



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 interested in the Egyptian market can become members.

BECOME A MEMBER



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.



EVENTS MANAGEMENT

Concept creation, planning, managing & executing events



CREATIVE DESIGN

Brochures, billboard ads, logos, themes



VIDEOS

Video production, video marketing, storyboard creation, content strategy, 2d, 3d animation, motion graphics. Empowering brands, and organizations to motivate their audience.



SOCIAL MEDIA

Strategy and content creation



CONTENT MARKETING

Company profiles, SEO, brand messaging, slogans



WEBSITE

Customized conversion-driven websites design and development



SOFTWARE SERVICES

Utilizing the latest technologies to create mobile applications, VR, AR & 360 content for various purposes.



PR

Media coverage, contacting & arranging for press journalists to cover events

Contact Us



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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](#).

Workshops Calendar:



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

WORKSHOPS PROGRAM

FEBRUARY

TUE 7

JOB ANALYSIS
10:00 am to 11:30 am

TUE 14

SUPPLY CHAIN FOR NON-SUPPLY CHAIN SPECIALISTS
Time 10:00 am – 01:00 pm

TUE 21

FINANCIAL REPORTING AND ANALYSIS
Time 10:00 am – 11:30 pm

TUE 13

RISK MANAGEMENT AND COMPLIANCE FRAMEWORKS IN YOUR ORGANIZATION
Time 10:00 am – 11:30 pm

FOR MORE INFORMATION:

scherien.ali@ahk-mena.com



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:

The graphic is a composite image for an agriculture announcement. It features a large background image of a green agricultural field under a blue sky with white clouds. Overlaid on this are two circular insets: one showing a basket filled with various fresh fruits and vegetables, and another showing a person in a field holding a clipboard and pen. The word 'AGRICULTURE' is written in large, bold, yellow capital letters across the middle. Below it, a text box contains the following information: 'The Ministry of Agriculture, represented by the Central administration of Plant Quarantine, aims to reach 7 million tons of fresh exports by the end of the current year 2023, compared to 6.4 million tons by the end of last year 2022, an increase of 600 thousand tons.' In the bottom right corner, there is a logo for AHK (Arabian Horticulture Knowledge) featuring a stylized mountain and the letters 'AHK'.

Call for Panels and Boards

Nomination for Executive Boards

We are in the process of expanding our Executive Boards in the following sectors (Logistics - Automotive - Mechanical - Electric-IT-Jewelry). We are looking for experts to participate in our AHK sectorial executive boards as active members. The pivotal role of the members is developing of the school curricula, observing the examination process, implementing visions in different circumstances in addition to the approval of examination results.

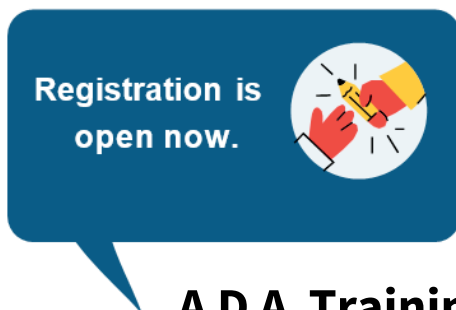
The benefits for members are joining AHK network and getting official recognition from AHK for their efforts.

Nomination for Examination Committees and Panels

As we are conducting technical examinations. AHK is also looking for Junior Technical Experts in the following fields (Logistics - Automotive - Mechanical - Electric - IT - Jewelry) to join the sectorial examination committees and panels. The pivotal role of the members is designing and implementation of the accreditation examinations.

The tasks are paid for by DEInternational for the time frame of the examination project, in addition to, a certified recognition from AHK.

For interested candidates, kindly send your C.Vs to ahmed.refaie@ahk-mena.com.



A D A Training Program: 2023 Batch

The Technical Education and Vocational Training department (TVET) of the German-Arab Chamber of Industry and Commerce (AHK Egypt) is offering a training opportunity to the in-company trainers to upskill themselves through the training program "AdA International - Quality B-level".

AdA international training is a unique training program for in- company trainers designed by the DIHK-Bildungs-GmbH in line with the German dual education model. The program's content meets up- to-date German quality standards considering the specific conditions of the Egyptian dual education system.

Trainers that are part of the Egyptian dual system and interested to enroll in the AdA international training are encouraged to fill the AdA Registration form below. The date of the training will be announced soon.

Link of the registration form:

https://docs.google.com/forms/d/e/1FAIpQLSf2la4_zl5xeQrCTboNcFG KQE8Yfr-Z-qIgrnXtpRWSl6lAXg/viewform?usp=sf_link

In case you have any questions, please don't hesitate to send us any questions or inquiries on the following email address: mennatullah.ibrahim@ahk-mena.com



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:

FEB'23
STAY COMMITTED TO YOUR GOALS

- 1 30 JAN, 1-2-6-8 FEB
B2B MARKETING & SALES
ESSENTIALS
- 2 1-2 FEB
HEALTH AND SAFETY
- 3 6-7-8-13-14-15 FEB
EXPORT DIPLOMA
- 4 8-9 FEB
LOGISTICS & SUPPLY CHAIN
- 5 13-14 FEB
MARKETING RESEARCH
- 6 13-15-20-22-27 FEB
1-6-8-13-15 MAR
MBA EXPRESS 2.0
- 7 19-20-21 FEB
PRESENTATION SKILLS
- 8 19-21-22-26-27-28 FEB
TAXATION DIPLOMA (INTENSIVE)
- 9 20 FEB
WASTE MANAGEMENT LAW
- 10 28 FEB
OEE

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



BUSINESS CONVERSATIONS

THYSSENKRUPP INDUSTRIAL SOLUTIONS EGYPT: COUNTRY CEO AND EXECUTIVE BOARD MEMBER: ANDREAS BECKERS



YOU HAVE OFFICES IN MANY COUNTRIES INCLUDING THAILAND, INDIA, RUSSIA. HOW IS THE EGYPTIAN MARKET DIFFERENT FROM OTHER COUNTRIES?

In principle, international markets have a lot in common in addition to country specifics. We are currently experiencing how strongly the supply chains and thus the regions of the world are dependent on each other. Egypt certainly has some special features that speak for this country. The close proximity to Europe and one of the world's most important trade routes, the Suez Canal. In addition, the availability of personnel educated and trained in the various industries, such as chemical and petrochemical; next to large, efficient construction companies. With regard to renewable energies, Egypt has excellent geographical conditions for high levels of solar irradiation, strong winds and expanses of desert in which construction of plants means vast renewable potential.

AS A GERMAN COMPANY IN EGYPT CAN YOU TELL US MORE ABOUT THYSSENKRUPP'S ACTIVITIES IN EGYPT?

The connection with Egypt of thyssenkrupp goes back to the 1850s. Because at that time our company supplied King Said Pasha with some first cast-iron product.

thyssenkrupp Uhde made a name for itself in the field of plant engineering and construction there in its own right. "Green Ammonia" from Hydropower already 1956: A major contract for a nitrogenous fertilizer plant at the Aswan Dam in Egypt – Uhde led the consortium. Then in 1958 with the construction of the first nitric acid plant in Upper Egypt. 16 of 18 nitrogenous fertilizer plants in Egypt were built by Uhde. ENPC/Agrium fertilizer complex in Damietta, based on a much sought-after design – at the time the largest single contract in Uhde's history. EPPC Port Said: Propane dehydrogenation – the propylene is used to produce polypropylene, especially for carpets.

As an international plant construction company for the chemical and petrochemical industry, we have been working together with Egyptian.

industry for decades. As thyssenkrupp Uhde, we are a well-known partner in Egypt, especially for the fertilizer industry (plants for ammonia, urea, nitric acid, ammonium nitrate) and the chemical industry (plants for chlorine, caustic soda, EDC/VCM/PVC, polypropylene).

We are currently in the age of transformation towards more sustainable and green industries. We are committed to the purpose of creating a livable planet by using new technologies that conserve resources, reduce emissions and develop sustainable processes for the future with our Green and Clean Technologies (Green & Blue Ammonia, Clean Methanol and Fuels).

With the COP27 in Egypt and the COP28 ahead in the UAE as part of the MENA region, many directions are currently continuing to be set for initiatives to achieve Sustainable Development Goals, including the enormous challenges of transformation of the industry. The well-established ammonia industry in Egypt and the well-trained specialists in the petrochemical sector offer ideal conditions for the transport vectors green ammonia, methanol and sustainable fuels.

WHAT ARE THE MAIN INVESTMENT OPPORTUNITIES FOR GERMAN BUSINESS IN EGYPT AND WHAT OBSTACLES NEED TO BE ADDRESSED?

The tightening of monetary policy by US and European central bank as well as the Russian war against Ukraine are burdening the Egyptian national budget. External debt, the foreign trade deficit and growing poverty remain a strong economic burden. Egypt's export economy can only use the advantages of a weak currency to a limited extent. Although the country has a comparatively diversified economy, the number of suppliers is still too small. Producers are often dependent on imported primary products.

Western companies perceive Africa as a continent of opportunity and Egypt is positioning itself as a trading hub to the south with its Gateway to Africa strategy. In early 2021 the African Continental Free Trade Area (AfCFTA) came into force, that will deepen regional integration on the continent. The proximity to Europe makes Egypt an interesting location from which it is possible to shorten supply chains. Foreign investors find a large pool of multilingual, some even German-speaking university graduates in the country - and this at low wages.

YOU HAVE BEEN IN EGYPT SINCE DECADES, OVER THIS LONG TIME HOW DID YOUR OPERATIONS, BUSINESS MANAGEMENT AND OVERALL BUSINESS EVOLVE OVER THAT LONG TIME?

Our present company in Cairo – thyssenkrupp Uhde Egypt – is now known as a reliable provider of engineering, procurement and construction services for turnkey chemical plants in the country. Our local company was founded in Cairo in 2004 with the aim of building a closer relationship with customers in Egypt, the Middle East and North Africa by establishing a local presence along the value chain. The plan worked and the transformation of the company into a successful global hub in the region is now taking place with the company executing medium-sized EPC contracts fully independently and assisting with mega-projects in the Group.

WHAT ARE THE CURRENT CHALLENGES AFFECTING THYSSENKRUPP IN EGYPT AND HOW CAN THEY BE ADDRESSED?

In conjunction with the high import dependency the inflation accelerated in the course of the past 12 months and it was the highest reading since 2017. Main upward pressure came from prices of food and consumer prices climbed the most in eight months. The central bank of Egypt allowed the

Egyptian pound to depreciate amid a foreign currency shortage.

The International Monetary Fund and the Egyptian authorities have reached a staff-level agreement on comprehensive economic policies and reforms to be supported by a 46-month Extended Fund Facility Arrangement of US\$3 billion. The new Fund aims to safeguard macroeconomic stability and debt sustainability, improve Egypt's resilience to external shocks, strengthen the social safety net, and step-up reforms that underpin higher private-sector-led growth and job creation. The IMF arrangement is expected to catalyze a large multi-year financing package, including about US\$ 5 billion in FY2022/23, that reflects broad international and regional support for Egypt. Egypt has requested additional US\$1 billion under the newly created Resilience and Sustainability Facility. In addition to Western support, Egypt also expects cash inflows from its Gulf neighbors. Saudi Arabia, the United Arab Emirates and Qatar have pledged around US\$ 20 billion in the form of loans and investments in state-owned companies.

Whether the devaluations and the emergency loans bring about a lasting improvement in the situation or merely mark the start of the countdown to the next currency crisis depends on whether the government will be able to convert from an economy that is based on government debt and government infrastructure projects to a market based economy.



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

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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Emails: http://messeduesseldorf.egypt@ahk-mena.com, hannoverfairs.egypt@ahk-mena.com, messemuenchen.egypt@ahk-mena.com, messeberlin.egypt@ahk-mena.com, koelnmesse.egypt@ahk-mena.com

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

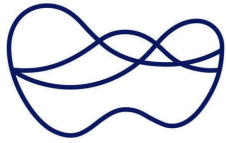
APR
09:00

ISTANBUL

IFAT Euroasia Trade Fair

International Trade Fair for Environmental Technologies

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international projects
engineering & services



thyssenkrupp

BASF
We create chemistry



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CONSTRUCTION

IDG
Industrial Development Group

SIEMENS
energy



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COATINGS

BAVARIA
Fire Fighting Solutions



Penta Value
Just Imagine.

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