Business Contact Programme:

Railway Construction, Railway Technology and Rail Transport:
Products and Services for the Expansion and Rehabilitation of the Egyptian Railway Infrastructure

German Business Delegation Mission to the Arab Republic of Egypt,
Cairo

22 – 26 June 2019
German Business Delegation Mission  

to the  
Arab Republic of Egypt  
(Cairo)  

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Railway Construction, Railway Technology  
and Rail Transport:  
Products and Services for the Expansion  
and Rehabilitation of the Egyptian Railway  
Infrastructure  

In cooperation with and supported by the German  
Federal Ministry for Economic Affairs and Energy (BMWi)
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Message of greeting from the
Federal Ministry for Economic Affairs and Energy

Mr. Christian Tippelt
Director Foreign Market Entry Programme of the
Federal Ministry for Economic Affairs and Energy (BMWi)

The BMWi Foreign Market Entry Program assists German Small and Medium-Sized Businesses during all stages of their export activities. Participating businesses receive widespread support from the initial stages of market exploration up to the making of actual business contacts, e.g., by providing first-hand market information, organizing exploration trips and building networks. Key element of this support is the personal assistance during preparation, implementation and follow-up of these measures to ensure that the business arrangements are of high quality and sustainable.

This visit is part of the “business matchmaking” module of the BMWi Foreign Market Entry Programme and will facilitate business contacts as well as provide important impulses for the further intensification of the fruitful co-operation between Egypt and Germany.

On behalf of the German Federal Ministry for Economic Affairs and Energy I would like to thank the participants from Germany, and all multipliers, and other involved parties in Egypt for their contribution to create a successful measure.
Message from the
German Railway Industry Association (VDB)

German Railway Technology – Mobility Reinvented

Egypt is one of the most interesting and exciting markets for railway technology, infrastructure and rolling stock in the Middle East. With almost 5,000 km of track connecting major cities and for the carriage of goods, the Egyptian railway system plays a vital role in the country’s economy. Since 2018 the Egyptian Government and the Egyptian Railways decided to invest and to modernize the railway infrastructure and to procure rolling stock for increasing the safety and capacity of the railway system. The expansion of the Cairo metro or the tram-system in Alexandria are also important projects to meet the people’s growing demand for mobility.

The German Railway Industry Association (VDB) with its more than 200 member companies unites the manufacturers of all products for railway operation under its umbrella – both system houses and medium-sized suppliers. The structure of system houses and medium-sized businesses is unique and one of the reasons for success and for excellent products. The companies produce rail vehicles such as high-speed trains, locomotives and regional multiple units, metros, light rail vehicles, trams and goods wagons.

The railway industry also provides infrastructure equipment such as control and safety technologies, tracks, switches and stations. The companies electrify, digitize and automate the railway network and develop customer information and entertainment systems.

In addition, our member companies offer a wide range of services: planning, engineering, leasing and design. Increasingly important are the competencies for maintenance, repair and intelligent trains that predict when they will need spare parts. The leading position and the high customer satisfaction with German technology are based on lived values such as reliability, precision and efficiency.

As the German railway industry and with this delegation, we are therefore pleased to visit Egypt and to support our Egyptian partners and the planning for more rail traffic in future with innovative and sustainable solutions and products. Our experienced companies see themselves as long-term and reliable partners to support the development of rail system and traffic in Egypt in all areas.

The VDB wishes all participants fruitful discussions and a lively exchange with Egyptian partners.

Axel Schuppe
General Manager
German Railway Industry Association
Participating German companies in alphabetical order
Blaschke Umwelttechnik GmbH

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Blaschke Umwelttechnik GmbH is recognized as one of the most important German leaders in manufacturing exhaust extraction systems for workshops.

For more than 43 years, we have been designing, manufacturing and maintaining bespoke exhaust extraction solutions, especially for diesel locomotive and railcar maintenance and repair workshops. All our extraction systems are designed to permanently remove harmful exhaust emissions directly from the tailpipe of diesel railway vehicles and meet the demands of national and international health and safety regulations and standards. Today well over a thousand solutions are in active use across the globe and help to protect the health of employees in workplaces.

We seek direct contact with railway companies, as well as possible local partners for cooperation for the various customer sectors, railways, mining, fire departments, public transport companies.

Mr. Hesham El Badry, our Arabic speaking Export Manager, will be happy to advise you how to protect your workers from diesel engine exhaust emissions and assist you to define the exhaust extraction system that will best suit your needs.
Mr. Gaël Wyssen  
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FOGTEC is the world leading manufacturer of active fire protection solutions for rolling stock applications as well as underground infrastructure facilities such as tunnels and subway stations. With its well-known FOGTEC high pressure water mist technology FOGTEC is also one of the market leaders for innovative fire protection solutions in buildings and industrial applications. The FOGTEC water mist systems are not only 100% environmentally friendly, they are mostly also much more effective than conventional gas or water based firefighting equipment.

FOGTEC Rail Systems, a business unit of FOGTEC Brandschutz, is specialized in developing and supplies user specific fire protection system solutions for rolling stock applications from simple systems up to high performance solutions on highest safety requirements up to SIL 2. FOGTEC Rail Systems is established in the rail vehicle market worldwide and known for its knowledge in a world-wide context and quality of products.

Additionally, with its long market and application experience FOGTEC gives support and consulting for fire protection in public transportation in general.
GMT Gummi-Metall-Technik GmbH

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GMT is a leading worldwide specialist in the field of anti-vibration technology. For 50 years we have been manufacturing components and systems to reduce noise, shock and vibration. We provide solutions for all industry sectors such as general engine and machine builders, railway vehicle industry and aircraft industry. We provide our customers high quality products which compensate for the diverse loads and stresses experienced by railways vehicles.

Our economically conscious solutions are guided by the principals of efficient transmission of power, derailment safety as well as ease of maintenance. Our extensive application experience and industry specific knowledge allow us to develop and manufacture high-performance products for primary suspensions in bogies as well as for secondary suspensions such as air spring systems.

Complex customer needs demand an intelligent approach when selecting and designing our components. Once installed, continued technical support is offered for the life of our products in order to guarantee optimal performance in the application. We are continuously collaborating with our partners to develop new and innovative technology to continuously extend our range of capability and to incorporate these into our products.
KfW IPEX-Bank GmbH

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KfW IPEX-Bank GmbH is 100% owned by KfW, the promotional bank of the Federal Republic of Germany, and has a market reputation of being a long-term lender. KfW IPEX-Bank holds an AA+ credit rating from Standard & Poor’s based on a strong balance sheet position and ownership by KfW (AAA credit rating from S&P). The bank is one of the leading German financiers of export of capital goods, financing rolling stock, aircraft and ships as well as machines and other equipment worldwide and has broad experience in arranging and extending long-term loans, with either fixed or floating interest rates, lease finance in various jurisdictions, project financing, public private partnership projects and ECA-covered export finance. KfW IPEX-Bank has a robust history of financing activities in the public transport sector and of supporting rail related financings worldwide.

The bank is also experienced in advising, structuring, and arranging financing to various types of transactions, including railway lines. This is evidenced –inter alia– by the Exporters’ Choice Award that has selected KfW IPEX-Bank in 2016 and 2017 as number one in ranking of the “best performing bank for export finance”. Besides, we work very closely with the major ECAs, DFI’s, local and international banks around the world. Thus, we are in principle also interested in evaluating structuring and arranging of financing for projects as Mandated Lead Arranger and Bookrunner.
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Knorr-Bremse subsidiary Kiepe Electric, based in Düsseldorf, Germany, is a globally active supplier of electrical systems to the leading rail vehicle and bus manufacturers. The company offers efficient solutions and ecologically sustainable concepts for low-emission public transportation with eco-friendly electrical equipment for light rail vehicles, metros, regional rail networks and special-purpose vehicles, as well as for battery, trolley and In Motion Charging (IMC®) buses. The company’s workforce in Düsseldorf also takes care of vehicle modernization and offers maintenance and repair services.

Kiepe Electric was founded by Theodor Kiepe in 1906 as a workshop specializing in the repair of arc lamps. Then as now, the company was based in Düsseldorf. When World War II ended in 1945, Kiepe was relaunched with a focus on the manufacture of traction systems for buses and light rail vehicles. It established subsidiaries and rapidly developed into an important player in the industry.

Just recently, following its acquisition by Knorr-Bremse in 2017, the company was renamed: what had in the meantime become Vossloh Kiepe GmbH, now became Kiepe Electric GmbH. From a small workshop in North Rhine Westphalia, Kiepe Electric has today grown into a global player. At corporate headquarters in Düsseldorf and at six subsidiaries around the world, Kiepe Electric employs some 700 people. Annual sales for the group total approximately Euro 200 million. Every day, the company’s employees invest their knowledge and skills in the development, design and manufacture of advanced, high quality products.

Kiepe Electric’s success is based first and foremost on the competitiveness of its products and services. Highly motivated employees are, of course, an essential if customer requirements and expectations are to be met promptly and efficiently. The high quality and continuous improvement of the company’s products and services rank among the most important corporate goals. When new products and processes are developed, particular attention is paid to their ecological impacts and sustainability, with preference being given to eco-friendly, durable and recyclable products.

As it masters these challenges, Kiepe Electric relies on certified management systems in the fields of quality, the environment, and industrial health and safety.

We are looking for the best partner for realization of vehicle projects for new vehicles, modernizations, service and maintenance applications.

We are looking for a strong and competent partner who is also able to provide local content solutions.
Knorr-Bremse Systeme für Schienenfahrzeuge GmbH

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Knorr-Bremse is the leading manufacturer of braking systems and supplier of additional sub-systems for rail and commercial vehicles, with sales totaling approximately EUR 6.6 billion in 2018. In 30 countries, some 28,000 employees develop, manufacture, and service braking, entrance, control, and energy supply systems, HVAC and driver assistance systems, as well as steering systems, and powertrain and transmission control solutions. As a technology leader, through its products the company has been making a decisive contribution to greater safety by road and rail since 1905.

Every day, more than one billion people around the world put their trust in systems made by Knorr-Bremse.
Since 1947, KRAIBURG has been known as a well reputed company in the rubber business, employing more than 2,300 people worldwide. STRAIL, as part of the KRAIBURG group, started the level crossing business back in 1976 and is delivering the products today to major railways in more than 50 countries. Constant improvement of the product design and quality as well as distinctive customer care with local partners made STRAIL the market leader in most of the countries.

From pedestrian crossings to heavy duty traffic – there is a perfect solution to pass every level crossing safely. By adding a rough surface to our systems they may also serve as a protection against trespassing.

STRAIL level crossings are in use not only in Europe (Germany, UK, France, Sweden, Italy,…) but also in Australia, New Zealand, Japan, South East Asia, India, South-America and North-Africa. Around 70,000 level crossings have now been delivered globally.

STRAIL level crossings can be found in places with very harsh conditions. The iron ore mining area in Western Australia provides very challenging conditions for level crossings with temperatures up to 50°C, heavy trucks (weight of more than 150 tons) at speed up to 100 km/h. The major mining companies did choose STRAIL as their preferred level crossing system due to its durability and easy handling.

Made of fully depth rubber, STRAIL provides a very safe and durable level crossing. Special designed surface, tailor made rubber and Corundum (Al2O3) care for very high slip resistance and low wear. Tie rods running through all panels make movement of the panels and gaps between the panels virtually impossible.

Due to its modularity and the flexible material rubber, the panels can be installed quickly. In case of track maintenance, panels can be removed even manually and put back to the track after finishing track tamping. Maintenance work for the STRAIL panels itself is usually not necessary.

KRAIBURG STRAIL level crossing systems connect streets and rails – fast, safely and reliably.
voestalpine SIGNALING Sainerholz GmbH

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voestalpine SIGNALING Sainerholz GmbH is one of the two German companies of voestalpine SIGNALING. The company was started in 1986 and is active in the field of signaling technology. Since 1990 voestalpine SIGNALING Sainerholz is designing and manufacturing switch machines.

In 1999, the first in-tie switch machine was installed at German Railways following the voestalpine SIGNALING Sainerholz design principle of integrating the locking device in the switch machine.

Later a deviation of the locking device was developed to operate moveable point frogs and turnouts where the switch points are connected with stretcher bars, like to be found in the US.

Hundreds and hundreds of machines are installed worldwide, proving safe and reliable operation under various climate conditions in everyday service.

voestalpine Signaling Sainerholz GmbH is a member of voestalpine Railway Systems division which is heading a group of signaling and monitoring system providers, a rail rolling mill as well as the world market leader for turnout systems.
Implementing partners
German-Arab Chamber of Industry and Commerce (GACIC)
Deutsch-Arabische Industrie- und Handelskammer

AHK Ägypten

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The German-Arab Chamber of Industry and Commerce was established in Egypt in 1951 and represents over 2,700 member companies. GACIC is the largest organization in the framework of business cooperation between Germany and the Arab world. GACIC plays a pivotal role in Egypt and German business cooperation.

Our **market entry support** is tailored to provide qualified business intelligence and address local characteristics which are decisive factors in the Egyptian, Arab and German markets.

**In addition, GACIC offers:**
Promotional trade and industrial developments;
- Legal information, mediation and dispute settlement and contract drafting;
- Assisting Egyptian exhibitors and trade visitors to “Go Global” by providing them with comprehensive full trade services;
- Recruitment service as well as senior experts service;
- Provides tailor-made business training programs, workshops and seminars for top and middle management as well as young professionals in different fields;
- Organization and management of high level business conferences, business round tables, business matchmakings and press conferences;
- Business Visa Support;
- Recognition of Egyptian vocational qualifications in Germany.
MENA Business GmbH

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MENA Business GmbH (former MENA-Projektpartner e.V.) (AHK Network Middle East North Africa) is the Berlin liaison office for the German-Arab Chamber of Industry and Commerce. Since 2000 MENA Business GmbH has been the central contact point in Germany for information, consulting and marketing expertise on the Arab markets. In particular, our team of German and Arab specialists assists German enterprises in developing business relations and facilitates professional market access to the countries of the Middle East and North Africa.

MENA Business GmbH conducts individually tailored foreign trade promotion projects such as business delegation visits and fact-finding missions for the particular Arab target markets.

In the Arab world, the building of confidence and personal relations play a pivotal role in economic success. Specialists from the German-Arab Chamber of Industry and Commerce and the other bilateral German Chambers of Commerce and Industry in the region, as well as our own project managers, accompany the German managers and business people during all business matchmaking trips, co-operation events and trade fairs/conferences in the countries of the MENA region.

We wish all participants of this event much of success.
The German Railway Industry Association (VDB) unites the manufacturers of all products for the railway operation – i.e. manufacturers of vehicles, control and safety technologies, infrastructure as well as the suppliers and service companies belonging to them – under its roof. Actually over 200 member companies with over 52,000 employees with a turnover of around 12 billion euros.

VDB organises the expert exchange of experiences of the members and bundles the interests of the branch. What will become more and more important for the future and has already been important so far, is the representation of interests towards politics, customers, media, financial institutions and other associations – both nationally and internationally. In addition to that VDB is engaged in a fair and cooperative business relation between the system houses and the supplying industry. All this is strengthening the association and thus the whole railway industry. It is an alliance for a promising future.
Notes
Implementing Partners

MENA

Deutsch-Arabischer Industrie- und Handelskammer
German-Arab Chamber of Industry and Commerce

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