

Webinar: Agenda (Draft)

Topic: *Azerbaijan's Water Management Sector – Opportunities for German Companies*

Target Audience: German Water Management Companies

Format: Online (Webinar)

Duration: 60 minutes

Date: Tuesday, 30 September 2025

Time: 12:00 AM (Baku time)

Organizer: **AHK Azerbaijan** in cooperation with the **German Water Partnership e.V.**

10:00 – 10:10 | Welcome and Introduction

- **Nargis Wieck, Executive Director, AHK Azerbaijan**
- **Boris Greifeneder, Managing Director, German Water Partnership e.V.**

Theme:

- German-Azerbaijani Economic Relations: Cooperation Opportunities in the Water Management Sector

10:10 – 10:20 | Market Analysis & Opportunities for German Companies

- **Dr. Uwe Strohbach, GTAI (Germany Trade & Invest)**

Themes:

- Overview of the current framework conditions and investment plans in Azerbaijan (e.g., government programs, international financing – EBRD, KfW)
- Relevant subsectors: Water treatment, sewage treatment plants, digitization, monitoring
- Needs of local stakeholders: Technologies, expertise, project partnerships

10:20 – 10:40 | Keynote: Strategic Importance of Water Management in Azerbaijan

Fuad Abishev, Deputy Chairman of the Board, Azerbaijan State Water Resources Agency

Themes:

- Priority projects: e.g., modernization of existing facilities, expansion in rural areas, reduction of water losses
- Cooperation with international partners and funding institutions
- Challenges and opportunities for technological innovations
- Tender procedures, cooperation formats

10:40 – 10:50 | Presentation of Planned Delegation Trip to Azerbaijan

Aynur Vahabova, Manager Strategic Partnerships and Market Advisory, AHK Azerbaijan

Themes:

- Objective: Business initiation and market entry support
- Planned program items:
 - B2B meetings and site visits
- Participation opportunities for German companies

10:50 – 11:00 | Q&A Session and Conclusion

Moderator: AHK Azerbaijan

Themes:

- Interactive Q&A with all speakers
- Contact opportunities with AHK, GWP, GTAI

Note:

The webinar will be conducted in **German/English**.

Participation is **free of charge**, but **registration is required**.

Vorstand

Farid Guliyev (PASHA Bank OJSC)
Anar Hasanov (Yelo Bank OJSC)
Aliyar Hashimli (Seeton LLC)
Dr. Michael Hilmer (Uniper Global Commodities SE)
Emin Ilyas (Bioropean LLC)
Dr. Henning Sasse (Norm OJSC)
Nargis Wieck (Geschäftsführender Vorstand)

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