



Delegation der Deutschen Wirtschaft
für Saudi-Arabien, Bahrain und Jemen
German-Saudi Arabian Liaison Office
for Economic Affairs (GESALO)
مكتب الإتصال الألماني السعودي للشؤون الاقتصادية

aramco



Supply Chain Event

Aramco Europe: Supply Chain and Business Opportunities for German companies in Saudi Arabia

12th June 2023, VDMA-Haus, Lyoner Straße 18, 60528 Frankfurt am Main

Working language: English

Monday, 12th June 2023

09:30 – 10:00 Registration and welcome coffee

10:00 – 13:15 **PRESENTATIONS SESSION**

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|-------|--|
| 10:00 | Welcome and Introduction Dr. Alexander Koldau, Consultant Middle East, VDMA |
| 10:10 | Opening Keynote about Aramco opportunities for German Suppliers Ahmed M. Alkhunaini, President & CEO, Aramco Europe |
| 10:20 | Market Opportunities in Saudi Arabia Dr. Dalia Samra-Rohte, Delegate of German Industry & Commerce for Saudi Arabia, Bahrain and Yemen (AHK) |
| 10:35 | Sourcing Opportunities & Manufacturer Approval Process Fabio Franceschin, Sourcing Specialist, Supply Chain Management Department, Aramco Europe |
| 10:50 | Projects Shaping our Tomorrow - Project Management General Bid Slate Martin Denash, Sourcing Specialist, Supply Chain Management Department, Aramco Europe |
| 11:05 | In-Kingdom Total Value Add (IKTVA- iktva Home) Program in Motion Giovanni Cafaro, Sourcing Specialist, Supply Chain Management Department, Aramco Europe |
| 11:20 | Training and Development Support in Saudi Arabia Fatima Alsughaiyer, Supervisor, Local Workforce Development Department, Saudi Aramco |
| 11:35 | Coffee-Break |

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| 11:55 | Saudi Ministry of Energy (TBC) |
| 12:10 | Invest in Saudi Rakan Algaraawi, Associate International Office Director - Germany, Ministry of Investment Investment for Machinery & Equipment Omar Altuwaijri, Associate Advisor Sector Investment Development, Ministry of Investment |
| 12:25 | Saudi Ministry of Industry (TBC) |
| 12:40 | Saudi Industrial Development Fund (SIDF) Overview & Solutions Portfolio Meshari Al-Kahail, Credit Relationship Consultant, SIDF |
| 12:55 | Localization Success Case: VEM Sachsenwerk GmbH Dr. Torsten Kuntze, Managing Director, VEM Sachsenwerk GmbH |
| 13:10 | Closing remarks Dr. Alexander Koldau, Consultant Middle East, VDMA |
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| 13:15 | Lunch and networking |
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| 14:00 – 17:30 | Bilateral meetings |