

WIRTSCHAFTS FORUM NAH- UND MITTELOST®

No. 2 – March / April 2006
C 46321

Contents

German Near and Middle East Gala Event 2006 of NUMOV	1
Editorial	3
Vorstellung der Vorstandsmitglieder des Nah- und Mittelost-Vereins e.V.	3
Personalien	3
The Middle East and the global energy balance	4
German Ambassador's Conference on the Near and Middle East in Berlin	7
Afghanistan: Wiederaufbau Afghanistans	8
UAE: United Arab Emirates-Hamburg Relations on the Upswing	10
Doppelbesteuerungsabkommen	21
Bilaterale Investitionsförderungs- und -schutzverträge	21
Kurznachrichten	22
Saudi Arabia: Endress+Hauser and Anasia: a decade of successful partnership in Saudi Arabia	24
Saudi Arabia: Private sector to handle desalination, mining and railway projects	24
Saudi Arabia: New investment opportunities in Saudi ports	25
Saudi Arabia: Saudi Arabia's communication sector grows at a remarkable rate	25
Saudi Arabia: Development in the health sector	25
Water in the Middle East	26
Ausfuhr-Pauschal-Gewährleistungen zum 1. Januar 2006 reformiert	27
Aktuelle Hinweise	28
Devisenkurse	28
79. NUMOV Länderforum in Hamburg	29
Irak: Umschuldungsabkommen mit Irak	29
Business page	30
Stellengesuche	30
Geschäftsfragen	30
NUMOV Services	32
Application form for members	32
Ein Mitglied stellt sich vor:	
Arnold Speditions GmbH	33
Impressum	34
Vorstand	34
Service für NUMOV-Mitglieder	34

Michael Glos underlines the importance of intensifying bilateral relations to the region

German Near and Middle East Gala Event 2006 of NUMOV

by Helene Rang



H.E. Michael Glos, German Federal Minister of Economics and Technology

The German Near and Middle East Gala Dinner 2006, hosted by the KfW Bankengruppe, was held in the bank's headquarters in

Berlin on 16th February 2006. The high-profile event was attended by a large number of guests from

continued on page 12

NUMOV
NAH- UND MITTELOST-VEREIN E.V.
GERMAN NEAR AND MIDDLE EAST ASSOCIATION
Jägerstr. 63 a, D-10117 Berlin
Telefon.: 030 - 206410-0
Fax.: 030 - 206410-10
Große Theaterstr. 1, 20354 Hamburg
E-Mail: numov@numov.de
Internet: www.numov.de

German Near and Middle East Gala Event 2006

continued from page 1



H.E. Michael Glos, German Federal Minister of Economics and Technology



H.E. Michael Glos, German Federal Minister of Economics and Technology (right), and Martin Bay, Chairman of the Board of Managing Directors, DB ProjektBau GmbH, Chairman of the Board of NUMOV

politics, government, business and media. The keynote speaker of this year's event was **Michael Glos**, the German Federal Minister of Economics and Technology.



The Audience at the Gala Event, applauding H.E. Michael Glos



from left to right: Dr. Peter Klaus, Member of the Board of KfW Bankengruppe, Deputy Chairman of the Board of NUMOV, Martin Bay, Chairman of the Board of Managing Directors, DB ProjektBau GmbH, Chairman of the Board of NUMOV, Helene Rang, CEO NUMOV, Hartmut Mehdorn, Chairman of the Board, Deutsche Bahn AG, Member of the Board of NUMOV, H.E. Michael Glos, German Federal Minister of Economics and Technology

Dr. Peter Klaus, Deputy Chairman of the German Near and Middle Association (NUMOV), and a board member of the KfW Bankengruppe welcomed the guests on behalf of the KfW in the bank's historical building near Gendarmenmarkt, originally built in 1897 by the well-known Architect Adolf Messel and rehabilitated and reopened in 2000.

In his welcome address, **Martin Bay**, the Chairman of the Board of NUMOV, and the Chairman of the Board of Managing Directors of DB Pro-

jektBau GmbH expressed his gratitude and pleasure about the presence of Michael Glos, the German Federal Minister for Economics and Technology, who has been a member of the German Parliament for more than thirty years. In his remarks he pointed out that the Minister was well acquainted with the region in the context of his former activities. He also thanked further high-ranking guests, such as **Otto Schily**, the former Interior Minister, and a number of German and foreign Ambassadors and other dignitaries for their participation in the German Near and Middle East Gala Dinner.

Finally, he underlined NUMOV's the important role in promoting economic and business relations with the countries of the "Broader Middle East" and pointed to the great business potential of the region.



in front, from left to right: H.E. Prof. Dr. Ossama Abdulmajed Ali Shobokshi, Ambassador of the Kingdom of Saudi Arabia, Jürgen Fitschen, Member of the Group Executive Committee, Deutsche Bank AG, Member of the Board of NUMOV, Bernd Romanski, Member of the Management Board, Hochtief Facility Management GmbH, Deputy Chairman of the Board of NUMOV, H.E. Mohammed Ahmed Al Mahmoud, Ambassador of the United Arab Emirates



from left to right: Dr. Martin Herrenknecht, Chairman of the Board, Herrenknecht AG, Member of the Board of NUMOV, H.E. Michael Glos, German Federal Minister of Economics and Technology, Jürgen Sander, Managing Director, VEM motors GmbH, Member of the Board of NUMOV

Region Naher und Mittlerer Osten

Land	Bevölkerung in T (Juli 2005)	BIP(Mrd. US\$) (2004)
Ägypten	77.506	316,30
Afghanistan	29.929	21,50
Bahrain	688	13,01
Iran	68.018	516,70
Irak	26.075	54,40
Israel	6.277	129,00
Jemen	20.727	16,25
Jordanien	5.760	25,50
Katar	863	19,49
Kuwait	2.336	48,00
Libanon	3.826	18,83
Oman	3.002	38,09
Pakistan	162.420	347,30
Palästina	2.386	1,80
Saudi-Arabien	26.418	310,20
Syrien	18.449	60,44
VAE	2.563	63,67
Summe	457.241	2.000,48

Quelle: CIA "The World Factbook 2005"

continued on page 14



from left to right: H.E. Klaus Achenbach, German Ambassador to the State of Kuwait, Otto Schily, MdB, Federal Minister ret., H.E. Hartmut Blankenstein, German Ambassador to the Sultanate of Oman



from left to right: 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 GmbH, Chairman of the Board of NUMOV, H.E. Prof. Dr. Ossama Abdulmajed Ali Shobokshi, Ambassador of the Kingdom of Saudi Arabia

German Near and Middle East Gala Event 2006

continued from page 13

"Prospects of the economic relationships with the broader Middle East" was the topic of the keynote speech delivered by Michael Glos. After briefly referring to NUMOV's long tradition of promoting relations between Germany and the Middle East he emphasized the growing importance of the region as a trading partner. He said that he has been fascinated with the region and its culture since his early youth and is quite familiar with many of its countries through his official and private visits. He also referred to the region's abundant oil and gas reserves and the huge and growing export revenues of these countries.



around the table, starting at the left: H.E. Moncef Ben Abdallah, Ambassador of the Republic of Tunisia, H.E. Dr. Hussein Omran, Ambassador of the Arab Republic of Syria, Dr. Bernd Eisenblätter, Managing Director, GTZ, Member of the Board of NUMOV, Hans G. Gnodtke, Federal Foreign Office, Hans-Dieter Spohn, German Federal Ministry of Economics and Technology, H.E. Hisham Dimachkieh, Ambassador of the Republic of Lebanon, Dr. Joachim Schneider, ABB AG



from left to right: H.E. Alaa A. Hussain Al Hashimy, Ambassador of the Republic of Iraq, Horst Freitag, Federal Foreign Office, H.E. Michael Glos, German Federal Minister of Economics and Technology



The Audience at the Gala Event, applauding H.E. Michael Glos

Glos underlined the importance of peace for the stability of the region and pleaded for a dialogue between Western and Islamic culture. In his speech, he also briefly mentioned some of the current problems of the region, such as the ongoing instability in Iraq, the Palestinian-Israeli conflict and Iran's



from left to right: H.E. Jürgen Steltzer, German Ambassador to the United Arab Emirates, H.E. Mohammed Ahmed Al Mahmoud, Ambassador of the United Arab Emirates, Helene Rang, CEO NUMOV, Hartmut Mehdorn, Chairman of the Board, Deutsche Bahn AG, Member of the Board of NUMOV

Warenverkehr der Bundesrepublik Deutschland mit den Ländern des weiteren Nahen und Mittleren Ostens Januar - November 2005*
(in Mio.Euro)

	Einfuhr			Ausfuhr		
	Jan.-Nov. 2004	Jan.-Nov. 2005*	%-Änderung	Jan.-Nov. 2004	Jan.-Nov. 2005*	%-Änderung
Arabische Länder:						
V A E	305,9	327,0	6,9	3.220,5	3.878,7	20,4
Saudi-Arabien	968,5	1.230,7	27,1	2.730,1	3.698,0	35,5
Ägypten	489,8	612,4	25,0	1.284,1	1.551,2	20,8
Kuwait	61,1	21,1	-65,5	1.025,5	1.117,8	9,0
Katar	30,3	21,7	-28,4	508,8	584,1	14,8
Jordanien	45,2	22,3	-50,7	433,5	509,1	17,4
Syrien	786,5	803,5	2,2	480,8	471,0	-2,0
Libanon	20,9	16,1	-23,0	519,5	415,8	-20,0
Oman	11,0	12,8	16,4	268,7	377,2	40,4
Bahrain	21,9	31,5	43,8	241,3	309,2	28,1
Irak	2,1	1,8	-14,3	336,3	254,2	-24,4
Sudan	32,0	30,5	-4,7	114,9	204,6	78,1
Jemen	6,1	4,9	-19,7	133,9	126,8	-5,3
Westjordanland/Gazastr.	0,7	1,0	42,9	13,5	15,6	15,6
Gesamt arabische Länder:	2.782,0	3.137,3	12,8	11.311,4	13.513,3	19,5
Iran	358,2	431,2	20,4	3.223,5	4.090,0	26,9
Israel	1.161,7	1.124,5	-3,2	2.245,4	2.271,8	1,2
Afghanistan	3,2	3,0	-6,3	83,6	114,0	36,4
Pakistan	571,3	532,9	-6,7	600,1	878,3	46,4
Gesamt Naher und Mittlerer Osten:	4.305,1	4.696,0	9,1	16.863,9	19.989,1	18,5

*) vorläufige Ergebnisse

Quelle: Statistisches Bundesamt



H.E. Michael Glos, German Federal Minister of Economics and Technology (right), and Joachim Hörster, MdB, German Parliament, Member of the Board of NUMOV

continued on page 16

German Near and Middle East Gala Event 2006

continued from page 15

atomic issue. Despite political uncertainties and conflicts, the region of the "broader Middle East" offers German companies excellent chances and prospects, Glos said. In this context, he referred to Germany's good standing in the Arab world as well as to the



from left to right: Otto Schily, MdB, Federal Minister ret., Hartmut Mehdorn, Chairman of the Board, Deutsche Bahn AG, Member 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 GmbH, Chairman of the Board of NUMOV



H.E. Michael Glos, German Federal Minister of Economics and Technology (left), and H.E. Moncef Ben Abdallah, Ambassador of the Republic of Tunisia

well-reputed German advanced technology. Glos urged German industry to step up its



Dr. Max Stadler, MdB, German Parliament (right), and Hermann Winkler, Minister of State of the Free State of Saxony

efforts and to make use of the vast business opportunities existing in the region. He pointed to the prevailing high oil prices and the immense oil revenues which enable these countries to undertake huge investments. In this context he mentioned countries like Saudi Arabia, Kuwait, the United Arab

Deutsche Direktinvestitionen in der Region Naher und Mittlerer Osten sowie Investitionen aus der Region in Deutschland

(in Mio. €)

Länder	Bestand Ende 2003 (Stand: Mai 2005) unmittelbare DI Mio. / € (Klammerzahlen 1997 2002)	Nettotransferleistungen im Jahr ¹⁾							Bestand unmittelbare DI der Länder in D	
		1998 Mio. €	1999 Mio. €	2000 Mio. €	2001 Mio. €	2002 Mio. €	2003/04 Mio. €	2002 Mio. €	2003 Mio. €	
Afghanistan	-									
Ägypten	(360) 358	26	+51	+ 57	111	335	-69	73/16	-	-
Bahrain	(13) 13	-20	+1	0	1-	1	-1		-	-
Irak	(-) -	0	7	-6	-3	-7	0		-	-
Iran	(41) 58	49	-47	-15	-6	52	10		1.063	707
Israel	(109) 93	183	+89	+92	199	26	-63		655	949
Jemen	* -	0	+1	0	1	7	-2		-	-
Jordanien	(-) -	1	+3	-8	13	4	0		-	-
Katar	(*) -	13	+6	+7	5	15	-11		-	-
Kuwait	(*) 28	-18	+13	-1	1	15	1		1.098	1.109
Libanon	(21) 13	20	+6	+14	-28	5	-2		-	-
Oman	(-) 12	2	+6	+1	2	0	-4		-	-
Palästina	Weder die Bestandsstatistik der Deutschen Bundesbank noch die Transferstatistik des Bundeswirtschaftsministeriums weisen Zahlenangaben deutscher Direktinvestitionen in Palästina aus									
Saudi-Arabien	(142) 90	3	72	+5	+21	87	-74		7	6
Syrien	(15) 49	-67	-4	+46	+6	19	-21		-	-
VAE	(215)244	39	17	+25	+92	149	70		-	-
Total	(916)958								2.823	2.771

1) 0 = < 250.000 €

* = Aus Gründen der Geheimhaltung von Einzelangaben nicht veröffentlicht

Quelle: Bundesbank



from left to right: H.E. Mohamed Abdelhey Al-Orabi, Ambassador of the Arab Republic of Egypt, H.E. Paul Freiherr von Maltzahn, German Ambassador to the Islamic Republic of Iran, Hubertus Soppert, p2m Berlin GmbH, Jürgen Fitschen, Member of the Group Executive Committee, Deutsche Bank AG, Member of the Board of NUMOV, H.E. Khalifa Ali Issa Al Harthy, Ambassador of the Sultanate of Oman

Emirates and Qatar. "There are many large interesting projects under way or planned in these countries, such as industrial plants, hospitals, hotels, power stations as well as roads and railways", Glos said.

In his speech, he also welcomed the recent recommendations of the North Africa Middle East Initiative of The German Industry (NMI) to the new Federal German Government and assured his full support for these recommendations.

continued on page 18



H.E. Hocine Meghar, Ambassador of the Democratic People's Republic of Algeria, and Dr. Gabriela Guellil, Federal Foreign Office, Member of the Curatorship of the German Orient Foundation



Dr. Gerhard Enver Schrömbgens, German Ambassador to the Kingdom of Saudi Arabia (right), and Dr. Ralf Brauksiepe, MdB, German Parliament



H.E. Michael Glos, German Federal Minister of Economics and Technology (right), and Dr. Wolfgang Böttsch, Federal Minister ret.



from left to right: H.E. Dr. Said Abdelaati, Ambassador of the Libyan Arab Jamahiriya, Dr. Peter Klaus, Member of the Board of KfW Bankengruppe, Deputy Chairman of the Board of NUMOV, Horst Freitag, Federal Foreign Office



H.E. Michael Glos, German Federal Minister of Economics and Technology (left), and Dr. Peter Klaus, Member of the Board of KfW Bankengruppe, Deputy Chairman of the Board of NUMOV

Glos underlined the importance of expanding economic tools in dealing with foreign markets, such as providing Hermes guarantees, further expansion of the existing network of bilateral chambers of commerce throughout the region, and the adoption of a series of bilateral investment treaties with the countries of the region.

He then went on to stress the importance of integrating the

German Near and Middle East Gala Event 2006

continued from page 17

These are: the intensification of political flanking, supporting reforms toward developing a free market economy, and attracting investors from this wealthy region to Germany. In this context, he described the goals of the Federal government, which are reflected in a catalogue of measures.



from left to right: H.E. Mohamed Abdelhey Al-Orabi, Ambassador of the Arab Republic of Egypt, Martin Bay, Chairman of the Board of Managing Directors, DB ProjektBau GmbH, Chairman of the Board of NUMOV, H.E. Michael Glos, German Federal Minister of Economics and Technology



from left to right: H.E. Michael Glos, German Federal Minister of Economics and Technology, H.E. Klaus Achenbach, German Ambassador to the State of Kuwait, H.E. Frank Mann, German Ambassador to the Republic of Yemen, Wolfgang Kunz, Managing Director, Giesecke & Devrient GmbH, Member of the Board of NUMOV

North African and Middle Eastern countries into the global economy. The WTO entrance of many of the countries of the region is also another important step in this direction, Glos said. He was optimistic about the long-awaited agreement between the EU and the Gulf Cooperation Council and he expressed hope that the treaty would come to a conclusion in the course of 2006.

continued on page 20

German Near and Middle East Gala Event 2006

continued from page 18

In his final remarks, he emphasized his government's plans to intensify political flanking of



H.E. Salem Quateen, Ambassador of the Arab League Mission (right), and Werner Dietzsch, DEN Netzbau GmbH

economic relations to the region and assured German industry of his government's support with regard to the upcoming German business delegations, and a number of business gatherings involving the region.



H.E. Michael Glos, German Federal Minister of Economics and Technology (right), and H.E. Roland Herrmann, German Ambassador to the Kingdom of Bahrain

He concluded his speech by stating that through strengthening economic cooperation

with the Middle East we can contribute to the stability of the region. ●



Dr. Karl-Ernst Brauner, German Federal Ministry of Economics and Technology, H.E. Khalifa Ali Issa Al Harthy, Ambassador of the Sultanate of Oman



from left to right: Wolfgang Kunz, Managing Director, Giesecke & Devrient GmbH, Member of the Board of NUMOV, Ralph Nitzgen, Commerzbank AG, Robert Dölger, BDI / Federation of German Industries, Dr. Dr. Talat Mahmood, Wissenschaftszentrum Berlin



Peter F. Mayr, Managing Director, Terramar GmbH, Member of the Board of NUMOV (right), and Andreas Krebs, HypoVereinsbank AG



Rainer Wietstock, PricewaterhouseCoopers AG (right), and Rudolf Angeli, LINCAS Electro Vertriebs-Gesellschaft mbH