



جمهوری اسلامی ایران

وزارت صنعت، معدن و تجارت

سازمان توسعه تجارت ایران

(سال اقتصاد مقاومتی، تولید و اشتغال)

«LetterNo» شماره: .....

«LetterDate» تاریخ: .....

..... پست:

**فراخوان برپایی نشست مذاکرات تجاری با هیات  
انجمن اقتصادی خاور نزدیک و میانه آلمان (NOMOV)  
دیماه ۱۳۹۶**

بدینوسیله به اطلاع می‌رساند هیات تجاری انجمن خاور نزدیک و میانه آلمان متشکل از نمایندگان حدود ۲۰ شرکت فعال آلمانی در زمینه‌های صنعتی، معدنی، نیروگاهی، مدیریت منابع آب، دارو، منابع و انرژی‌های تجدید پذیر و محیط زیست به شرح مذکور در جدول پیوست از تاریخ ۲۵-۲۲ دیماه جاری به ایران سفر خواهند نمود در همین راستا جلسه نشست رسمی و مذاکرات رود رو به ریاست معاون صادراتی وزیر و رییس کل سازمان توسعه تجارت در روز شنبه مورخ ۹۶/۱۰/۲۳ از ساعت ۱۳ لغایت ۱۵/۳۰ در محل دائمی نمایشگاه‌ها برپا می‌گردد در همین راستا از شرکتهای علاقمند دعوت بعمل می‌آید تا ضمن مطالعه فهرست و زمینه‌های فعالیت شرکتهای مشارکت‌کننده ترتیبی اتخاذ نمایند تا در صورت تمایل به حضور در نشست مذکور نسبت به اعلام مراتب آمادگی خود مطابق فرم پیوست از طریق شماره نمابر سازمان اقدام لازم بعمل

آورند. ام ص/۱۸۹۲۴۵

**زمان همایش: روز شنبه ۹۶/۱۰/۲۳**

**مکان همایش: سالن مروارید واقع در محل نمایشگاههای بین‌المللی تهران (خیابان شهید چمران)**

**ساعت جلسه: ۱۳ - ۱۵/۳۰**

**شماره نمابر: ۵-۲۲۶۶۴۰۴۴**

**تلفن هماهنگی: ۲۱۹۱۲۰۸۹ - ۹-۲۲۶۶۴۰۰۷**

نام شرکت:

زمینه فعالیت:

نام شرکت آلمانی مورد نظر جهت ملاقات:

شماره تلفن همراه:

شماره فاکس:

شماره تلفن:

آدرس وب سایت:

سمت نماینده اعزامی:

نام نماینده:

توجه: تسلط به زبان انگلیسی الزامیست.

« نامه های صادره بدون مهر برجسته اتوماسیون اداری فاقد اعتبار می باشد »

نشانی: تهران ولیعصر (عج)، بزرگراه شهید چمران، صندوق پستی ۱۱۴۸ تجریش، کدپستی ۱۹۳۹۵، تلفن: ۲۱۹۱۹، دورنگار: ۲۲۶۶۴۰۴۴ - ۲۲۶۶۴۰۴۴

پست الکترونیکی: info@tpo.ir تلفن گویا: ۲۱۹۱۹

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فهرست اسامی هیات اتحادیه خاور نزدیک و میانه آلمان		
ردیف	نام شرکت	زمینه فعالیت
۱	SMS group Gmbh	تولید تجهیزات متالوژی
۲	Dieluweit-Pharma	تولید تجهیزات متالوژی
۳	VSF Holding Gmbh	انرژی های تجدید پذیر
۴	Linder Building New Solution	ساختمان سازی و طراحی داخلی
۵	DiBeratung Gmbh	ارائه خدمات مشاوره ای و پژوهشی
۶	Project Development Ltd	مدیریت پروژه
۷	RKG Consulting	ارائه مشاوره های تجاری
۸	eihbank	بانک ایران - اروپا
۹	Wpd Iran Holding Gmbh	انرژی های تجدید پذیر
۱۰	Karl Kolb Gmbh	تولید لوازم پزشکی و آزمایشگاهی
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۱۷	Tadjalli Development Design Consulting	ارائه خدمات مهندسی و مشاوره ای
۱۸	Bilfinger SE	تولید تجهیزات نفت و گاز و آب شیرین کن
۱۹	NUMOV	مدیر منطقه ای

« نام های صادره بدون مهر برجسته اتوماسیون اداری فاقد اعتبار می باشد »

نشانی: تهران ولیعصر (عج)، بزرگراه شهید چمران، صندوق پستی ۱۱۴۸ تجریش، کدپستی ۱۹۳۹۵، تلفن: ۲۱۹۱۹، دورنگار: ۲۲۶۶۴۰۴۵ - ۲۲۶۶۴۰۴۴

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# German Economic Delegation

to

# Iran

12<sup>th</sup> – 15<sup>th</sup> January 2018

organised by



German Near and Middle East Association

[www.numov.de](http://www.numov.de) [numov@numov.de](mailto:numov@numov.de) +49 (0) 30 2064-100

Kronenstr. 1, 10117 Berlin, Germany

# Alphabetical List of Participants

Participants	Enterprises
Dahmen, Burkhard	SMS group GmbH President and CEO Head of Delegation Chairman of NUMOV Eduard-Schloemann-Str. 4, 40237 Düsseldorf, Germany Phone: +49 (0) 211 881-2222 Fax: +49 (0) 211 881-772222 Email: burkhard.dahmen@sms-group.com Internet: www.sms-group.com
Dieluweit, Marc Heinrich	DIELUWEIT Owner Königsallee 26, 40212 Düsseldorf, Germany Phone: +49 (0) 211 54057090 Fax: +49 (0) 211 54057001 Email: marc.dieluweit@dieluweit.com Internet: www.dieluweit.com
Dolski, Dr. Jörg	VSB Holding GmbH Managing Director Schweizer Straße 3a, 01069 Dresden, Germany Phone: +49 (0) 351 21183-400 Mobile: +49 (0) 351 21183-44 Email: joerg.dolski@vsb.energy Internet: www.vsb.energy
Faika, Sören	DIBeratung GmbH Founder & CEO Lehmweg 26, 20251 Hamburg, Germany Phone: +49 (0) 40 32964815 Email: faika@diberatung.de Internet: www.diberatung.de
Fuchs-Kittowski, Gerhard E.	Project Development Ltd. Director / CEO August-Str. 61, 10117 Berlin, Germany Phone: +49 (0) 162 5418239 Email: fuchski@hotmail.com
Geduldig, Ralf	RKG Consulting CEO Bach Str. 36, 61350 Bad Homburg vor der Höhe, Germany Phone: +49 (0) 6172 9180747 Mobile: +49 (0) 171 6837973 Email: rakage@t-online.de

Participants	Enterprises
Junge, Thomas	Europäisch-Iranische Handelsbank AG (eihbank) Manager Credit Department Depenau 2, 20095 Hamburg, Germany Phone: +49 (0) 40 32109-452 Fax: +49 (0) 40 32109-455 Email: thomas.junge@eihbank.de Internet: www.eihbank.de
Kowalski, Daniel	Wpd Iran Holding GmbH Project Manager Stephanitorsbollwerk 3, Haus LUV, 28218 Bremen, Germany Phone: +49 (0) 7142 778154 Mobile: +49 (0) 171 9742101 Fax: +49 (0) 7142 778199 Email: d.kowalski@wpd.de Internet: www.wpd.de
Lauer, Constantin	Karl Kolb GmbH & Co. KG General Manager Iran Im Steingrund 3, 63303 Dreieich, Germany Phone: +49 (0) 6103 603 0 Fax: +49 (0) 6103 603 101 Email: c.lauer@karlkolb.com Internet: www.karlkolb.com
Lohmann, Thomas	GLS Neue Energie GmbH Managing Director Mehringdamm 66, 10961 Berlin Phone: +49 (0) 30 55 14 37 40 Fax: +49 (0) 30 54 625 158 Email: thomas.lohmann@max-renewables.eu Internet: www.max-renewables.eu
Paredis, Koenraad	Drägerwerk AG & Co. KGaA Moislinger Allee 53-55, 23558 Lübeck, Germany Phone: +971 (0) 4 4294600 Fax: +971 (0) 4 4294699 Email: koen.paradis@draeger.com Internet: www.draeger.com
Rang, Helene	Helene Rang & Partner Proprietor, CEO of NUMOV Kronenstr. 1, 10117 Berlin, Germany Phone: +49 (0) 30 2064-100 Fax: +49 (0) 30 2064-1010 Email: numov@numov.de Internet: www.numov.de

Participants	Enterprises
Reinartz, Peter	<p>Leoni Kerpen GmbH  Director Sales BU Industrial Projects  Zweifaller Straße 275–287,  52224 Stolberg, Germany  Phone: +49 (0)2402-17531  Fax: +49 (0)2402-20297  Email: peter.reinartz@leoni.com  Internet: www.leoni.com</p>
Smousavi, Shaghayegh	<p>CMS Hasche Sigle mbB  Partner, Managing Director of CMS Pars  Breite Str. 3, 40213 Düsseldorf, Germany  Phone: +49 (0) 211 4934 189  Fax: +49 (0) 211 4934 220  Email: shaghayegh.smousavi@cms-hs.com  Internet: www.cms.law</p>
Tadjalli, Keywan	<p>Tadjalli Development Design Consulting  Mobility CEO  Venloer Str. 459, 50825 Köln, Germany  Phone: +49 (0) 221 9726202  Mobile: +49 (0) 172 7871784  Fax: +49 (0) 221 2781893  Email: info@tddc.de  Internet: www.tddc.de</p>
Vezaei, Ali	<p>Bilfinger SE  Executive President for Middle East Operations  Carl-Reiß-Platz 1-5, 68165 Mannheim, Germany  Phone: +971 (0) 54 7910518  Email: manuela.stroescu@bilfinger.com  Internet: www.babcock.bilfinger.com</p>
van den Woldenberg, Benedikt	<p>NUMOV / German Near and Middle East Association  Regional Manager  Carl-Reiß-Platz 1-5, 68165 Mannheim, Germany  Kronenstr. 1, 10117 Berlin, Germany  Phone: +49 (0) 30 2064-100  Fax: +49 (0) 30 2064-1010  Email: numov@numov.de  Internet: www.numov.de</p>

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# Participants' Profiles

## German Economic Delegation to Iran

12<sup>th</sup> – 15<sup>th</sup> January 2018



# Burkhard Dahmen

Head of Delegation  
Chairman of NUMOV  
President and CEO  
SMS group GmbH

Eduard-Schloemann-Str. 4  
40237 Düsseldorf, Germany  
Phone: +49 (0) 211 881-2222  
Fax: +49 (0) 211 881-772222  
Email: burkhard.dahmen@sms-group.com  
Internet: www.sms-group.com

In 1871, Eberhard Weiss laid the foundation for a family business, which has developed to one of the world's leading companies in the area of metallurgical mechanical and plant engineering sector – SMS group. This was achieved by mergers and acquisitions and individual development of the company. Around 13,000 employees generate worldwide sales of around EUR 3.0 billion. Today, the group of companies which has a uniform presence under the SMS group trademark is family-owned in the fourth generation. Chairman of the Supervisory Board of the SMS GmbH is Dr. Heinrich Weiss. The SMS group GmbH is wholly owned by the Familie Weiss Foundation.

SMS group covers the following product range: plants for the steel, aluminum and non-ferrous metals processing industries from ironmaking, steelmaking technology, continuous casters for flat products and rolling mills, surface-finishing lines for hot and cold strips, steelmaking / continuous casting technology for long products, pipe and tube plants, forging technology, copper and aluminum plants, closed-die forging plants right through to ring rolling machines including compatible heat technology, electric and automation as well as appertaining service. Environmental technology systems are offered under the Ecoplants brand. Paul Wurth S.A., Luxembourg, is also a member of the SMS group. As a worldwide active company, Paul Wurth is a leading player in the construction of blast furnaces, coking plants and environmental protection facilities for iron and steel plants. The Elexis group with its subsidiaries is technology leader for production automation, drive engineering and quality control. Today, the SMS group headquarter in Germany has international subsidiaries on all continents and serves not only the new industrial plants and modernizations but also the technical service business.

# Marc Heinrich Dieluweit

Owner

Königsallee 26,  
40212 Düsseldorf, Germany  
Phone: +49 (0) 211 54057090  
Fax: +49 (0) 211 54057001  
Email: [marc.dieluweit@dieluweit.com](mailto:marc.dieluweit@dieluweit.com)  
Internet: [www.dieluweit.com](http://www.dieluweit.com)



DIELUWEIT offers comprehensive legal advice in the field of commercial law and fills a vacancy within mid-size commercial law firms. Further more the firm offers interim management in order to provide its clients the best business support. Beside legal advice and interim management, national and international high quality tax advice is offered.

For Iran, we are preparing an important pharma project. The firm is located in Dusseldorf as well as in Solingen, and is strategically positioned near Cologne as well as Essen / Bochum / Dortmund. DIELUWEIT works closely with other commercial law firms (so called "Best Friends" – Law Firms) in all prevailing jurisdictions worldwide and in Germany whenever there is no specialization in house. Mainly our clients are small and mid-size companies from Germany but in particular from abroad.

DIELUWEIT is a law firm with a strong business approach. Our innovative awareness aspires us to provide our clients with customized legal advice that addresses individual needs and delivers sustainable as well as greatest possible economic benefits.



## Dr. Jörg Dolski

Managing Director,  
VSB Holding GmbH

Schweizer Straße 3a  
01069 Dresden, Germany  
Phone: +49 (0) 351 21183400  
Fax: +49 (0) 351 2118344  
Email: joerg.dolski@vsb.energy  
Internet: www.vsb.energy

The VSB group of companies has been successfully developing wind farms and photovoltaic plants across Europe and Northern Africa for over 20 years. The realisation of environmental-friendly and profitable solutions for our customers and partners has been VSB's guiding principle since 1996. From its head office in Dresden (Germany), VSB has become an international provider of renewable energy solutions with more than 200 employees operating from 14 offices in many countries from Finland to Northern Africa. We have invested more than a billion euros and successfully connected more than 860 MW of green power to the grid, reducing CO2 emissions by several thousand tons each year. With our partners, we support public authorities to develop and implement energy- and climate-driven concepts. VSB also supports wind and solar farms in all areas of operational management. We offer services as a general contractor and also tailored individual services.

### Range of services:

- ✓ Realisation of high-yield turnkey projects
- ✓ Planning and permitting
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- ✓ Implementation and construction
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- ✓ Project acquisition
- ✓ Technical and commercial management
- ✓ Repowering
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# Sören Faika

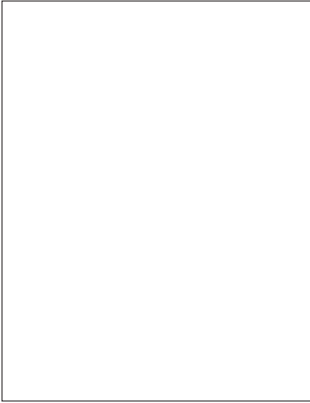
Founder & CEO  
DIBeratung GmbH

Lehmweg 26;  
20251 Hamburg, Germany  
Phone: +49 (0) 4032964815  
Email: [faika@diberatung.de](mailto:faika@diberatung.de)  
Internet: [www.diberatung.de](http://www.diberatung.de)



Sören Faika is the founder and CEO of DIBeratung – Deutsch-Iranische Beratung – the consulting company which exclusively focuses on Iran and Germany. He has studied Iranian Studies and Psychology at the University of Hamburg and University of Tehran and served as a researcher at „Institute of Social Studies and Research“ in Tehran. His work in and about Iran includes several contexts such as the German Institute for International and Security Affairs (SWP), German-Iranian Chamber of Commerce and Industry Tehran (DIHK). Since 2011 he has supervised the Iran desk at Alsharq society and since 2014 he has organized and guided numerous delegation and study trips to Iran. He has been featured in Spiegel, Deutschlandradio, ZENITH and BBC Persian.

DIBeratung offers independent counseling for German companies on regional, cultural and political affairs of Iran. Sören Faika uses his regional expertise and works closely with his local partners in Iran to cover fully the various regional features and current developments within the Islamic Republic of Iran. In this regard DIBeratung offers political risk assessment for a better decision making and trainings for future work forces in Iran on various topics. Furthermore DIBeratung facilitates the process of finding the right business partner and manages the entire logistics for a successful business trip to Iran, from flights, hotels to a translator, who knows the regional dialect of your potential partner. DIBeratung is your reliable partner for a long and strong relationship with Iran.



# Gerhard E. Fuchs-Kittowski

Director / CEO  
Project Development Ltd.

August-Str. 61,  
10117 Berlin, Germany  
Phone: +49 (0) 162 5418239  
Email: fuchski@hotmail.com

# Ralf Geduldig

CEO  
RKG Consulting

Bach Str. 36,  
61350 Bad Homburg vor der Höhe, Germany  
Phone: +49 (0) 6172 9180747  
Email: rakage@t-online.de



RKG Consulting supports German companies to establish their business in Iran and also Iranian companies to find partners and establish their business in Germany. Besides Iran, RKG Consulting is also active in other Middle East markets (e.g. Qatar, Oman, and the GCC). Ralf Kamiar Geduldig was born in Tehran/Iran and grew up there for many years. He studied at the University Giessen/Germany MBA, specialising in the export markets of the Middle East and Far East regions, and has successfully worked for big German, internationally operating companies in important key positions – for example as CEO/Chairman of Board of Directors for a German company in Singapore. Ralf Kamiar Geduldig speaks several languages fluently and is perfect in the Farsi language. He regularly visits Iran and has very good and long-established connections in the market.

The activities of RKG Consulting are:

- supporting German companies by finding partners in Iran and vice versa.
- clarification and arrangement of agreements or legal advices
- support in identifying and developing projects
- import and export activities
- recruiting and identification of suitable staff
- arrangements for fairs, seminars and presentations
- information and translation services.

Aim of the activities:

Identifying and supporting German and Iranian companies in business matters.



## Thomas Junge

Manager Credit Department  
Europäisch-Iranische Handelsbank AG  
(eihbank)

Depenau 2  
20095 Hamburg, Germany  
Phone: +49 (0) 40 32109-452  
Fax: +49 (0) 40 32109-455  
Email: [thomas.junge@eihbank.de](mailto:thomas.junge@eihbank.de)  
Internet: [www.eihbank.de](http://www.eihbank.de)

The foreign trade bank Europäisch-Iranische Handelsbank AG is headquartered in Hamburg/Germany, with 2 branches in Tehran and Kish Island/Iran. For more than 40 years, eihbank has provided to its international customers and correspondent bankers a broad range of high-level banking services related to business with the Islamic Republic of Iran.

Since lifting of the Iran sanctions, Europäisch-Iranische Handelsbank AG has been providing its customers the full range of products and services within the framework of the legal possibilities. This includes payment services, guarantee issuance, advice on the sight and usance letters of credit of its Iranian correspondent banks, as well as the confirmation and financing of such letters of credit.

Thomas Junge heads eihbank's Credit Department as well as its Banking Relations Department and will gladly be your contact person for miscellaneous banking aspects in Iran business.

In light of the improving situation, business activities with Iran need to be enhanced in order to bring the pleasant and long-lasting German-Iranian business ties back to normality.



# Daniel Kowalski

Project Manager  
Wpd Iran Holding GmbH

Stephanitorsbollwerk 3, Haus LUV,  
28218 Bremen, Germany  
Phone: +49 (0) 7142 778154  
Mobile: +49 (0) 171 9742101  
Fax: +49 (0) 7142 778199  
Email: d.kowalski@wpd.de  
Internet: www.wpd.de



Wpd acts as a strong partner for the development, financing, construction and operation of wind farms on land and at sea. The company, founded in Bremen, Germany, in 1996, is today playing a leading role worldwide in helping to convert energy supplies and supporting the protection of our climate. In Germany, wpd has earned itself a leading position in the expansion of wind power onshore, and is making a name for itself in the repowering business as an engine for innovation. wpd is also successful in the European offshore area and abroad. We have set up a worldwide project pipeline of 7,500 megawatts onshore and 5,400 megawatts offshore in 18 countries. Our portfolio covers all services from the planning and financing of projects to their construction and the running and management of the finished wind farm. And in the process our teams abroad are excellently networked with their colleagues in Germany. Together they can draw on decades of experience in the wind power sector and exploit their synergy effects successfully. For years wpd has held the first-class A Rating from the agency Euler Hermes (Allianz Group). This external assessment of our creditworthiness emphasises the excellent future prospects enjoyed by our company in addition to its positive status quo analysis.

Wpd has been active in Iran with its cooperation partner AYSA LLC in Tehran since mid-2016, developing a 420 MW pipeline of wind energy projects in different regions. As our first projects are reaching the ready-to-build stage, we would like to address some challenges and ideas about the Iranian regulatory framework within the context of international project development and financing. Especially some parts of the power purchase agreement are from our perspective worth closer discussion.



## Constantin Lauer

General Manager Iran  
Karl Kolb GmbH & Co. KG

Im Steingrund 3,  
63303 Dreieich, Germany  
Phone: +49 (0) 6103 603 0  
Fax: +49 (0) 6103 603 101  
Email: [c.lauer@karlkolb.com](mailto:c.lauer@karlkolb.com)  
Internet: [www.karlkolb.com](http://www.karlkolb.com)

Karl Kolb GmbH & Co. KG has been a major supplier of laboratory and scientific equipment for more than 70 years. Our clients range from medical and scientific institutes to research and educational establishments including Ministries as well as industrial enterprises. The company manages a diverse product portfolio of more than 40,000 items from 439 manufacturers. The broad spectrum of products ranges from simple lab consumables to complete technical installations required by science, education, health and industry sectors.

Our value proposition to the customer and end user includes installation, training and after-sales services. All our products fulfil the highest German and European quality standards.

Karl Kolb is an authorized distributor of companies such as Leica, Beckman, Molecular Devices, Sciex and many others.

# Thomas Lohmann

Managing Director  
GLS Neue Energie GmbH

Mehringdamm 66, 10961 Berlin  
Phone: +49 (0) 30 55 14 37 40  
Phone: +49 (0) 30 54 625 158  
Email: [thomas.lohmann@max-renewables.eu](mailto:thomas.lohmann@max-renewables.eu)  
Internet: [www.max-renewables.eu](http://www.max-renewables.eu)



Max Renewables is the Brand of GLS Neue Energie GmbH in Berlin. We develop, build and operate first-rate wind and solar parks in Europe and the Middle-East Region. Wind and Solar energy are one of the most promising forms of sustainable energy. Sun and Wind are freely available to everyone and form inexhaustible energy sources. They are the sustainable solution for current and future generations.

We carefully shape our projects. Thorough research is the basis of the development of solar and wind parks with long-term profitability. We inform and involve local stakeholders at an early stage.

Max Renewables stands for high quality and reliable project management – from development and building up to the long term operation. Our team has build a large number of renewable Energy plants in the last 20 years in Europe.

We have developed a number of Solar Projects in Iran. We are about to finalise our funds and our plan is to start building the first parks in April 2018.



# Koenraad Paredis

Managing Director  
Drägerwerk AG & Co. KGaA

Dubai Healthcare City, Building 25, 5<sup>th</sup> Floor,  
PO 505108; Dubai, United Arab Emirates

Phone: +971 (0) 4 4294600

Phone: +971 (0) 4 4294699

Email: [koen.paredis@draeger.com](mailto:koen.paredis@draeger.com)

Internet: [www.draeger.com](http://www.draeger.com)

# Helene Rang

Proprietor Helene Rang & Partner  
CEO of NUMOV

Kronenstr. 1  
10117 Berlin, Germany  
Phone: +49 (0) 30 2064-100  
Fax: +49 (0) 30 2064-1010  
Email: [numov@numov.de](mailto:numov@numov.de)  
Internet: [www.numov.de](http://www.numov.de)



The company Helene Rang & Partner was founded 30 years ago and specialises in international economic consultancy.

For 20 years Helene Rang has been CEO of NUMOV / Nah- und Mittelost-Verein, German Near and Middle East Association, which was founded 84 years ago and is Germany's oldest non-profit organisation for the promotion of bilateral economic relations between Germany and the Near and Middle East. NUMOV's Honorary Chairman is Gerhard Schröder, former Chancellor of the Federal Republic of Germany.



## Peter Reinartz

Director Sales BU Industrial Projects  
Leoni Kerpen GmbH

Zweifaller Straße 275–287,  
52224 Stolberg, Germany  
Phone: +49 (0)2402-17531  
Fax: +49 (0)2402-20297  
Email: [peter.reinartz@leoni.com](mailto:peter.reinartz@leoni.com)  
Internet: [www.leoni.com](http://www.leoni.com)

LEONI is a global supplier of wires, cables and wiring systems as well as a provider of related development services. The group of companies, to which LEONI Kerpen GmbH in Stolberg/Germany is belonging, is listed on the German MDAX, employs about 80,000 people in 34 countries and is aiming to generate consolidated sales of EUR 5 billion in 2017. The principal customer base is the AUTOMOTIVE industry, for which LEONI develops and makes technically sophisticated products: from single-core automotive wires to complete wiring systems with integrated electronics. LEONI's product range comprises of wires and strands, standardized cables as well as special cables and wiring systems for applications in the automotive, transport, communication and infrastructure sectors as well as other industries.

Founded in 1919, LEONI Kerpen GmbH develops, produces and distributes copper and glass fiber cable-based systems for DATA TRANSMISSION, for use in both office and residential buildings as well as in industrial environments. With more than 20 years of experience in copper data cables, LEONI Kerpen GmbH is Germany's leading supplier in this market. Another mainstay of the Company's business comprises special cable solutions for MEASURING, CONTROLLING AND REGULATING in industry as well as for major international plant engineering projects in the OIL EXPLORATION, REFINERY and major CHEMICAL business sectors. LEONI Kerpen GmbH is among the world's top three providers of special cables for major plant engineering projects. LEONI Kerpen GmbH has an experience and a wide reference list for industrial projects in Iran for more than 20 years.

# Shaghayegh Smousavi

Partner, Managing Director of CMS Pars  
CMS Hasche Sigle

Breite Str. 3,  
40213 Düsseldorf, Germany  
Phone: +49 (0) 211 4934 189  
Fax: +49 (0) 211 4934 220  
Email: shaghayegh.smousavi@cms-hs.com  
Internet: www.cms.law



Shaghayegh Smousavi is Partner of CMS in Germany and the Managing Director of CMS in Tehran. Her main focus is on cross-border transactions and financing. She has proven country-specific expertise and experience, in particular in assisting international companies to start – or resume – doing business in Iran.

CMS is the first international law firm to provide support via a dedicated office and team of lawyers in Iran. Our services range from assistance with opening representative offices to transactions and joint ventures. We have a well-developed network in Iran, enabling us to provide our clients with services that meet international quality standards.

CMS is one of the global leading international law firms. Our knowledge is supported by more than 4,500 lawyers and tax advisors in 74 offices worldwide.



# Keywan Tadjalli

Mobility CEO  
Tadjalli Development Design Consulting

Venloer Str. 459  
50825 Köln, Germany  
Phone: +49 (0) 221 9726202  
Mobil: +49 (0) 172 7871784  
Fax: +49 (0) 221 2781893  
Email: [info@tddc.de](mailto:info@tddc.de)  
Internet: [www.tddc.de](http://www.tddc.de)

TDDC is an engineering and consulting company established in 1996 in Cologne/Germany, which offers professional support to companies planning to build modules quickly and efficiently. For our customers, we prepare the way to a successful interface between automotive OEMs (Ford, VW, Daimler & BMW) and their suppliers in the global interchange.

Membership: The Association of German Engineers since 1996

Areas of competence:

- Process optimisation and implementation of complex operating processes
- Ensurance of communication between intern departments, customers, suppliers, and international partners
- Responsibility for time management, feasibility studies, and quality
- Realisation of information management systems to increase the information quality and speed up of decision processes
- Development and production of technical modules with the corresponding tools
- Customer and quality orientation in all steps of the workflow
- Determination and coordination of national and international suppliers



# Ali Vezvaei

Executive President for Middle East Operations

Bilfinger SE

Carl-Reiß-Platz 1-5,

68165 Mannheim, Germany

Phone: +971 (0) 547910518

Email: manuela.stroescu@bilfinger.com

Internet: www.babcock.bilfinger.com



Mr. Vezvaei is the Executive President & CEO of Bilfinger Middle East, in charge of group companies and their operations across the region. He also serves as the Member of the Management Board of Tebodin ME. Previously he assumed the responsibility as the President of Linde AG Engineering division across the MENA region, while serving as a Member of the Board of its affiliated companies in the region.

Prior to joining the Linde Group, Mr. Vezvaei served as the Global Senior Vice President of Siemens Oil&Gas, after he had served as the Division Cluster CEO of the firm's Oil & Gas division in Middle East. He served previously as Siemens Oil&Gas Division's Global Vice President for Strategy and Mergers & Acquisitions and has assumed several other senior management positions during his long tenure with the German conglomerate. With many years of experience as a senior executive in the Energy & Hydrocarbon industries, he has a strong focus on Engineering & Technology as well as strategic developments such as carbon management, gas monetization solutions and integrated energy management.

Mr. Vezvaei has been recognized and awarded as one of the top executive leaders in the Middle East by the Forbes for two consecutive years. He has co-authored a paper on Transforming GCC's O&G industry into the 21st century, published by GRC at Cambridge University in 2014. Another paper on clean energy solutions for the GCC countries was also published by the Cambridge University earlier. A white paper on the region's chemical clusters potential was also written. He accomplished his Executive Education at the University of Oxford - Saïd Business School and also holds a Bachelor's Degree in Mechanical Engineering.



# Benedikt van den Woldenberg

Regional Manager

NUMOV / German Near and Middle East Association

Kronenstr. 1

10117 Berlin, Germany

Phone: +49 (0) 30 2064-100

Fax: +49 (0) 30 2064-1010

Email: [numov@numov.de](mailto:numov@numov.de)

Internet: [www.numov.de](http://www.numov.de)

NUMOV / Nah- und Mittelost-Verein, the German Near and Middle East Association, was founded 84 years ago and is Germany's oldest non-profit organisation for the promotion of bilateral economic relations between Germany and the Near and Middle East. Board members include well-known enterprises (see page 5-6). NUMOV's Honorary Chairman is Gerhard Schröder, Former Chancellor of the Federal Republic of Germany.

# Draft Programme

German Economic Delegation to Iran from 12<sup>th</sup> – 15<sup>th</sup> January 2018,  
organised by NUMOV / German Near and Middle East Association

## Friday, 12<sup>th</sup> January 2018

Departure from Germany to Tehran

## Saturday, 13<sup>th</sup> January 2018

- 09.30 h Departure from the hotel
- 10.00 h H.E. Mohammad Reza Nematzadeh  
Former Minister of Industry, Mine and Trade  
Advisor to the Minister of Oil  
Member of the International Board of NUMOV
- 13.00 h Iran Trade Promotion Organization (TPO)  
H.E. Mojtaba Khosrowtaj, Dep. Minister of Trade and President of the TPO  
B2B meetings at the TPO
- 16.30 h Ministry of Energy  
H.E. Reza Ardakanian, Minister
- 19.00 h Dinner on invitation of NUMOV member Ofoghe Alborz Industrial Group  
Mr Abdollah Hashemi

## Sunday, 14<sup>th</sup> January 2018

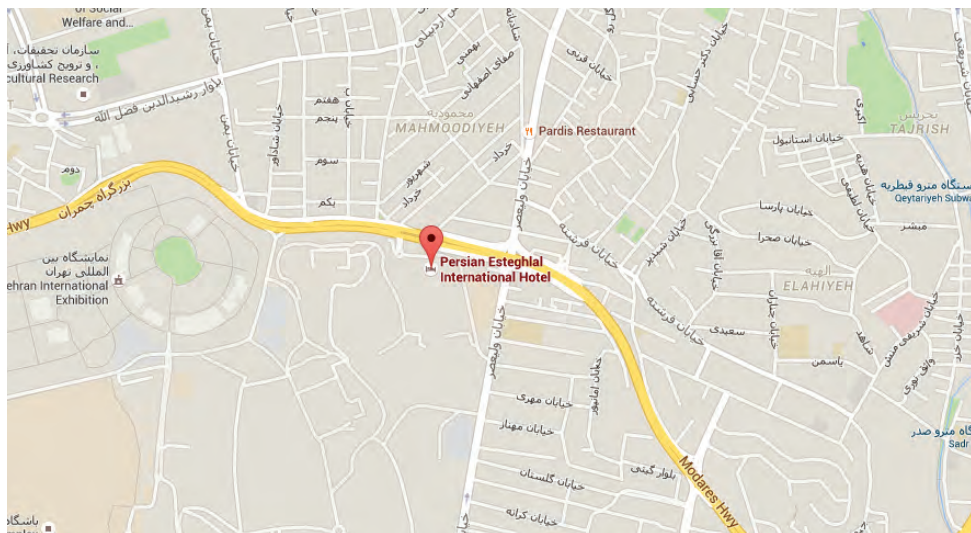
- 09.00 h Ministry of Health  
Dr Iradj Harirchi, Dep. Minister
- 11.00 h Secretary of the Supreme Council of Iran's Free Zones  
H.E. Morteza Bank, Secretary of the Supreme Council of Iran's Free Zones
- 13.00 h Saman Bank  
Vali Zarrabieh, Chairman
- 15.00 h Renewable Energy and Energy Efficiency Organization (SATBA)  
H.E. Dr Seyed Mohammad Sadeghzadeh, Dep. Minister and Head of SATBA
- 17.00 h Social Security Investment Company (Shasta)  
H.E. Dr Akbar Tourkan, Shasta, Special Advisor to the President
- 18.00 h Reception on invitation of the German Ambassador to Iran  
H.E. Michael Klor-Berchtold

## Monday, 15<sup>th</sup> January 2018

Individual departure

Parsian Esteghlal International Hotel  
Crossroad of Chamran and Valiasr, Tehran  
Phone: +98 (21) 22660011-25  
Fax: +98 (21) 22660041  
Email: info@esteghlalhotel.com  
Internet: www.esteghlalhotel.ir

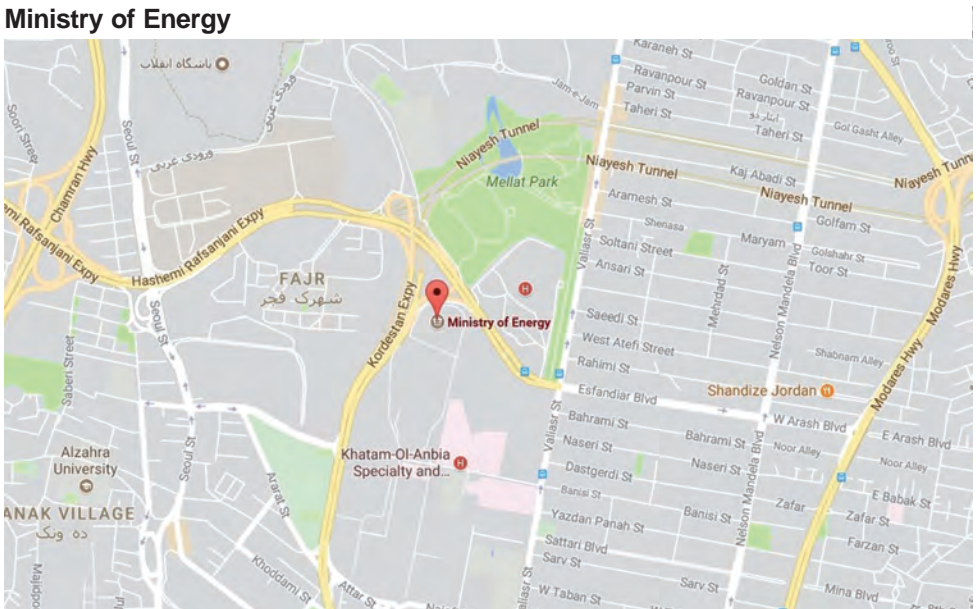
**Reservation**  
Phone: +98 (21) 22660011-25  
internal: 511  
Fax: +98 (21) 22660031  
Email: reservation@esteghlalhotel.com



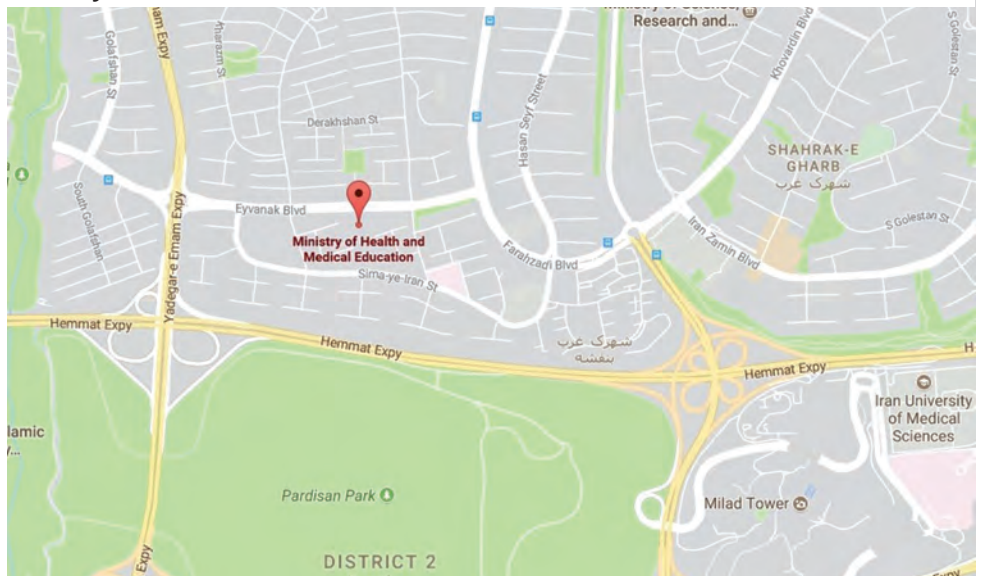
## Iran Trade Promotion Organization (TPO)



## Ministry of Energy



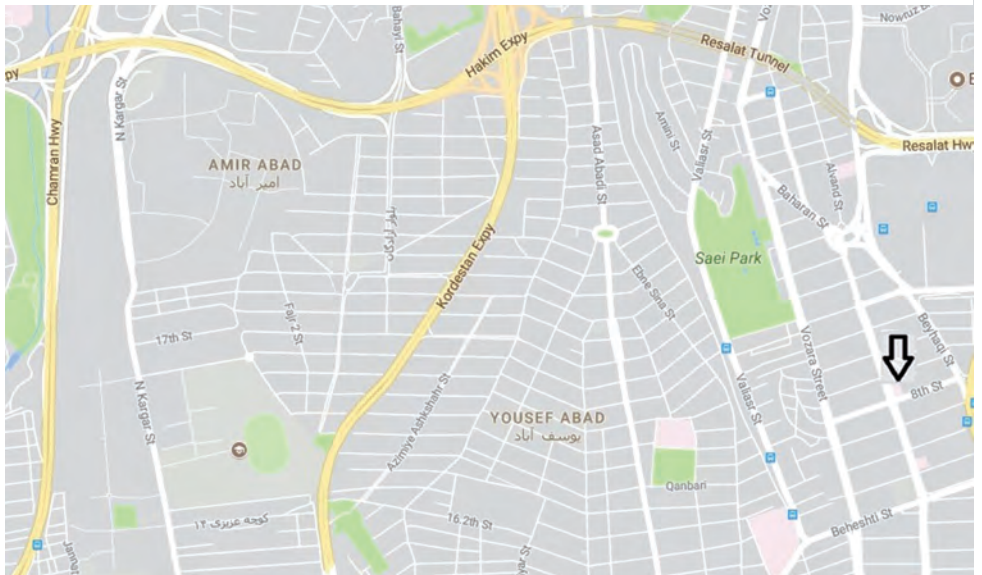
## Ministry of Health



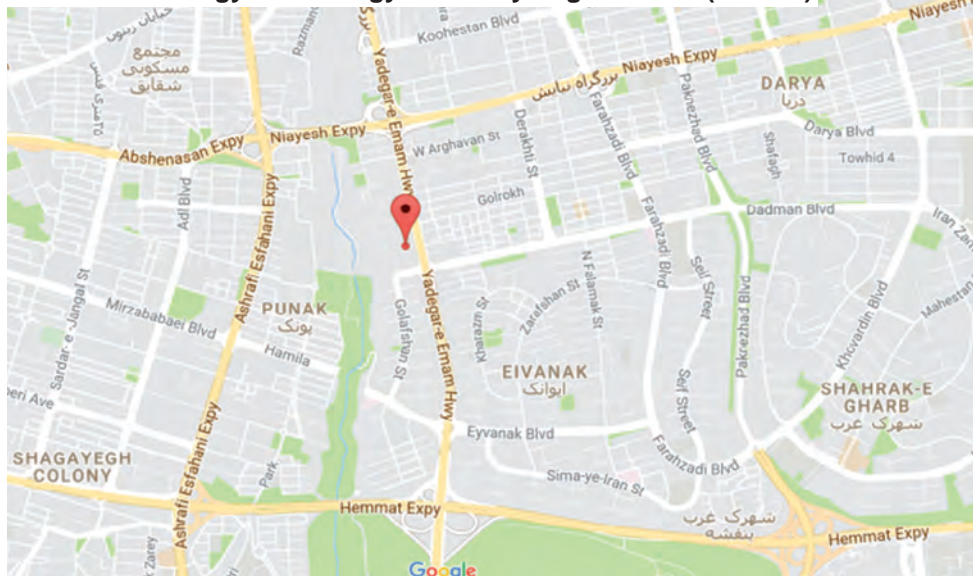
## Supreme Council of Iran's Free Trade, Industrial and Special Economic Zones



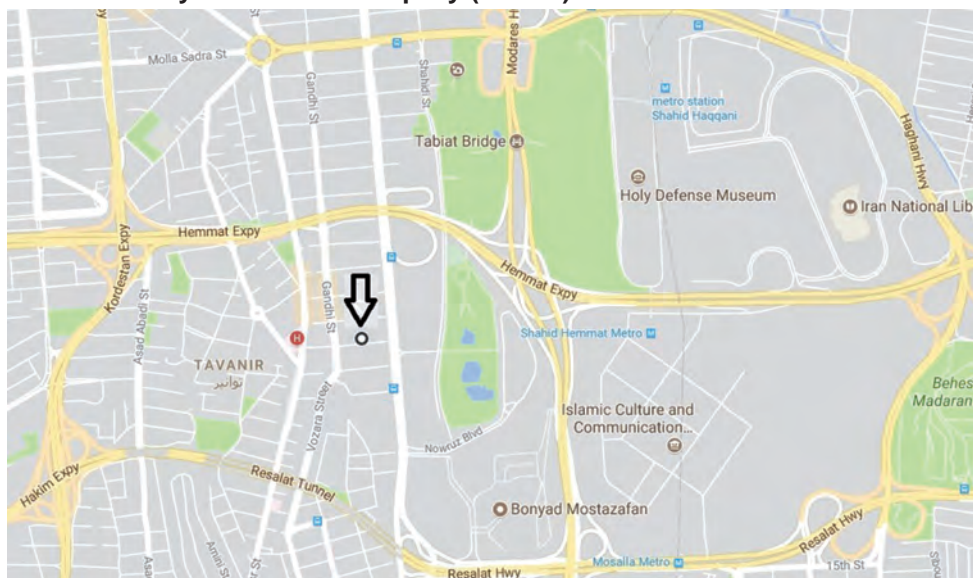
## Saman Bank



## Renewable Energy and Energy Efficiency Organization (SATBA)



## Social Security Investment Company (Shasta)







# Relevant Contacts

## In the Federal Republic of Germany

NUMOV / Nah- und Mittelost- Verein e.V.  
German Near and Middle East Association  
Kronenstr. 1, 10117 Berlin  
Tel.: +49 (0) 30-2064-100  
Fax: +49 (0) 30-2064-1010  
Email: numov@numov.de  
Internet: <http://www.numov.de>

DOI / Deutsches Orient-Institut - German Orient-Institute  
Kronenstr. 1 , 10117 Berlin  
Tel.: +49 (0) 30-2064-1021  
Fax: +49 (0) 30-2064-1029  
Email: doi@deutsches-orient-institut.de  
Internet: <http://www.deutsches-orient-institut.de>

Embassy of the Islamic Republic of Iran in Berlin  
Podbielskiallee 67, 14195 Berlin  
Tel.: +49 (0) 30-8435-30  
Fax: +49 (0) 30-8435-3535  
Email: info@iranbotschaft.de  
Internet: <http://www.iranembassy.de>

Federal Ministry for Economic Affairs and Energy  
Scharnhorststr. 34-37, 10115 Berlin  
Tel.: +49 (0) 30-1861-59 / 1861-90  
Fax: +49 (0) 30-1861-57010  
Email: info@bmwi.bund.de, kontakt@bmwi.bund.de  
Internet: <http://www.bmwi.de>

German Federal Foreign Office  
Werderscher Markt 1, 10117 Berlin  
Tel.: +49 (0) 30-1817-0  
Fax: +49 (0) 30-1817-3402  
Email: poststelle@auswaertiges-amt.de  
Internet: <http://www.auswaertiges-amt.de>

## In the Islamic Republic of Iran

Embassy of the Federal Republic of Germany  
Tehran Ferdowsi Ave. No 320-324, 11365 Tehran, Iran

Tel.: +98 (0) 21-3999-0000

Fax: +98 (0) 21-3999-1890

Email: [info@tehran.diplo.de](mailto:info@tehran.diplo.de)

Internet: <http://www.tehran.diplo.de>

Ambassador's residence:

Shariati Ave., Pol-e-Roumi, Hassan Akbari Ave. 5, Tehran, Iran

### ***MINISTRIES***

Ministry of Energy

No. 4, Ayatollah Hashemi Rafsanjani (Niayesh) Highway, Vali-e-Asr Avenue, Tehran, Iran

Tel.: +98 (0) 21-81606-000-4

Fax: +98 (0) 21-81606-552

Email: [info@moe.org.ir](mailto:info@moe.org.ir)

Internet: <http://www.moe.gov.ir>

Ministry of Industry, Mining and Trade

Pour Mousa Allay, Somayeh St., Karim Khan Ave., Tehran, Iran

Tel.: +98 (0) 21-81761

Fax: +98 (0) 21-81771

Email: [info@mimt.gov.ir](mailto:info@mimt.gov.ir)

Internet: <http://www.mimt.gov.ir>

Ministry of Roads and Urban Development

Shahid Dadman Tower, Arazi Abbas Road, Africa Ave., Argentina Squar, Modares Hwy, Tehran, Iran

Tel.: +98 (0) 21-88878031-9

Fax.: +98 (0) 21-88646333

Email: [info@mrud.ir](mailto:info@mrud.ir)

Internet: <http://www.mrud.ir>

### ***COMMERCIAL GOVERNMENT-OWNED BANKS***

Bank Melli Iran

Ferdowsi Ave., Tehran, Iran

Post Code: 1135937681

Tel.: +98 (0) 21-60991, (0) 21-64146

vocal: +98 (0) 21-66721448, +98 (0) 21-66721449

Fax: +98 (0) 21-66738606

Email: [pr@bmi.ir](mailto:pr@bmi.ir)

Internet: <http://www.bmi.ir>

Saman Bank  
No. 7, Aryan Tower, 8<sup>th</sup> street, Bucharest Ave. Tehran, Iran  
Tel.: +98 (0) 21-2309-5100  
Internet: <http://www.sb24.com>

### ***FURTHER ADRESSES***

IICIC  
NO.4, 7<sup>th</sup> Floor, Mellat Tower, Vali e Asr St., Tehran, Iran  
Tel.: +98 (0) 21-2204-8859  
Fax: +98 (0) 21-2204-4769  
Email: [imis@iicic.com](mailto:imis@iicic.com)  
Internet: [www.iicic.com](http://www.iicic.com)

Iran Trade Promotion Organization (TPO)  
Chamran Hwy., Vali-e-Asr St, Tehran, Iran  
Tel: +98 (0) 21-21919  
Fax: +98 (0) 21-2266-4044-5  
Email: [info@tpo.ir](mailto:info@tpo.ir)  
Internet: <http://www.tpo.ir>

IRIB International Conference Center  
Namayeshgah St., Shahid Chamran Hwy., Tehran, Iran  
Tel: +98 (0)21-2205-3605

National Environment Fund  
No. 36, Saraf Nejad Alley, Sarfha ST, Darya Blvd, Tehran, Iran  
Tel. : +98 (0) 21-8868-0350 / (0) 21-8868-0401  
Fax : +98 (0) 21-8868-0877  
Email : [info@irnef.org](mailto:info@irnef.org)  
Internet : [www.irnef.org](http://www.irnef.org)

Renewable Energy Organization of Iran (SUNA)  
Energy Affairs Deputy Building, Western End of Dadman (Poonak Bakhtari) Blvd.,  
Shahrak-e-Qods, Tehran, I.R. IRAN, P.O Box: 1468611387  
Tel: +98 (0) 21-88085006-9  
Email: [info@suna.org.ir](mailto:info@suna.org.ir)  
Internet: <http://www.suna.org.ir/en/home>

Social Security Investment Company (Shasta)  
No. 4, 3<sup>rd</sup> Dead End, Gandhi St., Tehran, Iran  
Tel: +98 (0) 21-9210-9000  
Fax: +98 (0) 21-8877-9412  
Email: [info@ssic.ir](mailto:info@ssic.ir)  
Internet: <http://www.ssic.ir>

Supreme Council of Iran's Free Trade, Industrial and Special Economic Zones  
Valiasr Ave., Esfandiar Blvd. No. 51, Tehran, Iran

Notes:

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- Initiation and extension of cooperation
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- Information on projects and tenders
- German business delegations
- Representation of Interests
- Training, Lectures, Seminars and Conferences
- Match-making events
- Project-Hotline
- Bi-monthly Magazine "Near and Middle East Economic Forum" (Wirtschaftsforum Nah- und Mittelost)
- Near and Middle East Economic Handbook
- Coordination office of the Federation of European Near and Middle East Business Associations
- Iranian German Business Forum

**[www.numov.de](http://www.numov.de)**  
**[numov@numov.de](mailto:numov@numov.de)**

**Honorary Chairman Dr. Gerhard Schröder**  
**Former Chancellor of the Federal Republic of Germany**  
**CEO / Dp. Chairperson Helene Rang, Chairman Burkhard Dahmen**

# German Economic Delegation

to

## Iran

12<sup>th</sup> – 15<sup>th</sup> January 2018

organised by



**German Near and Middle East Association**

[www.numov.de](http://www.numov.de) [numov@numov.de](mailto:numov@numov.de) +49 (0) 30 2064-100

Kronenstr. 1, 10117 Berlin, Germany

# Alphabetical List of Participants

Participants	Enterprises
Dahmen, Burkhard	<b>SMS group GmbH</b> President and CEO Head of Delegation Chairman of NUMOV Eduard-Schloemann-Str. 4, 40237 Düsseldorf, Germany Phone: +49 (0) 211 881-2222 Fax: +49 (0) 211 881-772222 Email: burkhard.dahmen@sms-group.com Internet: www.sms-group.com
Dieluweit, Marc Heinrich	<b>Dieluweit – Pharma</b> Owner Königsallee 26, 40212 Düsseldorf, Germany Phone: +49 (0) 211 54057090 Fax: +49 (0) 211 54057001 Email: marc.dieluweit@dieluweit.com Internet: www.dieluweit.com
Dolski, Dr. Jörg	<b>VSB Holding GmbH</b> Managing Director Schweizer Straße 3a, 01069 Dresden, Germany Phone: +49 (0) 351 21183-400 Mobile: +49 (0) 351 21183-44 Email: joerg.dolski@vsb.energy Internet: www.vsb.energy
Ehgartner, Stefan	<b>Lindner – Building New Solutions</b> CEO Georgstraße 2, 94424 Arnstorf, Germany Phone: +49 (0) 8723 20-2162 Mobile: +49 (0) 151 12191901 Email: stefan.ehgartner@lindner-group.com Internet: www.lindner-group.com
Faika, Sören	<b>DiBeratung GmbH</b> Founder & CEO Lehmweg 26, 20251 Hamburg, Germany Phone: +49 (0) 40 32964815 Email: faika@diberatung.de Internet: www.diberatung.de
Fuchs-Kittowski, Gerhard E.	<b>Project Development Ltd.</b> Director / CEO August-Str. 61, 10117 Berlin, Germany Phone: +49 (0) 162 5418239 Email: fuchski@hotmail.com



<b>Participants</b>	<b>Enterprises</b>
<b>Geduldig, Ralf</b>	<b>RKG Consulting</b> CEO Bach Str. 36, 61350 Bad Homburg vor der Höhe, Germany Phone: +49 (0) 6172 9180747 Mobile: +49 (0) 171 6837973 Email: rakage@t-online.de
<b>Junge, Thomas</b>	<b>Europäisch-Iranische Handelsbank AG (eihbank)</b> Manager Credit Department Depenau 2, 20095 Hamburg, Germany Phone: +49 (0) 40 32109-452 Fax: +49 (0) 40 32109-455 Email: thomas.junge@eihbank.de Internet: www.eihbank.de
<b>Kowalski, Daniel</b>	<b>Wpd Iran Holding GmbH</b> Project Manager Stephanitorsbollwerk 3, Haus LUV, 28218 Bremen, Germany Phone: +49 (0) 7142 778154 Mobile: +49 (0) 171 9742101 Fax: +49 (0) 7142 778199 Email: d.kowalski@wpd.de Internet: www.wpd.de
<b>Lauer, Constantin</b>	<b>Karl Kolb GmbH &amp; Co. KG</b> General Manager Iran Im Steingrund 3, 63303 Dreieich, Germany Phone: +49 (0) 6103 603 0 Fax: +49 (0) 6103 603 101 Email: c.lauer@karlkolb.com Internet: www.karlkolb.com
<b>Lohmann, Thomas</b>	<b>GLS Neue Energie GmbH</b> Mehringdamm 66, 10961 Berlin Phone: +49 (0) 30 55 14 37 40 Email: thomas.lohmann@max-renewables.eu Internet: www.max-renewables.eu
<b>Paredis, Koenraad</b>	<b>Drägerwerk AG &amp; Co. KGaA</b> Moislinger Allee 53-55, 23558 Lübeck, Germany Phone: +971 (0) 4 4294600 Fax: +971 (0) 4 4294699 Email: koen.paradis@draeger.com Internet: www.draeger.com
<b>Rang, Helene</b>	<b>Helene Rang &amp; Partner</b> Proprietor, CEO of NUMOV Kronenstr. 1, 10117 Berlin, Germany Phone: +49 (0) 30 2064-100 Fax: +49 (0) 30 2064-1010 Email: numov@numov.de Internet: www.numov.de

## Participants

Reinartz, Peter

## Enterprises

### Leoni Kerpen GmbH

Director Sales BU Industrial Projects  
Zweifaller Straße 275–287,  
52224 Stolberg, Germany  
Phone: +49 (0)2402-17531  
Fax: +49 (0)2402-20297  
Email: peter.reinartz@leoni.com  
Internet: www.leoni.com

Rusch, Andreas

### Fresenius Umwelttechnik GmbH

Managing Partner  
Doncaster-Platz 5, 45699 Herten, Germany  
Phone: +49 (0) 23 66 / 93961-44  
Mobile: +49 (0) 175 560 3713  
Fax: +49 (0) 23 66 / 93961-16  
Email: andreas.rusch@fresenius-ut.com  
Internet: www.fresenius-ut.com

Smousavi, Shaghayegh

### CMS Hasche Sigle mbB

Partner, Managing Director of CMS Pars  
Breite Str. 3, 40213 Düsseldorf, Germany  
Phone: +49 (0) 211 4934 189  
Fax: +49 (0) 211 4934 220  
Email: shaghayegh.smousavi@cms-hs.com  
Internet: www.cms.law

Tadjalli, Keywan

### Tadjalli Development Design Consulting

Mobility CEO  
Venloer Str. 459, 50825 Köln, Germany  
Phone: +49 (0) 221 9726202  
Mobile: +49 (0) 172 7871784  
Fax: +49 (0) 221 2781893  
Email: info@tddc.de  
Internet: www.tddc.de

Vezevaei, Ali

### Bilfinger SE

Executive President for Middle East Operations  
Carl-Reiß-Platz 1-5, 68165 Mannheim, Germany  
Phone: +971 (0) 54 7910518  
Email: manuela.stroescu@bilfinger.com  
Internet: www.babcock.bilfinger.com

van den Woldenberg, Benedikt

### German Near and Middle East Association / NUMOV

Regional Manager  
Carl-Reiß-Platz 1-5, 68165 Mannheim, Germany  
Kronenstr. 1, 10117 Berlin, Germany  
Phone: +49 (0) 30 2064-100  
Fax: +49 (0) 30 2064-1010  
Email: numov@numov.de  
Internet: www.numov.de