

# German Business Delegation

to

## Saudi Arabia

**10<sup>th</sup> – 14<sup>th</sup> January 2026**

organised by



**NAH- UND MITTELST-VEREIN E.V.**  
GERMAN NEAR AND MIDDLE EAST ASSOCIATION

**German Near and Middle East Association**

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### Delegation goals

1. SAP aims to explore the Kingdom of Saudi Arabia's current and future vision and ambitions, identifying potential areas for collaboration. We stand ready to accelerate the digital transformation of the Saudi government and local industries across all sectors.
2. SAP seeks to strengthen awareness of its strategic approach for operations in the Kingdom, including related investments and long-term commitments.
3. SAP is keen on discussing how it can support the Digital Transformation and new business models for the Kingdom's public and private sector. We place particular emphasis on AI-driven public sector transformation, enhancing citizen and business service delivery, advancing sustainability initiatives, and fostering innovative business networks for agile enterprises—all with the goal of identifying strategic areas for collaboration.

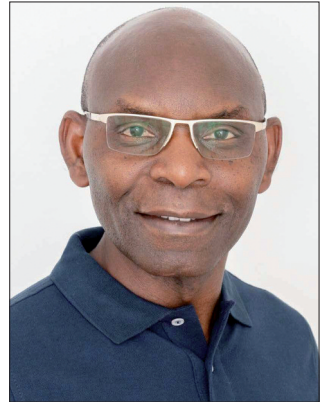
### Company information

SAP is the world's largest provider of Enterprise Application Software serving more than 440.000 customers in over 160 countries across 25 industries. SAP is committed to bringing out the best in every business – helping customers reach agility at scale, achieve more across their value chains and drive sustainability at their core. Our goal is to be the #1 Enterprise application and Business AI company. SAP has a strong presence in KSA serving different sectors, i.e. Oil & Gas, Retail, Healthcare, Utilities, and various Public Sector entities. SAP just recently launched a program to support the local Ministry of Communications and Informational Technology to develop digital capabilities in the Kingdom, to invest in the growth of its future projects, and to encourage innovation, entrepreneurship, and investment in the digital sector, according to Saudi Vision 2030. Further, SAP aims to place sustainability as a third dimension in any institutions business in addition to revenue and costs. Therefore, SAP is keen to support regulators and businesses in their sustainability journey using innovative, AI-based digital tools and processes.

# Eniet Asaah

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## Delegation goals

Our goal is to establish a meaningful CONBENE footprint in the Kingdom of Saudi Arabia by providing on site support to the execution of large-scale projects based on operational excellence approaches. The usual impact is an enhanced project performance at reduced time and cost pressures. This visit represents an essential step to understanding areas where the institutions of the KSA and the broader industrial ecosystem express ambitions for significant efficiency gains. We are eager to explore the areas where our expertise can complement their ambitions. We also see this as a chance to widen our network and engage with partners who share our vision of driving Efficiency and Excellence across major projects and industrial facilities in the Kingdom of Saudi Arabia.

## Company information

Conbene Improvement GmbH is a leading enabler of operational excellence and Lean-Thinking in large-scale and time-critical projects. We usually achieve over 10% shorter project delivery time, over 10% cost reduction, higher delivery quality and satisfaction of partners.

Our References:

- > Providence Tower, London, England
- > Four Frankfurt Towers, Financial District, Frankfurt, Germany
- > Riyadh Metro Construction (lines 4,5,6,) Riyadh, KSA
- > Hannover South City Highway, Tunnel and Bridge Construction, Hannover, Germany
- > BMW GENERATION-6 Plant Construction and Production Ramp-up, Debrechen, Hungary
- > LNG Terminal Construction, Swinoujscie, Poland
- > Lachta Center (Facade Construction), St. Petersburg, Russia



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## Delegation goals

Insights into the latest economic developments in the Kingdom of Saudi Arabia, including investments and projects aligned with Vision 2030.

Meetings with government ministries and potential new clients (exporters and importers), as well as discussions on possible financing solutions.

## Company information

ODDO BHF is an independent European banking group created through the merger of the French family-owned bank ODDO & Cie. (established in 1849) and the German Mittelstandsbank BHF-BANK AG (established in 1854). Today, ODDO BHF operates globally in international banking, covering more than 100 countries and maintaining a network of 500 correspondent banks. For decades, ODDO BHF has supported German and European exports to the Gulf region, offering a high level of expertise and professionalism in structuring complex short-term and long-term financing solutions.



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## Delegation goals

After a very productive participation of the delegation trip to the Kingdom of Saudi Arabia last year, we are looking forward to continue the discussions about the cooperation in our field of products: Technical Fiber Solutions.

Looking for joint projects and researches in different areas such as:

- Sustainable roads and infrastructures with technical fibers.
- Various applications in the construction industry for future challenges such as 3 D print concrete, ultra-high performance concrete, green concrete and hot weathering solutions.
- Other applications in the automotive, wind energy, plastic, filter, special paper and other industries.

## Company information

STW Kautzmann GmbH develops and produces high-quality fibres for different industries and applications. As leading specialists in fibre fillers, short cut fibres, fibrils & pulp, as well as customised solutions, we process all fibre materials; from natural fibres to synthetic fibres through to high-tech fibres. Thanks to over a century of experience, continuous research and strong customer-orientation, we are able to react flexibly to new requirements with our bespoke fibre solutions.

We have built in the last 3 years a solid network with Construction Chemical manufacturing companies in the K.S.A and now evaluating the possibility to build a regional base for us in the Kingdom of Saudi-Arabia.



# Sabine Bittmann

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## Delegation goals

We are participating in the delegation trip to Saudi Arabia to gain first-hand insights into one of the most dynamic and fast-growing logistics markets worldwide. The Kingdom's strong investments in infrastructure, supply chains, and digitalization create highly attractive opportunities for innovative logistics solutions.

Through this delegation, we aim to build strategic relationships, better understand the local market environment, and evaluate the potential of establishing a local sales subsidiary to support long-term growth and market entry in the region.

## Company information

BITO Storage Systems (BITO Lagertechnik GmbH) is a leading international manufacturer of storage and order-picking solutions. Founded in 1845 and headquartered in Meisenheim, Germany, BITO develops and produces high-quality racking systems, shelving, containers, and intralogistics solutions. With production facilities in Europe and a global sales network, BITO supports customers across industries such as logistics, manufacturing, retail, and e-commerce. The company stands for innovation, sustainability, and customized solutions that optimize warehouse efficiency and material flow.

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## Delegation goals

To develop a strategic network for potential cooperation with Saudi companies in the hydrocarbon, chemical, and other major industrial sectors. This cooperation aims to facilitate the transfer of technological expertise and advanced industrial know-how, supporting Saudi industries in achieving the transformational goals of VISION 2030.

## Company information

Reliable, experienced and approachable, CAC is an internationally leading plant engineering company in the field of process and chemical engineering. In the business fields of Chlor Alkali, (Green) Power to X, Hydrocarbon's and Chemical solutions CAC offers the entire range of services of an engineering and plant construction company. This begins with the development of a concept, continues through the planning stage and turnkey construction to the point of commissioning of complex plant and plant units – in close co-operation with the customer at all times. With around 400 employees, 300 at the headquarters in Chemnitz, CAC has constructed over 500 industrial plants worldwide in the course of 60 years.



# Sophie Engel

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## Delegation goals

For more than 10 years, we have been active with Amrop offices in Saudi Arabia and the region. I am more than happy to join this delegation to discuss enhancing our footprint and projects in the region.

During this visit, we are looking forward to networking and discussing opportunities to further broaden our scope. Meetings at the interface of business and politics are very meaningful to us.

## Company information

Founded in 1977, Amrop is a leading global partnership in leadership advisory - back then in Europe, the UK, Australia, and the US. The company operates as a partner-owned organization. Amrop has 69 offices in 57 countries. We are present in the Middle East with offices in Saudi Arabia and the UAE.



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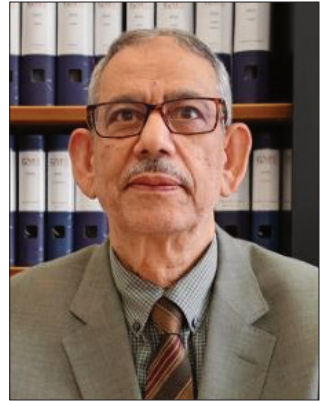
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## Delegation goals

- Learn about current healthcare projects, turnkey-projects of MoH and private projects
- Rehabilitation of hospital buildings
- Education for nursing and IT solutions

## Company information

Since its founding in 1996, GMS GmbH - German Medical Solutions - has successfully completed more than 30 healthcare projects in the MENA region.

GMS assumes overall responsibility as the general contractor from the first draft designs, to the planning and construction phase of the hospital, to the complete equipment with the latest medical technology plus interior furnishings, as well as hospital management and complete IT solutions. GMS also offers modular structured mobile hospitals with the related services.



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### Delegation goals

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## Delegation goals

EPC's focus in the participation of the delegation trip to Saudi Arabia is to strengthen strategic relationships with key government and industry leaders, creating a foundation for future cooperation. The visit should provide valuable insights into emerging business opportunities. EPC is aiming to provide different technologies as in fields of chemicals, polymers & fibers, mining-chemicals, fertilizers and plastics recycling business to the Kingdom. By engaging directly with local stakeholders, EPC gains a clearer understanding of technological innovations and market trends shaping sectors. The trip also should open pathways for bilateral partnerships, new industry projects, and long-term collaboration. Additionally, EPC's presence in an official delegation enhances the company's visibility and credibility, demonstrating commitment to the region and reinforcing its reputation as a reliable partner in Saudi Arabia's evolving market landscape.

## Company information

EPC Engineering & Technologies is an international technology provider as well as an engineering company, based in Germany. Business focus is the licensing of technologies as well as the design and realization of industrial plants. Mainly in the fields of Polymer & Fibers, Plastic Recycling, Plant revamp and conversion of existing polymerization plants, mining chemicals and Lithium.

In 2009, EPC successfully realized a project in Yanbu for the company IBN Rushd Saudi Arabia (a SABIC affiliate). It was at that time world's biggest conversion from textile fibers to food grade PET-Chip Production with a simultaneous capacity increase to 1,000 t/d.



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## Delegation goals

The objective of participating in this delegation is to establish qualified contacts within Saudi Arabia's digital transformation ecosystem.

- \* engage with ministries, state-owned enterprises and system integrators
- \* position Erpwerk as a technical partner for assessment and modernization/maintenance of mission-critical ERP and SQL-based systems using AI.
- \* identify concrete pilot or evaluation opportunities for future cooperation

## Company information

Erpwerk GmbH & Co. KG is a German software engineering company founded in 2008, specializing in modernization, maintenance and further development of mission-critical existing business applications using Artificial Intelligence (AI) techniques.

- \* 14 permanent developers and architects focus on ERP and SQL-based legacy systems
- \* experience with long-running, stability-critical software environments
- \* technology-agnostic approach, including Delphi-based systems
- \* integration of artificial intelligence into existing ERP Systems
- \* selected references include NASA, Porsche, Bosch, BASF, Continental

# Alexander Klaß

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## NGO information

NUMOV / Nah- und Mittelost-Verein, the German Near and Middle East Association, was founded 90 years ago and is Germany's oldest and largest non-profit organisation for the promotion of bilateral economic relations between Germany and the Near and Middle East. Board members include well-known enterprises.



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## Delegation goals

My objective for the Saudi Arabia Delegation 2026 is to expand bilateral business networks, identify synergies between German private-sector investors and partners in Saudi Arabia, and explore opportunities for legal cooperation, renewable-energy ventures and technology-driven projects.

## Company information

Founded in 2009 in Berlin, the boutique law firm Rechtsanwältin Klug specialises in high level consulting for international investors and entrepreneurial clients operating in Germany, Europe and the Middle East. The firm supports clients across sectors including logistics, construction, agriculture, and renewable energy, as well as private aviation.

Elena Klug serves as Managing Partner of a private airport, the Eberswalde-Finow Airport (EDAV) located close to Berlin, which is currently being expanded as a hub for business aviation, cargo partnerships and innovative aviation services.

As a German attorney, she advises entrepreneurs and companies from the CIS region, Germany, Middle East. Her focus is on structuring investment projects, drafting and negotiating contracts and preparing clients for conflict-free execution of transactions by ensuring strong legal and commercial positioning. In addition, she actively scouts innovative opportunities in green energy, sustainable technologies and advanced technical solutions for her clients. Her objective for the Saudi Arabia Delegation 2026 is to expand bilateral business networks, identify synergies between German private-sector investors and partners in Saudi Arabia, and explore opportunities for legal cooperation, renewable-energy ventures and technology-driven projects.

# Silvio Konrad

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## Delegation goals

The TÜV NORD GROUP has been active in the MENA and GCC region for many years and strives for long-term, stable business relationships. Our activities include inspections, audits, certifications and consulting in strategic areas such as energy & raw materials, industry, infrastructure, food and agriculture, health, public administration as well as IT and cyber security.

In the KSA and UAE, we are planning to restructure and expand our long-standing presence. We have successfully gained a foothold in Qatar since 2020. Our focus is on energy & raw materials, industry and certification as well as food service. We would like to use the delegation trip to better understand strategies and actors and to offer our support.

Our goal is to contribute to economic development as a trusted partner by combining local requirements with international standards and developing tailor-made solutions. Our destinations are clear: expanding our presence, identifying new business opportunities and deepening existing relationships, while maintaining our commitment to technology, innovation and sustainability.

## Company information

TÜV NORD, as a leading company in the field of technology services, we stand for safety, security and trust.

At the same time, we have set our sights on the digital future. Independent engineers offer excellent solutions for safety, quality and an outstanding position in the competition. In more than 100 countries 16,000 employees support companies and partners in exercising their responsibilities for people, technology and the environment.



# Max Kraus

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Email: [max.kraus@oddo-bhf.com](mailto:max.kraus@oddo-bhf.com)  
Internet: [www.oddo-bhf.com](http://www.oddo-bhf.com)

## Delegation goals

Insights into the latest economic developments in the Kingdom of Saudi Arabia, including investments and projects aligned with Vision 2030.

Meetings with government ministries and potential new clients (exporters and importers), as well as discussions on possible financing solutions.

## Company information

ODDO BHF is an independent European banking group created through the merger of the French family-owned bank ODDO & Cie. (established in 1849) and the German Mittelstandsbank BHF-BANK AG (established in 1854). Today, ODDO BHF operates globally in international banking, covering more than 100 countries and maintaining a network of 500 correspondent banks. For decades, ODDO BHF has supported German and European exports to the Gulf region, offering a high level of expertise and professionalism in structuring complex short-term and long-term financing solutions.

# Jörg Langer

COO

EURABUS electric mobility GmbH

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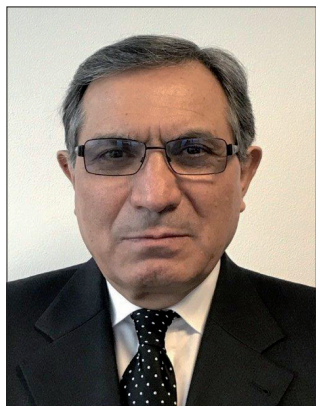


## Delegation goals

Contacts to government entities, that helping foreign investors, potential clients and potential suppliers.

## Company information

EURABUS Middle East was established in 2025 as the regional headquarters of Eurabus Germany, an electric-bus manufacturer with more than 30 years of experience in automotive and special-vehicle engineering through our parent company, the Euracom Group. Building on this engineering heritage—we have developed a modern, fully electric bus platform that delivers German engineering quality and meets the highest European standards, without compromise. Commitment to Saudi Arabia Saudi Arabia is among our most important strategic markets. We have already delivered electric buses to Red Sea Global and AIUla, demonstrating proven operational excellence for more than two years. Plans for 2026 are to establish a regional service hub ensuring fast, reliable customer support, a regional R&D center to localize solutions and innovate for Middle Eastern requirements and a production facility for a local e-bus production in the Kingdom.



## Dr. Azgarkhil Mangal

President  
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### Delegation goals

The delegation aims to strengthen business relations in the Kingdom of Saudi Arabia by exploring cooperation opportunities in project cargo and integrated logistics solutions, with a focus on building partnerships for infrastructure, energy, construction, and industrial projects.

### Company information

(All Modes of Transportation | Project Cargo | Regional Logistics Expertise)

The company is an international logistics service provider offering comprehensive transportation solutions across all modes, including sea freight, air freight, road transport, rail, and multimodal logistics. In addition to standard cargo, the company has strong expertise in project cargo, oversized shipments, and complex logistics operations.

With a clear regional focus, the company is specialized in logistics solutions for Central Asia, the CIS region, and the Middle East, providing tailor-made services for challenging routes, cross-border operations, and remote destinations. Its portfolio includes transport planning, route and feasibility studies, customs coordination, cargo handling, and end-to-end project management.

By combining regional know-how with international standards, the company acts as a bridge between Europe, Central Asia, the CIS, and the Middle East. The delegation trip to Saudi Arabia represents an important step toward expanding the company's presence in the region and developing strategic partnerships to support growing trade and industrial projects.



# Wolfgang Dieter Reeb

Global Relations Manager  
Centrum Academicum

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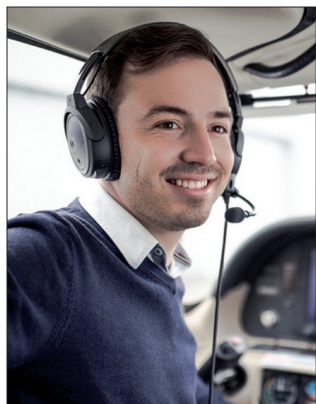


## Delegation goals

Centrum Academicum participates in the delegation to strengthen and expand its long-standing academic and institutional relationships across the Middle East. The organization aims to build new strategic collaborations with universities, research institutions, and education authorities, while deepening existing networks that support academic mobility, research cooperation, and talent development. Through its participation, Centrum Academicum seeks to identify opportunities for joint study, PhD, and training programs, as well as broader initiatives that contribute to internationalization, accreditation support, and institutional capacity building. The overarching goal is to foster sustainable educational partnerships and to promote knowledge exchange that aligns with the region's priorities in higher education, research, and workforce development, also providing investors in that fields.

## Company information

Centrum Academicum, based in Frankfurt am Main, Germany, is an international advisory and exchange center specialized in academic, scientific, and career development. The organization promotes global knowledge exchange between universities, research institutions, and professionals across diverse disciplines. Its core services include study, PhD, and habilitation consulting, academic placement, and the development of international education and research partnerships. Centrum Academicum also supports institutions in designing internationalization strategies, accreditation processes, and talent development programs. With long-standing contacts in Middle Eastern and Maghreb countries, Centrum Academicum is dedicated to advancing academic excellence, scientific cooperation, and sustainable workforce, as well as investment support for projects. Development worldwide: the organization is currently expanding its activities toward Saudi Arabia to establish new educational and research initiatives with best relations there.



# Daniel Torben Steinhauß

CEO  
aeroPS GmbH

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## Delegation goals

### aeroPS & AMS:

Since 2021, we have managed the approach fee administration for 11 regional airports in Germany on behalf of Deutsche Flugsicherung Aviation Services—clear proof of our operational reliability and regulatory expertise. Building on this foundation, we aim to establish partnerships in Saudi Arabia with Cluster2 as well as key airport and aviation stakeholders. Our Airport Management System (AMS) supports the goals of Vision 2030 and initiatives such as NEOM by fully digitizing airport processes, automating billing, and offering a scalable solution for both new and existing sites. The purpose of the delegation trip is to evaluate market potential for AMS, establish strategic cooperation with authorities, operators, and Cluster2 partners, understand regulatory requirements, and position aeroPS as an innovative German technology partner for the digital transformation of Saudi aviation.

## Company information

aeroPS is a German aviation-tech company based in Dresden. We became well known across Europe through our payment app for private pilots, which allows landing, parking, and service fees to be settled digitally and with ease. Building on this strong market position, we have evolved into a specialized SaaS provider for airports, airfields, and FBOs.

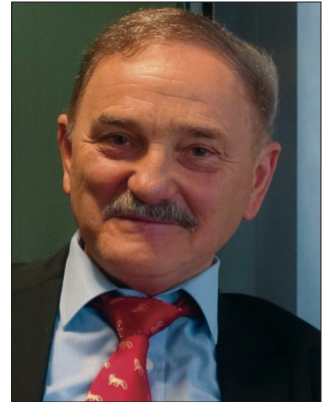
Our Airport Management System (AMS) is a modular platform that digitizes the entire airport workflow—from flight recording and fee logic to fuel and ground services, all the way to OPOS/cashbook functionalities and digital payments with automated invoicing. The result is seamless, efficient processes, maximum transparency, and significant relief for airport staff.

# Johann Erich Wilms

President  
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Chairman of NUMOV

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## Company information

The Wims Group is an investment company, owner-managed, pursuing a buy and build, further development and sustainable directions of the companies. Our industry focuses are:

Manufacturing of cables, starting with building, signalling and building technology, telecommunications as well as extra-high voltage cables up to 525 kV to enable the energy transition. Renewable engeries (production of wind turbine towers and silicon independent solar modules, operation of solar parks) Automotive industry among other things, production of cable and wire harnesses, battery terminals, aluminum and magnesium components, mechanical and planr engineering Machines and plants for cable production, surface technology, water and waste water treatment.



# Jens Heinrich Wulff

CEO EMEA & INDIA

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## Delegation goals

We would like to further foster our relationships with the Saudia Arabia customers and institutions to highlight our potential in the renewable energy solutions such as Green Hydrogen, Green Ammonia, Downstream, LNG / Marine Business, Battery Materials etc. Furthermore we would also like to evaluate the market for Flare Gas treatment solutions and other Oil & Gas applications.

## Company information

NEUMAN & ESSER is a reliable partner to the industry, driving forward both the energy transition and the circular economy with integrated solutions for the energy infrastructure of tomorrow. Our compressor solutions with in-house sealing technology are used in the industrial processing of gases, particularly in the hydrogen economy and the green gas industry. The product portfolio also includes hydrogen production systems, the key technologies for the future demand for clean energy. Combined with a century of experience in the com-pression of hydrogen in the chemical and Oil & gas industry, NEA is today the expert for the entire H2 value chain. The scope of supply ranges from important plant components to complete turn-key solutions with service packages from installation and parts supply to complete operational management. As an owner-managed company with almost 200 years of history and a global footprint, we combine Made-in-Germany with Made-by-NEUMAN & ESSER.

# Edgar Zedler

Dp. Managing Director  
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## NGO information

NUMOV / Nah- und Mittelost-Verein, the German Near and Middle East Association, was founded 90 years ago and is Germany's oldest and largest non-profit organisation for the promotion of bilateral economic relations between Germany and the Near and Middle East. Board members include well-known enterprises.

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Chairman of the Board, Union Bank of Iraq

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Former Minister of Industry, Mines and Trade of the I.R. of Iran / Chairman, Nebco

# Relevant Contacts

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**Notes:**

**Notes:**

# Your permanent address in Berlin



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