The Art of Civil Engineering and Architecture made in Baden-Württemberg

Baden-Württemberg Delegation to the Kingdom of Saudi Arabia and the United Arab Emirates

Kingdom of Saudi Arabia (Riyadh) · United Arab Emirates (Abu Dhabi)
December 2nd – 7th, 2017
Baden-Württemberg: international, innovative, inviting

Baden-Württemberg is Europe’s most innovative region. From this position, we are intertwined with our neighbouring countries, but also the global economic growth regions, like almost no other region in Europe. The foreign trade figures very clearly reveal our state’s integration into the global economy. In 2015, Baden-Württemberg exported goods to the value of 195 billion euros, a new record figure.

At the same time, demand from Baden-Württemberg contributes to growth and employment worldwide: because the state’s imports too reached a historical record in 2015 with 156 billion euros. Especially local industry is a reliable consumer of products from abroad.

Companies in Baden-Württemberg make a decisive contribution to the creation of global supply chains. They are frequently pioneers for new technologies and global trends. They are therefore sought as partners and courted as investors worldwide. With sustainable products and investments in innovative production technologies, they also belong to the most attractive employers in the world.

But it is not only large companies such as Daimler, Porsche, Bosch or SAP that make up the “global players” in Baden-Württemberg. Many of our medium-sized companies and hidden champions have also been globally active for a long time and – often as the global market leader in their field – very successful. International competition only exists
with new ideas and innovations. Nowhere in Europe do the state and companies invest more in research and development as in Baden-Württemberg.

The Baden-Württemberg Ministry for Economy is a strong partner for companies and their initiatives thanks to numerous funding concepts: whether it be for research or cluster initiatives, technology transfer or new global trends such as digitalisation. This is how we want to promote innovations and future technologies. In all of these areas, we cooperate on an international level and are open to new partnerships. For foreign trade, we also encourage the internationalisation of small and medium-sized companies and support their networking abroad.

New ideas and collaborative projects require an exchange of politics, economy, science and society. Baden-Württemberg therefore actively seeks a direct dialogue with its partners – in your country and your region too, as you can see at this event and in the brochures.

However, the best way is to get to know Baden-Württemberg personally. I would be very pleased to be able to welcome you soon as our guests.

Dr. Nicole Hoffmeister-Kraut MdL
Minister of Economic Affairs, Labour and Housing of the State of Baden-Württemberg
Baden-Württemberg – The German Southwest: Where ideas work.

Baden-Württemberg is one of the most important economic centres in Europe, having become one of the leading investment locations on the continent. Bordering on France, Austria and Switzerland, Baden-Württemberg is situated right at the heart of Europe. Moreover, its outstanding infrastructure makes it an ideal gateway to the markets of the European Union – the world’s economically strongest single market with around 500 million consumers.

In addition to internationally renowned global players such as Daimler, Bosch, SAP, GFT Technologies and Porsche, it is mainly small and medium-sized enterprises that form the backbone of our economy. In 2016, the gross domestic product generated by Baden-Württemberg companies amounted to 477 billion euros, higher than Belgium, Sweden or Austria. What’s more, our federal state is the EU’s top region for innovation. When it comes to its research expenditure, amounting to 4.9 per cent of GDP (2015), Baden-Württemberg also occupies a leading position in Europe. The innovativeness of business and industry is supplemented by a dense network of universities, research institutions and transfer agencies. Many leading German institutions such as the Fraunhofer-Gesellschaft or the Max-Planck-Gesellschaft have substantially more facilities in Baden-Württemberg than in any other state in Germany.

The economic structure of our state is a mixed one. One important mainstay is the mobility sector. Apart from the automotive and aerospace industries, sustainable mobility concepts such as electro-mobility are playing an increasingly important role. Another key sector is mechanical engineering, every third machine made in Germany originates from Baden-Württemberg. Successful companies such as Festo,
Trumpf, Voith and many others were started and have flourished here. Large corporations such as SAP, IBM and Hewlett Packard represent the third main economic segment: information and communication technologies. For the healthcare sector, the fourth key industry, the conditions in our state are particularly auspicious. Globally important companies such as Aesculap, Paul Hartmann and Karl Storz are at home in Baden-Württemberg.

Environment technology and renewables are our drivers of future economic growth, whereby a quarter of all German environment-specific goods and services are accounted for by enterprises from Baden-Württemberg.

Over 4,000 foreign companies have already decided in favour of Baden-Württemberg. Anyone who invests in the state as a location for their company automatically profits from a growing pool of potential industrial customers, from the highly developed parts-supplier structure, from cooperation with companies that are related or in the same sector, but above all from the know-how and skills of our highly qualified workers. Our state is international, cosmopolitan and tolerant. People from 188 different countries contribute to our innovativeness and cultural charm.

For all questions relating to Baden-Württemberg as a location for science and industry, Baden-Württemberg International (bw-i) is your first point of contact. Go to www.bw-invest.de to find details of the opportunities for cooperation and investment that abound in Baden-Württemberg!
One region. 1000 strengths.

Area
35,741 km² – approx. 10 % of Germany

Inhabitants
10.8 million – approx. 13 % of Germany

Urban centres
Stuttgart, Karlsruhe, Mannheim, Freiburg, Heidelberg, Heilbronn, Ulm, Pforzheim, Reutlingen

The economy
• Gross domestic product (GDP) 2016: 477 billion Euros – 15.2 % of German GDP
• GDP per inhabitant: 42,745 Euros (2015)
• Exports: 192 billion Euros
• Export volume/inhabitant: 18,075 Euros (2015)
• Research and development spending (in 2015): 4.9 % of GDP (German average: 2.9 %)

Leading sectors
• Engineering: 30.2 % of total German mechanical engineering industry
• Automotive industry: with almost one third of turnover generated by the whole sector and around 40 per cent of the automotive workforce in Germany Baden-Württemberg is the German “car state”
• Medical technology/ measuring and control systems/ optics: Baden-Württemberg is market leader in the export of medical technology
• Health care
• Life sciences
• ICT industry
• Research & development: Baden-Württemberg is Europe’s number one in innovation
• Aerospace industry: Baden-Württemberg is one of the most important locations for the European aerospace industry
• Environmental technology and renewables

Data for 2016
Baden-Württemberg International – your partner on the path to global success.

Baden-Württemberg International (bw-i) is the competence centre of the State of Baden-Württemberg (Germany) for the internationalisation of business, science and research. bw-i lends support to domestic and foreign companies, research institutions and universities, clusters and networks as well as regions and municipalities as first point-of-contact in all questions relating to internationalisation.

Unrivalled in Germany and a clear unique selling point for bw-i is that this state enterprise not only supports mid-sized company business by developing foreign markets and making the economic location of Baden-Württemberg known worldwide, it is also commissioned with university and research marketing.

About 60 employees with comprehensive experience in foreign markets and international project management work at the headquarters in the state capital of Stuttgart. In addition, bw-i is represented by its own overseas branch office in Nanjing, China.

When settling in a new region, foreign companies are confronted with a broad range of questions and challenges. Baden-Württemberg International supports these companies in overcoming obstacles easily, rapidly and competently.
Our support service for foreign companies not only includes providing general information about Baden-Württemberg as a business and scientific centre, but also specific data about the economy and population as well as information on general legal conditions and social insurance.

Baden-Württemberg International lends support to domestic and foreign companies, research institutions and universities, clusters and networks by serving as the central first point-of-contact in all questions relating to internationalisation.

bw-i also supports foreign companies in their search for suitable business and research partners as well as appropriate company sites. We are also helpful in organising site inspections, always on location in close collaboration with the regional and local business promotion agencies.

Administrative procedures such as those relating to regulatory or statutory approval processes often become difficult challenges for foreign companies interested in settling in the area. Baden-Württemberg International is the right point-of-contact for such questions in this case as well.

Apart from our own services, we also provide information about interesting offers from other players active in the economic development sector, technology-oriented specialist institutions as well as regional cluster initiatives and networks that work state-wide. We will gladly mediate contacts to these relevant groups.
The Baden-Württemberg Chamber of Engineers
Zellerstr. 26
70180 Stuttgart, Germany
Phone  +49 711 64971-0
Email  sander@ingbw.de
Web  www.ingbw.de

Participants
Daniel Sander M. A., CEO
Davina Übelacker, Legal Advisor

The Baden-Württemberg Chamber of Engineers (INGBW) is the official representative body of engineers of all areas of specialisation in Baden-Württemberg. It was established in 1990 due to a law as a public body. The chamber of engineers is required by law to ensure the rules of professional conduct are upheld for their members and to protect the professional title of “consulting engineer” which is the equivalent of a quality seal.

Our main objectives are:
• Represent the interests of engineers on a political level as official contact partner
• Secure and promote the profession particularly the professional title “consulting engineer” for the protection of the public and the environment
• Provide advice and support for authorities and courts by means of surveys and reports
• Record members and their services in specialist lists to provide an overview of available services for investors, building clients, authorities and other potential clients
• Promote professional training and further training of engineers
The chamber’s members cover various areas of work ranging from building construction and civil engineering to surveying and transportation engineering as well as environmental protection. The majority of the members work in the building industry. The Baden-Württemberg Chamber of Engineers currently oversees 17 different specialist fields:

- Civil engineering
- Transport engineering
- Structural design and engineering
- Sanitary environmental engineering
- Building services engineering
- Building physics
- Geotechnics/earthworks and foundation engineering
- Plant construction
- Construction management/building trade
- Bioengineering
- Chemical engineering
- Electrical engineering
- Energy management
- Town planning/landscape conservation
- Environmental technology
- Surveying
- Landscape ecology and planning
Participants
Beatrice Soltys, Vice President
Stephan Weber, Vice President

Architects in Germany

Today, more than 130,000 architects in Germany are active in the building and construction business. With their enrolment in the official list of architects they commit themselves to comply with strict principles of trade. This list is kept by the 16 Architects’ Chambers in the federal states.

The Chamber in Baden-Württemberg is organized as a tripartite system (state-, district- and municipal level). At present the Baden-Württemberg Chamber has 25,000 Architects as members; by means of their membership in one of the 42 Chamber Groups over 600 architects provide their knowledge and experience for the honorary based work. Architects may belong to one or several disciplines which are: Architects (building construction), interior designers, landscape architects and town planners.
For their members the Baden-Württemberg Architects’ Chamber is a place of self-governance which is a democratically constituted statutory professional body and competent authority. Via the chamber the architectural profession can implement an own code of conduct, take part in political decision making and participate in the development of laws and regulations. The chamber provides information and consultancy on all questions of the professional practice. The extensive old age provision is assured by the professional pension fund. In order to remain competitive the chamber defines for their members certain aims of qualification and education and accompanies the young architects during their two years of practical experience. Vocational regulations are established and members are monitored for compliance with their professional duties; the chamber promotes the life-long further training and self-improvement with an own institute. With awarded competitions and events the chamber provides appropriate platforms for the architects to present their work.

For the client and the public interest the enrolment in the list of architects is affiliated with the protection of the job title: Only such persons may trade under the job titles “architect”, “interior designer”, “landscape architect” or “town planner”, which have been enrolled into the list of architects of a federal state. The chamber makes clear the relevance of “Baukultur”. It is essential to create an environment perceived as liveable.
AEP Architects
Waldstr. 40
70597 Stuttgart, Germany
Phone +49 711 769666-0
Email aep@aep-p.de
Web www.aep-p.de

Participants
Marc Eggert, Managing Director
Albrecht Meyer, Project Manager

Number of employees
36

Activities in the following countries
Germany, Saudi Arabia

Sector
Engineering, medical engineering

Offered services / product range
SECTORS: General hospitals and clinics, rehabilitation and lifestyle, geriatric care and serviced housing, medical equipment and laboratories, education and teaching facilities
SERVICES: Strategic & operational planning, general planning and building design (incl. BIM), interior design and refurbishment / revitalizations

Core competencies
FUTURE-PROOFING: Hospitals campuses are complex systems that need careful planning of phasing, change-in-use, connectivity and expansions. We accompany clients over many years in successfully developing their campus.

THE DIGITAL ASSET: Hospital operators understand the value of a flexible hospital that is well documented to IFC. With BIM we assist clients from design process until handing over the IFC models to enable an optimized facility management.

Cooperation objectives
Looking for customers, real estate developers (public or private) for project developments

Requirements for an ideal business partner
The ideal business partner with appoint architects and consulting engineers directly for engineering services (incl. masterplanning, consulting, design, general planning). If the Sovereign Wealth Fund has a sub-company (project developer) for this purpose, this would be more appropriate for us.
Architekt Leicht GmbH Freier Architekt

Nikolausstr. 17
75242 Neuhausen, Germany
Phone +49 7234 980465
Email architektleicht@web.de
Web www.architektur-leicht.de

Participant
Dipl.-Ing. FH Jürgen Leicht, Managing Director

Number of employees
2

Sector
Engineering, road construction, architecture

Offered services / product range
- Construction supervision
- Architectural planning
- Infrastructure for BEVs (battery electrical vehicles)
- Supervision road construction
- Consulting for BEVs

Core competencies

Cooperation objectives
Looking for partners for the mutual use of the distribution network, joint venture partners

Requirements for an ideal business partner
Local office
## bw-engineers GmbH

Boschstr. 10  
73734 Esslingen, Germany  
Phone  +49 711 98691040  
Email  info@bw-engineers.com  
Web  www.bw-engineers.com

| Participants | Dr. Thomas Ertel, Managing Director  
|             | Dr. Dirk Schönberger, Managing Director |
| Number of employees | 2,000 |
| Activities in the following countries | Saudi Arabia, Kuwait, VAE |
| Sector | Design and engineering services in the fields of construction, infrastructure and environment |
| Offered services / product range | All planning and engineering services in the areas of:  
\- Project management  
\- Facility management consultancy  
\- Geo- and environmental engineering  
\- Regional, urban planning, traffic and transport  
\- Water  
\- BIM / MEP  
\- Structural Engineering  
\- Architectural Design |
<p>| Core competencies | General Planning Services, Engineering “Made in Germany” in the fields mentioned above |
| Cooperation objectives | Looking for customers, joint venture partners |
| Requirements for an ideal business partner | Consulting engineering companies and contractors in the construction sector |</p>
<table>
<thead>
<tr>
<th><strong>Participant</strong></th>
<th>Albrecht Stäbler, Managing Director</th>
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<tbody>
<tr>
<td><strong>Number of employees</strong></td>
<td>30</td>
</tr>
<tr>
<td><strong>Activities in the following countries</strong></td>
<td>Europe, Middle East, to be expanded to US in 2018</td>
</tr>
<tr>
<td><strong>Sector</strong></td>
<td>Automobile industry, aerospace industry, plastics industry, information technology, engineering, services, defence &amp; security, cloud strategies, cloud services, BigData Technologies, DevOps, enterprise architecture management, digital transformation</td>
</tr>
<tr>
<td><strong>Offered services / product range</strong></td>
<td>Senior experience in preparing RFPs and IT consulting services for digital transformation (IT strategy, IT management, project management, audits, quality management, enterprise architecture, enterprise application integration, application performance management etc.). R&amp;D: Research projects, consulting for large IT divisions, own software products.</td>
</tr>
<tr>
<td><strong>Core competencies</strong></td>
<td>IT-experts for digital transformation, innovation, highly qualified staff, broad industries-knowledge, proven success in complex projects, intensive cooperations with research institutes and universities, top software products for the management of modern data centers and for information findings.</td>
</tr>
<tr>
<td><strong>Cooperation objectives</strong></td>
<td>Looking for customers, representatives, agents or distributors, partners for the mutual use of the distribution network, joint venture partners, government departments for standard software services</td>
</tr>
</tbody>
</table>
| **Requirements for an ideal business partner** | Customers with:  
  - Large IT and software departments  
  - Complex and critical IT projects  
  - Migration projects in any IT field |
### Drees & Sommer Advanced Building Technologies

Obere Waldplätze 11  
70569 Stuttgart, Germany  
Phone +49 711 687070-3026  
Email christian.luft@dreso.com  
Web www.dreso.com

<table>
<thead>
<tr>
<th>Participant</th>
<th>Christian Luft, Team Leader Energy Management, Energy Design and Sustainability Consulting, Senior Project Partner</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of employees</td>
<td>471</td>
</tr>
<tr>
<td>Activities in the following countries</td>
<td>Germany, Belgium, Brasil, China, France, Great Britain, Italy, Luxembourg, Austria, Poland, Dubai, Saudi Arabia, Russia, Turkey, USA</td>
</tr>
<tr>
<td>Sector</td>
<td>Drees &amp; Sommer is your innovative partner for consulting, planning, construction and operation. For over 45 years, our partner-managed company has been supporting public- and private-sector principals and investors with all aspects of real estate – automobile industry, information technology, engineering, healthcare consulting, hospitality etc.</td>
</tr>
</tbody>
</table>
| Offered services / product range | • MEP Engineering  
• Energy design  
• Energy management / energy monitoring  
• Cradle to cradle consulting  
• Green building consulting  
• Project management  
• Facility management consulting |
| Core competencies | • Facade engineering  
• Structural engineering / -consulting  
• Design of filigree roof support structures  
• Holistic sustainable design  
• Building physics, building ecology |
| Cooperation objectives | Looking for customers, partners for the mutual use of the distribution network |
Fraunhofer Institute for Industrial Engineering

Nobelstr. 12
70569 Stuttgart, Germany
Phone +49 711 9705478
Email alexander.rieck@iao.fraunhofer.de
Web www.iao.fraunhofer.de

Participant
Dr. Alexander Rieck, Projectmanager “Smart Urban Environments”

Number of employees
500

Activities in the following countries
Austria, Italia, USA, Portugal, Canada, Brasil, Chile, China, India, Indonesia, Japan

Sector
Automobile industry, aerospace industry, plastics industry, environment, electrical and electronic industry, measuring and control technology, metal processing, chemicals industry, engineering, medical engineering, services, city development and research

Offered services / product range
- Research institute for applied science
- Consultancy and research in the fields of engineering new work, urban technologies, traffic, logistic, construction, labs and research facilities

Core competencies
Research and development, consultancy
**HEIDELBERG Ingenieure & Sachverständige GmbH**

Büchsenstr. 26 / Hospitalstr. 12
70173 Stuttgart, Germany
Phone +49 711 997835-80
Email email@heidelberg-sv.com
Web www.heidelberg-sv.com

<table>
<thead>
<tr>
<th>Participants</th>
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<tbody>
<tr>
<td>Dr. Ralf Heidelberg, M. Eng., Managing Director</td>
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<tr>
<td>Dipl.-Ing. (BA) Sebastian Liebers, M. Eng. LL. M., Managing Director</td>
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<table>
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<tr>
<th>Number of employees</th>
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<tr>
<td>10</td>
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<tr>
<th>Activities in the following countries</th>
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<tbody>
<tr>
<td>Germany, Austria, Belgium</td>
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<tr>
<th>Sector</th>
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<tbody>
<tr>
<td>Engineering</td>
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<table>
<thead>
<tr>
<th>Offered services/product range</th>
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<tbody>
<tr>
<td>• Civil Engineering</td>
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<tr>
<td>• Fire protection engineering</td>
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<tr>
<td>• Fire simulation</td>
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<tr>
<td>• Fire protection design</td>
</tr>
<tr>
<td>• Fire fighting planning</td>
</tr>
<tr>
<td>• Fire alarm systems planning</td>
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<tr>
<td>• Project management</td>
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<table>
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<tr>
<th>Cooperation objectives</th>
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<tbody>
<tr>
<td>Looking for customers</td>
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</table>
Poetzsch Bauingenieure GmbH
Carl-Kuenzer-Str. 8
79336 Herbolzheim, Germany
Phone  +49 7643 9379-10
Email  info@poe-statik.de
Web  www.poe-statik.de

Participant
Eng. B Sc. Mohamed Salah Salem, Structural Engineer

Number of employees
15

Activities in the following countries
Germany, Austria, Switzerland, England, UAE, Ireland, Belgium, Norway, The Netherlands, Spain, Italy, France, Finnlnd, Denmark, Poland, Sweden

Sector
Engineering

Offered services / product range
- Structural engineering
- Construction and planning
- Consulting engineering services
- Seismic design & earthquake simulation
- Facade engineering
- Glass Structural design
- Elevators framework structural design
- Fire protection

Core competencies
Over 20 years experience in the field of power stations structural engineering/-consulting

Cooperation objectives
Looking for customers
str.ucture GmbH

Lindenspürstr. 32
70176 Stuttgart, Germany
Phone  +49 711 935716-53
Email  info@str-ucture.com
Web  www.str-ucture.com

Participant
Dr.-Ing. Julian Lienhard, Partner, Managing Director

Number of employees
8

Activities in the following countries
Europe: Germany, Austria, Switzerland, Italy, Sweden, Slovakia, Greece – Saudi Arabia, Qatar, Egypt, USA, Kenya, India, China

Sector
Timber and timber construction, engineering, lightweight structures

Offered services / product range
• Design and Engineering of special and lightweight structures
• Wind engineering
• Parametric design and engineering
• Advanced engineering of dynamic problems

Core competencies
• Comprehensive range of structural engineering and design with specialized knowledge in complex systems and geometries
• Advanced computational design and engineering of geometrically and structurally complex systems
• Realistic assessment of all wind phenomena and response mechanisms for advanced building structures

Cooperation objectives
Looking for customers
WELDGIN

Germana Assumpta 21 2nd 2nd
17401 Arbúcies, Spain
Phone  +34 647 706063
Email  weldgin@weldgin.com
Web    www.weldgin.com

Participant
Oleguer Nicolau, Owner

Number of employees
3

Sector
Metal processing, chemicals industry, engineering, services, inspection and assessment of metal products manufacturing (vessels, piping, valves, railway, bridges, buildings...). Construction of building (electrical + construction + process projects). Petroleum companies who buy valves and others

Offered services / product range
Internal / external welding coordination for companies. WPS, WPQR, WQC performance. Surveillance and expediting inspections to all type of products on behalf of the customer or as third body, at the workshop, customer factory or even in expedition phases. Main products are valves for petroleum companies, and others. Electrical projects, construction projects, layout and processes projects, energy projects, building engineering in general.

Core competencies
We are a team of industrial and electrical engineers, welding engineers and welding inspectors with international certifications (according to European and American standards as AWS or ASME codes) who give any kind of help and assessment to metal product (and others) manufacturers, and also performance of industrial workshops or any kind of building projects.

Cooperation objectives
Looking for customers, partners for the mutual use of the distribution network

Requirements for an ideal business partner
Petroleum companies or engineeings who buy valves (or other products) in Spain / Europe and require surveillance and expediting inspections. Companies who need welding assessment. Building engineerings who need to subcontract building + electrical + layout + processes projects.
### Participant

Ramazan Balci, CEO and Owner

### Number of employees

35

### Activities in the following countries

Europe, Brazil, China, Philippines, Turkey, India, Thailand, Singapore, UAE, KSA

### Sector

Automobile industry, environment, timber and timber construction, measuring and control technology, engineering, services, construction industry, hotel business, industry in general, infrastructure, BIM, R & D

### Offered services / product range

Building design, building engineering, general planning, structural engineering, construction management, BIM-consulting, BIM-software development, infrastructure planning, retrofitting and refurbishment planning of existing structures, project management, project preparation, general supervision, review and value engineering, building physics, acoustic engineering, sustainability and real estate consulting, lean construction management, asset and portfolio analysis, cost and time optimization, R & D

### Core competencies

Werner & Balci stands for engineering, design and sustainability. The work of W & B is defined by high-class engineering, combined with sophisticated sustainable technologies. Founded in 1968, W & B has now nearly 50 years of experience. 35 employees work on all types of buildings and materials. Special emphasis lies on state of art structural design, BIM solutions, general planning, building physics and sustainable building solutions. W & B is founding member of bw-engineers.

### Cooperation objectives

Looking for customers, joint venture partners

### Requirements for an ideal business partner

Business partners in the Emirates and European and Turkish companies interested in newest technologies for building design and construction.
### Werner Sobek Stuttgart AG

Albstr. 14  
70597 Stuttgart, Germany  
Phone +49 711 76730-0  
Email stuttgart@wernersobek.com  
Web [www.wernersobek.com](http://www.wernersobek.com)

<table>
<thead>
<tr>
<th>Participant</th>
<th>Roland Bechmann, Managing Director and Partner</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of employees</td>
<td>90</td>
</tr>
<tr>
<td>Activities in the following countries</td>
<td>Europe, China, USA, VAE, Russia</td>
</tr>
<tr>
<td>Sector</td>
<td>Engineering</td>
</tr>
<tr>
<td>Offered services / product range</td>
<td>Werner Sobek stands throughout the world for engineering, design, and sustainability. The firm has offices in Stuttgart, Dubai, Frankfurt, Istanbul, London, Moscow, New York, and Buenos Aires. The work of Werner Sobek is defined by premium design on the basis of high-class engineering combined with sophisticated green technologies. Founded in 1992, the studio has now more than 300 employees. They work on all types of buildings and materials. Special emphasis lies on lightweight structural design, transparent facade systems, and sustainable building concepts.</td>
</tr>
</tbody>
</table>
| Core competencies            | Engineering and design services:  
  - Structural engineering  
  - Facade engineering  
  - Sustainability consultancy  
  - Design and general planning for all types of buildings and materials |
| Cooperation objectives       | Looking for clients, building investors        |
The Art of Civil Engineering and Architecture
“Made in Baden-Württemberg”

Sunday, December 3rd 2017 Riyadh, Marriott Hotel

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
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<tr>
<td>08.30 a.m.</td>
<td>Registration</td>
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<tr>
<td>09.00 a.m.</td>
<td>Welcome Coffee and Networking</td>
</tr>
</tbody>
</table>
| 09.30 a.m. | Words of Welcome
|          | Mr. Oliver Oehms, Delegate of German Industry & Commerce for Saudi Arabia, Bahrain and Yemen |
| 09.40 a.m. | Welcome to the future of engineering |
|          | Daniel Sander, CEO of the Baden-Württemberg Chamber of Engineers |
|          | The Art of Architecture made in Baden-Württemberg |
| 09.50 a.m. | Keynote Address
|          | H.E. Dieter W. Haller, Ambassador of the Federal Republic of Germany to the Kingdom of Saudi Arabia |
| 10.00 a.m. | German Company Presentations I – Holistic Design and Engineering |
|          | bw-engineers – passionate engineering Made in Germany |
|          | Dr. Thomas Ertel, Managing Director, bw engineers GmbH |
|          | Thematic Area: German Engineering Excellence |
|          | Building the future – between research and construction |
|          | Dr. Alexander Rieck, Projectmanager, Fraunhofer Institute for Industrial Engineering / IAO |
|          | Thematic Area: Research and Construction |
|          | Holistic Engineering – High Comfort – Low Energy |
|          | Christian Luft, Senior Project Partner, Drees & Sommer ABT |
|          | Thematic Area: Holistic Engineering |
|          | Werner Sobek – Engineering & Design of Sophisticated Projects |
|          | Roland Bechmann, Managing Director, WERNER SOBEK STUTTGART AG |
|          | Thematic Area: Structural Engineering |
| 10.45 a.m. | Coffee Break
<table>
<thead>
<tr>
<th>Time</th>
<th>Session</th>
<th>Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>11.00 a.m.</td>
<td><strong>German Company Presentations II – Specific Services and Branches</strong></td>
<td>Special and lightweight structures&lt;br&gt;Julian Lienhard, Managing Director, str.ucture GmbH&lt;br&gt;Thematic Area: Lightweight Structure&lt;br&gt;Modern and successful Fire Protection Engineering in Combination with Fire Simulation and Civil Engineering&lt;br&gt;Dr. Ralf Heidelberg, Heidelberg Ingenieure &amp; Sachverständige GmbH, Managing Director&lt;br&gt;Thematic Area: Fire Protection Engineering&lt;br&gt;WELDGIN: welding, inspection and construction engineering&lt;br&gt;Oleguer Nicolau Vila, Owner, WELDGIN, ENGINYERIA DE SOLDADURA GIRONA SL&lt;br&gt;Thematic Area: Welding&lt;br&gt;Energy-efficient wastewater treatment plants – measures and implementation&lt;br&gt;Dirk Schönberger, Managing Director, bw engineers GmbH&lt;br&gt;Thematic Area: Wastewater Treatment Engineering&lt;br&gt;Power Stations – Structural Engineering Design&lt;br&gt;Mohamed Salah Salem, Structural Engineer, Poetzsch Bauingenieure GmbH&lt;br&gt;Thematic Area: Structural Engineering services for power plant facilities</td>
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<td>11.50 a.m.</td>
<td><strong>Coffee Break</strong></td>
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<tr>
<td>12.10 a.m.</td>
<td><strong>German Company Presentations III – BIM-based process and design</strong></td>
<td>Digital transformation (in the building industry)/Building Information Modeling (BIM)&lt;br&gt;Albrecht Stäbler, Managing Director, dibuco GmbH&lt;br&gt;Thematic Area: Digital Transformation/Big Data&lt;br&gt;BIM-technology for Retrofitting of existing structures and buildings&lt;br&gt;Ramazan Balci, CEO, Werner &amp; Balci GmbH&lt;br&gt;Thematic Area: BIM-technology for Retrofitting&lt;br&gt;Healthcare projects in Saudi Arabia – examples with MoH, BIM, primary care experience&lt;br&gt;Albrecht Meyer, Project Manager, AEP Architekten&lt;br&gt;Thematic Area: Healthcare&lt;br&gt;Building concrete roadways – New technologies in construction&lt;br&gt;Jürgen Leicht, CEO, Architekt Leicht GmbH&lt;br&gt;Thematic Area: German Autobahn</td>
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<td>12.50 p.m.</td>
<td><strong>Panel Discussion/Q &amp; A Session: Saudi – German Cooperation in the field of Engineering and Architecture</strong></td>
<td>Moderator: Oliver Oehms, Delegate of German Industry &amp; Commerce for Saudi Arabia, Bahrain and Yemen&lt;br&gt;Panelists to be announced</td>
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<td>01.05 p.m.</td>
<td><strong>Closing Remarks</strong></td>
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<td>01.15 p.m.</td>
<td><strong>Networking Lunch</strong></td>
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<tr>
<td>02.00 p.m.</td>
<td><strong>Open B2B meetings and networking</strong></td>
<td></td>
</tr>
</tbody>
</table>
# The Art of Civil Engineering and Architecture  
**“Made in Baden-Württemberg”**

<table>
<thead>
<tr>
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<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>09.00 a.m.</td>
<td>Welcome Coffee and Networking</td>
</tr>
<tr>
<td>09.30 a.m.</td>
<td>Words of Welcome</td>
</tr>
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<td></td>
<td>Dr. Dalia Samra-Rohte; Managing Director Abu Dhabi Office, Deputy CEO German Emirati Joint Council for Industry and Commerce</td>
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<tr>
<td>09.40 a.m.</td>
<td>Welcome to the future of engineering</td>
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<td>Daniel Sander, CEO of the Baden-Württemberg Chamber of Engineers</td>
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<td>The Art of Architecture made in Baden-Württemberg</td>
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<td>Dipl.-Ing. Stephan Weber, Vicepresident of the Baden-Württemberg Chamber of Architects</td>
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<tr>
<td>09.50 a.m.</td>
<td>Keynote Address</td>
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<td>H.E. Götz Lingenthal, Ambassador of the Federal Republic of Germany to the UAE (tbc)</td>
</tr>
<tr>
<td>10.00 a.m.</td>
<td>German Company Presentations I – Holistic Design and Engineering</td>
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<td>bw-engineers – passionate engineering Made in Germany</td>
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<td>Dr. Thomas Ertel, Managing Director, bw engineers GmbH</td>
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<td>Building the future – between research and construction</td>
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<td>Dr. Alexander Rieck, Projectmanager, Fraunhofer Institute for Industrial Engineering / IAO</td>
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Power Stations – Structural Engineering Design  
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Digital transformation (in the building industry)/Building Information Modeling (BIM)  
Albrecht Stäbler, Managing Director, dibuco GmbH  
BIM-technology for Retrofitting of existing structures and buildings  
Ramazan Balci, CEO, Werner & Balci GmbH  
Healthcare projects in Saudi Arabia – examples with MoH, BIM, primary care experience  
Albrecht Meyer, Project Manager, AEP Architekten  
Building concrete roadways – New technologies in construction  
Jürgen Leicht, CEO, Architekt Leicht GmbH

01.00 p.m. | Closing Remarks

01.15 p.m. | Networking Lunch

02.00 p.m. | Open B2B meetings and networking
Contact.

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