



CONNECT ONLINE AHK EGYPT MONTHLY E-NEWSLETTER

GERMAN-ARAB CHAMBER OF INDUSTRY AND COMMERCE E-NEWSLETTER | SEPTEMBER 2023

IMPORTANT INFORMATION AT A GLANCE

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- [Recognition of Foreign Qualifications in Germany](#)



Tuesday 17th of October



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ECONOMIC NEWS:

15/09/2023

Cabinet Approves Amendments on Granting Egyptian Citizenship to Foreigners

14/09/2023

Egypt Partakes in DigiGov North 2023

09/09/2023

Suez Canal Authority: New Companies Applied to Fuel Ships with Green Methanol

06/09/2023 AUSSCHREIBUNGEN IN ÄGYPTEN | TRANSPORT

MCV, Volvo to Produce Electric Buses in Egypt for Export to Europe

Workshops Calendar:



Deutsch-Arabisches
Industrie- und Handelskammer
German-Arab
Chamber of Industry and Commerce
الغرفة الألمانية العربية للصناعة والتجارة

WORKSHOPS PROGRAM

SEPTEMBER

TUE
5

NEW MEMBERS WELCOMING EVENT
Time 11:00 am – 01:00 pm

TUE
12

SHE POWERS WORKSHOP: I SUCCEEDED IN BUSINESS; THIS IS WHAT IT TAKES
Time 10:00 am – 12:30 pm

WED
13

LEGAL WEBINAR :STARTUP HEALTH CHECK SERIES – BOOST YOUR INVESTOR READINESS
10:00 pm – 11:30 pm

TUE
26

MARKETING WEBINAR : COMMERCIALIZING YOUR PRODUCT THROUGH YOUR DIGITAL PLATFORM.
Time 10:00 am – 11:30 pm

TUE
26

SUPPLY CHAIN WORKSHOP: INVENTORY CONTROL MANAGEMENT IN CORPORATE SUPPLY CHAIN
Time 01:00 am – 04:00 pm

FOR MORE INFORMATION

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Infrastructure



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AHK Egypt Announcement:



Pharmaceutical Working Group

we had the pleasure of welcoming the Boehringer Ingelheim team to our AHK Egypt premises. During their meeting with our AHK Operational Head and our Pharmaceutical Working Group Project Manager, introduced the representative of Boehringer Ingelheim to the exclusive services provided to our members.

We are also proud to announce that Boehringer Ingelheim will also become a member of our upcoming pharmaceutical working group, which will be formally created this October.

Our working group aspires to continue to grow to cater to the needs of our members and their different industries.

We would like to thank the Boehringer Ingelheim team for their active cooperation with the chamber:

- Marianne Abou Elkheir, Head of Human Pharma Levant, Iraq & North East Africa, Boehringer Ingelheim
- Tarek Barakat, Head of Government Affairs, Boehringer Ingelheim North and West Africa
- Redouane Soualmi, Head of Public Government Affairs, India, Middle East, Turkey and Africa Region, Boehringer Ingelheim
- Rufina Magline, Head of Corporate Affairs, IMETA

If you would like to know more about our working group, please contact:

Ziad Arafa,

Pharmaceutical Working Group Project Manager

ziad.arafa@ahk-mena.com



AHK Egypt Activities in Jordan

DEinternational Egypt, the service unit of the German Arab Chamber of Industry and Commerce, is acting as a training provider to conduct several courses for up to 100 in-company trainers in 2023, who are selected by MOVE-HET beneficiary institutions in Jordan.

Within the GIZ funded project in Jordan “Labour Market Oriented Vocational Education, Higher Education and Training” (MOVE-HET), and in close cooperation and coordination with GFA Consulting Group GmbH, DEinternational Egypt LLC (DEinternational) is designing and implementing AdA international (B-Level) for training and certification to qualify and train up to 100 in-company trainers in Jordan.

The successful participation in the AdA international exam will be certified by the German-Arab Chamber of Industry and Commerce (AHK) and the Association of German Chamber of Commerce and Industry (DIHK). This certified training program refers to “Local dual VET in line with the German Model” (Quality Level B).

In cooperation with GFA Consulting Group GmbH, the theoretical and practical AdA examinations were conducted for all trainees from 9th to 12th of July 2023 and make-up trials are planned to be in August and September. Also, in cooperation with Al Hussein Technical University (HTU), AHK/DE Egypt conducted the first AdA phase in Jordan in the first week of August 2023 for more than 25 participants. The second phase of attendance is planned to be in September and followed by exams in October.

In the third week of August 2023, the examinations for the further training programs of Energy Efficiency (EE) and Photovoltaic (PV) were conducted for more than 45 examinees in Jordan. The EE and PV theoretical examinations successfully took place on Sunday, 13th of August, whereas the EE practical examination took place on Tuesday, 15th of August at HTU. The PV practical exams took place on Monday, 14th of August 2023 at German Jordan University GJU.

Heavy Section & Rail Mill Plant— SSC

BRIEF ON THE PROJECT

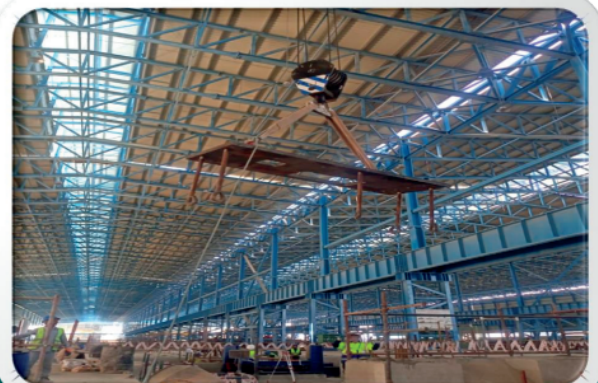
The Project “Mechanical Installation & Piping-Heavy Section & Rail Mill” is the new extension plant owned by Suez Steel Company (SSC) and it is the first of its kind in the middle east region for rails production with new production technology, plant is located in Suez governorate (Adabiya – Attaka).

This national project will be the new production line of heavy sections and rails which will supply rail sections for Egypt’s ongoing/new transportation projects.

PROJECT’S PARTIES & SOW

Owner: Suez Steel Company (SSC)
Main Contractor (CIVIL & Mech.): Rowad Modern Engineering (RME)
Technology (Vendor): SMS Group
Mechanical Erection Contractor: INP Egypt LLC
Project Scope: Mech. Installation for Equipment (whole productionline)
Contract SOW: 16,043 tons
Plant Final Product: Rails & Jumbo Beams (Heavy Sections)
Project Type: Fast Track Project

INP **Egypt L.L.C**
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ROLLING MILL PLANT SSC



Graduation Ceremony

A series of graduation ceremonies were arranged by the German-Arab Chamber of Industry and Commerce (AHK Egypt) for its apprentices of different specializations, starting with the ceremony for the first two batches of Suez Steel Company graduates in cooperation with Elsewedy Technical Academy - STA on 28th of May 2023. With success rates exceeded 95%, 85 graduates were awarded their AHK certificates, in presence of Hanan El Rihany, STA CEO, Rafic Daou, Vice chairman and Managing Director of Suez Steel Co., Bassam Shadid, General Manager of Suez Steel Co., Dr. Shaimaa Mamdouh, Deputy project Manager for Applied Technology Schools at the Ministry of Education and Technical Education as well as Jan Noether, AHK Egypt CEO.

The steel graduation award ceremony was followed by graduation ceremonies on 29th and 30th of May for class 2022 of 253 apprentices, specialized in mechatronics and paint B level. Both ceremonies were held at the headquarters of the AHK Egypt in presence of Eng. Aleya Serageldin, Executive Director of Ghabbour Foundation for Development, Eng. Khaled Taha, Saxony International Schools SIS Vice President, Mohamed Ismail, AVP Operations at GB foundation of development, Eng. Sahar Abouzeid, Head of the Central Affairs of the Regions at the Productivity and Vocational Training Authority PVTDA, Nader Bashandi, SIS HR and Medical Director as well as Jan Noether, AHK Egypt CEO.

AHK Egypt concluded the festive events with a graduation ceremony for the first three batches of DB Schenker Egypt graduates and the first batch of Iskraemeco factory in cooperation with Elsewedy Technical Academy - STA on 18th of June. 75 graduates were awarded their AHK certificates in logistics and industrial electronics specializations, in the presence of Khaled Morsy, DB Schenker Egypt CEO, Dr. Ahmed Nabil, Operations and Training Director of Elsewedy Technical Academy, Dr. Amr Bosila, Director of the Operational Unit for Applied Technology Schools and the Head of the Central Administration for the Development of Technical Education at Ministry of Education and Technical Education, Dr. Eng. Mohamed Shaaban, Technical Senior Manager at Iskraemeco factory as well as Jan Noether, AHK Egypt CEO.

AHK Egypt participated in the 2023 graduation ceremony of 123 apprentices of ATS Diarb Negm school, specialized in mechanical and electrical in cooperation with Elsewedy Foundation for Social Development and Education First Foundation. The festive ceremony was attended by H.E. Dr. Reda Hegazy, Minister of Education and Technical Education, H.E. Dr. Nevine El Kabbaj, Minister of Social Solidarity, H.E. Eng. Ahmed Samir, Minister of Trade and Industry, H.E. Hassan Shehata, Minister of Labor, Eng. Mohamed Zaki Al Suwaidi, President of the Federation of Egyptian Industries, Dr. Salma El Bakry, Chairman of the Board of Trustees of the Education First Foundation, Dr. Mohamed Megahed, Deputy Minister for Technical Education, and Dr. Amr Bosila, President The Central Administration for the Development of Technical Education and Director of the Applied Technology Schools Operating Unit, Jan Noether, AHK Egypt CEO, and a number of Egyptian industry leaders.



“Bayern Fit for Partnership” Business Delegation Trip

DE International, the service arm of the German-Arab Chamber of Industry and Commerce (AHK Egypt) is announcing the upcoming **"Bayern Fit for Partnership" Business Delegation Trip** to Bavaria from the 4th - 8th of December 2023.

Co-organized by Bayern International in collaboration with the Bavarian State Ministry for Economic Affairs, Regional Development and Energy, the trade mission targets Egyptian producers in the agricultural technology field.

During this delegation trip, Egyptian delegates will have the exclusive opportunity to witness latest advancements in agricultural technology, explore the future of farming, harvesting technology, transportation and logistics solutions, as well as storage techniques.

Through the BFP 2023 delegation trip, managers and specialists in the agriculture technology industry will have the opportunity to acquire knowledge and learn about new technologies in their fields of specialty. Moreover, through the different seminars and visits current work efforts and future projects will be discussed and will be followed with B2B meetings with Bavarian companies.

Target Group:

- Producers of vegetables such as: Onions, (Sweet)Potatoes, Tomatoes, Garlic, Sugarbeet etc.
- Producers of Grains
- Producers of Wheat
- Companies Active in the sector of agricultural fertilizers

Participants will only bear the costs of traveling to and from Germany and a small registration fee of 100 Euro while accommodation, hospitality and transportation within Bavaria will be covered by the Bavarian Ministry of Economic Affairs

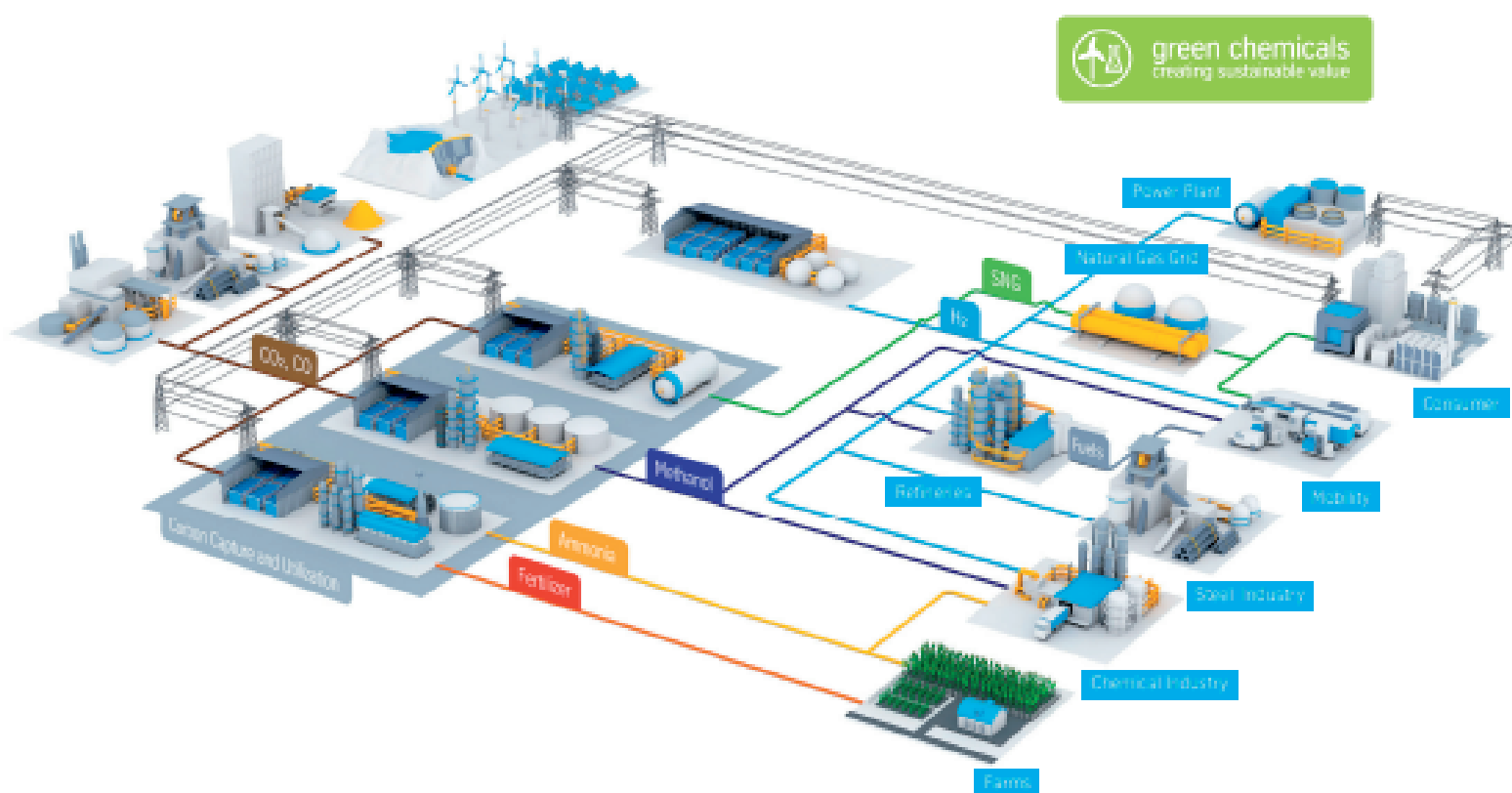
For more information kindly contact:

Rabab ElTanamly (Rabab.eltanamly@ahk-mena.com) or **Farida ElZakzouk** (farida.elzakzouk@ahk-mena.com)

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German Business Delegation in the Field of Mining in Egypt

Conference: 16 October 2023

DEInternational Egypt, the service unit of the German-Arab Chamber of Industry and Commerce (AHK Egypt) is conducting a business trip for German companies to Egypt on behalf of the Federal Ministry of Economics and Climate Action (BMWK) and with the support of VDMA Mining. This trip is organized in cooperation with MENA Business GmbH.

In the framework of the delegation trip a conference will take place on 16 June 2023 focusing on the mining sector.

Target groups are stakeholders, institutions, private companies and investors from Mining in Egypt.

The aim of the business trip is to facilitate the entry of German small and medium-sized enterprises (SMEs) into the Egyptian market and to help them identify potential business partners in Egypt.

This is a project-based funding measure within the framework of the BMWK market development program for SMEs.

For more details, please contact Ms. Ghada Elshazly | **Email:** ghada.elshazly@ahk-mena.com

Organizer



Project Partner



TRAINING PLAN:



The graphic features a dark blue background with a stylized image of a ship's hull at the top. The AHK and DE International logos are in the top right corner. The text 'SEPTEMBER '23' is prominently displayed in white. Below it, two columns of training programs are listed, each with a bullet point, title, and dates/sessions/times.

| Training Program | Dates | Sessions | Time |
|--|----------------------------------|------------|----------------|
| Warehouse Operation & Inventory Management | 3,4,5 Sept. | 3 sessions | 9 AM - 4 PM |
| The Power of Data Science | 6,7 Sept. | 2 sessions | 9 AM - 4 PM |
| Export to Africa Diploma "Online" | 4,5,6,11,12,13 Sept. | 6 sessions | 6 PM - 9 PM |
| Design thinking Workshop | 10,11 Sept. | 2 sessions | 9 AM - 4 PM |
| Marketing Research | 13,14 Sept. | 2 sessions | 9:30 AM - 4 PM |
| Business-to-Business Sales Program | 17,18 Sept. | 2 sessions | 9 AM - 4 PM |
| MBA Express 2.0 Program | 18 Sept. - 16 Oct. | 5 sessions | 9 AM - 4 PM |
| Import & Customs Diploma "Online" | 18-19-20-25-26-27 Sept. 2,3 Oct. | 8 sessions | 6 PM - 9 PM |
| Customer Service Excellence | 20,21 Sept. | 2 sessions | 9 AM - 4 PM |

All Your Training Needs in One Place... Find out more about our Training Plans.

For Registration, please visit: <https://lnkd.in/dWfY8vzc>

For more information or assistance for our online Trainings, as well as, Tailormade Trainings, please do not hesitate to contact us anytime:
amr.khalifa@ahk-mena.com, zena.elkady@ahk-mena.com or 010 24648111

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AMR TANTAWY, COUNTRY MANAGER DHL EXPRESS EGYPT

Amr Tantawy is the Country Manager at DHL Express Egypt. Tantawy speaks to Connect Online-AHK Egypt's monthly E-Newsletter, in an exclusive interview about his professional experience in the logistics industry and the insights he has gained over the years. He also highlights the strategies he employs in his business to keep DHL Express Egypt at the top of its game.



WHAT WAS THE DRIVING FORCE FOR YOU TO BE PART OF THE LOGISTICS INDUSTRY? CAN YOU TELL US MORE ABOUT HOW YOU GOT STARTED IN THE INDUSTRY?

The driving force behind my decision to enter the logistics industry stemmed from a combination of factors. Firstly, I was drawn to the industry due to the transformative impact it has on economic and industry fundamentals. The ability to create efficient and cost-effective supply chain systems fascinated me.

The industry also experienced a revolution in product accessibility and proximity to end users, which was made possible by warehouses and the advanced logistic system. This consumer behavior change is what is referred to as the "Amazon" effect".

In addition to that the rise in technological advancement has enhanced the logistics, supply chain, and transportation operations and redefined industry practices. These forces within the logistics industry, which emphasize collaboration, through innovative business models and corporate partnerships, are what continue to present both challenges and opportunities within the sector.

CAN YOU PLEASE TELL US ABOUT YOUR MANAGEMENT STYLE DURING YOUR TIME AT DHL EXPRESS KUWAIT AND HOW IT IS DIFFERENT THAN IN DHL EXPRESS EGYPT?

Managers first need to understand their own strengths and weaknesses, as well as the needs of their organization and employees, in order to choose the most effective management style for their situation. When you make decisions you need to consider the best interest of your employees, while also taking into account the business needs. Depending on the situation, culture and risk at hand, you may need to use more than one management style.

WHAT ARE THE MOST IMPORTANT VALUES THAT YOU IMPLEMENT IN YOUR BUSINESS LIFE AND EXPECT FROM OTHERS?

Core values represent the foundational beliefs and principles that influence decision-making within an organization. Key values to instill in a business encompass integrity and ethics, emphasizing the importance of doing what's right, even in the absence of supervision, through honesty, transparency, and fairness in all business transactions. Respect, as another significant value, involves treating individuals with dignity and empathy, cultivating a workplace where everyone feels valued and heard. Embracing innovation encourages creative thinking and the courage to take calculated risks, fostering a willingness to explore new ideas without fearing failure. Drive, a core trait, signifies motivation and unwavering determination to achieve success, characterized by high standards, diligent effort, and perseverance.

It's essential to recognize that there is no universally prescribed set of core values; each company develops values that align with its distinct beliefs, culture, and objectives. Nevertheless, a robust set of core values serves as a compass for decision-making, inspires employees, and contributes to the company's ultimate success.

DHL EXPRESS EGYPT HAS A DIVERSE AND BIG PORTFOLIO RANGING FROM E-COMMERCE SOLUTIONS TO INDUSTRIAL SUPPLY CHAIN MANAGEMENT. WHICH OF YOUR SERVICES DO YOU THINK HAS THE BIGGEST POTENTIAL OF GROWTH IN THE EGYPTIAN MARKET?

Egypt's logistics market has a lot of potential for growth. The government has been scaling up infrastructure investment since 2014, largely driven by the country's rapidly increasing population. The Egypt Freight and Logistics market size is estimated to grow by 30% to 50% by the year 2030.

IN THE LOGISTICS SECTOR, COMPANIES MUST QUICKLY ADAPT TO SUDDEN CHALLENGES. HOW DO YOU APPROACH THESE CHALLENGES AND ENSURE SMOOTH OPERATIONS?

The logistics sector has been facing immense change and disruption due to the COVID-19 pandemic and other unexpected geopolitical developments. To adapt to these sudden changes, the sector needs to focus on improving supply chain resilience without compromising the speed of delivery. This can be achieved through the use of new technologies, data analytics, automation, and the physical internet. The supply chain can also get enhanced through the Multi-model shipping, which uses multiple forms of transport to deliver shipments in a timely and cost-effective manner. Additionally, the logistics sector needs to focus on attracting the right skills and developing the right strategy to become digitally fit.

ONE OF THE KEY FACTORS OF A STRONG SUPPLY CHAIN IS EFFICIENCY. WHAT STRATEGIES AND RESOURCES DOES DHL EXPRESS EGYPT USE TO MAXIMIZE ITS EFFICIENCY AND STAYING AT THE TOP OF ITS GAME WITHIN THE INDUSTRY?

DHL Group has laid out its "Strategy 2025- Delivering Excellence in a Digital World" to continue its successful growth trajectory beyond 2020. The company is currently focusing on harnessing the sustained potential for profitable long-term growth contained in its core logistics business and stepping up the digital transformation of the Group that is already underway in all business divisions.

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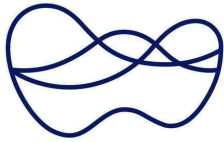
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