



وفد رجال الأعمال اليونانيين
إلى الإمارات العربية المتحدة من 22 - 25 / 03 / 2010

بتنظيم من

الجمعية العربية اليونانية للتجارة والتنمية

GREEK BUSINESS DELEGATION TO U.A.E.
March 22- 25, 2010

Organized by the Arab Hellenic Chamber of Commerce & Development
www.arabgreekchamber.gr



3rd Arab-Greek Economic Forum

"Fostering business alliances to tap emerging opportunities"

Athens, September 23rd - 24th, 2010
Hotel Divani Apollon Palace & Spa, Kavouri

www.arabgreekforum3.gr

Organized by



Αραβικό - Ελληνικό Συμβούλιο
**ARAB-HELLENIC
CHAMBER OF
COMMERCE & DEVELOPMENT**



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Foreword by the Head of the Delegation



Mr. Bantali Antar

Chairman of the Arab-Hellenic Chamber of
Commerce & Development

Ladies & Gentlemen

It's a real pleasure and honor for the Arab-Hellenic Chamber to welcome you on this business mission to the UAE . An honor because your participation in this business trip is a proof of your confidence to the efforts of our Chamber to enhance business relations between Greece and the Arab world in general, and in this case, with the UAE in particular. The Chamber's last Trade Mission to the UAE dates back in 2006.

I also would like to thank all those who have entrusted us and contributed to make this visit feasible. We have many years of profitable trade between Greece and the UAE, reflecting our common heritage of cooperation and commerce. The thriving commercial relations between Greece and the RAE have produced and sustained jobs for both the Greeks and the business community in the UAE opening new horizons for new business opportunities flourishing with prosperity and stability.

I hope each participant member will enjoy this unique opportunity to experience first hand the best venues to acquaint the business community in the UAE with their goods and services, and for the latter to become familiar with the fine Greek brands, since all the participant companies represent a broad range of products and services demonstrating the ability of the Greek Industry.

The Arab-Hellenic Chamber of Commerce & Development is developing a flexible and innovative approach in providing useful feedback at the disposal of its members and the participants of our Trade Missions and we cordially invite them to feel free and benefit from it.

May I seize this opportunity to wish all participants the best of success and heartfelt wishes for a long term and fruitful cooperation with your Emirate business counterparts.

A handwritten signature in black ink that reads "B. Antar". The signature is written in a cursive style and is followed by a long, sweeping horizontal line that extends to the right.

Thank You Address to the esteemed Sponsors by the Secretary General of the AHCCD Mr. Mohamed Elkhazmi



The Arab Hellenic Chamber is thankful for the positive prospects and the new business opportunities created due to the event and activity of the Greek Business Delegation to the UAE Your vital contribution as SPONSORS and constant support helped us become a commercial partner and economic leader.

You dear Sponsors have shared in helping our members and non members initiate new commercial partnerships in a unique beneficial way, in order to make the Arab world see the credibility, knowledge and experience that United Arab Emirates partners may rely on.

The activities of the Chamber during this current year will positively reflect the unprecedented opportunities that are before us, and will try to satisfy the growing information needs of the professionals.

Therefore, I encourage all of you dear Sponsors as well as the Members and non Members to be part of the Chamber' events.

I am confident that carrying on this commercial activity will eventually prove to be the most rewarding to all of us, thanks to your support, constant positive response, and willingness to assist the Chamber go ahead. Please accept once again my enormous thanks and utmost felt heart appreciation.

A handwritten signature in black ink, appearing to be 'M. Elkhazmi', written over a light blue watermark of the AHCCD logo. The signature is fluid and cursive.

PROFILE OF ARAB HELLENIC CHAMBER OF COMMERCE & DEVELOPMENT

The Arab-Hellenic Chamber of Commerce & Development is a non-profit organization established by Greek Law No. 990 on December 01, 1979, followed by Presidential Decree No. 421 of April 1981, determining its Statute. It's Head Office is located in Athens and may open branches in other cities of Greece. The Chamber started its activity beginning March 1982 and is governed by a Board of Directors composed of 40 members split equally between Greeks and Arabs.

The Chamber also collaborates and maintains close relations with: the Greek Government, Union of Arab Chambers of Commerce & Industry & Agriculture, Council of Arab Ambassadors, Diplomatic Missions, Arab Federations of Chambers of Commerce, Euro-Arab Joint Chambers of Commerce, Arab-Foreign Chambers of Commerce and Industry, Local and Regional Chambers, Trade Associations and Professional Organizations.

The scope of the Chamber is to promote sectors of the economy such as: Commerce, Industry, Trade, Agriculture, Technology, Culture, Tourism and Infrastructure between Greece and the Arab world.

Objectives

The Objectives of the Chamber are to promote and expand relations between Greece and the Arab Countries in several fields of action such as:

1. Co-ordination and development of the trade, commercial, industrial relations between Greece and the Arab countries, by making known on a reciprocal basis their economic possibilities.
2. Encouragement of bilateral agreements and investments.
3. Improvement of opportunities for industrial and technical co-operation between Greece and the Arab countries, in close collaboration with the private or the public organizations with similar targets.
4. Encouragement for the creation of joint ventures in industry.

Activities

1. Preparation of economic studies, reports and statistical information.
2. Organization of commercial delegations to Arab countries.
3. Organization of various business lunches-dinners with official guest speakers.
4. Hosting of foreign delegations in Greece.
5. Organization of forums, conferences and seminars.
6. Organization of exhibitions.
7. Publications: Monthly informative periodical bulletins both in English and Arabic languages, distributed free of charge.
8. Issuing of a monthly electronic publication in Greek language.

Services

1. Providing the members with any information needed upon request.
2. Frames all the process of conciliation, conflicts, disputes and arbitration.
3. Offering information about various sectors with the assistance of the Competent Authorities in each of Greece and the Arab Counties.
4. Legalization of all the documentation related to the Greek exports to the Arab markets as well as rendering services to members by undertaking, on their behalf, the whole legalization procedure.
5. Translation Department provides high quality translation from/to Greek, Arabic, English & French and vice versa.
6. Transmission of business proposals from the Arab or Greek companies looking for contacts in Greece or in the Arab countries.

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3D s.a. General Aviation Applications

3D S.A. GENERAL AVIATION APPLICATIONS

*It is a Greek private company, established on 1976 in Thessaloniki. One of the most innovative and experienced companies in the world in matters of weather modification and **prevention-protection** from extreme natural phenomena.*

Rain enhancement

*Through special cloud seeding techniques the capacity of **rain** can be **enhanced** preventing the risks of drought and desertification.*

Hellenic Agricultural Insurance Organization (ELGA)

3D SA participates more than 20 years in Greek National Hail Suppression Program by airborne means.

*3D SA has all the technical **infrastructure** - **power** - **experience** to apply all type of weather modification projects .*

*Additionally **provides scientific design, professional training, operational supervision** to State or Private Authorities for the development of Weather Modification Programs.*



3D s.a. General Aviation Applications

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Introduction to the United Arab Emirates



COUNTRY PROFILE

The United Arab Emirates is a federation of seven emirates (Abu Dhabi, Dubai, Sharjah, Ajman, Umm al-Qaiwain, Ra's al-Khaimah and Fujairah) that was formed in 1971.

- **Country name:** United Arab Emirates (UAE) or Dawlat al Imarat al Arabiyya al Muttahidah
- **National Day:** 2 December
- **Time:** four hours ahead of GMT
- **Currency:** Emirati dirham (Dh or AED)
- **Exchange rate:** Dh3.67 per US dollar. The UAE dirham has been officially pegged to the US dollar since February 2002
- **Flag:** three equal horizontal bands of green (top), and black with a wider vertical red band on the hoist side.

GEOGRAPHY

Situated towards the south-east of the Arabian Peninsula, the UAE is a roughly triangular landmass whose coastlines from the south and south-eastern shores of the Arabian Gulf and part of the western shores of the Gulf of Oman. The UAE thus occupies a strategic location along southern approaches to the Straits of Hormuz. The UAE also has land borders with Oman and Saudi Arabia.

- **Latitude/Longitude:** approx. from 26.08° N;55.5° to 58.37° E
- **Area:** approximately 82,880 square kilometers. Abu Dhabi accounts for 87 per cent of the country's total landmass.
- **Coastline:** prior to construction of Dubai Palms` and other schemes, the coast-line of the UAE was approximately 1318 kilometers. Land reclamation projects are extending this figure so that the new coastline length is yet to be defined.

- **Climate:** the UAE enjoys a desert climate, warm and sunny in winter, hot and humid during the summer months. Average rainfall is 100mm annually although it varies considerably across the country, with higher rainfall in the eastern mountains, where it is also generally cooler.
- **Topography:** low-lying coastal plain merges into the rolling sand dunes of the Rub al-Khali desert with rugged mountains along the UAE's eastern border with Oman and in the north.
- **Elevation extremes:** the country's lowest point is at sea level and its highest point is 1527 meters at Jebal Yibir.
- **Natural resources:** the UAE's most important natural resources are oil and natural gas, more than 90 per cent of which are located in Abu Dhabi.

FEDERAL GOVERNMENT

The UAE enjoys a high degree of political stability and is the only state in the Arab world to have a working federal system that has stood the test of time.

- **Political system:** A federation with specific areas of authority constitutionally assigned to the UAE Federal Government and other powers reserved for member emirates.
 - **Constitution:** Adopted provisionally on 2 December 1971, made permanent in 1996.
 - **The Federal Supreme Council (FSC):** The FSC, the highest constitutional authority in the UAE, has both legislative and executive powers and is made up of the rulers of the seven emirates.
 - **President:** HH Sheikh Khalifa bin Zayed Al Nahyan, Ruler of Abu Dhabi
 - **Vice President & Prime Minister:** HH Sheikh Mohammed bin Rashid Al Maktoum, Ruler of Dubai
 - **Deputy Prime Minister:** HH Sheikh Sultan bin Zayed Al Nahyan
 - **Deputy Prime Minister:** HH Sheikh Hamdan bin Zayed Al Nahyan
- The President and Vice President are elected by the Federal Supreme Council for five-year terms, while the Prime Minister and Deputy Prime Minister are appointed by the President.
- **Cabinet:** Council of Ministers nominated by Prime Minister, appointed by the President
 - **Federal National Council (FNC):** the FNC has both a legislative and supervisory role. Its 40 members are drawn from each emirate, half of whom are indirectly elected. 22.5% of FNC members are women.
 - **Federal Judiciary:** independent judiciary with the Federal Supreme Court at its apex (judges are appointed by the Federal Supreme Council) and also includes Courts of First Instance.
 - **Legal system:** in addition to the federal court system introduced in 1971, all emirates have secular courts to adjudicate criminal, civil, and commercial matters, and Islamic courts to review family and religious disputes.
 - **Administrative divisions:** each of the seven emirates has its own government with respective municipalities and departments.
 - **Foreign policy:** The UAE's foreign policy is derived from a set of guiding principles, amongst which are a deep belief in the need for justice in international

dealings between states, including the necessity of adhering to the principle of non-interference in the internal affairs of others and the pursuit, whenever possible, of peaceful resolution of disputes, together with a support for international institutions, such as the United Nations.

- **Foreign aid:** the UAE has provided over US\$70 billion in loans, grants and assistance for development projects in some 100 countries. The UAE has also been a major contributor of emergency relief to regions affected by conflict and natural disasters both at a governmental level and through NGOs. Such as the UAE Red Crescent Society.

THE PEOPLE

Emirates are a tolerant, forward-looking people with a strong sense of tradition. They enjoy a high standard of living, including well-developed education and health services. Efforts are being made to develop human resources, effect the empowerment of women and provide social welfare to the more vulnerable in society.

- **Population:** 4.488(2007); 4.76million (est.2008); 5.06million (est.2009)
- **Nationals:** 864,000 (est.2007)
- **Non-nationals:** 3.62 million (est.2007)
- **Males:** 3.08 million (est.2007)
- **Females:** 1.4 million (est.2007)
- **Population under 15 years:** 862,991 (est.2007)
- **Annual population growth rate:** 6.31% (est.2008-2009)
- **National population growth rate:** 3.4% (est.2008-2009)
- **Most populated emirate:** Abu Dhabi with 1.493 million people (est.2007)
- **Least populated emirate:** Umm al-Qaiwain with 52,000 inhabitants
- **Language:** Arabic
- **Religion:** Islam; practice of all religious beliefs is allowed
- **Life expectancy at birth :** 78.5 years
- **Under-five mortality rate:** approx 8 per 1000 live births
- **New-born(neonate)mortality:** 5.54 per 1000
- **Infant mortality rate:** 7.7 per 1000
- **Maternal mortality rate:** 0.01 for every 100,000
- **GDP per capita:** Dh 162,000 (2007)
- **Percentage of women students at the UAE University:** 75%
- **Percentage of UAE women in labour force:** approx. 30%
- **School enrolment:** 648,000 students in 1259 public and private schools (2007 /08), of which over half are female.
- **No. of government and private universities:** approx. 60
- **Illiteracy rate:** 7%
- **Social security:** in 2008 the Government allocated over Dh 2.2 billion in financial assistance to 16 vulnerable sections of society.
- **UN Human Development Index ranking:** 39 out of 177 countries (2008)

ECONOMY

The UAE has a vibrant free economy with a significant annual trade surplus. Successful efforts have been made to diversify away from dependence on oil and gas.

exports and a solid industrial base has been created together with a very strong services sector. The establishment of free zones has been an important feature of this diversification policy and reform of property laws has given a major boost to real estate and tourism sectors.

- **Fiscal year:** 1 January to 31 December
- **GDP:** Dh729.73 billion (2007, current prices)
- **Real GDP growth rate:** 5.2% (2007)
- **Non-oil sector contribution to nominal GDP:** 64.1%(2007)
- **Industries:** oil & gas, petrochemicals, aluminum, cement, ceramics, ship repair, pharmaceuticals, tourism, transport, real estate, financial services
- **Oil exports:** 2.2million barrels of crude oil per day, world's third largest exporter of crude oil
- **Oil reserves:** 97.8 billion barrels, sixth largest in the world, of which Abu Dhabi holds 92.2 billion barrels or 94% .
- **Natural gas reserves:** 6 trillion cubic meters, fifth largest in the world
- **Total exports FOB:** Dh664.34 billion (est. 2007)
- **Free-zone exports:** dh83.7 billion (est.2007)
- **Re-exports:** Dh228.7 billion (est.2007)
- **Total Imports(FOB):** Dh428.19 billion (2007)
- **Value of oil exports:** Dh261.42 billion
- **Value of gas exports:** Dh28.5 billion
- **Weekend:** Friday and Saturday for government institutions, many private companies operate a six-day week



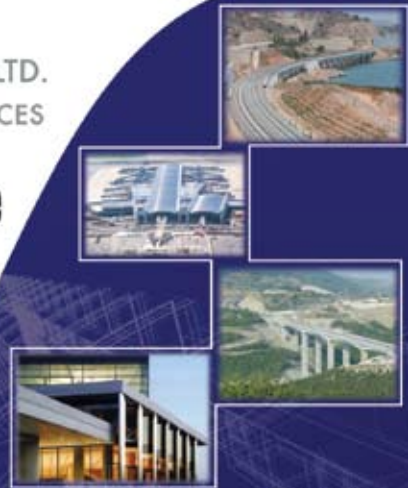
Committed to Excellence

SALFO & Associates is an International Engineering Consulting Company, headquartered in Athens, Greece, providing services for major public and private infrastructure as well as commercial, residential and real estate development projects. The company offers a comprehensive range of design & technical consultancy services to facilities such as Highway & Motorway Projects, Railway Projects, Ports & Marinas, Airports, Commercial & Residential Buildings, Hospitality Facilities, and Transportation & Traffic Engineering Projects.

SALFO is operating in south-eastern Europe through branch offices and subsidiaries in Cyprus, Romania and Serbia. The company is expanding its operations in the Middle East and, since 2006, Salfo is successfully providing Project & Construction Management Services to major projects in the Gulf Region either as a sole consultant or in association with renowned international engineering consulting firms through its branch offices in Doha – Qatar and Abu Dhabi – UAE.

SALFO has long-standing relationships in the Project Management line of business in the Construction Industry, and therefore, has gained a wide understanding on planning and executing major capital programs, and is, thus, able to undertake and successfully deliver projects in terms of cost, time and quality.

One of the company's main assets, apart from the fact of being a highly qualified international organization with extensive design and construction expertise, is the high-caliber professional personnel which can readily be mobilized to provide their specialized services to the projects that the company is undertaking.



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INFRASTRUCTURE

Commercial and residential areas, tourist facilities and industrial zones are being built on an unprecedented scale and corresponding investment is taking place in road and rail networks, airports and ports, telecommunications, electricity and water plants, hospitals and educational facilities. To date, the Government has invested heavily in infrastructure development, but it has also opened up its utilities and other infrastructure to greater private sector involvement, so much so that public-private partnerships are now the norm.

- **Telecommunications:** thriving deregulated market, modern fiber-optic integrated services; digital network with highest mobile phone penetration in the Arab world.
 - **International country code:** 971
 - **Internet country code:** ae
 - **Fixed line penetration rate:** 30% Mobile phone subscribers: 9.2 million (est.2008)
 - **Internet subscribers:** 1.15 million (est. 2008)
 - **Main Ports:** Mina Zayed, Jebel Ali, Mina Rashid, Fujairah, Khor Fakkan, Mina Saqr, Sharjah . Abu Dhabi is building a major new port, Khalifa Port & Industrial Zone, at Taweelah.
 - **International airports:** 7
 - **Available electricity generating capacity:** 16,670 MW(UAE, 2007)
 - **Electricity generating capacity Abu Dhabi:** 8000 MW (2007)
 - **Electricity generating capacity Dubai:** 5500MW (2007)
 - **Annual peak demand forecast Abu Dhabi:** 18,574MW (2010)
 - **Water production Abu Dhabi:** 626MIGD (2007)
 - **Water consumption:** average of 550 liters per day
- Source: United Arab Emirates Yearbook 2009*

Agreements Between UAE & Greece

There are agreements in the Economic, Cultural and Technical Cooperation as well as in Airlines. There are also other few to be finalized in the sectors of: Maritime, Tourism, Investment Protection & Avoidance of Dual Taxation.

- 1) Bilateral Agreement for Economic, Cultural and Technical Co-operation, signed on 21/06/76.
- 2) MOUs between:(a) Federation of Greek Industries & CCI of Abu Dhabi signed 17-22/02/06 during the Greek Business Delegation to U.A.E. under the auspice of the Arab-Hellenic Chamber of Commerce & Development, (b) CCI of Athens & CCI of Dubai, signed on Feb. 2007, (c) Exporters' Association of Northern Greece & CCI of Abu Dhabi, signed on 2007)
- 3) MOU between the Greek Capital Market Commission and the Dubai Financial Services Authority, signed on 14/09/07.
- 4) Bilateral Agreement for the Avoidance of Double Taxation and the Prevention of Fiscal Evasion with respect to Taxes on Income and on Capital, signed on January 2010. (under ratification)
- 5) Bilateral Air Services Agreement signed 16/12/1991 & amended on January 2010. (under ratification)
- 6) Bilateral Agreement of Cooperation in the Tourism field (not signed yet)
- 7) Bilateral Agreement on the Promotion and Reciprocal Protection of Investments (not signed yet)
- 8) Bilateral Agreement on Maritime Transport (not signed yet).

Source: Greek Ministry of Foreign Affairs

WORKOUT

ARAB-HELLENIC CHAMBER OF COMMERCE-FINANCIAL DEPARTMENT

GREEK FOREIGN TRADE WITH ARAB COUNTRIES

in us dollars

<u>COUNTRY</u>	<u>IMPORTS</u>		<u>IMPORTS</u>		<u>CHANGE</u>		<u>EXPORTS</u>		<u>EXPORTS</u>		<u>CHANGE</u>	
	2009	2008	2008	2009	2008/2009	2009	2008	2008/2009	2008	2009	2008/2009	2008/2009
EGYPT	342,604,047	510,976,984	510,976,984		-32.95	221,363,621	188,886,491	17.19	188,886,491			17.19
ALGERIA	178,676,534	324,948,224	324,948,224		-45.01	231,432,892	182,281,325	26.96	182,281,325			26.96
MOROCCO	43,078,617	53,705,355	53,705,355		-19.79	49,422,719	69,839,177	-29.23	69,839,177			-29.23
TUNIS	37,164,293	47,961,944	47,961,944		-22.51	106,154,868	87,091,207	21.89	87,091,207			21.89
SUDAN	9,903,043	6,033,347	6,033,347		64.14	10,486,668	5,940,239	76.54	5,940,239			76.54
MAURITANIA	12,119,085	7,308,584	7,308,584		65.82	6,946,796	8,880,060	-21.77	8,880,060			-21.77
DJIBOUTI	56,762	129,692	129,692		-56.23	63,782						
SOMALIA						123,895						
LEBANON	16,426,333	46,178,661	46,178,661		-64	40,637,960	44,878,398	-9.45	44,878,398			-9.45
LIBYA	1,078,559,317	2,410,028,358	2,410,028,358		-55.25	107,434,117	69,232,127	55.18	69,232,127			55.18
JORDAN	3,175,915	5,475,180	5,475,180		-41.99	22,965,591	34,084,330	-32.62	34,084,330			-32.62
SYRIA	42,749,359	122,756,875	122,756,875		-65.18	58,328,504	61,708,090	-5.48	61,708,090			-5.48
IRAQ	546,540,613	9,549,647	9,549,647		5,623	34,552,154	22,027,380	56.86	22,027,380			56.86
SAUDI ARABIA	859,989,326	1,934,924,413	1,934,924,413		-55.56	76,707,363	89,766,546	-14.55	89,766,546			-14.55
KUWAIT	9,900,357	1,139,953	1,139,953		768.49	12,851,239	15,652,705	-17.90	15,652,705			-17.90
OMAN	3,879,727	5,662,593	5,662,593		-31.48	36,931,133	13,572,634	172.10	13,572,634			172.10
U.A.E	45,040,220	88,407,745	88,407,745		-49.05	189,487,834	321,139,962	-41.00	321,139,962			-41.00
QATAR	19,117,460	14,807,693	14,807,693		29.10	17,998,519	16,279,874	10.56	16,279,874			10.56
BAHRAIN	21,911,904	19,151,579	19,151,579		14	6,050,564	9,452,119	-35.99	9,452,119			-35.99
COMOROS	426,883	4,320,518	4,320,518		-90.12	358,183	856,784	-58.19	856,784			-58.19
YEMEN	687,970	280,796	280,796		145.0	3,485,267	4,249,394	-17.98	4,249,394			-17.98
PALESTINE	67,585					632,534	264,030	139.57	264,030			139.57
TOTAL	3,272,055,350	5,613,748,141	5,613,748,141		-41.71	1,234,416,203	1,246,082,872	-0.94	1,246,082,872			-0.94
world	66,593,918,083	88,547,824,991	88,547,824,991		-24.79	20,051,394,177	25,472,920,754	-21.28	25,472,920,754			-21.28

SOURCE: NATIONAL STATISTICAL SERVICES- temporary details

IMPORTS FROM U.A.E TO GREECE

YEAR 2009

January - December 2009

		VALUE (USD)	QUANTITY IN KILOS	OTHER UNITS
	TOTAL	45,040,220	28,381,844	2,048,790
84	ARTICLES OF APPAREL AND CLOTHING ACCESSORIES	6,168,928	17,537	32,290
51	ORGANIC CHEMICALS	5,835,326	6,713,195	
68	NON-FERROUS METALS	5,480,753	2,994,356	
28	METALLIFEROUS ORES AND METAL SCRAP	4,580,766	1,426,160	
66	NON-METALLIC MINERAL MANUFACTURES, N.E.S.	3,895,100	11,242,753	694,512
55	ESSENTIAL OILS AND RESINOIDS AND PERFUME MATERIALS;	2,399,344	1,003,468	
57	PLASTICS IN PRIMARY FORMS	1,783,756	1,539,725	
21	HIDES, SKINS AND FURSKINS, RAW	1,714,605	8,951	45,370
89	MISCELLANEOUS MANUFACTURED ARTICLES, N.E.S.	1,430,530	35,911	968,938
61	LEATHER, LEATHER MANUFACTURES, N.E.S., AND DRESSES FURSKINS	1,399,133	4,872	30,479
79	OTHER TRANSPORT EQUIPMENT	1,296,115	30,650	17
87	PROFESSIONAL, SCIENTIFIC AND CONTROLLING INSTRUMENTS AND APPARATUS, N.E.S.	998,967	46,723	3
77	ELECTRICAL MACHINERY, APPARATUS AND APPLICANCES, N.E.S., AND ELECTRICAL PARTS THEREOF (INCLUDING NON-ELECTRICAL COUNTERPARTS, N.E.S., OF ELECTRICAL HOUSEHOLD-TYPE EQUIPMENT)	897,356	27,519	193,469
69	MANUFACTURES OF METALS, N.E.S..	857,405	493,363	600
81	PREFABRICATED BUILDINGS; SANITARY, PLUMBING, HEATING AND LIGHTING FIXTURES AND FITTINGS, N.E.S.	739,870	435,928	
59	CHEMICAL MATERIALS AND PRODUCTS, N.E.S.	655,416	5,949	
67	IRON AND STEEL	628,731	915,320	
78	ROAD VEHICLES (INCLUDING AIR-CUSHION VEHICLES)	602,691	39,391	17
71	POWER-GENERATING MACHINERY AND EQUIPMENT	539,630	186,097	109
53	DYEING, TANNING AND COLOURING MATERIALS	484,685	134,458	
58	PLASTICS IN NON-PRIMARY FORMS	435,976	192,806	
33	PETROLEUM, PETROLEUM PRODUCTS AND RELATED MATERIALS	349,420	158,608	
64	PAPER, PAPERBORD AND ARTICLES OF PAPER PULP, OF PAPER OR OF PAPERBOARD	231,066	69,749	

COMPETENCE & EXCELLENCE



TERNA
GEC TERNA GROUP



TERNA S.A.
Sharjah Branch

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TERNA SA Libya
Branch

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Office 154 Libya
T +218 2133 62341

74	GENERAL INDUSTRIAL MACHINERY AND EQUIPMENT, N.E.S., AND MACHINE PARTS, N.E.S.	216,946	61,579	29
65	TEXTILE YARN, FABRICS, MADE-UP ARTICLES, N.E.S., AND RELATED PRODUCTS	209,258	86,400	5,878
75	OFFICE MACHINES AND AUTOMATIC DATA PROCESSING MACHINES	199,621	13,158	5,403
76	TELECOMMUNICATIONS AND SOUND-RECORDING AND REPRODUCING APPARATUS AND EQUIPMENT	174,138	7,992	8,524
72	MACHINERY SPECIALIZED FOR PARTICULAR INDUSTRIES	161,545	14,857	43
82	FURNITURE AND PARTS THEREOF; BEDDING, MATTRESSES, MATTRESS SUPPORTS, CUSHIONS AND SIMILAR STUFFED FURNISHINGS	114,419	205,799	
88	PHOTOGRAPHIC APPARATUS, EQUIPMENT AND SUPPLIES AND OPTICAL GOODS, N.E.S.; WATCHES AND CLOCKS	99,080	797	4,067
05	VEGETABLES AND FRUIT	81,942	81,173	
56	FERTILIZERS (OTHER THAN THOSE OF GROUP 272)	72,788	72,000	
54	MEDICINAL AND PHARMACEUTICAL PRODUCTS	57,924	179	
24	CORK AND WOOD	49,020	38,450	242
11	BEVERAGES	42,430	44,895	53,876
62	RUBBER MANUFACTURES, N.E.S.,	40,590	15,103	513
73	METALWORKING MACHINERY	24,322	420	1
07	COFFEE, TEA, COCOA, SPICES, AND MANUFACTURES THEREOF	18,078	984	
27	CRUDE FERTILIZERS, OTHER THAN THOSE OF DIVISION 56, AND CRUDE MONERALS (EXCLUDING COAL, PETROLEUM AND PRECIOUS STONES)	17,941	2,773	
04	CEREALS AND CEREAL PREPARATIONS	15,750	2,275	
83	TRAVEL GOODS, HANDBAGS AND SIMILAR CONTAINERS	12,662	5,855	3,330
09	MISCELLANEOUS EDIBLE PRODUCTS AND PREPARATIONS	12,203	1,357	
63	CORK AND WOOD MANUFACTURES (EXCLUDING FURNITURE)	6,582	723	80
85	FOOTWEAR	4,099	243	1,000
12	TOBACCO AND TOBACCO MANUFACTURES	2,081	1,002	
06	SUGARS, SUGAR PREPARATIONS AND HONEY	1,231	341	
	Source: National Statistical Services-temporary details			

EXPORTS TO U.A.E FROM GREECE**YEAR 2009****January - December 2009**

		VALUE (USD)	QUANTITY IN KILOS	OTHER UNITS
	TOTAL	189,487,834	56,761,443	6,134,196
84	ARTICLES OF APPAREL AND CLOTHING ACCESSORIES	65,261,365	100,001	174,341
79	OTHER TRANSPORT EQUIPMENT	20,494,019	65,382	5
77	ELECTRICAL MACHINERY, APPARATUS AND APPLICANCES, N.E.S., AND ELECTRICAL PARTS THEREOF (INCLUDING NON-ELECTRICAL COUNTERPARTS, N.E.S., OF ELECTRICAL HOUSEHOLD-TYPE EQUIPMENT)	19,670,256	4,937,627	29,361
76	TELECOMMUNICATIONS AND SOUND-RECORDING AND REPRODUCING APPARATUS AND EQUIPMENT	11,173,121	60,533	244,898
33	PETROLEUM, PETROLEUM PRODUCTS AND RELATED MATERIALS	7,632,225	12,519,320	13,866
66	NON-METALLIC MINERAL MANUFACTURES, N.E.S.	6,916,016	7,531,746	92,917
05	VEGETABLES AND FRUIT	6,512,448	7,795,333	109,123
68	NON-FERROUS METALS	6,171,284	1,579,371	
74	GENERAL INDUSTRIAL MACHINERY AND EQUIPMENT, N.E.S., AND MACHINE PARTS, N.E.S.	5,546,219	470,658	10,820
69	MANUFACTURES OF METALS, N.E.S..	4,871,447	686,946	3,560
29	CRUDE ANIMAL AND VEGETABLES, N.E.S	4,056,610	35,572	
89	MISCELLANEOUS MANUFACTURED ARTICLES, N.E.S.	3,296,424	255,310	2,601,767
55	ESSENTIAL OILS AND RESINOIDS AND PERFUME MATERIALS;	3,208,437	538,163	
67	IRON AND STEEL	2,624,306	2,635,099	
78	ROAD VEHICLES (INCLUDING AIR-CUSHION VEHICLES)	2,622,924	1,690,289	25
65	TEXTILE YARN, FABRICS, MADE-UP ARTICLES, N.E.S., AND RELATED PRODUCTS	2,396,743	808,643	7,506
03	FISH (NOT MARINE MAMMALS), CRUSTACEANS, MOLLUSCS AND AQUATIC INVERTEBRATES, AND PREPARATIONS THEREOF	2,372,130	449,618	
72	MACHINERY SPECIALIZED FOR PARTICULAR INDUSTRIES	2,260,634	347,526	6
54	MEDICINAL AND PHARMACEUTICAL PRODUCTS	1,454,940	23,490	
81	PREFABRICATED BUILDINGS; SANITARY, PLUMBING, HEATING AND LIGHTING FIXTURES AND FITTINGS, N.E.S.	1,356,709	62,459	674
27	CRUDE FERTILIZERS, OTHER THAN THOSE OF DIVISION 56, AND CRUDE MONERALS (EXCLUDING COAL, PETROLEUM AND PRECIOUS STONES)	1,260,614	8,831,360	
12	TOBACCO AND TOBACCO MANUFACTURES	1,175,235	159,408	103,080
04	CEREALS AND CEREAL PREPARATIONS	827,509	223,282	2,378

53	DYEING, TANNING AND COLOURING MATERIALS	814,345	1,074,107	
58	PLASTICS IN NON-PRIMARY FORMS	671,312	215,471	
87	PROFESSIONAL, SCIENTIFIC AND CONTROLLING INSTRUMENTS AND APPARATUS, N.E.S.	479,756	10,088	1,470
71	POWER-GENERATING MACHINERY AND EQUIPMENT	451,102	70,143	720
09	MISCELLANEOUS EDIBLE PRODUCTS AND PREPARATIONS	444,593	118,856	
22	OIL-SEEDS AND OLEAGINOUS FRUITS	443,611	2,099,050	
59	CHEMICAL MATERIALS AND PRODUCTS, N.E.S.	427,251	111,751	
82	FURNITURE AND PARTS THEREOF; BEDDING, MATTRESSES, MATTRESS SUPPORTS, CUSHIONS AND SIMILAR STUFFED FURNISHINGS	338,394	29,294	
07	COFFEE, TEA, COCOA, SPICES, AND MANUFACTURES THEREOF	283,122	170,850	
99		271,743	24,296	2,672,560
57	PLASTICS IN PRIMARY FORMS	228,617	116,907	
42	FIXED VEGETABLE FATS AND OILS, CRUDE, REFINED OR FRACTIONATED	198,573	40,985	
02	DAIRY PRODUCTS AND BIRDS' EGGS	183,649	18,399	
34	GAS, NATURAL AND MANUFACTURED	168,947	75,117	
85	FOOTWEAR	124,163	12,813	365
06	SUGARS, SUGAR PREPARATIONS AND HONEY	121,245	34,872	
63	CORK AND WOOD MANUFACTURES (EXCLUDING FURNITURE)	108,721	8,520	
88	PHOTOGRAPHIC APPARATUS, EQUIPMENT AND SUPPLIES AND OPTICAL GOODS, N.E.S.; WATCHES AND CLOCKS	93,845	29,409	52,665
83	TRAVEL GOODS, HANDBAGS AND SIMILAR CONTAINERS	80,447	4,026	4,096
75	OFFICE MACHINES AND AUTOMATIC DATA PROCESSING MACHINES	76,884	1,106	2
25	PULP AND WASTE PAPER	60,150	639,300	
64	PAPER, PAPERBOARD AND ARTICLES OF PAPER PULP, OF PAPER OR OF PAPERBOARD	46,446	16,586	
61	LEATHER, LEATHER MANUFACTURES, N.E.S., AND DRESSES FURSKINS	42,109	697	320
08	FEEDING STUFF FOR ANIMALS (NOT INCLUDING UNMILLED CEREALS)	38,488	7,027	
52	INORGANIC CHEMICALS	36,630	10,926	
73	METALWORKING MACHINERY	34,802	3,008	3,172
11	BEVERAGES	20,874	6,686	4,188
62	RUBBER MANUFACTURES, N.E.S.,	18,586	1,477	311
23	CRUDE RUBBER (INCLUDING SYNTHETIC AND RECLAIMED)	9,373	2,400	
93	SPECIAL TRANSACTIONS AND COMMODITIES NOT CLASSIFIED ACCORDING TO KIND	8,437	140	
	Source: National Statistical Services-temporary details			

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نظرة على اليونان

معلومات عامة

المساحة : 131،990 كيلومتر مربع

طول حدود الدولة: 1228 كم

عدد السكان : 11.171.749

الكثافة: 84.46/km²

الدول المجاورة:

ألبانيا (282 كم). بلغاريا (494 كم). تركيا (206 كم). جمهورية مقدونيا اليوغسلافية السابقة (FYROM - 246 كم).

المناخ:

معتدل . بارد. ممطر شتاء - حار جاف صيفا.

التضاريس:

اغلبها سلاسل جبلية تمتد الى البحر مكونة شبة جزر او سلاسل الجزر.

أقل وأعلى نقطة ارتفاع:

أقل نقطة انخفاض: 0 م من البحر المتوسط

أعلى نقطة ارتفاع: 2.917 م من جبل اوليمبس.

الأهمية الجغرافية :

موقع استراتيجي يتحكم في بحر ايجة والحافة الجنوبية من مضيق الدردنيل وهي دولة شبة جزيرية حيث تمتلك حوالي 2000 جزيرة.

الموارد الطبيعية :

فحم حجري - بترول- خام الحديد " البوكسيد" - رصاص- زنك - نيكل - المغنيسيوم - رخام - ملح .

النظام القانوني:

يعتمد على القانون الروماني - ينقسم النظام القضائي إلى : مدني - جنائي- محاكم إدارية .

توقيت المنطقة : GMT+2 (+2 توقيت جرينويتش)

اللغة الرسمية : اليونانية

العملة : اليورو

العاصمة: أثينا

الحياة في اليونان

اليونان أحد أجمل دول العالم تتمتع بموارد طبيعية رائعة فليونان طوبوغرافية رائعة بجبالها الأخاذة وأوديتها وبساتينها الخضراء وشواطئها الساحلية التي تمتد لكثير من 16,000 كم والتي تقدم للمقيمين فيها وللزوار اختيارات ثرية للترفيه والاستجمام. فمجموعة المتاحف التي تحتوي على كنوز ثمينة والأماكن التاريخية والأثرية والمسرح والرقص والأداء الموسيقي يرضي جميع الأذواق فقلعة (اكروبوليس) القائمة في بارثينون بأثينا هي التاج المرصع لأثار اليونان الرائعة يمكن استغلال الإجازات الأسبوعية واللجوء الى الجزر في الصيف وكذلك التوجه الى العديد من الجبال لا يتعدى البحر أبدا 80 كيلو (50 ميل) من أي نقطة من البر.

بالنسبة للمدارس هناك العديد من المدارس الدولية والتي تقوم بالتدريس بمختلف اللغات تلبية للحاجات الرئيسية للمجتمع الأجنبي .

اليونان والأعمال :

تقدم اليونان إلى رجال الأعمال العديد من فرص الاستثمار المتنوعة التي أتاحتها موقعها الجغرافي الاستراتيجي و كذلك المزايا التنافسية الفريدة التي تتمتع بها فاليونان تعتبر بوابة طبيعية إلى 140 مليون نسمة في جنوب شرق أوروبا وشرق البحر المتوسط وهو إقليم يقدر ناتجة المحلي الإجمالي بتريليون يورو ولان اليونان تعتبر محور أسواق عديدة ناشئة فهي تتيح فرصة الوصول إلى كثافات سكانية تتسم بقوة الطلب تجاه البضائع الاستهلاكية وتحديث البنية التحتية وشبكات التكنولوجيا والابتكار والطاقة وتطوير السياحة وقليل من التصنيع .

وتتمتع الشركات اليونانية بمكانه ثابتة في المنطقة وهذه الشركات واحدة من 3 مستثمرين يحتلون مركز الصدارة في كل سوق فخلال السنوات القليلة السابقة قامت أكثر من 3600 شركة يونانية باستثمار مبلغ يتعدى الـ15 بليون يورو في جنوب شرق أوروبا ، وفي قطاع الخدمات التمويلية وحده يوجد أكثر من 3000 فرع للبنوك اليونانية التي تزاوُل أعمالها في المنطقة.

أهم الشركاء التجاريين لليونان

تأتي دول الاتحاد الأوروبي على رأس قائمة أهم الشركاء حيث تعتبر ألمانيا وإيطاليا يليها كوريا الجنوبية أهم دول تستورد منها اليونان في حيث تحتل إيطاليا وألمانيا وقبرص أهم الدول التي تصدر إليها اليونان منتجاتها . وللأسف لا توجد في قائمة أهم عشرة شركاء تجاريين لليونان اية دولة عربية على الرغم من متانة وتاريخية العلاقات بين الجانبين .

GREEK EXPORTS TO:

(The first 10-in US dollars)

	1/1-30/6/2009	1/1-30/6/2008		1/1-30/6/2009	1/1-30/6/2008
ITALY	1,026,478,961	1,698,511,341	GERMANY	3,738,323,153	5,683,287,034
GERMANY	1,020,467,639	1,496,231,408	ITALY	3,461,237,282	5,421,928,269
CYPRUS	692,631,570	849,950,396	SOUTH KOREA	2,305,178,792	951,046,012
BULGARIA	604,175,593	984,972,209	CHINA	2,165,869,923	2,382,942,056
UNITED STATES	522,742,359	496,875,701	FRANCE	1,679,408,433	2,439,432,887
TURKEY	394,789,941	500,491,910	NEDERLAND	1,638,163,878	2,124,962,292
FRANCE	369,188,901	546,063,464	BELGIUM	1,166,817,367	1,696,729,893
UNITED KINGDOM	368,143,593	638,584,705	UNITED KINGDOM	1,021,827,683	1,534,788,354
ROMANIA	351,205,327	556,112,973	TURKEY	834,852,552	422,765,248
SWITZERL AND	285,225,252	86,692,812	BULGARIA	533,324,382	928,673,550

أهم مصارف اليونان

National Bank of Greece

Alpha Bank

Eurobank

Piraeus Bank

Marfin Egnatia Bank

Emporiki Bank (Credit Agricole)

Geniki Bank (Societe Generate)

البنك اليوناني الوطني

بنك ألفا

يوروبنك

بير اويس

بنك مارفين ايجناتيا

ايمبوريكي بنك (البنك الزراعي الائتماني)

جينيكى بنك (البنك الأهلي)

بالإضافة إلى مصارف أخرى

أهم المصارف الأجنبية في اليونان

CityBank	سيتي بنك
HSBC	اتش اس بي سي
Millenium Bank	ميلينيم
BNP Paribas	بي ان بي باريباس

للأسف لا يوجد أية مصارف عربية منذ إغلاق فرع البنك العربي عام 2005 وقبله المصرف العربي اليوناني عام 1996 .

قانون حوافز الاستثمار

قانون حوافز الاستثمار اليوناني يحكم بنود وشروط الاستثمار المباشر في اليونان كما يقدم الحوافز المتاحة للمستثمرين الأجانب والمحليين . والحوافز المقدمة هي من أكثر الحوافز تنافسية في الاتحاد الأوروبي.

يتم تطبيق حوافز الاستثمار على القطاعات ذات المراتب الأولى والثانية والثالثة والتي تغطي مجموعة متنوعة واسعة من نشاطات الأعمال ويهدف تشجيع الاستثمار في المناطق الأقل تطورا والبعيدة في اليونان تنقسم الدولة إلى ثلاثة مناطق : ا و ب و ج وتوصف أ) بأنها أهم المناطق الصناعية في اليونان وتشمل مقر الحكم في اتিকা Attiki وب) منطقة ثسالونيكى Thessaloniki و المنطقة ج) هي الأكثر بعدا وأقل تطورا ويمنع القانون للمستثمر حوافز أكثر . ويمكن للمستثمرين الاستفادة من : المنح التمويلية والإعانات للمقرات المؤجرة حتى 60% من التكلفة الإجمالية للاستثمار وإعانات مالية لتغطية أجور الموظفين ممن أتاح لهم هذا الاستثمار فرص للعمل الاستثمار والإعفاءات ضريبية تصل إلى 100% من إجمالي تكلفة الاستثمار .

تأسيس عمل او شركة في اليونان

هناك ثلاث أشكال رئيسية : المؤسسة (مساهمة S.A.) شركة ذات مسنولية محدودة (LTD) – شراكة – سواء كانت شراكة عامة (OE) أو شراكة محدودة (EE). أيضا هناك امكانية لفتح فرع او مكتب تمثيلي ، وشركة تضامن وكذلك شركات الافراد ، كما يوجد قانون خاص لشركات off shore ، ولمزيد من المعلومات حول تأسيس الشركات يمكن الاتصال بالغرفة العربية اليونانية لطلب المشورة.

أهم القطاعات الاقتصادية الجاذبة للاستثمار

السياحة - الطاقة- الصناعات الغذائية - الخدمات المصرفية والتمويلية - تكنولوجيا الاتصالات والمعلومات والبحث والتطوير- الابتكار - البيئة وإدارة المخلفات - الملاحة والشحن - العقارات - نقل البضائع والإمداد (اللوجيستيك) .

أهم الموانئ (12 ميناء دولي)

Iraklio	ابراكليو	Piraeus	بيربوس
Kavala	كافالا	Thessaloniki	ثيسالونيكى
Kalamata	كالاماتا	Volos	فولوس
Lavrio	لافريو	Patra	باترا

Khalkida	خالكيذا	Alexandroupoli	الكسندروبولي
Astakos	استاكوس	Elefsina	اليفسينا
		Egoumenitsa	ايغومينتسا

أهم المطارات

		(15 مطار دولي – 25 مطار داخلي – 20 مليون راكب سنويا)	
Chania	خانيا	Eleftherios Venizelos	مطار اثينا الدولي اليفيثيريوس فينيزلوس
Zakynthos	زاكينثوس	Thessaloniki (Macedonia)	ثيسالونيكى
Samos	ساموس	Iraklio (Crete) (N.Kazantzaki)	ايراكليون (كريت)
Mykonos	ميكونوس	Rhodes	روذوس
Santorini	سانتوريني	Corfu	كورفو
		Kos	كوس

أهم المدن اليونانية :

3,761,180	أثينا
1,057,825	ثيسالونيكى (شمال اليونان)
191,058	باترا (جنوب اليونان)
137,711	ايراكليون (جزيرة كريت)
85,001	فولوس (وسط اليونان)

معلومات مفيدة

العطلات العامة

رأس السنة	01 يناير/ كانون الثاني
يوم الغطس Epiphany Day	06 يناير/ كانون الثاني
يوم الاستقلال	25 مارس / آذار
عيد العمال	01 مايو/ أيار
رقاد السيدة العذراء	15 أغسطس / آب
الأول عيد " لا " (وهو احتفال برفض الخضوع لقوات المحور عام 1940)	28 أكتوبر/ تشرين الأول
عيد الميلاد	25 ديسمبر/ كانون الأول
يوم الإهداء	26 ديسمبر/ كانون الأول

روابط مفيدة

www.investingreece.gov.gr	وكالة استثمار في اليونان
www.arabgreekchamber.gr	الغرفة العربية اليونانية
www.statistics.gr	وزارة الاقتصاد والمالية
www.mnec.gr	وزارة التنمية
www.ypan.gr	وزارة السياحة
www.sev.org.gr	بنك اليونان
www.mintour.gr	بنك اليونان الوطني
www.bankofgreece.gr	
www.nbg.gr	

AIRLINE ROUTING OF THE DELEGATION

Monday, 22/03/2010 (Stay in Abu Dhabi for 3 nights)

Athens/Abu Dhabi ETIHAD AIRWAYS EY 090 Dep:13:40 Arr:20:00

Sunday, 25/03/2010

Abu Dhabi/Athens ETIHAD AIRWAYS EY 091 Dep: 09:20 Arr:12:45

HOTEL ACCOMMODATION IN ABU DHABI

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TRAVEL AGENCY

Pilgrim's Travel Agency

(Handled the Airline & Hotel reservations of the Delegation)

11, Epirou Str. - Opposite National Museum - 104 33 Athens-Greece

Tel: +30-210-8254 730-31/8254 544/8231 727

Fax: +30-210-8254 732

e-mail: reservations@pilgrims-sports.gr

e-mail: pilgrims@ath.forthnet.gr

General Manager: Mr. Yehia El Taweel

USEFUL BUSINESS CONTACTS IN U.A.E

Federations

Federation of U.A.E. Chambers of Commerce and Industry (Abu Dhabi)

P.O. Box 3014 – Abu Dhabi

Tel: 009712-6214 144/**Fax:** 009712-6339 210

e-mail: fcciauh@emirates.net.ae/ info@fcciuae.ae / **www.fcci.gov.ae**

Federation of the UAE Chambers of Commerce & Industry (Dubai)

P.O. Box 8886 – Dubai

Tel: 009714-2955 500/**Fax:** 009714-2941 212

e-mail: fccidxb@emirates.net.ae/**www.fcci.com**



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NATIONAL AIRLINE OF THE UAE

Chambers of Commerce & Industry

Abu Dhabi Chamber of Commerce & Industry

P.O. Box 662 – Abu Dhabi

Tel: 009712-6214 000/**Fax:** 009712-6215 867

e-mail: services@adcci.gov.ae / www.adcci.gov.ae

Dubai Chamber of Commerce & Industry

P.O. Box 1457 - Dubai

Tel: 009714-2280 000/**Fax:** 009714-2211 646

e-mail: dcciinfo@dcci.gov.ae / webmaster@dcci.ae / www.dcci.gov.ae

Sharjah Chamber of Commerce & Industry

P.O. Box 580 – Sharjah

Tel: 009716-5688 888/**Fax:** 009716-5681 119

e-mail: scci@sharjah.gov.ae/www.sharjah.gov.ae

Ras Al Khaimah Chamber of Commerce, Industry & Agriculture

P.O. Box 87 – Ras Al Khaimah

Tel: 009717-2333 511/**Fax:** 009717-2330 233

e-mail: rakchmbr@emirates.net.ae/rccia@rakchamber.ae/www.rakchamber.com

Ajman Chamber of Commerce & Industry

P.O. Box 662 – Ajman

Tel: 009716-7422 177/**Fax:** 009716-7427 591

e-mail: accii@emirates.net.ae / info@ajcci.gov.ae / www.ajcci.gov.ae

Fujairah Chamber of Commerce, Industry & Agriculture

P.O. Box 738 – Fujairah

Tel: 009719-2222 400/**Fax:** 009719-2221 464

e-mail: fujccia@emirates.net.ae

U.A.Q. Chamber of Commerce & Industry

P.O. Box 436 U.A.Q.

Tel: 009716-7651 111/**Fax:** 009716-7657 056

e-mail: uaqcci@hotmail.com

DIPLOMATIC MISSIONS

Embassy of Greece accredited to UAE - Abu Dhabi

31, Al Muroor str. - Abu Dhabi

Villa No.1, Sector E 48 Plot No. 141

P.O. Box 5483 Abu Dhabi – UAE

Tel: 009712-4492 550 / **Fax:** 009712-4492 455

e-mail: gremb.abd@mfa.gr, grembauh@aeim.ae / www.mfa.gr/abu

Ambassador.: H.E. Mr. Dionisios Zois

Greek Commercial Office - Dubai

Al Maktoum Str. Al Reem Tower # 801, Deira

P.O. Box 7706 Dubai - UAE

Tel: 009714-2272 106 /**Fax:** 009714-2272 253

e-mail: tradegr@emirates.net.ae/ecocom-dubai@mfa.gr/www.agora.mfa.gr/ae53

Counsellor for Economic & Commercial Affairs: Mr. Anastassios Kourousis

Embassy of U.A.E in Greece

290, Kifissias Ave.(Olympionikon) & N.Paritsi 2

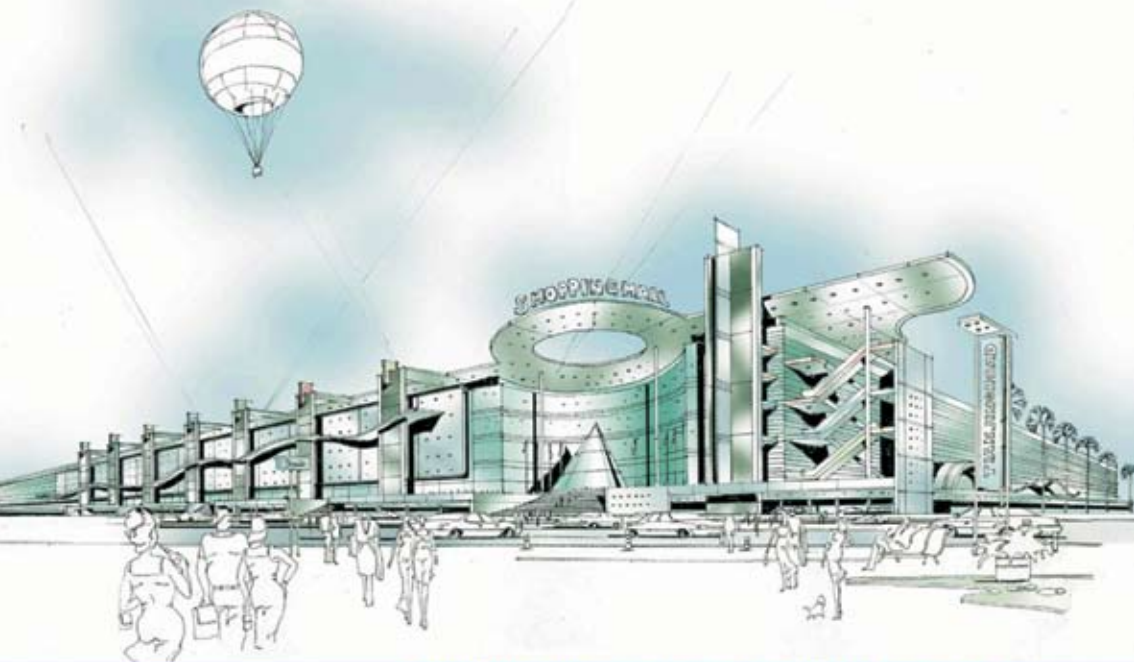
15451 N.Psychico, Athens – Greece

Tel: 0030-210-6770 220 /**Fax:** 0030-210-6770 274

e-mail: uae-emb@otenet.gr

Ambassador: H.E. Mr. Abdel Hadi Abdel Wahid Al Khajah

Consul: Mr. Adel Ibrahim Al Marzouqi



WHERE EXPERIENCE AND RELIABILITY MEET

Our Company "KAPERONI BUSINESS FINANCIAL GROUP S.A." is a consultancy firm legally represented and based in Athens, Greece. It consists of scientists with highly specialized training and deep knowledge of the business operations in the Greek market. Our target is to provide our Customers with high quality advice and services in their business activities. From the beginning of its establishment, our company's orientation is to provide services under reliability and success.

The company's activities, mainly, involve: Consultancy in Corporate Real Estate - Design, supervision and execution of the projects - Provision of expertise for construction and management of building installations - Representation of companies based abroad in case those companies wish to do business in Greece - Purchase, utilization and real estate development - Participation in companies for the movement of goods and the establishment of freight terminals - Organization and promotion of cultural and tourism activities - Participation and cooperation in any form with other companies pursuing the same or similar purpose in Greece or abroad - Real estate assessment and management - Technical and legal services as well as legal support in the area of Corporate Real Estate.

Indicative Projects of our company include:

- "PHILOXENIA" Theme Park of Culture and Tourism.
- Master Development, in POSEIDON «Outlet Village» in the Port of Lavrion.
- Land promotion of 275,000 square meters in Chania - Creta, for the development of 69,000 square meters of summer houses.
- Land promotion of 100,000 square meters for the construction of a 5 star hotel resort in Creta island.
- Installation of the Control Authorities Department for the Ministry of Finance in Piraeus Street. This property consists the largest "income property" of the public sector with an annual return of 8.5% for the next 13 years of the lease.
- Installation of the Services Department for the Ministry of Public Order at Maroussi, Athens.
- Cooperation with the largest Educational Groups for their business premises.
- Promotion of seaside hotel resorts all over Greece.
- Creation of more than 500 franchise stores, for the major Franchise Chains in the areas of services and commercial activities.
- 48 franchise re-sales so far on behalf of the largest Franchise Companies.



KAPERONI
Business Financial Group



Nikoletta Kaperoni
Managing Director

وقد رجال الأعمال اليونانيين
إلى الإمارات العربية المتحدة من 22 - 25 /03/ 2010

List of Participants of the Greek Delegation

قائمة المشاركين

The Delegation will be headed by:



Mr. BANTALI ANTAR السيد /باندلي عنتر

Chairman of the Arab-Hellenic Chamber of Commerce & Development

رئيس مجلس إدارة الغرفة العربية اليونانية للتجارة والتنمية



Dr. SALEH JALLAD الدكتور / صالح جلاذ

Vice Chairman of the Arab-Hellenic Chamber of Commerce & Development

نائب رئيس مجلس إدارة الغرفة العربية اليونانية للتجارة والتنمية



Mr. MOHAMED ELKHAZMI الأستاذ محمد عز الدين الخازمي

Secretary General of the Arab-Hellenic Chamber of Commerce & Development

أمين عام الغرفة العربية اليونانية للتجارة والتنمية

Arab-Hellenic Chamber's Staff:



Mrs. HANA CHAKOUR السيدة هنادي شكور

Head of Information Section رئيسة قسم المعلومات

ARAB HELLENIC CHAMBER OF COMMERCE & DEVELOPMENT

180-182, Kifissias Avenue- 154 51 Neo Psycico-Greece

Tel: +30-210-6711 210 / +30-210-6773 428, Fax: +30-210-6746 577

e-mail: chamber@arabgreekchamber.gr - www.arabgreekchamber.gr

COMPANIES/ACTIVITY

الشركات والمؤسسات النشاطات

By Alphabetical Order

1. ALAPIS S.A

Industrial Park of Thermi
570 01 Thermi – Thessaloniki - Greece
Tel: +30-2310-464 445
Fax: +30-2310-365 662
e-mail: m.zachariadis@alapis.eu
www.alapis.gr

Participant:

- Mr. MARIOS DIMITRIOS ZACHARIADIS
Senior Director

ACTIVITY

Production of Cosmetics - Natural Cosmetics, Human Medicines & Veterinary Medicines.

النشاطات

تصنيع أدوات تجميل وأدوات طبيعية وأدوية بشرية وبيطرية.

المطلوب:

لقاء مع مستوردين وموزعين لأدوات التجميل والأدوية البشرية والبيطرية.

3. DRAK S.A

7, Athanasiou Diakou str.
135 62 Ag. Anargiri – Athens – Greece
Tel: +30-210-2583 100-103
Fax: +30-210-2583 107
e-mail: drakgr@otenet.gr
www.drak.gr

Participants:

- Mr. SPYRIDON KAVALLAS
Consultant CEO
- Mr. KONSTANTINOS STAMBOULIS
Sales Manager

ACTIVITY

FLUORESCENT LIGHTING FIXTURES

النشاطات

إنتاج وتسويق الإضاءة للمكاتب والمحلات التجارية

المطلوب:

لقاء مع شركات تصميم مكاتب ومحلات تجارية وشركات ديكورات مباني ومكاتب



2. COURBI S.A

Solomos – Korinthos
201 00 Solomos – Korinthos – Greece
Tel: +30- 27410 -31490
Fax: + 30- 27410 -31618
e-mail: a.evangelidis@courbi.gr
www.courbi.com

Participant:

- Mr. ANGELO EVANGELIDIS
Senior Consultant International
Development

ACTIVITY

Is one of the leading Greek industries in the electrical materials sector.
Products: high technology Conduit Systems for cable protection, Electrical Boxes of all types, Derivation Boxes, Cable Channels etc. Our brands, Si-Bi®, Courflex®, Di Flex®, Betosol® etc.

النشاطات

مستلزمات للتمديدات الكهربائية (أقبية ومواسير وأسلاك) والعلب المركزية للكهرباء

المطلوب:

لقاء مع مستوردين وموزعين وتجارة جملة للمعدات الكهربائية وشركات إنشاءات ومقاولات في مجال التمديدات الكهربائية.

4. ELEMKO S.A

90, Tatoiou str.
144 52 Metamorphosi-Attica-Greece
Tel: +30 210 2845 400
Fax: +30 210 2840 151
e-mail: dkokkinos@elemko.gr
e-mail: elemko@elemko.gr
www.elemko.gr

Participant:

- Mr. DIMITRIOS KOKKINOS
Managing Director

ACTIVITY

Manufacturing of earth rods, earthing & lightning protection components, surge protection devices.
Design of earthing and lightning protection systems.

النشاطات

تصنيع وإنتاج المواد الكهربائية المضادة للصواعق والعزل الأرضي من الكهرباء

المطلوب:

لقاء مع تجارة مواد ومستلزمات كهربائية وشركات إنشاءات وشركات الإتصالات الهاتفية ومحطات توليد الكهرباء



5. «3D» S.A GENERAL AVIATION APPLICATIONS

2, Skiathou Str.
546 46 Thessaloniki - Greece
Tel: +30-2310-413545/+30-2310 413585
Fax: + 30-2310-413405
e-mail: info@3dsa.gr
www.3dsa.gr

Participants:

- Mr. DIMITRIOS SKEPASTIANOS
President & Managing director
- Mr. GEORGE FARAZOULIS
Chair of International Committee
WMA (Weather Modification Association)
- Mrs. ANDRIANI MARKAKI
Public Relations

ACTIVITY

3D S.A is one of the most innovative & experienced companies in the world in matters of weather modification and prevention-protection from extreme natural phenomena.
Mainly works on: weather modification with hail protection programs and rain enhancement, agricultural applications through crop spraying & fertilizer air, aerial photography, aerial fire lighting & other activities such as airport security.

النشاطات

التكثيف الجوي ، الأمطار الاصطناعية والموارد المائية.

المطلوب:

- لقاء مع هيئة الأرصاد الجوية ومع وزارة الزراعة القسم الخاص بمصادر المياه والري و كلية الزراعة والموارد المائية ومع الإعلام والإذاعة والتلفزيون.



7. KAPERONI BUSINESS FINANCIAL GROUP S.A

128, Dionisou str.
151 24 Maroussi – Athens - Greece
Tel: +30-210-3630 679
Fax:+ 30-210-6104 360
e-mail: kaperoni@otenet.gr

Participant:

- Mrs. NIKOLETTA KAPERONI
Managing Director

ACTIVITY

CORPORATE REAL ESTATE and TOURIST REAL ESTATE IN GREECE (Especially in CRETA Island)

المطلوب:

لقاء مع شركات استثمار وعقاري واستثمارات سياحية وخاصة في جزيرة كريت اليونانية .
من أجل مشروع استثماري عقاري



6. HELLENIC FEDERATION OF ENTERPRISES(SEV)

5, Xenofontos Str.
105 57 Athens -Greece
Tel: +30-211-5006 144
Fax: +30-210-3222 929
e-mail: ir@sev.org.gr
www.sev.org.gr

Participant:

- Mr. IOANNIS PATSIAVOS
Director of International Relations

ACTIVITY

Federation of Greek enterprises

النشاطات

اتحاد الشركات اليونانية

المطلوب:

لقاءات مت المسؤولين في الغرف التجارية واتحادات الصناعيين والفعاليات الاقتصادية



8. OLYMPIA ELECTRONICS S.A

72° HLM. P.E.O.
Thessaloniki -Greece
Tel:+30-23530-51200
Fax:+30-23530-51486
e-mail: info@olympia-electronics.gr
www.olympia-electronics.gr

Participant:

- Mr. BANTALI ANTAR
Export Manager

ACTIVITY

Emergency lighting, Exit illumination signs, fire detection systems, Electronic ballasts, Burglar alarm systems, electronic room thermostats, Electrical insecticides.

النشاطات

صناعة أنظمة الإنارة لمخارج الطوارئ ، أجهزة السرقة ، إنذار الحرائق ، أنظمة الإنذار ضد أنظمة المراقبة عبر الدوائر المغلقة ، مصائد الحشرات الكهربائية وغيرها من أنظمة الإنذار للسلامة والأمن.

المطلوب:

لقاءات مع شركات متخصصة في استيراد أنظمة السلامة والإنذار ومطوري المشاريع العقارية.



9. OPTICON GROUP

Industrial Area of Tripolis Block 7
221 00 Tripoli– Peloponnesus – Greece
Tel: +30-6977356 534 /+30- 2710-230421
Fax: +30-2710-230 422
e-mail: v.stamatopoulos@opticon-group.eu
www.opticon-group.eu

Participant:

- **Dr. VASSILEIOS STAMATOPOULOS**
Head of Business
Development & Innovation

ACTIVITY

Distribution of High Definition (HD) Digital content. Blu-Ray–DVD optical disk manufacturing. Electronic delivery of video content (WEB – Internet)

We would like to meet:

- *the media industry (film & TV production)
- *anyone that is related to DVD/Blu-Ray Authoring, production import, distribution
- *consumer electronics (large retail chains, importers)
- * people from the press (publishers/distributors) that would be interested in distributing Blu-Ray films/documentaries with their magazines.



11. SIKIARIDIS –CHALLOTIS AND ASSOCIATES LAW OFFICE

2, Ravine str.
115 21 Athens – Greece
Tel: +30-210-6140 049
Fax: + 30-210-6140 047
e-mail: pvs@sclaw.gr
www.sclaw.gr

Participant:

- **Mr. PRODROMOS SIKIARIDIS**
Lawyer

ACTIVITY

Law Office: litigating and advising on Commercial law Company, Real Estate, Shipping international trade insurance / insurance, civil law.

المطلوب:

لقاء مع شركات تجارية واستثمارية وعقارات وشركات دولية للملاحة والتأمين



10. PILGRIMS TRAVEL AGENCY INTERNATIONAL LTD.

11, Epirou Str.
104 33 Athens-Greece
Tel:+30-210-8254 730-31/8231 544
Fax:+30-210-8254 732
e-mail: resrvation@pilgrims-sports.gr
e-mail: eltawil@pilgrims-sports.gr
www.pilgrim-sports.gr

Participant:

- **Mr. YEHIA EL TAWIL**
General Manager

ACTIVITY

Travel Agency & Tourism.

النشاطات

مكتب سياحة وسفريات.

المطلوب:

لقاء مع مكاتب وشركات سياحة وسفر.



12. SYRMOS–LEVANTIS S.A i.c./ ROTOSAL

6 km Livadias – Lamias old Nat. Road
321 00 Romeiko - Livadia –Viotia
Tel: +30-22610-23511 / 12
Fax:+ 30-22610-28208
e-mail: rotosal@otenet.gr
www.rotosal.gr

Participant:

- **Mr. DIMITRIOS SYRMOS**
Commercial Director

ACTIVITY

Compact waste water treatment Units. Plastic items for children playgrounds. Plastic double walled fishing boats. Plastic storage tanks.

النشاطات

صناعات بلاستيكية.

المطلوب:

مستوردين للصناعات البلاستيك ولقاءات مع شركات مستوردة للبلاستيك الضخم للإتشاءات، شركات تقنية والمصافي والشركات الكيماوية، و مندوبي مصانع البلاستيك



13. SALFO & ASSOCIATES LTD ENGINEERING CONSULTING SERVICES

11, Vouliagmenis Ave.
116 36 Athens – Greece
Tel: +30-210-9210 080
Fax: + 30-210-9210 487
e-mail: info@salfogr
e-mail: ifotinos@salfogr
www.salfogr

Participant:

- Mr. IOANNIS FOTEINOS
Managing Partner

ACTIVITY

International Engineering Consulting Company, providing services for major public and private infrastructure as well as commercial, residential and real estate development projects. The company offers a comprehensive range of design & technical consultancy services to facilities such as Highway & Motorway Projects, Railway Projects, Ports & Marinas, Airports, Commercial & Residential Buildings, Hospitality Facilities, and Transportation & Traffic Engineering Projects.

SALFO is operating in Middle East through branch offices in Abu Dhabi, UAE & Doha Qatar since 2006



15. SHELMAN S.A

26, Kifissias Ave & 2, Paradissou Str.
151 25 Maroussi - Athens - Greece
Tel: +30-210-817 2879
Fax: + 30-210-817 2880
e-mail: expt@shelman.gr
www.shelman.gr

Participant:

- Mrs. ELEFThERIA PANDELAKI
Export Director

ACTIVITY

Manufacturers of Wood products (Raw Chipboard, Raw MDF, Melamine faced Chipboard, Veneered Chipboard and MDF, Doors for kitchen cabinets, Worktops, Plywood)

التشاطر

منتجات خشبية وتصنيعها.

المطلوب:

لقاء مع مستوردين الأخشاب واللامين ،
ومندوبي المشتريات في مصانع الأثاث
والمطابخ.



14. SEKE S.A

COOPERATIVE UNION
OF THE TOBACCO
GROWERS OF GREECE
20, km.Xanthi - Peteinou
Xanthi – Greece
Tel: +30 2310-609300 / 25410-83578
Fax: +30 2310-609376
e-mail: sekesa@sekesa.gr
www.sekesa.com

Participants:

- Mr. CHRISTOS KEMANETZIS
Sales Manager
- Mrs. MARIA ANGELIDOU
Export Manager

ACTIVITY

The purchase and resale of tobacco after it has been processed the general trading of TOBACCO.

التشاطر

تجارة / شراء وبيع أوراق التبغ

المطلوب:

لقاء مع معامل التبغ والسجائر
لقاء مع مستوردين معجون الطماطم



16. TERLANA S.A

2nd km Peanias – Markopoulou
P.O.Box 56
190 02 Peania – Attiki – Greece
Tel: +30- 210- 6644 191/3
Fax: +30- 210- 6644 194
e-mail: terlana@terlana.com

Participant:

- Mr. NIKOLAOS IGNATIADIS
Managing Director

ACTIVITY

Spinning-Knitting-Production of Cotton Blended – Knitted Fabrics.

التشاطر

صناعة وإنتاج جميع أنواع الخيوط القطنية
والمنسوجات القطنية والممزوجة .

المطلوب:

لقاء مع شركات مهتمة بالشراكة التجارية في
مجال الخيوط القطنية والنسيج القطني
والممزوج





17. TERNA S.A

85, Mesogeion Ave.
115 26 Athens – Greece
Tel: 0030 210 6968 000
Fax: 0030 210 6968 495
e-mail: info@terna.gr
www.terna.gr

Participant:

- Mr. FILIPPOS ANDRIOPOULOS
Country Manager

ACTIVITY

Technical and constructions company for bridges, road, buildings and infrastructure projects.

Terna is active in energy projects

النشاطات

بناء وإنشاءات للطرق والجسور والمباني
والبنية التحتية ومشاريع الطاقة

المطلوب:

لقاءات مع شركات البناء وإنشاءات وكذلك
مطوري المشاريع

19. ZAFIROS LTD

25, Loukianou str.
106 75 Athens -Greece
Tel: +30-210-5543500
Fax: +30-210-5546915
e-mail: spiros@zafiros.gr
www.zafiros.gr

Participant:

- Mr. SPIROS LIASKOS
Civ. Engineer Main Share Holder

ACTIVITY

Construction vent. & Real Estate Invest-
ment

النشاطات

إدارة مشاريع البناء – وعقارات

المطلوب : لقاء مع شركات بناء وتشبيد
وشركات عقارية ومطوري المشاريع



18. TH. C. SKAGIAS S.A

4, Kolokotroni Str.
145 68 Kryoneri –Attica -Greece
Tel: +30-210-8161 527
Fax: + 30-210-8161 607
e-mail: exports@skag.gr
www.skag.gr

Participant:

- Mrs. PETROULA PATERAKI
Export Department

ACTIVITY

Producers of school and office stationery
items from paper and plastic
(Notebooks, Exercise book, Lever Arch
files e.t.c.)

النشاطات

صناعة وتجارة جميع أنواع قرطاسية المكاتب
والمدارس

المطلوب : لقاء مع تجار ومستوردي لجميع
أنواع القرطاسية ومستلزمات المكاتب
والمدارس.



For further details, kindly

contact the Chamber

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e-mail: chamber@arabgreekchamber.gr

website: www.arabgreekchamber



Graphic Art

Thanasis Stavroulakis

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18 Kailidromiou 114 72 Athens, Greece

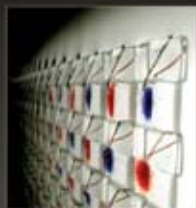
e-mail: thstavroulakis@yahoo.gr e-mail: GraphicArt@mycosmos.gr

The Brochure has been edited and designed by the
Public Relations Department
of the Arab Hellenic Chamber of Commerce &
Development March 2010

GREEK BUSINESS DELEGATION TO VARIOUS ARAB COUNTRIES

ARAB-HELLENIC CHAMBER





With our experience and, particularly specialized knowledge in Design and Prototype Creations, we serve High Quality - Luxurious Products and Exclusive Services in Architecture, Decoration and Fine Art.

Make "tool" to your Hands, our handmade glass Creations. Decor wall tiles & Mirrors, Glass blocks & Space dividing, Ceiling & wall surfaces, Door panels & Knobs, Numbering solutions, Logo signage and other applications.

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Glassform Team

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- Veterinary products, nutritional supplements, quality foods and specialized accessories.



www.alapis.eu
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