Business Initiation:

Petrochemical industry

German Business Delegation Visit to the Kingdom of Saudi Arabia and the Kingdom of Bahrain

26 – 30 September 2021

Delegation Brochure
Imprint

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German Business Delegation Visit to the
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Petrochemical industry

In cooperation with and supported by the German
Federal Ministry for Economic Affairs and Energy (BMWi)
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Message of greeting from the
Foreign Market Entry Programme

Mr. Christian Tippelt
Director Foreign Market Entry Programme of the
Federal Ministry for Economic Affairs and Energy (BMWi)
Germany Trade & Invest

The BMWi Foreign Market Entry Programme assists German Small and Medium-Sized Businesses during all stages of their export activities. Participating businesses receive widespread support from the initial stages of market exploration up to the making of actual business contacts, e.g., by providing first-hand market information, organizing exploration trips and building networks. Key element of this support is the personal assistance during preparation, implementation and follow-up of these measures to ensure that the business arrangements are of high quality and sustainable.

This visit is part of the “business matchmaking” module of the BMWi Foreign Market Entry Programme and will facilitate business contacts as well as provide important impulses for the further intensification of the fruitful co-operation between Saudi Arabia, Bahrain and Germany.

On behalf of the German Federal Ministry for Economic Affairs and Energy I would like to thank the participants from Germany, and all multipliers, and other involved parties in Saudi Arabia and Bahrain for their contribution to create a successful measure.
Dear Partners,

The German business delegation comes at the right time as both markets offer numerous business opportunities. With the Vision 2030, Saudi Arabia has embarked on an economic transformation and diversification process. The Petrochemical sector remains vital for the Kingdom’s Vision 2030, aiming to double the size of the sector. Petrochemicals make 60% of the Kingdom’s non-oil export. Within the transformation a strong, technology and know-how driven downstream sector is developed. As the Kingdom is setting up a circular carbon economy, sustainable chemicals are also in the focus offering business opportunities for German companies. Just to mention a few opportunities, several German companies are already in cooperation with Saudi Acrylic Polymers Company (SAPCo) or with Saudi Chemical Company (Sadara).

The neighboring country Bahrain is often used as a hub for Saudi Arabia’s Eastern Region. However, the country also offers opportunities, especially for German SME companies. The country is developing its petrochemical production base, increasing natural gas production, and a large potential offshore oil and gas discovery in the Khaleej Al Bahrain basin. Bahrain Petroleum Company's (Bapco) modernization program benefits the downstream and manufacturing, as well as the Gulf Petrochemical Industries Company (GPIC) which was established in December 1979.

We are looking forward to an interesting exchange and bilateral meetings with the representatives of the German companies and relevant Saudi and Bahraini institutions, enhancing the bilateral business relationship between the countries.
Saudi Arabia is fiercely pushing ahead with King Salman’s Saudi Vision 2030, which is likely to strengthen Saudi Arabia’s economy. Extending industrial production within the Kingdom is an important part of Vision 2030 and the German Mechanical Engineering Industry as main supplier to the production sector will be happily supporting this move.

Saudi Arabia’s Petrochemical Sector has been an important sector for German suppliers of pumps, valves and other process equipment accounting for some 20% of all machinery exports from Germany to Saudi Arabia. Since most German machinery suppliers are small and medium enterprises setting up extra manufacturing lines is a challenge, particularly if a new plant is to be set up abroad. Nevertheless, some suppliers of process technologies have done or are thinking about doing that in Saudi Arabia, supporting local petrochemical industry not only with world class production technology but also Saudi Vision’s localization approach.

With great interest German process technology suppliers are looking at Bahrain. After some hydrocarbon exploration successes, we saw awards for new production sites in past months. Besides new downstream-projects that might be fed from the newly developed fields we also witness a big modernization program in Bahrain’s refinery sector which might be supported by technology “made in Germany”. The expertise of German companies might be helpful not only in big projects but also in small process modernizations and modifications, which is underlined by a significant rise of exports of process-relevant products to Bahrain in past months.

VDMA, Germany’s Mechanical Engineering Industry Association, represents over 3,300 mostly medium-sized companies in the capital goods industry. Among them are more than 500 suppliers to process industries. VDMA constantly monitors market developments worldwide to identify market opportunities for its members. Therefore, VDMA has initiated this year’s delegation to Saudi Arabia and Bahrain to support German companies addressing this interesting market and raise awareness among potential Saudi buyers at the same time.

We wish Bahraini, Saudi Arabian and German participants fruitful discussions that open new opportunities of business and will be to everybody’s advantage.

Mr. Thilo Brodtmann
Executive Director of the German Engineering Association
(VDMA – Verband Deutscher Maschinen- und Anlagenbau e.V.)
Participating

German Companies in

Alphabetical Order
3defacto GmbH

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Field of Activity: Mechanical Engineering and Special Machines, “Made in Germany”

3defacto is a very innovative partner for the development and manufacture of special machines.

Since more than 20 years we are developing and implementing innovative solutions in the areas of system technology, mechanical engineering and software solutions.

From special machine construction to complex plant construction - high quality and always in partnership with our customers. 80 employees, 3 locations in Germany.

Products:
- special machines (conveyor systems, welding machines, assembly stations, camera technology);
- storage tanks, unloading stations, dosing- and mixingsystems for liquid and flammable media;
- equipment, process technology and turnkey solutions for polyurethane/prepolymers production plants.
3R solutions GmbH

Field of Activity: World leader in pipe-shop automation and integration

3R solutions is a specialist in integrating modern pipe-processing machines, sophisticated software, and streamlined handling systems, to give you the highest level of automation and efficiency for your pipe-spool prefabrication shop.

We have set up pipe-shops all over the world for more than 50 years, and have helped our customers save millions of Euros. Unlike our competitors, 3R not only offers highest quality machines, built by industry leaders, but we have also developed a powerful software suite, that will enable you to significantly reduce the time spent on planning, preparation, status tracking and documentation.

With the 3R system you can achieve a paperless workshop, where each fabrication process is tracked and documented in real time.

We are looking for companies who are ready to take their fabrication processes to the next level, to make their pipe-shop ready for Industry 4.0, and who want to increase their efficiency. To these companies we offer decades of experience and expertise in the field, to help them find the best solution for their requirements and to realize their ambitions.
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bar pneumatische Steuerungssysteme GmbH

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www.linkedin.com/in/oliver-h-de/?locale=en_US

Field of Activity: Manufacturing of pneumatic and electric actuators – fully automated solutions

With the assembly, supply and world-wide sales of pneumatic and electric actuators as well as complete automatic valves and wide-ranging accessories, bar GmbH is an important partner to many well-known and respected industrial companies. bar GmbH is constantly working on product development and innovations for plant construction and process-related applications in the industry. We offer pneumatic and electric actuators, fully automated ball and butterfly valves, solenoid valves, positioners and position indicators in the following industries:

- Chemicals
- Petrochemicals
- Pharmaceuticals
- Foodstuffs
- Water and wastewater
- Shipbuilding and shipyards
- Bulk material & solids
- Paper and pulp
- Waste disposal
- Power stations
- Oil & Gas

Please note that we also have the certification DIN ISO 9001:2015. We are looking for potential partners, distributors, integrators, installers for machine building.
I would also like to talk to someone in Procurement and Engineering of each company we visit.
Coperion GmbH

Field of Activity: Petrochemical, Plastic, Food, Pharma and Minerals applications

Coperion is an industry leader in compounding and extrusion, feeding and weighing, bulk material handling and service. Customers benefit from Coperion's divisions Polymer and Strategic Markets / Aftermarket Sales and Service that are optimally networked on a global basis to offer ultimate support in the design, manufacturing and implementation of ideal systems. Staffed by engineers, chemists, technicians and a variety of industry experts, these divisions form a powerhouse of process solutions for customers.

Beyond large-scale applications, close collaboration with customers has driven the continual development of systems and components. From individual rotary valves to complete product lines for compounders and extruders and clever product developments for food and pharma industries, Coperion and Coperion K-Tron work closely with customers to deliver what they need for their processes. This impressive portfolio also includes extensive worldwide service and support encompassing maintenance, spare parts, consulting and training.
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Evonik Industries AG

Evonik’s Technical Applications Product Line is a leading supplier of specialty additives for the oil and gas industry. We have decades of experience in the research and development of novel products for drilling, stimulation, cementing and production. We are confident that we have the right solutions to deliver real value for our customers.

Our world-famous brands – ADOGEN®, AROSURF®, TEGO® and TOMAMINE® comprise an extensive product portfolio that consists of traditional and specialty additives.

Evonik’s specialty surface tension reducers provide improved rock wettability while controlling foam generated by other surfactants systems. With the exponential growth of unconventional shale exploration, we offer shale stabilization technologies for drilling and stimulation. Our extensive line of foam control chemistries provides a solution to foaming in drilling, cementing, stimulation and production.

We are looking for partnership opportunities with blending/formulating Companies in KSA & Bahrain.

Mr. Ahmad Hmood
Managing Director, Branch of Evonik Gulf FZE

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www.youtube.com/himagroupsafetysafety  
https://twitter.com/HIMA_Safety  
www.hima.com/?type=9818&L=1  
www.facebook.com/HIMAGmbH  
https://smartsafety-hub.hima.com/  

Field of Activity: the world's leading independent provider of functional safety and automation security solutions

We are:
For over 50 years, HIMA has been a trusted partner to the world’s largest oil, gas, chemical, and energy-producing companies. These organizations rely on HIMA solutions, services and consultancy for uninterrupted plant operation and protection of assets, people, and the environment. Founded in 1908, the family-owned company operates from over 50 locations worldwide with its headquarters in Germany. With more than 40,000 installed TÜV-certified safety systems (SIL 3 and SIL 4) worldwide, HIMA qualifies as the technology leader in this sector.

We offer:
HIMA experts develop customized solutions that help increase safety, cyber security, and profitability of plants in the digital age. Typical applications are:

- Process Safety (e.g. Overpressure, Fire & Gas)  
- Critical Control (e.g. Turbomachinery, Compressors, Burner Control)  
- Safety Digitalization (e.g. digital Risk Management Solutions)  
- Automation Security (e.g. Remote Access, Data Diodes, Demilitarized Zones)

We are looking for:
Long term customer relationships to help increasing the safety, security and profitability of the customer’s plants and production facilities.
Liebherr-Werk Ehingen GmbH

Mr. Daniel Türkis
Regional Sales Manager

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Field of Activity: Production of Mobile and Crawler Cranes

Liebherr-Werk Ehingen GmbH is the leading manufacturer of mobile and crawler cranes. The range of the all-terrain mobile cranes extends from the two-axle 35-tonne crane to the heavy duty crane with a load capacity of 1,200 tonnes mounted on a nine-axle chassis.

The lattice-boom cranes on mobile and crawler chassis achieve load capacities of up to 3,000 tonnes. With their universal boom and jib systems as well as comprehensive additional equipment, they are used on building sites throughout the world.

Liebherr-Werk Ehingen GmbH was founded in 1969. To consolidate and further advance their international position as a leading provider of mobile and crawler crane, operating capacity has been comprehensively extended in recent years. The Liebherr plant in Ehingen now covers a total area of 885,000 square meters of which 240,000 square meters is a roofed manufacturing facility. The headquarter in Ehingen employs a workforce of approximately 3,500. A comprehensive worldwide service guarantees the high availability of the Liebherr mobile and crawler cranes.
MAN Energy Solutions SE

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https://twitter.com/man_e_s
www.facebook.com/MANEnergySolutionsSE

Field of Activity: Design and fabrication of molten-salt operated Reactor Systems, Tabular Reactors and Power-to-X

MAN Energy Solutions in Deggendorf is an OEM for tubular reactor systems, reactor solutions for Power to X & E-Fuels (synthetic fuels), for refinery technology and for molten salt based energy storage solutions.
RITAG Ritterhuder Armaturen GmbH & Co. Armaturenwerk KG

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Field of Activity: Production of high-quality industrial valves

Applying 40 years of experience and knowledge in valve production, we develop and manufacture high quality industrial valves, designed flexibly and quickly to suit your specific systems and processes.

On an area covering 28,000 m², our family-owned company runs one of the most cutting-edge production plants for industrial valves at its headquarter in Germany. Here, our specialists work under one roof to turning customer requirements into reality.

We are planning to expand our manufacturing activities to the gulf region and we are looking for a local partner to establish a local base for manufacturing and selling valves to the oil and gas chemical business in the region.
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ZOLLERN GmbH & Co. KG

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https://de.linkedin.com/company/zollern-gmbh-&-co-kg

Field of Activity: Metalworking industry, manufacturer of forged products and sand cast parts made of copper alloys for many different industries (e.g.: mechanical engineering, maritime, medical, aviation, nuclear, oil and gas).

The ZOLLERN Group is a leading supplier in the metal processing industry with over 300 years of experience. 2.400 highly dedicated employees design, produce, sale and service a product range of innovative metal products at 8 production facilities and 7 subsidiaries in Europe, America and Asia.

With its headquarter in Laucherthal /Germany ZOLLERN consists of the five business units:

- sand casting and forging technology
- investment casting
- drive technology (gears, winches, direct drive motors, automation, rotary table systems)
- bearing technology (plain bearings, hydrostatic and aerostatic bearings)
- steel profiles and
- engineering components.

The company offers its customers special solutions within the focus branches of maritime, power generation, aviation, medicine, construction machinery and machine building.

ZOLLERN is an expert in foundry technology and forging technology. Customers worldwide are supplied flexibly and reliably with high-quality products. ZOLLERN Foundry Technology Sand Casting and Forging offers individual solutions, even for complex tasks.
Implementing Partners and other Delegation Members
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BMWi – Federal Ministry for Economic Affairs and Energy

The Federal Ministry for Economic Affairs and Energy is a cabinet-level ministry of the Federal Republic of Germany. Its central priority is to lay the foundations for economic prosperity in Germany and to ensure that this prosperity is spread broadly throughout the population. Bringing the social market economy to new life and ensuring sustainable progress and social cohesion can therefore be seen as the mainspring of the ministry’s policies.

The need to take specific policy measures is driven by various objectives, which form an overarching guideline: to provide a framework for digital reforms, to foster innovation, to strengthen investment and social cohesion, and to integrate refugees in the best way possible. The ministry also aims to make progress on Germany’s energy transition, to develop European economic and monetary union and to continue opening the markets across Europe.
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German-Saudi Arabian Liaison Office for Economic Affairs (GESALO)
Delegation der Deutschen Wirtschaft für Saudi-Arabien, Bahrain und Jemen (AHK Saudi-Arabien)

Ms. Sherine Fakoussa
Head of German Desk for Eastern Province and Bahrain

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The German-Saudi Arabian Liaison Office for Economic Affairs (GESALO) is part of the worldwide network of German Chambers of Commerce Abroad (AHK) with 140 locations in 92 countries. GESALO is the official representation of the German Industry in Saudi Arabia, Bahrain and Yemen, and thus the key player of German foreign trade promotion on behalf of the Federal Republic of Germany. GESALO was founded in 1978 in Riyadh (Kingdom of Saudi Arabia) and has a large network of business and institutional relations. GESALO offers a range of services to assist German companies in the creation of business opportunities in Saudi Arabia and Bahrain.

The key strength of GESALO is its network which allows creating synergies and providing valuable information for businesses. Within Germany, GESALO is closely connected to all 79 Chambers of Industry and Commerce (IHKs), which have a long tradition in supporting German companies locally and serving as their partner when extending their business relations to foreign countries. Thanks to the good cooperation of both structures at home and abroad, GESALO can help to lay the foundation for successful and sustainable bilateral business relations.

In Saudi Arabia and Bahrain, GESALO works closely with many stakeholders from the public as well as private sector and has close relations to its Saudi Arabian and Bahraini counterparts, namely the Council of Saudi Chambers, the Riyadh Chamber of Commerce and Industry, the Asharqia Chamber of Commerce & Industry, and the Bahrain Chamber of Commerce and Industry just to name a few.

Under the brand “DEinternational” GESALO provides services to German, Saudi Arabian and Bahraini companies to support their foreign business activities. This includes market information, contacts to local businesses, organization of business trips, trade fair marketing and participation, business mediation, legal expert support through its GESAlaw Network, visa and translation services, as well as local support for companies that are already established in Saudi Arabia or Bahrain.

Due to its extensive network in the public and private sectors and based on more than 40 years of market experience, GESALO is a reliable partner for German, Saudi Arabian and Bahraini companies.
VDMA - Mechanical Engineering Industry Association
Verband Deutscher Maschinen- und Anlagenbau e.V.

VDMA (Verband Deutscher Maschinen- und Anlagenbau, Mechanical Engineering Industry Association) represents over 3,300 mostly medium-sized companies in the capital goods industry, making it the largest industry association in Europe.

The German mechanical engineering industry is an international leader – in 25 of 31 comparable subsectors, German firms are among the top three providers in the world, and global market leader in as many as half.

Mechanical engineering is Germany’s biggest industrial employer with more than 1 million workers. It develops and produces key technologies for the global market. The export ratio is 77 percent. With revenue of EUR 204 billion (2020), it is one of the leading branches of industry in Germany.

VDMA’s membership covers the entire process chain – in the field of mechanical engineering including associated tools and components, of process, production, manufacturing, drive-train and automation engineering, office and information technology, software, and product-related services, i.e. from components to plants, from system suppliers and system integrators through to service providers. The association reflects the diverse customer-supplier relationships along the whole value chain and promotes sector-specific and overarching cooperation.

VDMA is divided into 37 trade associations and labour groups, cross-sector departments, branch offices in Berlin and Brussels, liaison offices in Brazil, China, India, Japan and Russia, international committees and forums, six state associations and several service organisations. Several of VDMA’s trade associations are addressing petrochemical industry, such as Process Plant and Equipment, Pumps & Systems, Compressors, Compressed Air and Vacuum Technology, Valves and Thermo Process Technology Associations as well as VDMA’s Large Industrial Plant Manufacturers’ Group.

Dr. Alexander Koldau will be representing VDMA within the delegation. He started working for VDMA’s Process Plant and Equipment Association for five years before becoming VDMA’s Regional Director Middle East in 2008.

Dr. Alexander Koldau
Foreign Trade - Middle East North Africa

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MENA Business offers consulting across all industries for German companies who want to expand their business to the Middle East and North Africa. Our team works in close cooperation with all German Chambers of Commerce Abroad (AHK) and local chambers in the MENA region.

On behalf of the German Federal Ministry for Economic Affairs and Energy, MENA Business conducts a variety of market development programs for German and Arab companies.

MENA Business works closely with several Arab networks in the MENA Region such as Digital Arabia Network (https://digitalarabia.network/) and the MENA Women in Business Network (https://womeninbusiness-mena.com/).
Notes

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Implementing Partners

MENATrade

Delegation der Deutschen Wirtschaft für Saudi-Arabien, Bahrain und Jemen
German-Saudi Arabian Liaison Office for Economic Affairs (GESALO)

VDMA
German Business Delegation

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www.ixpos.de/markterschliessung
www.bmwi.de