challenges and enormous potential that lies in the rejuvenation of an old partnership.



H.E. Sigmar Gabriel, Vice Chancellor and Minister for Economic Affairs and Energy of Germany; H.E. Abdel Fattah Al-Sisi, President of the Arab Republic of Egypt

From 16<sup>th</sup>-19<sup>th</sup> April 2016, H.E. Sigmar Gabriel, Vice Chancellor of Germany and Federal Minister for Economic Affairs and Energy, visited Egypt and Morocco, leading the 3<sup>rd</sup> German-Egyptian Joint Economic Commission at the outset of his trip. Together with the associated business delegation, consisting of over 100 German company representatives from the energy sector in particular, he met Egyptian President H.E. Abdel Fattah Al-Sisi and talked about guarantees for German investors amongst other topics.

Additional meetings and discussions followed with Egyptian Minister of Foreign Affairs H.E. Samih Shukri, Egyptian Minister of Trade and Industry H.E. Tarek Qabil, Egyptian Minister of Tourism H.E. Mohamed Yehia Rashed, Egyptian Minister of Supply and Internal Trade H.E. Dr. Khaled Hanafy, Egyptian Minister of Electricity and Energy H.E. Dr. Mohamed Shaker, and Egyptian Minister of Investment H.E. Dalia Khorshid.

In the course of a Suez Canal visit under the direction of H.E. Uwe Beckmeyer, Parliamentary State Secretary at the Federal Ministry for Economic Affairs and Energy, a meeting with Dr. Ahmed Darwish, Chairman of the General Authority for the Economic Zone of Suez Canal, took place.



H.E. Sigmar Gabriel, Vice Chancellor and Minister for Economic Affairs and Energy of Germany; H.E. Abdelilah Benkirane, Prime Minister of Morocco

Following his trip to Egypt, H.E. Sigmar Gabriel visited Morocco. During his meeting with H.E. Abdelilah Benkirane, Prime Minister of Morocco, the promotion of German investment within several areas – particularly in education and vocational training – was emphasised.

As a result of talks between H.E. Sigmar Gabriel and Moroccan Minister of Energy, Mining, Water and Environment H.E. Abdelkader Amara, an agreement within the field of renewable energy was concluded. H.E. Sigmar Gabriel also met H.E. Mohamed Boussaid, Morocco's Minister of Economy and Finance, who highlighted the renewable energy sector once again, also stressing the great potential within the automotive sector in Morocco, especially for German companies. Further meetings included talks with H.E. Moulay Hafid El Alamy, Minister of Industry, Trade, Investment and Digital Economy, and with H.E. Anis Birou, Minister of Expatriates and Migration Affairs.



H.E. Mohammad Reza Nematzadeh, Member of the International Board of NUMOV and Minister for Industry, Mines and Trade of Iran, and Burkhard Dahmen, Chairman of NUMOV, open the Iran-Europe economic office in the NUMOV building in Berlin

Continuing its commitment to international engagement, from 2<sup>nd</sup> to 3<sup>rd</sup> May NUMOV attended the Iranian-German Economic Forum in Tehran. On 30<sup>th</sup> May, an event took place to celebrate the opening of the Iran-Europe economic office within the NUMOV building in Berlin, on the same day as the German Near and Middle East Gala Event 2016, which featured keynote speeches from H.E. Gerhard Schröder, Honorary Chairman of NUMOV and former Chancellor of Germany, and H.E. Mohammad Reza Nematzadeh, Member of the International Board of NUMOV and Minister for Industry, Mines and Trade of Iran.



German Near and Middle East Gala Event 2016

May 2016 also saw NUMOV host a workshop on Iraq, following which a similar event focusing on Libya was also held in the NUMOV Conference Centre. An information event on market development, framework conditions and business opportunities for German companies in the field of photonics and optics in Turkey together with the German Federal Ministry for Economic Affairs and Energy followed in June. On 2<sup>nd</sup> September, the 99<sup>th</sup> Länderforum took place, with the special emphasis on Qatar on this occasion. A conference organised in cooperation with the KfW Bank on current developments in legal and financial framework conditions in the Gulf countries followed in October in Berlin. In late 2016, NUMOV was also co-organiser of the joint German pavilion at both the Infra Oman and Saudi Build exhibitions.

The bilateral economic relationship with Iran was also strengthened by the 5<sup>th</sup> German-Iranian Joint Economic Commission that took place in Tehran in early October, following which NUMOV also hosted an Iranian-German Business Conference in Berlin on 10<sup>th</sup> November.



F.l.t.r.: Helene Rang, CEO of NUMOV; Burkhard Dahmen, Chairman of NUMOV; H.E. Dr Akbar Tourkan, Secretary of the Supreme Council of Iran's

These served as helpful and informative preludes to the highly successful NUMOV delegation visit of German business representatives to Iran from 9<sup>th</sup> to 12<sup>th</sup> December, headed by Burkhard Dahmen, Chairman of NUMOV.

**2017** H.E. Gerhard Schröder led another NUMOV delegation to the Near and Middle East region, visiting Saudi Arabia and Kuwait from 15<sup>th</sup> to 19<sup>th</sup>



H.E. Gerhard Schröder, Honorary Chairman of NUMOV and former German Chancellor; H.M. Salman bin Abdulaziz Al Saud, King of Saudi Arabia



H.E. Gerhard Schröder, Honorary Chairman of NUMOV and former German Chancellor; H.M. Sheikh Sabah Al-Ahmad Al-Jaber Al-Sabah, Emir of Kuwait



January 2017, at which he met with both King of Saudi Arabia H.M. Salman bin Abdulaziz Al Saud and Emir of Kuwait H.M. Sheikh Sabah Al-Ahmad Al-Jaber Al-Sabah. The connections established and opportunity to participate in meaningful dialogue that is offered by such high-level visits are indispensable to the development of healthy international partnerships, again offering small and medium-sized German enterprises a valuable chance to engage in the region and gain first-hand impressions.



H.E. Abdullah bin Hamad Al-Attiyah, Former Deputy Prime Minister and Energy Minister of Qatar as well as Member of the International Board of NUMOV; H.E. Gerhard Schröder, Honorary Chairman of NUMOV and Former Federal Chancellor of Germany, at the NUMOV New Year Reception 2017

Shortly after this visit, NUMOV hosted a New Year Reception in Berlin on 25<sup>th</sup> January, a meeting of worldwide foreign ambassadors, NUMOV members, politicians and business representatives from the region, attended by H.E. Gerhard Schröder, Honorary Chairman of NUMOV and former Chancellor of Germany, and H.E. Abdullah bin Hamad Al-Attiyah, Former Deputy Prime Minister and Energy Minister of Qatar and Member of the International Board of NUMOV. This was followed the next day by the German MENA Conference.



German-MENA Conference 2017

In 2017, NUMOV continued its highly active programme of events focusing on a variety of countries and economic sectors of particular relevance to the Near and Middle East region. From 28<sup>th</sup> to 29<sup>th</sup> March, a seminar on export opportunities and logistics solutions in the Iranian and Kazakh markets was co-organised by NUMOV in Fulda and Siegen, after which a number of delegation visits from the region were hosted in Berlin in April, among which were both an Omani delegation and an Iranian transport ministry delegation.

NUMOV also organised a stand at the official German pavilion at the International Trade Exhibition for Construction Technology, Building Materials, Equipment and Environmental Technology in Qatar, from 8<sup>th</sup> to 11<sup>th</sup> May. The annual members assembly and board meeting of the German Near and Middle East Association took place on 15<sup>th</sup> May, on the same day as a conference on financing issues and legal framework conditions in Iran.

Later in the summer, the 100<sup>th</sup> NUMOV Länderforum took place, this time with a double focus on Libya and Iraq. This event followed the NUMOV Summer Reception 2017 in late August, which was attended by NUMOV members, diplomats, politicians and business representatives from Germany and the region, and a Libyan delegation led by H.E. Ahmed Omar Maiteeg, Deputy Prime Minister and Vice Chairman of the Presidential Council of Libya.



Helene Rang, CEO of NUMOV;  
H.E. Ahmed Omar Maiteeg,  
Deputy Prime Minister and Vice  
Chairman of the Presidential  
Council of Libya



NUMOV Summer Reception 2017

Also among the range of specialist events held in the second half of the year were a Near and Middle East business day in Jena in cooperation with Johannes Selle, Member of the Federal German Parliament and Member of the Board of the German Orient-Foundation, as well as a specialist conference on free zones in Iran featuring expert speaker H.E. Akbar Torkan, Special Advisor to President of Iran H.E. Hassan Rouhani. In October, the conference 'Legal Framework Conditions and Financing Issues in the Near and Middle East' was again held in cooperation with the KfW Bank in Frankfurt. Subsequently, NUMOV co-organised the official German pavilion at Saudi Build 2017, the 29<sup>th</sup>

International Construction Technology and Building Materials Exhibition in Riyadh. The 101<sup>st</sup> NUMOV Länderforum followed, on the topic of Saudi Arabia.

**2018** NUMOV organised another series of high-ranking delegation trips in 2018, including a highly successful visit to Iran from 12<sup>th</sup> to 15<sup>th</sup> January headed by Burkhard Dahmen, Chairman of NUMOV.



Iran Delegation participants in January 2018

The year also included another wide range of events organised by NUMOV. The 102<sup>nd</sup> Länderforum, in February, looked at Turkey, while the new event 'Bring Your Project to the MENA Region' was held in Hamburg on 1<sup>st</sup> March in co-operation with Euler Hermes AG, organiser of the official export credit guarantee scheme of Germany, informing German SMEs on business opportunities in the MENA region as part of a networking and discussion platform. On 22<sup>nd</sup> March, NUMOV held the German-MENA Reception at the NUMOV Conference Centre in Berlin, which welcomed diplomats, politicians and NUMOV members, distinguished by the presence of keynote speakers H.E. Peter Altmaier, German Federal Minister for Economic Affairs and Energy, and H.E. Khaled Nasser Abdullah Al-Roudan, Minister of Commerce and Industry and Minister of State for Youth Affairs of Kuwait. The German-MENA Conference followed on the subsequent day, with a variety of regional ambassadors as guest speakers.



H.E. Peter Altmaier, German Federal Minister for Economic Affairs and Energy; H.E. Khaled Nasser Abdullah Al-Roudan, Kuwaiti Minister of Commerce and Industry and Minister of State for Youth Affairs, at NUMOV's German-MENA Reception 2018



Oliver Hermes, Chairman of NUMOV, Member of the Board of the German Orient-Foundation, and Chairman of the Board of WILO SE

The annual members meeting on 6<sup>th</sup> June saw Oliver Hermes approved as Chairman of NUMOV, with Burkhard Dahmen becoming a Deputy Chairman of NUMOV. The meeting was followed by an Iran discussion round, one of a number of

events held throughout the year with regards to the JCPoA deal. A 'Regional Round Table' was also held in Munich in July, with the Palestinian Territories and Turkey also the topics of round-table discussions. NUMOV then participated in the delegation headed by H.E. Peter Altmaier, German Federal Minister for Economic Affairs and Energy, to Turkey in October, shortly after receiving a delegation from the Foreign Economic Relations Board of Turkey in September.

NUMOV also organised a conference on economic cooperation in Iraq and Afghanistan in partnership with the Federal Ministry for Economic Cooperation and Development on 1<sup>st</sup> November, as well as the 103<sup>rd</sup> Länderforum – on Libya – on 6<sup>th</sup> November, before hosting the 1<sup>st</sup> German-Azerbaijani Business Dialogue in the NUMOV Conference Centre on 28<sup>th</sup> November. Round-table discussions followed on Afghanistan on 30<sup>th</sup> November and Saudi Arabia on 3<sup>rd</sup> December. In 2018, NUMOV again co-organised the joint German pavilion on behalf of the Federal Ministry for Economic Affairs at the Big Show Oman, Big 5 Saudi, Automechanika Istanbul, Project Qatar and Saudi Build international trade fairs.



H.E. Ali Larijani, Speaker of the Iranian Parliament, and Sigmar Gabriel, Member of the Federal German Parliament and former Vice Chancellor of Germany, during the delegation visit to Iran in November 2018

From 10<sup>th</sup> to 13<sup>th</sup> November, NUMOV organised its second delegation trip of 2018 to Iran, led by Sigmar Gabriel, Member of the German Federal Parliament and former Vice Chancellor of Germany. A third NUMOV delegation visited Qatar from 14<sup>th</sup> to 17<sup>th</sup> December 2018, also headed by Sigmar Gabriel.



F.l.t.r.: Günther Mull, CEO of Dermalog; H.E. Abdul J. Ariyaaee, Chargé d'Affaires of the Embassy of Afghanistan to Germany; Dipl. Eng. Alham Omar Hotaki, CEO of NPA, at the Round Table Afghanistan on 30<sup>th</sup> November 2018



H.E. Hans-Christian von Reibnitz, Deputy Ambassador of Germany to Saudi Arabia, and Abdulaziz Saleh Alfraidi, Al Bawani Group, at the Round Table Saudi Arabia on 3<sup>rd</sup> December 2018

## Summary

The history of NUMOV / the German Near and Middle East Association has been marked by a wide range of activities aimed at promoting business relations between Germany and the countries of the Near and Middle East. This was made possible by the active support of our many members and partners. We would like to take this opportunity to express our gratitude.

By constantly developing and broadening its expertise and range of services, NUMOV / the German Near and Middle East Association today is not only the oldest but also the leading organisation promoting economic relations between Germany and the countries of the Near and Middle East. Its membership numbers reflect the growing interest in the Near and Middle East region and the satisfaction of its members with the activities of NUMOV / the German Near and Middle East Association itself. The importance of the Near and Middle East region for Germany's export-oriented industry can hardly be overstated. Geopolitical and energy-related issues as well as demographic changes in the countries of the region establish the conditions for economic cooperation. This is further reinforced by a high appreciation of German products and know-how in the region. German companies therefore have great opportunities to operate successfully in these markets. NUMOV / The German Near and Middle East Association seeks to assist its member companies to initiate business contacts, build up international networks, foster bilateral and multilateral business relations, and provide information on various subjects and topics on markets, sectors and branches. Detailed information on market entry, market extension and risk assessment with regard to economic conditions for export and import promotion as well as on market information on regions and industries and general information on concessions and grants is available.

NUMOV / The German Near and Middle East Association will continuously strive to meet the demands and requests of its members, offering its experience, expertise, and enthusiasm.