



CONNECT ONLINE **AHK EGYPT MONTHLY** E-NEWSLETTER

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

IMPORTANT INFORMATION AT A GLANCE

BECOME A MEMBER!

German companies with branches or branch offices in Egypt as well as interest in the Egyptian market can become members.

[MEMBERSHIP FORM](#)

QUICK-LINKS:

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



GET YOUR SALARY SURVEY COPY NOW!

The German-Arab Chamber of Industry and Commerce conducts a yearly salary survey to give the employer as well as the employee the chance to have a wide vision of the salary ranges among sectors in Egypt. The main goal of this report is to assist our members to have an overview of the salary structure in similar companies to accommodate today's labour market and its competition.

For more information, please contact Ms. Jasmin Hussein,
jasmin.hussein@ahk-mena.com.

Marketing & PR Services

@ the German-Arab Chamber of Industry and Commerce

We are a diverse team of marketers, designers, event planners, content strategists, SEO specialists and writers who came together to deliver authenticity in a world where everyone wants to stand out.



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Air Freight Incorporated in Egypt's Advance Cargo Information (ACI)

The trial period of the Advance Cargo Information System (ACI) on air freight is currently ongoing, its end date is not yet announced. It is required that basic data of the 'Supplier, Importer and the Imported Goods' be declared prior to shipment through the new online portal for the purpose of Customs Risk Assessment.

Upon approval of the import, an ACID number will be issued, which must appear on all documentation, including the Bill of Lading and Carrier Manifest.

The German-Arab Chamber of Industry & Commerce recommends that all parties (importer& exporter) start registering on CargoX and Nafeza to ensure a smooth process."



Nafeza Offer for Egyptian Importers

Cargox Offer for International Exporters

Advanced Cargo Information System "ACI"

The German-Arab Chamber of Industry and Commerce has well studied the ACI rules and regulations and familiarized itself with the procedures. It is mandatory for all importers in Egypt and exporters outside of Egypt to use the system. Should you encounter any challenges, we will be happy to answer your questions.

For more information please [click here](#).



international projects
engineering & services

INP Egypt is an independent engineering company headquartered in Römerberg/ Pfalz, Germany.

Our broad range of services includes all activities involved in construction of large-scale industrial & energy projects.

You can count on us, from engineering and execution to post-project consulting after the successful completion.

We deliver an outstanding level of quality, and occupational health and safety for large-scale projects.

INP Egypt LLC just finished the project of “Mechanical Erection for Equipment and Pipes of ECOPHOS-Phase III” successfully and handed over the project to the client Evergrow for Specialty Fertilizers.

Also, INP just signed the contract of the project “Mechanical Installation for Heavy Section & Rail Mill” located at Suez governorate and will be the new plant for Suez Steel Company, and our client is RME (Rowad for Modern Engineering), the project is one of the leading projects in Egypt.

As well INP has so many successful partners and clients; Siemens, Thyssenkrupp, Environics, UNIDO, Evergrow, CFC, Vestas, EBRD, NPPA, VOITH, Steinmuller, SWE, Ansaldo Energia, Petrojet, Intertek, ASTRON, APIC, SLA, Accurate, ADHA, MHPS, Scatec, Hassan Allam, Actemium, Perfect, IGHD, GV and Kylin-tech.



In line with the Egyptian state goals and global orientation towards green energy and aspirations of less polluted world, sustainable environment; INP taking strides in this direction with both local and global network of experts and partners have the same orientation.

INP experts also participated recently in COP-27 held in Egypt 2022, provided technical supports in green hydrogen & green ammonia projects, and shared its ambitions to involve in the application of new technologies' projects by its technical experts in engineering phases, also in construction phase.

**H₂ GREEN HYDROGEN
GENERATION**

**Energy
Perspective**





Allowing the Operation of Import and Export Documentary Collection (IDCs) Again with No Limitation:

A statement issued by the Central Bank of Egypt:

With reference to the circular issued on February 13, 2022 to stop dealing with IDCs when carrying out import operations and to work with Letter of Credits only; and the exceptions from the subsequent decision, as well as the circular issued on October 27, 2022 to increase the value of shipments from Five thousand US dollars or the equivalent in other currencies to 500 thousand US dollars or the equivalent in other currencies; and in light of what the Central Bank announced regarding the trend towards the gradual cancellation of these instructions until the completion of their complete cancellation in December 2022, it was decided to cancel the periodic book issued on February 13, 2022 and allow the acceptance of collection documents when carrying out import operations.



AHK Egypt Announcement:



AGRICULTURAL NEWS

1

Egyptian agricultural exports exceed 6.4 million tons for the first time in its history, with an increase of 820 thousand tons over last year.

3

The number of new markets opened by the agricultural quarantine has exceeded 80 new markets during the last five years.

2

The agricultural quarantine succeeded in opening 16 new markets for Egyptian agricultural products, namely China, Japan, the United States of America, New Zealand, the Philippines, Chile, Uruguay, Venezuela, El Salvador, Costa Rica, Tunisia, Lebanon, Jordan, Pakistan, Uzbekistan and South Africa, and work is underway to complete negotiations to open 28 new markets in the continents of Europe, Asia, Africa, and the Americas.

Read more about this article only on <https://aegypten.ahk.de/en/news>



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EduTech Egypt 2023

"The international fair and forum for technical, dual-system Education and Vocational Training (EduTech Egypt 2023) is offering a **10% special discount** for German-Arab Chamber of Industry and Commerce members on all packages."

For more information [click here](#)

TRAINING PLAN:

January 2023 Training Plan



Social Insurance & Labor Law "online"

15,16,17



Office Management "online"

22,23



Effective Selling Skills "online"

15,16



Tax Return "online"

29,30,31



Microsoft Excel "online"

18,19



Problem Solving & Analysis
"online"

29,30



HR Mini Diploma "online"

18 Jan - 2 Feb



All Your Training Needs in One Place... Find out more about our Training Plans for June 2022.

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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BUSINESS CONVERSATIONS

SIEMENS EGYPT: CEO: MOSTAFA EL BAGOURY



WHAT WAS THE PATH YOU TOOK TO GET TO WHERE YOU ARE TODAY AS CEO OF SIEMENS EGYPT?

I began my career at Siemens as the Commercial Head of the Energy Business Units 20 years ago. In 2016, as CFO of Siemens Energy, I saw the signing of contracts worth 8 billion euros for three power projects to boost the country's generating capacity. This was one of Siemens' largest projects in Egypt's history. Finally, with the spin-off of Siemens Energy, I was named CEO of Siemens Industry in Egypt in 2020.

Over two decades, I had the privilege of witnessing Siemens expand, grow, and change business and strategies, providing me with a rich and diversified professional experience.

AS CEO YOU CARRY A LOT OF RESPONSIBILITIES IN YOUR DAILY WORK LIFE. HOW DO YOU FIND THE BALANCE BETWEEN THE DEMANDS OF WORK AND YOUR PERSONAL FULFILMENT?

A healthy work-life balance is vital for our wellbeing and quality of life. There is, of course, no magic formula for doing this, and when you're looking after a whole company - maybe hundreds/thousands of people - there's always something that might go wrong or a project that could be better.

Far from being a valuable tool, modern technology might seem to create a never-ending cycle of pressing concerns. However, it is feasible to structure your life in such a manner that you can balance your personal and professional life. It works well if you work hard and have the proper people around you. You may strike a healthy middle ground if you assign tasks and establish controls.

It all comes down to how you set reasonable expectations for each day. To be able to handle the daily burden, it is important to build a routine that incorporates a healthy lifestyle, starting with eating and ending with exercise.

HOW DO YOU MEASURE SUCCESS AND OVER WHAT TIME FRAME?

There are several methods to assess business success, ranging from the balance in a company's bank account to employee job satisfaction. Whether you're a cofounder of an enterprise or have just begun working for a new company, determining how you define professional success could be helpful.

The metrics you employ to assess your success will be determined by your company's major goals. While it is critical to match your goals with the strategic objectives of the organization, it is equally critical that your success measures make sense to you in the context of the entire. You may also use several indicators to measure success; for example, you can achieve both financial success and employee satisfaction by establishing an atmosphere in which people look forward to coming to work every day.

There are, in my opinion, two main categories by which success may be evaluated: qualitatively and quantitatively. Success is evaluated qualitatively by looking at overarching trends within your business that might be hard to measure in precise numbers like for instance creativity, customer satisfaction, efficiency and employee satisfaction.

Measuring success quantitatively, on the other hand, requires scrutinizing specific metrics, data points, and the like to determine how well you're meeting your specific goals, such as customer retention, key performance indicators, market share profitability, and so on.

WHAT WORD OF ADVICE CAN YOU GIVE TO THE YOUNGER GENERATION WHO IS STARTING THEIR CAREERS?

It's a dynamic and fast world right now and I can only advise a young professional a few things that I personally value and cherish

- Walk The Floor. Hands-on experience is very important. The best leaders are those who have worked their way up from the bottom.
- Always prioritize your people and their values
- Work on your resilience as work dynamics are constantly changing nowadays
- Make sure to give back to your community this is how you will leave a legacy
- Keep your feet on the ground and don't take anything for granted

WHAT ARE YOUR GROWTH AND EXPANSION PLANS FOR SIEMENS EGYPT FOR THE NEXT 5 YEARS?

Siemens is looking forward to growing its longstanding relationship with Egypt as a key trusted partner based on collaboration and mutual respect. We have several key projects in the country that will support the future and sustainable digitalization transformation in Egypt.

One major win is the electrical modernization projects, JAICA 1 and 3 with the Egyptian Ministry of Electricity and the and Japanese International Cooperation Agency in Egypt for Alexandria Electricity Distribution Company and North Delta Electricity Distribution Company. These projects will increase the efficiency of energy distribution, reduce losses and power outages, improve service quality, and transform the network into a smart network.

For its part, Siemens is also working to provide digital technologies and develop the infrastructure of Egypt's smart cities. We're cooperating successfully with the government to do this, not only in the Administrative Capital but also in El Alamein, New Mansoura, and other planned smart cities.

WHAT DO YOU FEEL IS SIEMENS BIGGEST STRENGTH?

Siemens is a focused technology company that is growing in a sustainably. We don't just look at high growth rates, profitability, cash flow, and job creation to determine sustainability. But also, it includes growth achieved with ongoing reductions in our CO2 emissions, the use of fewer resources in general, and the reduction of CO2 emissions in our customers' operations.

We also prioritize the impact we have on our customers. We want to know what our customers need as soon as possible - ideally, even before they know what they need. In addition, we are developing new ecosystems and technology platforms for our customers. On the other hand, we set our goals to assist our customers in solving concrete problems while also becoming more sustainable and efficient in the process.

We empower our colleagues, partners, and customers to take matters into their own hands. We assist our customers in successfully implementing changes, while also strengthening and empowering our own colleagues to work on their own challenges.

We have confidence in people. We also have given them the trust and freedom they need in order to develop their potential! We always want to continue to learn and continue to grow. This growth mindset has always been part of Siemens' DNA.

WHAT IS MOST IMPORTANT TO SIEMENS IN EGYPT?

Our core strategy is to transform the everyday by delivering cutting edge technologies that our customers need to build more efficient factories, smart cities, and sustainable infrastructure for current and future generations. As you may know, Siemens has been active in Egypt since 1859, when our founder Werner von Siemens laid a communications cable through the Red Sea. So, Egypt has been and remains to be a key market for us and we're involved in several strategic projects with the Egyptian government and the private sector.

Tell us more about Siemens' social involvement for the Egyptian community.

Siemens is deeply involved in improving the skills and knowledge of Egypt's engineers and industrial workforce. With training programs focusing on digitalization, automation, and smart city technologies, we support Egypt's development plans and help to empower the next generation.

We have an ongoing cooperation agreement to address this domain with the Egyptian Engineers Syndicate to provide training to its members in fields ranging from smart electricity grids to artificial intelligence applications. Our objective is to stimulate industrial innovation across Egypt. We delivered already one training lab in the Egyptian Engineering Syndicate premises in Cairo and should deliver additional three training labs, in other various parts of the country, to provide equal opportunities for knowledge transfer and learning in line with the Egyptian President's "Hayat Karema" initiative.

Siemens has also already delivered several training labs that offer the required Industry 4.0 training to young engineers and students. These include labs at the Arab Organization for Industrialization, Cairo University, Ain Shams University, Alexandria University and Don Bosco Vocational Training Center.

This year and in cooperation with the Ministry of Education, we conducted Siemens's first bootcamp on sustainability with the STEM Schools from across the country on the occasion of the COP27 and as part of Siemens roadmap to raise awareness around digitalization and sustainability.

As a German company, do you feel you have a responsibility to get Egypt closer to its goal of a green transition? In which ways?

Egypt has been accelerating its efforts to achieve a digital transformation and become a hub for digital innovation. This progress supports the country's Vision 2030, which aims, among other things, to create a knowledge-based economy, spur innovation, ensure cybersecurity, and achieve sustainable development while improving the quality of life for the Egyptian people.

As Egypt forges ahead with its digital transformation strategy, Siemens is providing the country with world class technologies to develop new cities, smart factories, and vital digital infrastructure. Siemens is also actively engaged in upskilling and reskilling Egypt's industrial worker force to acquire new skills through targeted training programs on digitalization, automation solutions, and smart city technologies.

What obstacles does Siemens face in their development in Egypt?

When I look at the government today, I see leaders who are committed to the future and who understand the importance of digital transformation to build the cities of tomorrow – cities that are smart, efficient, sustainable, and safe.

Siemens in Egypt is helping in driving the digital transformation not just in Egypt but also across the Middle East by applying Fourth Industrial Revolution technology in local factories and providing training in automation and digitization techniques. We are providing the required support to stimulate industrial innovation and create smart factories in a way that contributes to knowledge transfer and overall industrial development.

As a result, regional exports will compete in global markets, leading to better living standards.



Multiply impact
across the backbone
of our economy

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COMPANIES AND INDUSTRIES:



Target HR Services

It is with great pleasure to announce that Target HR Services landed in the United Arab Emirates, Dubai to exhibit in the HR Summit & Expo (HRSE) which is the Middle East's largest HR conference and exhibition bringing together 3000+ HR professionals in Talent Management, Compensation, HR Outsourcing and HR Payroll. The event enabled Target HR Services team to explore an abundance of new technologies, trends and strategies; it was a great opportunity to be a part of such a great event, Furthermore, Attending HRSE extended all the attendees' education & knowledge of the Global Staffing and Recruitment market, providing the ability to network with CEOs, owners, and senior executives from staffing & recruitment organizations across various industry sectors, geographies, and company sizes.

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Trade Fairs:



Trade Fairs New Dates:

We are looking forward to welcoming you again. Call us to visit/exhibit or if you need any further information.

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01

FEB

09:00

NUREMBERG | MESSEN IN DEUTSCHLAND

Spielwarenmesse Trade Fair

The leading international fair for toys, hobbies and leisure.

08

FEB

09:00

BERLIN | MESSEN IN DEUTSCHLAND

FRUIT LOGISTIA Trade Fair

International Trade Fair for Fruit and Vegetable Marketing

22

FEB

09:00

MUNICH | MESSEN IN DEUTSCHLAND

f.re.e Trade Fair

The Fair for Leisure and Travel

22

FEB

09:00

MUNICH | MESSEN IN DEUTSCHLAND

INHORGENTA Trade Fair

Europe's leading platform for jewelry, watches and gemstones.

26
FEB
09:00

DUSSELDORF | MESSEN IN DEUTSCHLAND

Euroshop Trade Fair

28
FEB
09:00

COLOGNE | MESSEN IN DEUTSCHLAND

Asia Pacific Sourcing Trade Fair

Asia-Pacific Sourcing showcases the latest products from the home, garden and leisure sectors

07
MAR
09:00

BERLIN | MESSEN IN DEUTSCHLAND

ITB Berlin Trade Fair

The World's Leading Travel Trade Show®

14
MAR
09:00

COLOGNE | MESSEN IN DEUTSCHLAND

IDS Trade Fair

The leading global trade fair for the dental community

17
APR
09:00

MUNICH | MESSEN IN DEUTSCHLAND

BAU Trade Fair

World's leading trade fair for Architecture, Materials and Systems.

27
APR
09:00

ISTANBUL

IFAT Euroasia Trade Fair

International Trade Fair for Environmental Technologies

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ECONOMIC NEWS:

11/01/2023 AUSSCHREIBUNGEN IN ÄGYPTEN | TRANSPORT

Public Tender for Supply of the 600 Glued Insulated Joints Sets to Improve the Track Capacity for Cairo Metro Line No 1 And 2.

11/01/2023 AUSSCHREIBUNGEN IN ÄGYPTEN | WATER & WASTE WATER WORKS

Supply and Erection of Electric Motors for some Stations of the Mechanical & Electrical Department

09/01/2023

Egyptian agricultural exports exceed 6.4 million tons for the first time in its history, with an increase of 820 thousand tons over last year

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MARSA ALAM 2023 JANUARY

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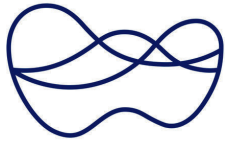
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