



BAVARIAN BUSINESS DELEGATION TO ETHIOPIA

13 – 17 APRIL 2019





Organisation

**Bavarian State Ministry of Economic Affairs,
Regional Development and Energy**

Prinzregentenstrasse 28

80538 Munich, Germany

Phone: +49 89 2162-2244

Email: aussenwirtschaft@stmwi.bayern.de

Website: www.stmwi.bayern.de

**BAVARIAN BUSINESS DELEGATION
TO ETHIOPIA**

13 – 17 APRIL 2019

In cooperation with

BAYERN INTERNATIONAL

Bavarian Bureau for International Business Relations

Landsberger Strasse 300

80687 Munich, Germany

Phone: +49 89 660566-0

Email: info@bayern-international.de

Website: www.bayern-international.de

Roland Weigert

Head of delegation



**Vice Minister Bavarian State Ministry
of Economic Affairs, Regional Development
and Energy**

Bavaria lies in the heart of Europe and is known the world over for the beauty and diversity of its landscapes and its cultural riches and traditions. At the same time the region is characterised by economic dynamism, innovative strength and international competitiveness, and is one of the world's top business locations. The people in Bavaria are innovative, cosmopolitan and dependable. The main focus areas of the delegation trip to Ethiopia – power engineering, infrastructure, machines, agriculture and medical and environmental engineering – are all Bavarian key competencies.

Bavaria wishes to strengthen its existing cooperation with Ethiopia and open up new opportunities, and seeks to bring companies and scientific undertakings from Ethiopia together with Bavarian firms.

Ethiopia offers the strongest economic growth in East Africa, making it one of the most important markets, also for mid-sized companies. We wish to strongly support the Ethiopian government's comprehensive development strategy with targeted investments in education, health and hob. Family-run businesses play an important role in the economy not only in Bavaria but in Ethiopia too. Ethiopia and Bavaria have much in common and an outstanding basis for enhanced cooperation, particularly in the business and educational fields.

The Bavarian delegation trip to Ethiopia fits in well with our overall concept concerning increased expansion of economic relations with Africa. Economic stabilisation, a strong SME sector and prospects for African young people lie in our interest. African markets offer Bavarian companies excellent opportunities. We wish to take up these opportunities as a partner together.

All participants in the Bavarian economy look forward to good contacts, amicable talks and close collaboration with partners in Ethiopia.

Roland Weigert

Vice Minister Bavarian State Ministry of Economic
Affairs, Regional Development and Energy

Dr. Bernhard Schwab

Director General



**Bavarian State Ministry of Economic Affairs,
Regional Development and Energy
Prinzregentenstrasse 28
80538 Munich, Germany
Phone: +49 89 2162-2128
Email: bernhard.schwab@stmwi.bayern.de
Website: www.stmwi.bayern.de**

Marcus Csiki

Head of the Vice Minister Office



**Bavarian State Ministry of Economic Affairs,
Regional Development and Energy
Prinzregentenstrasse 28
80538 Munich, Germany
Phone: +49 89 2162-2276
Email: marcus.csiki@stmwi.bayern.de
Website: www.stmwi.bayern.de**





Dr. Markus Wittmann

**Head of Department
International Economic Relations**

**Bavarian State Ministry of Economic Affairs,
Regional Development and Energy
Prinzregentenstrasse 28
80538 Munich, Germany
Phone: +49 89 2162-2626
Email: markus.wittmann@stmwi.bayern.de
Website: www.stmwi.bayern.de**



Ulrich Konstantin Rieger

Head of Division for Internationalization Africa

**Bavarian State Ministry of Economic Affairs,
Regional Development and Energy
Prinzregentenstrasse 28
80538 Munich, Germany
Phone: +49 89 2162-2244
Email: ulrich.rieger@stmwi.bayern.de
Website: www.stmwi.bayern.de**



Dr. Anton Preis

Press Spokesman

**Bavarian State Ministry of Economic Affairs,
Regional Development and Energy
Prinzregentenstrasse 28
80538 Munich, Germany
Phone: +49 89 2162-2290
Email: anton.preis@stmwi.bayern.de
Website: www.stmwi.bayern.de**



Julia Schwarz

**Deputy Head of Foreign Economic Relations
Africa**

**Bavarian State Ministry of Economic Affairs,
Regional Development and Energy
Prinzregentenstrasse 28
80538 Munich, Germany
Phone: +49 89 2162-2505
Email: julia.schwarz@stmwi.bayern.de
Website: www.stmwi.bayern.de**



Wolfram Hatz

President



bayme vbm e. V.
Max-Joseph-Strasse 5
80333 Munich, Germany
Phone: +49 89 55178-102
Email: yvonne.piwonski@vbw-bayern.de
Website: www.baymevbm.de

The Bavarian Industry Association (vbw—Vereinigung der Bayerischen Wirtschaft e. V.) is the voluntary, cross-industrial, interest group of Bavarian industry. We represent the interests of the Bavarian industry and provide support through our expertise and experience, our partners and networks as well as through our projects, programmes and our comprehensive range of services. bayme vbm refers to the Employers' Associations of the Metalworking and Electrical Industries in Bavaria. The objective, in all we do, is the commercial success of our member-companies. We represent the joint commercial, social and political interests of more than 2,900 member-companies and actively cooperate in shaping basic economic and social-policy conditions.

The Motorenfabrik Hatz GmbH & Co. KG is one of the world's leading German diesel engine manufacturers. The family-owned company employs over 900 people worldwide, five percent of whom work in R&D. The company manufactures diesel engines, connecting rods and crankshafts, among other things. The company has 3 locations and 13 subsidiaries.

Business Aims / Plans for Ethiopia:

The vbw is planning a commitment in sub-Saharan Africa. The aim is to expand economic relations with sub-Saharan Africa, pave the way for member companies on the African continent and at the same time strengthen local economic structures. Together with the bbw, educational opportunities are to be developed.



Die bayerische
Wirtschaft

Dirk von Vopelius

President



IHK Nürnberg für Mittelfranken
Ulmenstrasse 52
90443 Nuremberg, Germany
Phone: +49 911 1335-372
Email: vopelius@schuwa.de
Website: www.ihk-nuernberg.de

The nine Chambers of Commerce and Industry (CCI) in Bavaria represent the interests of almost 990,000 member companies. More than 50,000 volunteer company representatives support the CCI as the largest business organization in Bavaria. In addition to numerous services for the companies, the CCI provide more than 60 legal tasks for their members. The most important task is the supervision of around 150,000 apprenticeships. The Bavarian CCI are the first address for over 70,000 internationally active member companies. The export quota of Bavarian Industry amounts to 53 %.

Business Aims / Plans for Ethiopia:

To consolidate and establish political and economic contacts.



Industrie- und Handelskammern
in Bayern



Giovane Elber

FC Bayern Brand Ambassador

**FC Bayern München AG
Saebener Strasse 51-57
81547 Munich, Germany**

FC Bayern is the leading German football club and one of the best football clubs worldwide. On the national and international stage FC Bayern participates in prominent football competitions. Since 2013, the FC Bayern increases its focus on the internationalization of its brand by extending its global activities such as international youth programs or regional partnerships abroad.

Giovane Elber:

As ambassador of FC Bayern I am representing the club globally at numerous events and projects. I am proud to participate at the opening ceremony of the FC Bayern Football School in Addis Ababa.

Jörg Wacker:

Our new FC Bayern Football School in Addis Ababa is our first football school in Africa of this kind. This football school gives us the opportunity to bring FC Bayern even closer to our fans in Africa and to provide valuable support for the development of Football in Ethiopia with our know-how.



Jörg Wacker

**Board Member for Internationalization
and Strategy**

**FC Bayern München AG
Saebener Strasse 51-57
81547 Munich, Germany**



Claudio Braidotti

Head of Corporate Development and Strategy

Allianz Africa

166-168 Boulevard Mohamed Zerkouni

20060 Casablanca, Maroc

Phone: +49 152 5307 7135

Email: Claudio.braidotti@allianz.com

Website: www.allianz-africa.com

The Allianz Group is one of the world's leading insurers and asset managers with more than 92 million retail and corporate customers. Allianz customers benefit from a broad range of personal and corporate insurance services, ranging from property, life and health insurance to assistance services to credit insurance and global business insurance. Allianz is one of the world's largest investors, managing around 673 billion euros on behalf of its insurance customers.

Furthermore our asset managers PIMCO and Allianz Global Investors manage more than 1.4 trillion euros of third-party assets. In 2018, over 142,000 employees in more than 80 countries achieved total revenues of 131 billion euros and an operating profit of 11.5 billion euros for the group.

In Africa, Allianz is currently present in 17 countries and accompanies clients in 39 countries. Its 1,500 employees achieved regional revenues of 588 million euros in 2018. Allianz also provides micro-insurance for 500,000 low-income families and individuals in Africa.

Business Aims / Plans for Ethiopia:

Allianz is investing to develop insurance in promising markets in Africa, to foster financial inclusion and the social benefits entailed, and contribute to the development of the wider financial system. With its thought leadership in risk management and insurance, Allianz will share its knowledge and expertise within the market.



Marianne Wille

Partner, Dallmayr Kaffee

Alois Dallmayr Kaffee oHG

Dienerstrasse 14-15

80331 Munich, Germany

Phone: +49 89 2135-285

Email: marianne.wille@dallmayr.de

Website: www.dallmayr.de

Dallmayr takes the working and living conditions in the coffee-growing countries seriously. When it comes to buying green coffee, the company has, for decades, consistently followed an approach which is based on Dallmayr's long company history and high quality awareness.

Ethiopia is regarded as the cradle of mankind and as the country of origin of coffee. Dallmayr is the largest purchaser of washed Ethiopian arabicas, which characterize the taste of Dallmayr coffee for over 50 years, not least also in the popular "Dallmayr prodomo". Through a close relationship spanning decades, the company feels a special connection to the East African country and since 2008 has been promoting the sale of single-origin Ethiopian coffees such as Dallmayr Ethiopia, Ethiopian Crown or GRAND CRU Yirgacheffe for the Ethiopian aid organization "Menschen für Menschen".

By supporting the reforestation programs, Dallmayr is sustainably active for a green Ethiopia – over 50 million saplings have already been planted. The trees, which grow in the foundation's nurseries from the planted saplings, improve the quality of the soil and counteract erosion, thereby securing the basic livelihood of the local population.

In September 2018 Dallmayr expanded the partnership and launched another aid project: a Dallmayr school for over 1,000 children between the ages of 7 and 16. With the construction of the school in the project area Dano and the complete furnishing thereof from furniture, down to school materials and books the enterprise escorts the children on their road to a better future. In order to create additional perspectives, Dallmayr is working intensively on further development of the projects in Dano. For example, the next project after the opening of the new school is the building of a cooperative for sustainably securing the supply chain.



Ralf Gerharz

Chief Financial Officer

Siemens plc
RC-ZA CFO
300 Janadel Avenue
Midrand 1685, South Africa
Phone: +27 11 652 2045
Email: ralf.gerharz@siemens.com
Website: www.siemens.co.za



Lukas Duursema

Country Business Unit Manager
Mainline and Urban Transport
South an Eastern Africa

Siemens (Proprietary) Limited Mobility Division
Africa Insurance Building, 5t Floor
Africa Avenue, Addis Ababa, Ethiopia
Phone: +251 11 667 4769
Email: east.africa@siemens.com
Website: www.siemens.com/et

Siemens is a global powerhouse in electronics and electrical engineering providing products, systems and solutions across the electrification, automation and digitalization value chain. In Africa for 160 years, Siemens has a rich history of innovation and social development. As an integrated technology company, Siemens plays an active role in Africa's success story.

Our expertise in efficient power generation, transmissions and distribution technology helps us empower African economies. We are a leader in the digital revolution, we develop smart mobility solutions to make transport systems more efficient. With industry 4.0 underway, we automate and digitalize production, increase output, simplify processes and produce quality products that gives us and our customers competitive edge. „At Siemens, we believe that companies can only truly succeed if they help to fulfil the needs of the societies we operate in.”

Besides helping to drive a country's economic growth, Siemens strives to add lasting value to communities. Siemens is a partner to Ethiopia with expertise in multi-source power generation, technology for industry, as well as road and rail passenger mobility and other areas. Investment and job creation in these sectors support Ethiopia's dual goals of sustaining economic growth and accelerating poverty reduction.

Claus Becker

**Senior Director Strategic Projects
and Cooperations**



Lufthansa
Brucknerstrasse 4
81677 Munich, Germany
Phone: +49 151 58932503
Email: claus.becker@dlh.de
Website: www.lufthansa.com

The Lufthansa Group is one of the world's leading aviation groups and is composed of three segments:

- 1) Hub Airlines: Lufthansa, Swiss, Austrian;
- 2) the Eurowings Group for point-to-point flights and
- 3) Aviation Services (including Lufthansa Technik, Lufthansa Cargo, LSG Sky Chefs, Lufthansa Systems and Lufthansa Consulting).

Business Aims / Plans for Ethiopia:

Lufthansa provides non-stop service from Frankfurt to Ethiopia five times a week and maintains a close cooperation with Ethiopian Airlines (i.e. Star Alliance), also regarding Aviation Services. Lufthansa is interested in Ethiopia's general economic development and investment-fostering initiatives resulting from the delegation visit.



Lufthansa

Prof. Anne Beer

Management Board Member



**Beer Bembé Dellinger, Architekten und
Stadtplaner GmbH**
Leopoldstrasse 76
80802 Munich, Germany
Phone: +49 89 3866599-0
Email: beer@bbdarch.de
Website: www.bbdarch.de

BBD provide planning and consulting services for public-sector and private clients in the field of sustainable architecture and urban planning. BBD urban development and refurbishment projects integrate interdisciplinary sectoral planning such as social and economic sciences, mobility and transport, green and open space, architecture and sustainability design. Scope of urban planning and consulting services: Conceptional and integrated masterplanning, location evaluation and feasibility studies, functional planning and detail planning, action planning and process management.

BBD architecture design and construction projects stand for individual solutions based on research of cultural context and needs of the user, integrating complex requirements of program and typology into sustainable design and construction. Scope of architecture planning and consulting services: Program development with client/user, new construction with balance of energy and life cycle, sustainable renovation and refurbishment, reduction of maintenance and energy consumption, process management.

Business Aims / Plans for Ethiopia:

- To establish contacts in the fields of urban planning and development.
- To identify future partners for exchange and cooperation projects.
- To get in contact with institutions of education.
- To contribute to educational and social projects and intercultural exchange.

Beer Bembé Dellinger
Architekten und Stadtplaner GmbH

Nicola Borgmann

Managing Director

Architekturgalerie München

Türkenstrasse 30

80333 Munich, Germany

Phone: +49 89 8714366

Email: mail@architekturgalerie-muenchen.de

Website: www.architekturgalerie-muenchen.de



© Saskia Wehler

The Architekturgalerie München, founded in 1985, informs about the quality of domestic and international architecture, urban planning and landscape architecture, and supports its public communication. The Architekturgalerie München supports international cooperation, cultural exchange and educational projects in the fields of architecture, design and urban planning.

Business Aims / Plans for Ethiopia:

- Design Build projects in cooperation with universities
- City planning advice on open space planning
- Exhibition concept and consulting for the communication of urban planning goals
- Consulting for sustainable, social and environmentally friendly construction

Dr. Uwe Bork

**Director Direct Export Sales
Middle East & Africa**

Siemens-Healthcare GmbH

Karlheinz-Kaske-Strasse 5

91052 Erlangen, Germany

Phone: +49 913184-2052

Email: uwe.bork@siemens-healthineers.com

Website: www.healthcare.siemens.com



Siemens Healthineers enables healthcare providers worldwide to increase value by empowering them on their journey towards expanding precision medicine, transforming care delivery, improving patient experience and digitalizing healthcare.

A leader in medical technology, Siemens Healthineers is constantly innovating its portfolio of products and services in its core areas of diagnostic and therapeutic imaging and in laboratory diagnostics and molecular medicine.

Siemens Healthineers is also actively developing its digital health services and enterprise services. In fiscal 2018, which ended on September 30, 2018, Siemens Healthineers generated revenue of € 13.4 billion and adjusted profit of € 2.3 billion and has about 50,000 employees worldwide. Further information is available at www.siemens-healthineers.com



Bruno Dietsche

Managing Director

SCHREYER SCHLEIFMASCHINEN GmbH
Schulweg 4
90610 Winkelhaid, Germany
Phone: +49 9187 9092-10
Email: dietsche@schreyer-tgm.de
Website: www.schreyer-tgm.de

The company Hans und Michael Schreyer was founded in Nuremberg on 4 April 1919. The company focused on the production of small swiss type sliding headstock automatic lathes. In 1927 the plant started the development and production of manual and automatic tool grinding machines, which was continued without intermission until today. In 1972 the business was renamed to SCHREYER SCHLEIFMASCHINEN GmbH. In the further course of 1999 and 2011, the service and spare parts supply for manual tool grinding machines were taken over by the companies "Gebr. Saacke Pforzheim" and "Haas Schleifmaschinen GmbH" in Trossingen.

In summary, we provide support for approx. 12,000 machines built by these three manufacturers. These universal tool grinding machines are used worldwide and are built individually adapted for many purposes and in high quality "Made in Germany". Our customers are the metalworking industry, the craft, tool and mould making, tool manufacturers, training workshops and grinding services for metal and woodworking tools.

Business Aims / Plans for Ethiopia:

Market exploration and maintenance of customer relationships, in particular to the Karlheinz Böhm Foundation MENSCHEN FÜR MENSCHEN, which operates tool grinding machines at its Saacke training workshop.



Dirk Doerschuck

**Vice President Sales, Service and Marketing,
 Region Middle East and Africa**

Rohde & Schwarz International GmbH
Muehldorfstrasse 15
81671 Munich, Germany
Phone: +49 89 4129 15118
Email: barbara.jerg@rohde-schwarz.com
Website: www.rohde-schwarz.com

The Rohde & Schwarz technology group develops, produces and markets innovative communications, information and security products for professional users. The group's test and measurement, broadcast and media, aerospace | defense | security, networks and cybersecurity business fields address many different industry and government-sector market segments.

On June 30, 2018, Rohde & Schwarz had approximately 11,500 employees. The independent group achieved a net revenue of approximately EUR 2 billion in the 2017/2018 fiscal year (July to June). The company has its headquarters in Munich, Germany. Internationally, it has subsidiaries in more than 70 countries, with regional hubs in Asia and America.

Business Aims / Plans for Ethiopia:

Further strengthening of contacts to local firms/customers in the field of high-frequency measuring technology





Prof. Dr. Frank Ebinger

**Professor of Sustainable Innovation
and Transition Management**

TH Nuremberg GSO

Bahnhofstrasse 87

90402 Nuremberg, Germany

Phone: +49 911 5880 2753

Email: frank.ebinger@th-nuernberg.de

Website: www.th-nuernberg.de

The TH Nuremberg GSO provides more than 60 degree and certificate programs in engineering, business, design and social sciences for about 13.000 students. Most of them are taught in German. But we also have some highly sought after international business degree programs which are offered in English.

The University is located in the city center of Nuremberg. Nuremberg is the lively metropolis of Northern Bavaria with a visible history of nearly one thousand years. The innovative business location is the centre of a European Metropolitan Region with around 3.6 million inhabitants. The city's high quality of life – which is again and again confirmed by the results of surveys in Europe and all over the world – is due to its good infrastructure, its renowned universities and research institutions, its many and varied cultural facilities and its exemplary social projects. With about 530,000 inhabitants, Nuremberg is the economic, services and cultural centre of Northern Bavaria.

Business Aims / Plans for Ethiopia:

The aim of the travel is to deepen the existing cooperation with the Addis Ababa Institute of Technology (AAIT). In this regard, we want to talk about a potential collaboration of AAIT and TH Nuremberg/Nuremberg Campus of Technology in order to establish a School of Sustainability and Engineering at AAIT.



Klaus Peter Eldner

Sales Manager

Cosber GmbH

Bretonischer Ring 12

85630 Munich/Grasbrunn, Germany

Phone: +49 89 262076622

Email: eldner@cosber.de

Website: www.cosber.de

Cosber GmbH, based in Munich, is a global company offering premium test equipment and test stations for periodical technical vehicle inspection and excellent service to its customers and partners.

Business Aims / Plans for Ethiopia:

We have already been able to realize a number of projects in Africa (Ghana, South Africa, etc.) and we hope that the delegation trip to Ethiopia will lead us to even more contacts for the establishment / development of a better and safer vehicle inspection and the associated higher road safety.

We wish to expand our network in Addis Abeba in the private sector and also to the responsible ministries, and would like our products and after sales service to make a contribution to both improving road safety and creating jobs in the service area. Our training measures will help anchor knowledge and experience in Ethiopia.



Anna Engel-Köhler

Managing Director

Bildungswerk der Bayerischen Wirtschaft e.V.
Infanteriestrasse 8

80797 Munich, Germany

Phone: +49 89 44108-110

Email: anna.engel-koehler@bbw.de

Website: www.bbw.de

Volker Falch

Vice President International Department

Bildungswerk der Bayerischen Wirtschaft e.V.

Max-von-Laue-Strasse 9

86156 Augsburg, Germany

Phone: +49 821 56756-10

Email: volker.falch@bbw.de

Website: www.bbw.de/en



As a service provider in the areas of education, consulting, human resources and social affairs, we provide solutions for business and society. The bbw Group is a network of 17 training and consulting companies, personnel and social services providers. Our customers benefit from our regional presence and the diversity of our wide range of projects.

Our innovative strength relies on the competence, commitment and creativity of our more than 10.000 employees – working at 400 locations across Germany. Together, we ensure the sustainable success of our company. For more than 20 years we have been developing international projects for training, continuing education and labour market integration for economic development which we provide jointly with local partners and institutions.

Adopted to the needs of the local economy, we establish training structures for skilled workers in line with German dual training principles. Sustainability is the basic principle of all our activities.

We are guided by the demand of high quality in processes and results.

Business Aims / Plans for Ethiopia:

2018 we opened our office in Addis Abeba to start the first project in cooperation with the Ethiopian Horticulture Producer Exporters Association (EHPEA). In 2019 we intend to launch training projects for skilled workers and craftsmen in cooperation with Ethiopian schools and training centers. Partners and interested companies are warmly welcomed!



Dr. Olaf Fleck**CEO**

SUNSET Energietechnik GmbH
Industriestrasse 8-22
91325 Adelsdorf, Germany
Phone: +49 9195 9494-0
Email: of@sunset-solar.com
Website: www.sunset-solar.com

SUNSET Solar Energietechnik GmbH has been active in the field of solar technology since 1979. We are a German manufacturer of solar power components and systems, as well as solar thermal components and systems. Our core competencies are to be found in manufacturing, engineering and delivery, including the installation of these systems. We operate and realize projects of any size, anywhere in the world. If required, with our own staff. In addition to standard components, we also manufacture in line with customer specific requirements.

Business Aims / Plans for Ethiopia:

We would be particularly interested in projects in the tourism industry, such as hotels and lodges. A further focus would be on agricultural activities.

**Dr. Helmut Fluhrer****CEO**

WeatherTec Services GmbH
Kreuzberg 6
85658 Eggening, Germany
Phone: +49 171 8517573
Email: fluhrer@weathertec-services.com
Website: www.weathertec-services.com

WeatherTec's Rainfall Enhancement technology is the most promising and efficient solution for water and food security, finally mitigating forced migration globally. It is an environmentally friendly ionization solution, with no side effects, no CO2 emission, mimicking the process of natural rainfalls. Over a decade WeatherTec works for governments on three continents. No other solution can scale up to help potentially a billion people in drought regions.

Therefore, WeatherTec was awarded with the Laudato Si Award 2018 in the Vatican. The company's successful result in Jordan with additional billions of m³ of rainwater over 15.000 km² brought the Kingdom strong benefits: economic growth, expansion of agriculture, new jobs and an overall impact on the ecosystem. WeatherTec has decided to work on the African continent to contribute the fight against migration from the Sub-Sahara to the North. WeatherTec as a "next generation" technology and biggest source for additional freshwater on earth can become a game changer not only in developing countries, but also in Europe and Germany.

Business Aims / Plans for Ethiopia:

Establish a project with the government for rainfall enhancement in water stressed regions; WeatherTec has made already research visits and feasibility study and have proven that a strong impact on dam levels and develop agricultural and forestry regions. After signing it takes only two months for installation of the systems.





Michael Frick

Managing Director

INPROCON International Project Consultants GmbH
Münchener Strasse 25
85540 Haar/Munich, Germany
Phone: +49 89 143329190
Email: michael.frick@inprocon.eu
Website: www.inprocon.eu

INPROCON combines excellent know-how with essential work experience, based on many years of managing international construction projects of different sizes. With these fundamental skills we offer premium project management services. From the design stage through the implementation of a construction project or whether you find yourself in a difficult stage of a sophisticated project, we support and foster your projects and aim to create new impulses. The highly qualified consultants at INPROCON provide following services:

- Project steering, project management and construction management
- Restoration and restructuring
- Creating, tracking and defending claims
- Contract management
- Preparing experts' reports and assessments (due diligence)

INPROCON recognized that the combination of international experience with local expertise is an essential key to the success of all stakeholders involved in a construction project. Therefore, INPROCON's aim has been to establish regional subsidiaries together with local partners.

The first foreign subsidiary of INPROCON, INPROCON Africa Engineering Services PLC (INPROCON Africa), was founded together with local partner's in 2010. The company is headquartered in Addis Ababa, Ethiopia. Since its formation, INPROCON Africa supports construction projects throughout the eastern African region successfully.



Atif Gafar

Managing Director

MENA WATER Ethiopia
Member of HUBER Group
Robel Plaza Office No. 505/B
Bole Sub City, Woreda 3, Addis Ababa, Ethiopia
Phone: +251 11 6 62 0270
Email: Atif@mena-water.com
Website: www.mena-water.com

MENA-Water is a company focused on package solutions for water and waste water treatment. MENA-WATER was founded 12 years ago in UAE and has been one of the most flourishing companies in the MENA region employing today more than 129 people.

MENA-Water offer both standard Containerized Solutions and bespoke solutions for all your treatment requirements.

Containerized Solutions are ready-made, plug and play solutions for wastewater, drinking water and sludge treatment. The complete plants are ready mounted as packaged units in standard ISO containers for easy, fast delivery and quick on-site installation. Applications:

- SafeDrink Containerized Solutions for Drinking Water Treatment
- Reverse Osmosis / Ultra Filtration Skid for Water Treatment
- MBR / SBR / MBBR Containerized Solutions
- SafeFrac Containerized Solutions for Treatment of Fracking Water
- Industrial Effluent Containerized Solutions

MENA-Water as part of HUBER SE is a global company with presence in several countries in Africa, especially in Ethiopia. For the last 8 years, MENA-Water has shown its expertise in water treatment in important potable water projects in Ethiopia like Gambella, Adama, Bako, etc.

Business Aims / Plans for Ethiopia:

Increase the presence in this country due to the high demands of potable water and also water treatment. Business development and promotion with government representatives and public water companies to show solutions available.





Annette Geuther

Senior Vice President Sales

ADVA Optical Networking SE
Fraunhoferstrasse 9 a
82152 Martinsried, Germany
Phone: +49 89 890665-803
Email: ageuther@advaoptical.com
Website: www.advaoptical.com

ADVA is a company founded on innovation and driven to help our customers succeed. We develop, manufacture and sell networking solutions for a modern telecommunication infrastructure.

Our products are based on three core areas of expertise: fiber-optic transmission technology, Ethernet-based packet networking with intelligent software for virtualization and network management, and solutions for precise timing and synchronization of networks. Our technology is the foundation of a shared digital future and empowers networks across the globe.

Over the past twenty-five years we've built strong relationships with telecom service providers, internet content providers, governmental institutions and enterprises worldwide, including Fortune 500 companies from the financial, health care and media sectors and many high-tech verticals.

Today ADVA employs more than 1,850 team members worldwide, has annual revenues greater € 500 million and is listed as ADV in the Prime Standard segment at Frankfurt Stock Exchange.

Business Aims / Plans for Ethiopia:
Market exploration



Dominik Gigler

Managing Director

Dominik Gigler Fotografie
Kuckucksweg 1
82166 Gräfelfing, Germany
Phone: +49 89 82956978
Email: dominik@gigler.com
Website: www.gigler.com

- Director of 'Dominik Gigler Photography', working for national and international publishing houses and design agencies in the field of portrait and advertising.
- Board member and co-organiser of the Munich Festival for Contemporary Photography, FOTODOKS.

Business Aims / Plans for Ethiopia:

- Establish new partnerships to local photography initiatives and galleries
- Cultural exchange





Peter Graetz

Direktor Trade & Export Finance

Bayerische Landesbank
Brienner Strasse 18
80333 Munich, Germany
Phone: +49 89 2171-23954
Email: peter.graetz@bayernlb.de
Website: www.bayernlb.de

The Bavarian bank for the German economy – Financing growth and innovation for companies in Bavaria, Germany, Europe and worldwide: this is the clear mandate with which we serve large and medium-sized companies and the public sector. We are also a leading player in commercial real estate financing. Right there for our customers

- Germany: Munich head office, Nuremberg, Stuttgart, Frankfurt, Düsseldorf, Hamburg, Berlin, Leipzig
- Europe: Branch offices in London, Milan and Paris; Representative office in Moscow
- America: New York branch We are active in these segments
- Core business: Corporates & Mittelstand, Real Estate & Savings Banks/ Association, DKB, Financial Markets Our shareholders
- Association of Bavarian Savings Banks (approx. 25%)
- Free State of Bavaria (approx. 75%)

Business Aims / Plans for Ethiopia:
Market evaluation



Georg Herz

Regional Sales Manager

MTU Onsite Energy GmbH
Dasinger Strasse 11
86165 Augsburg, Germany
Phone: +49 821 74802620
Email: georg.herz@mtu-online.com
Website: www.mtuonsiteenergy.com

MTU Onsite Energy is a core brand of Rolls-Royce Power Systems, a division of Rolls-Royce plc. that provides pioneering, integrated solutions for the marine & infrastructure sectors and focus on digitalization and electrification. MTU Onsite Energy offers complete power system solutions: from mission critical to standby power to continuous power, heating and cooling. With a view to the energy transition, we rely primarily on microgrids, i.e. autonomous energy supply systems that are efficient, reliable and environmentally friendly and develop systems that produce greener energy from climate-neutral, regenerative fuels, such as combined heat and power (CHP) plants fueled by biogas, landfill gas or sewage gas. Customers around the world trust us for more than 60 years to provide reliable power for a wide range of applications, such as healthcare, data centers, airports, farms and independent power stations.

Business Aims / Plans for Ethiopia:
Our vision is to significantly increase our presence in Africa. We want to win an insight into the relevant local market and meet potential partners and end customers such as: consultants/engineering companies, EPCs, genset sales/service companies, installation companies, IPPs, datacenter builders/operators, agricultural producers.



Friederike Hettinger

Director Business Development

TUM International GmbH

Lichtenbergstrasse 8

85748 Garching, Germany

Phone: +49 89 20000548-0

Email: sekretariat@tum-international.com

Website: www.tum-international.com

As a subsidiary of the Technical University of Munich – one of the best universities in Europe – TUM International GmbH is a leading provider for the development and operation of scientific and industrial sites and technology transfer centers world-wide. TUM International coordinates and implements university-related projects with national and international research partners in the following areas:

- Technology Transfer
- Development of international universities
- Executive training
- Scientific project management
- Talent management
- Research programs and centers
- Development of incubators / accelerators

The company also focuses on providing academic consultancy services in the development of international university locations. InSITE BAVARIA develops integrated industrial sites and brings together the most important cluster networks of European industry and academia as well as leading experts in industrial park planning and public institutions. The portfolio includes:

- Clusters and industrial parks
- Competence centers
- Training centers

Business Aims / Plans for Ethiopia:

We, TUM International GmbH, see Ethiopia as a significant application field for our many-faceted portfolio of services. We wish to expand our partner network in the country, identify new topics and trends and initiate interesting project approaches that develop into long-term cooperation.



Norbert Hofstetter

Managing Director

TAKTOMAT GmbH

Rudolf-Diesel-Strasse 14

86554 Pöttmes, Germany

Phone: +49 8253 9965-0

Email: info@taktomat.de

Website: www.taktomat.de

TAKTOMAT is a global company and one of the leading manufacturers of sophisticated handling and drive technology. For about 30 years, TAKTOMAT has been developing and manufacturing precise rotary indexing tables, linear transfer systems, shuttle systems for the automation industry, adapted to customer needs. Further information can be found on our website www.taktomat.de.

Business Aims / Plans for Ethiopia:

We would like to make our products known on the Ethiopian engineering market and position ourselves there as a competent manufacturer and trading partner.

Max Hudlberger

Managing Director



MH Maschinen GmbH
Am Kornfeld 7
83562 Rechtmehring, Germany
Phone: +49 8076 889266-0
Email: info@mh-maschinen.de
Website: www.mh-maschinen.de

MH Maschinen was founded in 2000 and provides:

- Technology for sawmills and the wood industry
- material processing for the wood-based materials industry
- mechanical Engineering, machine trade
- planning, project development, individual machines, complete solutions

Business Aims / Plans for Ethiopia:

- Contacts with the Ethiopian timber / sawmill industry
- Getting to know the existing companies in the wood industry and mechanical engineering sector.
- Fathoming of contacts concerning cooperations.
- Getting to know the mentality of the country and checking whether workers and specialists are available.

MH Maschinen
 Technology for woodworking industry

Nicolas Jaouen

Business Development Manager



Infineon Technologies AG
Am Campeon 1-15
85579 Neubiberg, Germany
Phone: +49 89 234 22468
Email: nicolas.jaouen@infineon.com
Website: www.infineon.com

Infineon, a world leader in semiconductors, offers a broad range of semi-conductors and system solutions focusing on automotive and industrial electronics, mobile devices and hardware-based security. Combining entrepreneurial success with responsible action, at Infineon we make the world easier, safer and greener.

With >30 years' experience we are delivering some of the world's most challenging and large-scale digital security projects. Our success is built on our wealth of expertise in conventional smart card applications such as payment, transport ticketing, and government identification. We are transferring our core skills in to the fast-growing field of embedded security applications. As digitalization shapes more and more areas of everyday life, security is becoming a key success factor for applications across industries. With a proven, global track record in electronic ID projects, Infineon is the trusted partner for a large number of governments and authorities.

Our security chips can be found in ePassports in countries including Germany, USA, China, Brazil, Indonesia, France, Norway, Poland and Taiwan, and in eID cards of Germany, Saudi Arabia, Hong Kong, Italy, Austria, Portugal, and South Africa. In Europe, more than 75% of the National eID projects rely on security controllers from Infineon.





Fabian Jodeit, M.Sc.

**Lead – MedTech OneWorld
Center for International Medical Engineering**

**TUM – Technical University of Munich
Boltzmannstrasse 15
85748 Garching/Munich, Germany
Phone: +49 89 28916747
Email: fabian.jodeit@tum.de
Webseite: [www.medtech.mw.tum.de/
medtech-oneworld](http://www.medtech.mw.tum.de/medtech-oneworld)**

MedTech OneWorld bundles know-how for the implementation of international medical technology R&D projects, above all, but not exclusively, for emerging and developing countries and with a focus on medical plastics engineering. The projects are characterized by cooperation at eye level with local partners, tailoring to regional conditions and needs, frugal innovations and sustainability. These projects are the central elements of our innovative teaching format Project-Oriented International Student Education POISED with the aim of training highly qualified and internationalized graduates as high-performing employees of the future.

Business Aims / Plans for Ethiopia:

- Local development of prostheses in collaboration with Ethiopian academic, NGO and industry partners
- Capacity building for precision manufacturing for medical technology in cooperation with local partners
- Entrepreneurship



Dr. Markus Eblenkamp

**Lead – MedTech OneWorld
Center for International Medical Engineering**

**Lead – Prokura
Chair of Medical Engineering**

**TUM – Technical University of Munich
Boltzmannstrasse 15
85748 Garching/Munich, Germany
Phone: +49 89 28916753
Email: markus.eblenkamp@tum.de
Webseite: [www.medtech.mw.tum.de/
medtech-oneworld](http://www.medtech.mw.tum.de/medtech-oneworld)**

Juliane Kahl

Founder & CEO



Responsive Fashion Institute
Kuckucksweg 1
82166 Gräfelfing, Germany
Phone: +49 151 24082429
Email: jk@responsivefashion.institute
Website: www.responsivefashion.institute

The Responsive Fashion Institute is a platform to develop, prototype, commercialise and promote innovative and sustainable technologies for the global Fashion Industry. The Institutes' objective is to encourage engagement, support dialogue and amplify the discussion about innovation and sustainability by merging the digital and analogue entities.

Business Aims / Plans for Ethiopia:

To hold discussions with government representatives, universities, companies and association about the Future of Fashion and related environmental technologies.

Bernd Kleinmann

Managing Director Sub-Sahara Afrika



Uhlmann Pac-Systeme GmbH + Co. KG
Uhlmannstrasse 14-18
88471 Laupheim, Germany
Phone: +49 7392 7028973
Email: kleinmann.b@uhlmann.de
Website: www.uhlmann.de

As a leading global systems supplier for the packaging of pharmaceutical products in blisters, bottles, and cartons, Uhlmann Pac-Systeme GmbH & Co. KG provides flexible integral solutions for international pharmaceutical companies, generics manufacturers, and contract packers. On the basis of innovative packaging lines and services, Uhlmann sets standards in terms of quality, efficiency, and availability. As a total solution provider, the company offers consultation, project management, implementation, and services from a single source.

Uhlmann Pac-Systeme GmbH & Co. KG is part of the Uhlmann Group, which generated sales amounting to EUR 411 million with its workforce of over 2,200 in the business year 2017/2018. Further members of the Uhlmann Group are the companies Koch Pac-Systeme based in the Black Forest, Cremer Spezialmaschinen in the Netherlands, and Wonder Packing Machinery in China.

Business Aims / Plans for Ethiopia:

Establishment of contacts to local manufacturers of pharmaceutical products (tablets, syringes, etc.) in order to initiate business relations.



Dr. Ulrich Langanke

Managing Partner, Partner

LSG & Kollegen GmbH
Maximilianstrasse 2
80539 Munich, Germany
Phone: +49 89 235135-700
Email: u.langanke@lsg-kollegen.de
Website: lsg-kollegen.de

LSG & Kollegen, located in Munich (Germany) and Zurich (Switzerland) is an internationally branded HR & business consultancy, focusing on executive search, interim management solutions, private equity and M&A. LSG sees itself as a boutique capable of providing every client with support that is perfectly tailored to individual requirements. As a partner that focuses on sustainability in searching for, selecting and integrating outstanding personalities, we operate at the highest level, both nationally and internationally. Our emphasis on individuality, authenticity and trust makes us a reliable partner for small and medium-sized enterprises, family businesses and multi-nationals alike. We accord top priority to the traditional values of quality, trust and sustainability, which we regard as non-negotiable. With customized services, we also support our German customers with potential outsourcing and investment activities in Africa, with special regard to target countries of the German Federal Ministry for Economic Cooperation and Development.

Business Aims / Plans for Ethiopia:

LSG is your consulting partner for establishing and promoting contacts to the relevant German authorities regarding options for financial support for German investors (SME and concerns) in Africa for training, education and labor related costs for locally created jobs.



Sada Ly

Managing Director

COTRATECH GROUP
Bajuwarenstrasse 71
81825 Munich, Germany
Phone: +49 172 1793720
Email: sada.ly@cotratech.com
Website: www.cotratech.com

Cotratech Group has a proven track record of practical involvement in power projects that deal with solar power, wind power and inverter power supply, engineering and marketing moment for products and services in the solar and wind power sectors in Africa. Cotratech Group offers the best solutions of the moment in the field of engineering and marketing of products and services in the fields of solar and Consulting in Africa.

Business Aims / Plans for Ethiopia:

- In relation to Ethiopia, planning, project development, production, distribution, awarding of contracts and sub-contracts, financing, after-sales service and O & M (operation & maintenance), key solutions to hand.
- Establish contacts within ministries and relevant institutions.



Peter Ottmann

CEO

NürnbergMesse GmbH
Messezentrum 1
90471 Nuremberg, Germany
Phone: +49 911 8606 8313
Email: peter.ottmann@nuernbergmesse.de
Website: www.nuernbergmesse.de

NürnbergMesse Group is one of the 15 largest trade fair companies in the world. It comprises NürnbergMesse GmbH and its 14 subsidiaries and affiliates. The company employs more than 1,000 people at ten locations in Germany, Brazil, China, India, Italy, Austria and the USA. NürnbergMesse Group also has a network of international representatives operating in more than 100 countries. Its portfolio includes around 120 German and international trade fairs and congresses. Every year, up to 35,000 exhibitors (international contingent: 44%) and up to 1.5 million visitors (26% from outside Germany) take part in the Group's own, partner and guest events.

Business Aims / Plans for Ethiopia:

- to establish contacts in order to develop further partnerships and business relationships for the future
- to establish bilateral economic relations and develop new possibilities for cooperation
- to gather sector-related information on site



Bernd Pfisterhammer

Trade Finance, Sales Manager

HypoVereinsbank / Unicredit
Arabellastrasse 12
81925 Munich, Germany
Phone: +49 89 378 24821
Email: Bernd.Pfisterhammer@unicredit.de
Website: www.hvb.de

UniCredit is a simple, pan-European commercial bank providing unique access to Western, Central and Eastern Europe with an unrivalled strategic presence in 14 European core markets and an International Network spanning another 16 countries worldwide. As a leader in debt and trade finance, we consistently rank in the top three positions in league tables for combined loans and bonds in Euros and are recognized as a Trade Finance Powerhouse in Western, Central and Eastern Europe.

Business Aims / Plans for Ethiopia:

HypoVereinsbank-UniCredit strives to support its clients from Bavaria, Germany and Europe in facilitating their trade with Ethiopia and to support them in finding financial solutions for their business and investments into the country. To achieve this, we're looking to maintain and deepen already existing correspondent banking relationships with local banks, and to develop new contacts with government, institutions and the central bank.



Dr. Pantelis Christian Poetis

CEO



POWERGROUP GmbH
Habenschadenstrasse 13
82049 Pullach, Germany
Phone: +49 89 7590050
Email: dr.poetis@power-group.net
Website: power-group.net

POWERGROUP represents German technology companies, leading in the innovation and production of branch systems for power grid. Their respective products can withstand all environments and climates for efficient, high-performance LV/MV/HV networks over long periods of operation.

Business Aims / Plans for Ethiopia:

The aim is to evaluate the Ethiopian energy market and key players and to develop a promising market entry strategy.

Philomena Poetis

CEO / Founder



Munich Members
Habenschadenstrasse 13
82049 Pullach, Germany
Phone: +49 89 75900532
Email: pv.poetis@munich-members.com
Website: munich-members.com

Munich Members is platform and partner network for interdisciplinary projects with social impact. Munich Members interests lie in understanding the Ethiopian startup ecosystem and the entrepreneurial work of Ethiopian founders.

Business Aims / Plans for Ethiopia:

Hereby we want to detect the challenges entrepreneurs face in their country and how they solve them with their entrepreneurial work. The aim is to find promising technology startups for distinct cooperations with Munich

Stefan Rummel

Managing Director



Messe München
Am Messeseesee
81829 München, Germany
Phone: +49 89 94923000
Email: stefan.rummel@messe-muenchen.de
Website: www.messe-muenchen.de

Messe München is one of the world's leading trade fair organisers and holds approximately 60 specialist trade shows for capital goods, consumers goods and new technologies at its Munich location alone. Over 50,000 exhibitors and more than three million visitors attend the events in Munich every year. Messe München also organizes trade fairs in the world economy's most dynamic growth markets, namely 30 altogether in China, India, Turkey, South Africa, Brazil and Russia.

Business Aims / Plans for Canada:

- Political cooperation
- Strengthening business relations, particularly in the environmental engineering field (water treatment, drinking water supply, recycling)
- General business contacts



Benedikt Sander-Kessels

Managing Director



EDR GmbH
Dillwächterstrasse 5
80686 Munich, Germany
Phone: +49 89 547112-0
Email: info@edr.de
Website: www.edr.de

EDR is an independent engineering firm that is headquartered in Munich, Germany. With our team of about 100 colleagues we offer planning and consultancy services in the fields of construction/civil engineering and project management – both nationally and internationally, for both private and public sector clients. We have four offices in Germany and a representative office in Athens; on request, we support our clients locally and flexibly, wherever they are in the world. Our affiliation with the Rauscher-Gruppe enables us to offer our clients a potential team of as many as 185 colleagues for successfully executing even larger projects.

Business Aims / Plans for Ethiopia:

Development of hydropower and if applicable infrastructure in cooperation with local stakeholders





Drita Schneider

Managing Director

Schneider Kunststofftechnik GmbH
Hasberger Strasse 9c
87757 Kirchheim, Germany
Phone: +49 8266 861213
Email: ds@sk-tech.de
Website: sk-tech.de und ujeta.com

Schneider Kunststofftechnik GmbH (founded in 1994), manufacturer of technical plastic parts for customers worldwide, developed new products for water filtering technology: UJETA CARE and UJETA Home & Travel. Schneider Kunststofftechnik offers a solution that can be deployed in crisis areas, in regions hit by natural disasters or in regions with a generally inadequate water infrastructure. UJETA CARE is probably the smallest mobile water filter system without any need of any external source of energy.

Business Aims / Plans for Ethiopia:

Our ambition is to build up a distribution network all over the world to provide as many people as possible with clean drinking water. We are searching for distribution partners with country specific know how in combination with experience on the global market for our UJETA CARE.



Maximiliana Schürle

Honorary consul

Honorarkonsulat der D.B.R. Äthiopien in Bayern
Ismaningerstrasse 140
81675 Munichh, Germany
Phone: +49 89 99894299
Email: schuerrle@ethiopian-consulate.com

The Honorary Consulate of the Federal Democratic Republic of Ethiopia in Bavaria serves to promote the development of relations between Ethiopia and Bavaria in the trade and commercial fields. It also represents the interests of companies in the consular district, and supports contact initiation and cooperation in the interest of companies in the appointing country as well as the interests of companies in the consular district.





Prof. Dr. med. Thomas G. Schulze

**University professor, Institute Director,
Senior Consultant**

**Institut für Psychiatrische Phänomik
und Genomik (IPPG),
Klinikum der Universität München (LMU)
Nußbaumstrasse 7
80336 Munich, Germany
Phone: +49 89 4400555-68
Email: tschulze@med.lmu.de
Website: www.ippg.eu**

The multidisciplinary team of the Institute of Psychiatric Genomics and Phenomics (IPPG), comprising psychiatrists, psychologists, neuroscientists, molecular biologist, bioinformaticists, medical documentation specialists, and lab technicians are dedicated to the study of the genetic causes of major psychiatric disorders and a patient's response to medication.

A major focus of our work lies on psychotic disorders such as schizophrenia, bipolar disorder (manic depressive illness), major depression as well as related conditions such as anxiety or substance abuse disorders. We are particularly interested in a better understanding of the high variability of the clinical presentation of mental illness, its changes over time, and its interaction with environmental factors.

Business Aims / Plans for Ethiopia:

We have been involved in large-scale research projects with various institutions in Ethiopia on a variety of topics: e.g. building up mental health infrastructure; complex interplay of environmental factors such as trauma and khat abuse on the development of psychiatric illness. We now would like to start large biological studies on resilience.



Dr. Kristina Adorjan

M.D., research assistant

**Institut für Psychiatrische Phänomik
und Genomik (IPPG),
Klinikum der Universität München (LMU)
Nussbaumstrasse 7
89336 Munich, Germany
Phone: +49 89 4400555-60
Email: kristina.adorjan@med.uni-muenchen.de
Website: www.ippg.de**



Martin Šoltés

Managing Director

EVUM Motors GmbH
Joseph-Dollinger-Bogen 26
80807 Munich, Germany
Phone: +49 89 9016 2643
Email: soltes@evum-motors.com
Website: www.evum-motors.com

EVUM Motors offers everyone access to sustainable mobility, based on a true multipurpose vehicle. Direct sales to municipalities and companies with agricultural or tourism scope in Germany and Europe will create the basis in our model production plant. Due to the simplicity of the vehicle and the low investment costs for a production plant, EVUM Motors will enable a local production in developing and emerging countries with international partners all over the world.

The design of our full electric vehicle was a joint effort between the Technical University of Munich and local universities in Sub-Saharan Africa. EVUM Motors is now industrializing the vehicle to make affordable and sustainable electric mobility a reality. Interdisciplinary research and industry knowledge combined with proven high-volume components from Europe form the basis for a robust electric drive. The design and manufacturing in combination with local competences enables the decentralized production of chassis, body and interior in Africa by small and medium-sized companies.

Business Aims / Plans for Ethiopia:

EVUM Motors has set itself the goal of finding suitable partners in Ethiopia for setting up a joint production plant and a sales as well as service network. Preference will be given to partners who already have an existing infrastructure in at least one of the three areas mentioned.



Michael Starzynski

Sales Manager

BAUER Maschinen GmbH
BAUER-Strasse 1
86529 Schrobenhausen, Germany
Phone: +49 8252 97-3688
Email: Michael.Starzynski@bauer.de
Website: www.bauer.de

Specialist foundation engineering equipment from the BAUER Maschinen Group is the global benchmark in the industry. Customers all over the world place their trust in the unmatched quality of Bauer machinery when it comes to buying rotary drilling rigs, trench cutters, duty-cycle cranes and drilling accessories.

Together with their specialized subsidiary company, the group can offer the right equipment for nearly any foundation application. It ranges from pile drivers with diesel or hydraulic powered hammers, anchors, slurry mixing and separation, soil improvement and soil mixing. It also includes systems for well drilling and for blastholes, as well as systems for trenchless installation and rehabilitation of sewer and utility lines. Teams of civil engineers, foremen, operators and mechanics are ready for assisting customers of Bauer Maschinen in starting up complex projects and in training customer's staff on their projects or in special training courses in the head office.

Business Aims / Plans for Ethiopia:

We would like to expand our business relationships and also acquire new customers in the field of specialist foundation engineering.





Uta Staschewski

Resident Representative Kenya – Ethiopia

Hanns Seidel Foundation
The Pavilion, Mwanzi Road off Lower Kabete Road
P.O. Box 39777-00623, Nairobi, Kenya
Phone: +254 20 23784 75
Email: staschewski@hss.co.ke
Website: www.hss.de/kenya

Promoting sustainable economic development in East Africa by improving the framework conditions for investment and entrepreneurial initiatives has taken on a prominent part in the Hanns Seidel Foundation in East Africa's (HSS) programme work. The economic sector has the potential to create positive political and social effects. The HSS sees it as their mandate to identify and synergise thematic intersections between economic development and democratic consolidation. The Kenya Business Guide, a think tank founded by the HSS, the AHK and the law firm Rödl & Partner, supports both the private and the public sector by interlinking both sectors and curating and co-creating information aimed to help political leaders in their decision-making and to boost investment in Kenya and Ethiopia as well as to promote regional markets.

Other regional initiatives of the HSS are Policy and Startup Support, research e.g. on China's influence in East Africa, digitisation as an economic factor (regional approach) as well as networking and integrating initiatives with the climate and sustainability as well as the youth and gender portfolio. The HSS supports the African Futures Project, which is currently developing a forecasting study with sector-specific information along selected development goals and value chains. It will provide data on sectors relevant to the environment, climate and energy, as well it will identify investment opportunities for local and international SMEs.

Other thematic areas of the HSS in Ethiopia:

- Governance: Working with the Institute for Federalism Studies at the University of Addis Ababa
- Security: Partnership with the Institute for Security Studies
- Climate and Sustainability: Regional Sustainability Network.

HSS plans to open an official representative office in Ethiopia in the second half of 2019.



Prof. Dr. Rudolf Stauber

Managing Director

Fraunhofer Institute for Silicate Research ISC –
Center for Materials Recycling and Resource
Strategies IWKS
Brentanostrasse 2a / Rodenbacher Chaussee 4
63755 Alzenau / 63457 Hanau, Germany
Phone: +49 6023 32039-810
Email: rudolf.stauber@isc.fraunhofer.de
Website: www.iwks.fraunhofer.de/

The Fraunhofer-Gesellschaft is the leading organization for applied research in Europe with a staff of more than 26,600 and 72 institutes and research units throughout Germany. The Fraunhofer Center for Materials Recycling and Resource Strategies IWKS, part of the Fraunhofer Institute for Silicate Research ISC, is based at two locations in Alzenau (Bavaria) and Hanau (Hessen). It develops strategic and technical solutions for the efficient extraction of secondary materials and substitution of critical materials. The aim of the research work is to establish a circular economy, regain valuable resources and avoid waste. To this end, the Center IWKS develops innovative processes and technologies under consideration of holistic material flows. With a research team of 90 employees, the Center IWKS offers a broad expertise and interdisciplinary research approach with a focus on electric waste, slags/sludges, magnetic materials, biogenic systems, industrial liquids, energy materials and fibre composites for lightweight construction.

Business Aims / Plans for Ethiopia:

We are looking for joint research through industry and scientific cooperation, both with universities and other related academic organizations in Ethiopia in the field of:

- Resource efficiency and management
- Establishing circular material flows
- Waste reduction and avoidance



Fraunhofer Center for Materials Recycling
and Resource Strategies IWKS

Christian Stöber

CEO / Managing Director



ASA Group GmbH & Co. KG
Am Brunnenfeld 1
86565 Gachenbach / OT Peutenhausen, Germany
Phone: +49 8252 90888-0
Email: info@asagroup.de
Website: www.asagroup.de

Since 1982, we have been successfully developing and manufacturing superchargers – high-speed mechanically driven centrifugal superchargers – for conveying gaseous media, as an engineering office and mechanical engineering company. Our specialty is charging systems for internal combustion engines and industrial test benches. As a Tier 1 supplier, our customers include automotive manufactures (e.g., BMW, Ferrari Formula 1, ALPINA) just like engine manufacturers (e.g., FPT Industrial).

Our subsidiary G-POWER serves as an extended workbench to the end customer for our charging systems. The BMW M5 HURRICANE – with 372.1 km/h the fastest saloon in the world – impressively proved that. We are also active as a service provider in the field of design & development.

Business Aims / Plans for Ethiopia:

To gain new sales markets as well as suppliers.



Dina Treu

Proprietor



dt communications e.k.
marketing communication &
project management in the energy
and agricultural sector
Osterwaldstrasse 47
80805 Munich, Germany
Phone: +49 178 3613866
Email: dt@dtcom.eu
Website: www.dtcom.eu

Communication tailored to the needs of individual target groups facilitates the identification of chances that arise at the cutting edge of the current economical, political and social disruptions in the energy and agricultural sector - the respective opportunities can be tapped into at an earlier point in time. Stakeholders are more easily engaged.

Project examples range from preparing start-ups like Grenol GmbH, a constructor of hydrothermal carbonisation (HTC) plants and winner of the German Kyocera environmental prize 2010, for an investor pitch to providing technological solutions along the energy process chain. Agricultural entities are supported with the technical and economical development of their business.

Beyond that, in her function as Vicepresident of the German National Organisation for Family-Owned Companies and SMEs, Dina Treu supports the international dialogue between entrepreneurs.

Business Aims / Plans for Ethiopia:

It is the goal to learn more about the country's economical and social dynamics, its rich cultural heritage. In this context opportunities for joint projects between Ethiopia and Germany in the energy and dairy sector shall be identified.



Markus Tischer

Executive Board Member

Krones AG
Böhmerwaldstrasse 5
93073 Neutraubling, Germany
Phone: +49 9401 703-484
Email: markus.tischer@krones.com
Website: www.krones.com/en/

The world of Krones: Food and beverages
Every day, millions of glass bottles, cans and PET containers run through a Krones line.

As a supplier for complete systems, Krones provides breweries, beverage bottlers and food producers all over the world with individual machines and complete production lines.

Our benchmark: Your product and your production Krones designs and implements overall solutions, which cover each individual production process step – starting from product and container production, filling and packaging all the way up to material flow and container recycling. No matter which task you have approached us with: you call the tune and we will provide solutions customised to your needs.



Reinhold Jung

Head of IOS Middle East and Africa

Krones AG
Böhmerwaldstrasse 5
93073 Neutraubling, Germany
Phone: +49 9401 703-954
Email: reinhold.jung@krones.com
Website: www.krones.com/en/

Nicho Wolmarans

LCS AF Kenya

Krones AG
Böhmerwaldstrasse 5
93073 Neutraubling, Germany
Phone: +254 70 9540-102
Email: nicho.wolmarans@krones.co.ke
Website: www.krones.com/en/





Menschen für Menschen
Karlheinz Böhm's Äthiopienhilfe
Briener Straße 46
80333 Munich, Germany

Menschen für Menschen Foundation
P.O. Box 2568, Addis Ababa, Ethiopia

Phone: +49 89 3839 7977

Email: peter.renner@menschenfuermenschen.org

Website: www.menschenfuermenschen.de

Menschen für Menschen (MfM) is a non-religious and non-governmental, international humanitarian and development organization funded by Austrian-German actor Karlheinz Böhm in 1981. Today MfM is running eleven integrated Rural Development projects, one Agro Technical & Technology College as well as one children home in Ethiopia and provides development and humanitarian assistance for poorest and most vulnerable groups.

Since its establishment, MfM adopted a vision to build and strengthen social and economic assets with the objective of improving the well-being of the poor at grass-root level and initiate sustainable change in the communities. Because the problems in the isolated parts of Ethiopia are closely interwoven, it is rarely meaningful to address shortcomings in isolation from one to another. For this reason, we work according the principle of "integrated rural development". Together with the local population we tackle the necessary projects in selected project regions for sustainable development in five key areas and dovetail them with one another. In order to realize this vision MfM is mainly focusing on five development pillars: Sustainable Land Management, WASH, Education, Health and Human Development. Furthermore, some projects of the foundation are also extensively working on youth employment, agri-business and agro-processing.

Over five million Ethiopians in eleven active and nine phased out project areas, extending over an area of more than 50,000 square kilometers, are today benefitting from our measures.



Stephan Willms

Principal

africa enablers GmbH
Maximilianstrasse 47
80538 Munich, Germany
Freiherr vom Stein Strasse 7
60323 Frankfurt, Germany
Phone: +49 163 7945567
Email: willms@africa-enablers.com
Website: www.africa-enablers.com

Project Development: In infrastructure, africa enablers focusses mainly on sea ports, dry ports and real estate. In energy, africa enablers focusses on wind, solar, hydro and geothermal power generation ranging from 1 MW to 100 MW. We partner with local developers, contributing late stage development expertise and capital, structuring the capital, acquiring debt, optimising technology selection and supply and other contractual arrangements; africa enablers maintains a wide network among Africa-focused financial institutions, investors and the top technology providers in Europe and US. **Principal Investment:** We invest our own funds and those of a co-investor pool in the project equity from financial close as well as manage the investment over the long term. **Financial & Business Advisory:** The same services we also offer on an advisory basis, eg. where investors wish to enter a market, establish a factory, need advice on financial and economic feasibility, as well as financial structuring, investment strategy and planning, negotiation and transactions.

Business Aims / Plans for Ethiopia:

We have our own company as well as strong partners in Ethiopia and have been working there for 13 years. I intend to use this trip to meet a variety of our business partners. I also believe that our experience can be of help to the German companies on this trip so that we have more German – Ethiopian partnerships in the long run.



Wolfgang von Zoubek

Managing Director

Art Light & Design ALD GmbH
Höggerloh 1
85646 Anzing, Germany
Phone: + 49 173 777 2311
Email: info@ald.ae
Website: www.ald.ae



For 30 years my professional focus has been on the subjects of light, art and design. My experience contributes to the energy-efficient planning of larger public buildings.

In the past 10 years I have been working as a Special Lighting Consultant with partner companies in the Middle East. My goal of aligning future buildings with the standard of the LEED Green Certificate is an incentive for my consulting and planning work and serves the responsible use of natural resources. In this context, new innovative possibilities arise. State-of-the-art technologies connect the IT industry with the security sector and find various applications through the medium of light.

In road construction, in the design of public facilities, for public and private buildings: in each of these areas the intelligent lighting design serves to enhance the safety and well-being of people. I would like to introduce the ALD GmbH as a reliable and experienced partner for the topics environment, energy and sustainability.



Katja Krause

Manager Business Delegations

Bayern International GmbH
Landsberger Strasse 300
80687 Munich, Germany
Phone: +49 89 660566-203
Email: kkrause@bayern-international.de
Website: www.bayern-international.de



Rosi Saubert

Head of Department Business Delegations

Bayern International GmbH
Landsberger Strasse 300
80687 Munich, Germany
Phone: +49 89 660566-200
Email: rsaubert@bayern-international.de
Website: www.bayern-international.de



Bayern International, a company of the Free State of Bavaria, has made promoting the exports of small and medium-sized Bavarian companies its goal. It supports marketing Bavaria as a business location, and assists the mid-tier sector in accessing new markets worldwide.

Bavarian companies can showcase themselves at trade fairs abroad with the financial and organisational support of our trade fair programme. Under the political leadership of the Bavarian State Ministry of Economic Affairs, Regional Development and Energy, they can participate both in delegation visits abroad and in industry-focussed business trips that provide them assistance in entering markets. An advanced training programme and a Bavarian company database bring together foreign decision-makers with Bavarian companies.





Maren Diale-Schellschmidt

Country Director and Delegate of German Industry and Commerce for Eastern Africa

Delegation of German Industry and Commerce in Kenya (AHK Kenya) / AHK Services Eastern Africa Limited

West Park Suites, 6th floor

Ojiro Road, Parklands (opp. Parklands Police Station)

P.O BOX 19016 - 00100 Nairobi, Kenya

Phone: +254 20 66330-103

Email: office@kenya-ahk.co.ke

Website: www.kenia.ahk.de



Chris Wegner

Regional Coordinator Eastern Africa

Delegation of German Industry and Commerce in Kenya (AHK Kenya) / AHK Services Eastern Africa Limited

Phone: +254 20 66330-106

Email: chris.wegner@kenya-ahk.co.ke

Website: www.kenia.ahk.de

The Delegation of German Industry and Commerce in Eastern Africa is part of a global network of 140 Chambers of Commerce Abroad in 92 countries with 51,000 member companies worldwide. We offer our experience, network and services to German and foreign companies seeking positive bilateral business relationships. AHKs are located in all countries which are of special interest for German industry and business.

Since March 2012, AHK Kenya has had a strong presence in the region, first acting as the bridge between the Kenyan market and German business. In April 2018 a permanent office was opened in Tanzania and in 2019 a permanent office is set to be open in Ethiopia. We also have a strong presence in Uganda and Rwanda. From a very humble beginning in the region, AHK has become the preferred partner for business relations for German-East African business relations.

Our services include:

- Business Delegations
- Market Entry Facilitation
- Market Analysis, Information and Surveys
- Fact Finding Missions
- Business Partner Search

Embassy of the Federal Republic of Germany in Ethiopia

Yeka Kifle Ketema (Khebena)

Woreda 03

Addis Abeba, Ethiopia

Phone: +251 11 123 5139

Email: info@addis-abeba.diplo.de

Website: www.addis-abeba.diplo.de

Delegation of German Industry and Commerce in Kenya (AHK Kenya) /

AHK Services Eastern Africa Limited

West Park Suites, 6th floor

Ojijo Road, Parklands (opp. Parklands Police Station)

P.O BOX 19016

00100 Nairobi, Kenya

Phone: +254 20 663 3000

Email: office@kenya-ahk.co.ke

Website: www.kenia.ahk.de

Invest in Bavaria

Prinzregentenstrasse 22

80538 Munich, Germany

Phone: +49 89 24210-7500

Email: welcome@invest-in-bavaria.com

Website: www.invest-in-bavaria.com

Embassy of the Federal Democratic Republic of Ethiopia in Germany

Boothstrasse 20 a

12207 Berlin, Germany

Phone: +49 30 772060

Email: emb.ethiopia@t-online.de

Website: <http://aethiopien-botschaft.de>

General Consulate of the Federal Democratic Republic of Ethiopia in Germany

Hahnstrasse 68-70

60528 Frankfurt, Germany

Phone: +49 69 9726960

Email: consul.eth@t-online.de

Website: www.ethiopia-consulate-frankfurt.de



