



وفد رجال الأعمال اليونانيين
إلى الإمارات العربية المتحدة والكويت
من 03 - 08 / 12 / 2011

GREEK BUSINESS DELEGATION TO U.A.E & KUWAIT
December 03-08, 2011



Organized by:



الغرفة العربية اليونانية للتجارة والتنمية
ARABO-ΕΛΛΗΝΙΚΟ ΕΠΙΜΕΛΗΤΗΡΙΟ ΕΜΠΟΡΙΟΥ & ΑΝΑΠΤΥΞΕΩΣ
ARAB-HELLENIC CHAMBER OF COMMERCE & DEVELOPMENT



Handmade Fused Glass expertise company "YLI s.a."
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*"YLI s.a." designs and produces Architectural applications,
Fine-Art creations and Interior Design decorative pieces.*

*Since 2009 is an active member of
Arab-Hellenic Chamber of Commerce & Development
and performs steps to determine an opening in GCC Market.*

*Having all the knowledge, experience, machinery,
consolidated innovations, newly designed Arabic motives,
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of Islamic Culture, Art and Lifestyle.*

*Kiriakos Konstantinidis
Architect - Designer / CEO
kirkon@yli.gr*

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Foreword of the Heads of the Delegation



Ladies & Gentlemen

It's a real pleasure and honor for the Arab-Hellenic Chamber to welcome you on this business mission to the UAE & Kuwait. 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 & Kuwait in particular.

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 business relations between Greece and the UAE & Kuwait, reflecting our common heritage of cooperation. This relations have produced and sustained jobs for the business community in Greece, Kuwait & the UAE and opened 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 & Kuwait with their goods and services, and for the latters 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 business counterparts.

A handwritten signature in dark ink, appearing to read 'Christos Folias', written over a large, faint watermark of the Arab-Hellenic Chamber of Commerce & Development logo. The logo features a circular emblem with a stylized figure and the year '1979' below it, and the word 'CHAMBER' in large letters across the bottom.

Mr. Christos Folias

President of the Arab-Hellenic Chamber of Commerce & Development

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



On Behalf of the Arab Hellenic Chamber of Commerce & Development

I would like to thank our esteemed sponsor (s) for their great contribution to make this business delegation to UAE & Kuwait is realized, this mission will create positive prospects and the new business opportunities which will help to support the Greek business community in Greece.

Dear Sponsors by supporting this event you have participated in helping our members and non members to initiate new commercial partnerships in a unique beneficial way in UAE & Kuwait.

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 need to be more creative in our work under the new vision of the Board of Directors.

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

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

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

BD Members of the AHCCD elected on 20/10/2010

1. **Mr. CHRISTOS FOLIAS** President of AHCCD
2. **Mr. FAROUK JOUD** 1st Vice President of AHCCD
3. **Mr. TZORTZATOS PANAGIOTIS** 2nd Vice President of AHCCD
4. **Dr. SALEH JALLAD** 3rd Vice President of AHCCD
5. **Mr. ANTAR BANTALI** 4th Vice President of AHCCD
6. **Mr. JOSEPH SAMAAN** 5th Vice President of AHCCD
7. **Mr. KATZOURAKIS STILIANOS** Treasurer of AHCCD
8. **Mr. MOHAMED ELKHAZMI** Secretary General of AHCCD
9. **Mr. KONTOVEROS CHRISTOS** Member of B. D. & E. C. of AHCCD
10. **Dr. EMAD SHEHAB** Member of B. D. & E. C. of AHCCD
11. **Mr. ILIAS SOVATZIDIS** Member of B. D. & E. C. of AHCCD
12. **Mr. JAMAL EL DINE HAJIR** Member of B. D. & E. C. of AHCCD
13. **Mr. SPANOUDIS EMMANUEL** Member of B. D. & E. C. of AHCCD
14. **Mr. RASHED NASER SRAIYA AL KAABI** Member of B. D. E. C. of AHCCD
15. **Mr. GERONIKOLAS CHARIS** Member of B. D. of AHCCD
16. **Mr. FAKERY ABDEL QADER AL ATRASH** Member of B. D. of AHCCD
17. **Mrs. KALAITZI-BOUBOURA DESPINA** Member of B. D. of AHCCD
18. **Mr. AL-MAWLADI AL-AYARI** Member of B. D. of AHCCD
19. **Mr. KAMETAS YANNIS** Member of B. D. of AHCCD
20. **Mr. HAMAD RASHID ALNUAIMI** Member of B. D. of AHCCD
21. **Mr. KYRIAKOPOULOS PANOS** Member of B. D. of AHCCD
22. **Mr. HUMEID MOHD. BIN SALEM** Member of B. D. of AHCCD
23. **Dr. METAXOTOS NIKOLAOS** Member of B. D. of AHCCD
24. **Mr. HISHAM ABDULAZIZ ALSAYED** Member of B. D. of AHCCD
25. **Mr. MICHALOPOULOS ALEXANDROS** Member of B. D. of AHCCD
26. **Mr. SALEH AL TOAIMI** Member of B. D. of AHCCD
27. **Mr. PAPAPANAGIOTOU ATHANASSIOS** Member of B. D. of AHCCD
28. **Dr. MOHAMAD BIN IBRAHIM AL TWAJIRY** Member of B. D. of AHCCD
29. **Mr. RAHIMI N. KAMAL** Member of B. D. of AHCCD
30. **Mr. ALI MOHAMAD ABDALLAH ALGHORAYED** Member of B. D. of AHCCD
31. **Mr. RODOUSAKIS KYRIAKOS** Member of B. D. of AHCCD
32. **Mr. HENRY HAFEZ** Member of B. D. of AHCCD
33. **Mr. SAVVAKIS ILIAS** Member of B. D. of AHCCD
34. **Mr. JAAFAR RASSOL JAAFAR AL GHRAIRI** Member of B. D. of AHCCD
35. **Mr. TSAKTANIS MARKOS** Member of B. D. of AHCCD
36. **Dr. GHASSAN KOUCHAKJI** Member of B. D. of AHCCD
37. **Mr. WEISS ABDULAZIM** Member of B. D. of AHCCD
38. **Mr. XEZONAKIS GEORGE** Member of B. D. of AHCCD
39. **Mr. FATHY MOURSY** Member of B. D. of AHCCD
40. **REP. FEDERATION OF MOROCCIAN CHAMBER** Member of B. D. of AHCCD

PROFILE OF THE 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 1st, 1979, followed by Presidential Decree No. 421 of April 1981, under the umbrella of the Ministry of Development, with strong links to all Arab Chambers of Commerce. Its Head Office is located in Athens. The Chamber began its activities in March 1981, governed by a Board of Directors composed of 40 Board members equally balanced between Greeks and Arabs.

Objectives

The scope of the Chamber is to develop and promote the economic relations, especially in the fields of Commerce, Industry, Agriculture, Technology, Culture, Education, Tourism and Joint Investment, between Greece and the Arab World.

Activities

- Organization of Greek Business delegations to Arab countries & Hosting of Arab business delegations visiting Greece.
- Organization of Arab Greek Economic Forums, Conferences, Exhibitions, Seminars, Work Shops, business lunches & dinners.
- Cultural activities such as teaching of Arabic Language to the Greek Business Community in addition to the organization of Cross Cultural Work Shops.

Services

- Publishing of economic studies, reports and statistical information concerning the Arab Greek relations.
- Monthly business bulletins in English, Arabic & Greek, with business proposals from the Arab or Greek companies looking for contacts or partners in Greece or in the Arab countries.
- Providing the members with any business & Economic information needed.
- Legalization of all the documentation related to the Greek exports to the Arab markets.
- Translation Department provides high quality translation of Greek, Arabic & English.
- Matchmaking & Networking between the business communities from both ends B2B.
- Help Desk to promote exports & investments for both the Arab & Greek business communities.
- Website in three languages Greek, Arabic & English containing plenty of information, Reports & News to all visitors www.arabgreekchamber.gr

For any further information please do not hesitate to contact us:
180-182, Kifissias Avenue, 154 51 Neo Psychico, Athens, Greece

Tel: + 30 210 671110/6726882 / **Fax:** + 30 210 6746577

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

Introduction to the United Arab Emirates

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 coastline 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 Jebel 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)
- **Human rights conventions to which the country is a party:**

International Convention on the Elimination of All Forms of Racial Discrimination;
International Covenant on Civil and Political Rights; Convention on the Elimination of All Forms of Discrimination Against Women; Convention on the Rights of the Child; Protocol to the Convention on the Rights of Person with Disabilities; Signatory to the Arab Charter on Human Rights; United Nations Convention against Transnational Organized Crime.

- **Labour rights conventions to which the country is a party:**
Elimination of forced and compulsory labour-Convention 29; Elimination of forced and compulsory labour-Convention 105; Elimination of discrimination in respect of employment and occupation-Convention 182.

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

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 U. A. E. & 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 21/06/1976.
- 2) Air services Agreement, signed on 04/07/2011
- 3) Agreement Concerning Military Cooperation, signed on 08/06/2009.
- 4) Memorandum of Understanding on Political Consultations, signed April 2010.
- 5) Memorandum of Understanding on the Establishment of a Joint Cooperation Committee, signed on 20/04/2011.
- 6) Bilateral Agreement of Cooperation in the Tourism field (not signed yet).
- 7) Agreement for the Avoidance of double Taxation and the Prevention of Fiscal Evasion with respect to taxes on Income and on Capital (under ratification).
- 8) Agreement on Cooperation in the field of Tourism (under ratification).
- 9) Memorandum of Understanding in the field of Higher Education and Scientific Research. (under ratification).
- 10) Agreement on Maritime Transport (under ratification).
- 11) Memorandum of Understanding on Mutual Recognition of Driving Licenses (under ratification).
- 12) Agreement of Judicial Assistance in Civil Matters. (under ratification).
- 13) Agreement on the Promotion and Protection of Investments. (not signed yet).

Agreements between Kuwait & Greece

- 1) Agreement for the avoidance of double taxation and the prevention of fiscal evasion with respect to taxes on income and on capital, signed on 20/04/2005.
- 2) Agreement concerning International Road Transport of Passengers and Goods, signed on 12/10/1982 and is in force on 26/09/1986.
- 3) Agreement for the Economic and Technical Co-operation, signed on 19/01/2010 (under ratification).
- 4) Agreement on the Promotion and Reciprocal Protection of Investments. This process is frozen.
- 5) Agreement on Cooperation in the field of Tourism. (under ratification).

State of Kuwait



Location:

The state of Kuwait is located in the Middle East, in the Northern part of the Arab Peninsula (between latitudes $28^{\circ}.30'$ and $30^{\circ}.06'$ North to the equator and between longitudes $46^{\circ}.30'$ and $48^{\circ}.30'$ East to Greenwich). It is bordered in the East by the Arabian Gulf, in the South and South-West by the Kingdom of Saudi Arabia, and in the North and North-West by Iraq. Kuwait has several islands, the biggest of which is Bobyan, and the smallest is Failaka, which is distinguished with its ancient monuments, and is relatively inhabited.

Population:

The total number of population as per 2009 census was (3,440,000)

Area:

The total area of the State of Kuwait is 17,820 square kilometers, with a population density of about (139) per square kilometer.

Weather:

The weather of the State of Kuwait is tropical due to its location in the desert geographical region. The weather is distinguished with a long dry hot summer with temperature reaching sometimes up to 50°C in shadow areas and a short warm winter, mostly rainy.

Kuwait Chamber of Commerce: is a private foundation of public interest that plays a guiding role, i.e. it does not possess an executive mechanism for imposing its decisions. If the executive body did not adopt the resolutions of the Chamber, they shall remain to be only mere consultative effort. This might satisfy the questions raised regarding the role of the chamber toward a lot of the economic problems and crises that took place in the past. Kuwait Chamber is active member of the Arab Hellenic Chamber of Commerce & Development.

Ruling System:

The regime is Emiri Democratic, where Kuwait is a state of sovereignty and has its own institution, under the presidency of His Highness the Emir of the country. Laws of the State of Kuwait are legislated by the State Council known as “National Assembly” composed of fifty members elected via democratic elections by the Kuwaiti people every four years.

Chief of the State:

His Highness Sheikh Sabah Al-Ahmed Al-Jaber Al-Sabah (Emir of the State of Kuwait) since 29 January 2006.

National Day:

25th of February 1950, anniversary of inauguration of the late Sheikh Abdullah Al-Salem Al-Sabah after the late Sheikh Ahmed Al-Jaber Al-Sabah.

Liberation Day:

26th February 1991, when Kuwait was liberated from the invasion of the extinct Iraqi regime.

Judicial System:

Civil Law.

Religion:

Islam is the official religion of the State. However, Christian nationals and expatriates enjoy full freedom of practicing their religious rites.

Language:

Arabic is the official language. English is widely spoken among most inhabitants. There is also few minorities speaking Indian, French and German.

Governorates:

Kuwait is administratively divided into six governorates; “The Capital, Hawally, Mubarak Al-Kabeer, Al-Ahmadi, Al-Farwaniya and Al-Jahraa”.

Natural Resources:

Oil, natural gas, fish and shrimp.

A Brief About Kuwaiti Markets:

The state of Kuwait adopts a free policy in the light of a free economic system. Kuwaiti markets are considered as an oasis for free trade. In the light of the Unified Customs Law of the GCC countries, custom duties do not exceed 5% on most of the goods imported from outside the custom union. Tobacco and Cigarettes are subject to (100%) customs, while there are more than (400) type of goods exempted from customs. There are no quantitative or typical restrictions on imports, also imports should be identical with Kuwaiti standards.

Kuwaiti markets are also distinguished with the freedom of currency and transfer, and openness to all the countries of the world, except Israel, where Kuwait maintains commercial relations with most countries of the world, regardless of their geographical location or political system. The relation between price and quality is the decisive factor in the success of marketing goods of such countries in the Kuwaiti markets. Kuwait is also an establishing member in World Trade Organization.

As the State of Kuwait is considered a free trading center, the local importer is not obliged to obtain a separate importing license for every item of goods he wishes to import to the country. On the contrary, it is enough to obtain an annual importing license from the Ministry of Trading and Industry, which enables him to import any quantity of any type of goods from anywhere in the world, except for the industrial equipment and machines, which need a special license.

The law has restricted the import of some specific goods, and subjected some other items to a special importing license. (for more detailed information please review the custom lists). You can also refer to the following address, which is the address of the entity through which you can obtain details about the goods exempted from custom taxes in accordance with the Gulf Customs Union, and the percentage of taxes in details; as well as the completed incoming and outgoing custom transactions.

General Department of Customs

P.O. Box (16) Safat 13001

Tel: 24818940 – 24845419

Fax: 24845780

Source: www.kuwaitchamber.org.kw

ARAB-HELLENIC CHAMBER OF COMMERCE-FINANCIAL DEPARTMENT

GREEK FOREIGN TRADE WITH ARAB COUNTRIES

in us dollars

COUNTRY	IMPORTS 1/1-31/7/2011	IMPORTS 1/1-31/7/2010	CHANGE 2010/2011	EXPORTS 1/1-31/7/2011	EXPORTS 1/1-31/7/2010	CHANGE 2010/2011
EGYPT	574,082,018	218,219,632	163.08	333,016,319	121,716,491	173.60
ALGERIA	289,463,364	137,045,652	111.22	290,162,845	153,174,666	89.43
MOROCCO	14,421,006	12,391,521	16.38	42,535,106	54,758,610	-22.32
TUNIS	14,723,293	8,807,278	67.17	69,796,699	53,415,338	30.67
SUDAN	3,419,161	3,281,996	4.18	3,778,080	3,001,063	25.89
MAURITANIA	8,744,351	3,633,360	140.67	4,153,643	2,941,751	41.20
DJIBOUTI						
SOMALIA	71,432	35,014	104.01	260,014	132,123	96.80
LEBANON	20,421,063	16,108,567	26.77	60,319,557	22,064,621	173.38
LIBYA	309,751,967	1,016,330,432	-69.52	137,927,174	68,462,487	101.46
JORDAN	15,231,254	14,248,127	6.90	14,668,203	11,032,641	32.95
SYRIA	39,006,594	14,653,829	166.19	32,696,952	21,518,473	51.95
IRAQ	599,367,346	511,419,461	17.20	13,484,223	15,923,113	-15.32
SAUDI ARABIA	1,103,102,123	805,561,951	36.94	231,888,242	65,011,672	256.69
KUWAIT	8,311,296	2,057,378	300.86	7,342,010	7,521,137	-2.38
OMAN	4,555,804	1,887,258	141.40	3,865,596	2,511,172	53.94
U.A.E	59,594,642	33,608,343	77.32	297,082,722	117,068,725	153.77
QATAR	97,202,102	14,099,217	589.41	6,471,054	9,434,552	-31.41
BAHRAIN	2,959,851	5,120,704	-42.20	3,531,123	8,680,946	-59.32
COMOROS	193,639	149,316	29.68	623,444	196,287	217.62
YEMEN	2,911,534	126,709,112	-97.70	10,386,353	1,627,723	538.09
PALESTINE				614,298	1,177,635	-47.84
TOTAL	3,167,533,840	2,945,384,148	7.54	1,564,603,657	741,371,226	111.04
world	36,170,634,345	37,803,547,779	-4.32	17,742,763,321	11,647,938,463	52.33

SOURCE: NATIONAL STATISTICAL SERVICES- temporary details

GREEK IMPORTS FROM UNITED ARAB EMIRATES

Source: National Statistical Services Temporary Details

0.7137

Period: January - July 2011

2DIGIT SITC		VALUE (EURO)	QUANTITY IN KILOS	OTHER UNITS	VALUE IN USA \$
TOTAL		42,532,696	16,595,284	446,715	59,594,642
68	NON-FERROUS METALS	17,624,252	8,727,277		24,694,202
28	METALLIFEROUS ORES AND METAL SCRAP	11,639,035	2,942,174		16,308,022
84	ARTICLES OF APPAREL AND CLOTHING ACCESSORIES	4,173,830	15,825	56	5,848,157
61	LEATHER, LEATHER MANUFACTURES, N.E.S., AND DRESSES FURSKINS	2,575,527	7,119	41,869	3,608,697
74	GENERAL INDUSTRIAL MACHINERY AND EQUIPMENT, N.E.S., AND MACHINE PARTS, N.E.S.	1,303,925	263,094	1,304	1,826,993
66	NON-METALLIC MINERAL MANUFACTURES, N.E.S.	875,102	3,306,138	197,908	1,226,148
89	MISCELLANEOUS MANUFACTURED ARTICLES, N.E.S.	475,090	23,755	103,980	665,672
21	HIDES, SKINS AND FURSKINS, RAW	460,847	1,803	8,247	645,715
69	MANUFACTURES OF METALS, N.E.S..	434,686	133,683	144	609,060
55	ESSENTIAL OILS AND RESINOIDS AND PERFUME MATERIALS;	425,295	171,938		595,902
72	MACHINERY SPECIALIZED FOR PARTICULAR INDUSTRIES	412,717	109,850	2	578,278
58	PLASTICS IN NON-PRIMARY FORMS	398,540	146,324		558,414
78	ROAD VEHICLES (INCLUDING AIR-CUSHION VEHICLES)	253,887	92,657	15	355,734
77	ELECTRICAL MACHINERY, APPARATUS AND APPLIANCES, N.E.S., AND ELECTRICAL PARTS THEREOF (INCLUDING NON-ELECTRICAL COUNTERPARTS, N.E.S., OF ELECTRICAL HOUSEHOLD-TYPE EQUIPMENT)	224,427	10,897	69,997	314,456
87	PROFESSIONAL, SCIENTIFIC AND CONTROLLING INSTRUMENTS AND APPARATUS, N.E.S.	222,343	23,563	5	311,536
71	POWER-GENERATING MACHINERY AND EQUIPMENT	192,912	84,333	352	270,298
81	PREFABRICATED BUILDINGS; SANITARY, PLUMBING, HEATING AND LIGHTING FIXTURES AND FITTINGS, N.E.S.	181,561	136,725		254,394
65	TEXTILE YARN, FABRICS, MADE-UP ARTICLES, N.E.S., AND RELATED PRODUCTS	124,017	64,266	687	173,766
67	IRON AND STEEL	90,182	130,134		126,358
75	OFFICE MACHINES AND AUTOMATIC DATA PROCESSING MACHINES	73,791	903	1,862	103,392
33	PETROLEUM, PETROLEUM PRODUCTS AND RELATED MATERIALS	50,427	29,221		70,656
76	TELECOMMUNICATIONS AND SOUND-RECORDING AND REPRODUCING APPARATUS AND EQUIPMENT	42,899	877	506	60,108
56	FERTILIZERS (OTHER THAN THOSE OF GROUP 272)	41,994	48,000		58,840

82	FURNITURE AND PARTS THEREOF; BEDDING, MATTRESSES, MATTRESS SUPPORTS, CUSHIONS AND SIMILAR STUFFED FURNISHINGS	40,649	10,670		56,955
64	PAPER, PAPERBOARD AND ARTICLES OF PAPER PULP, OF PAPER OR OF PAPERBOARD	35,933	12,114		50,347
57	PLASTICS IN PRIMARY FORMS	30,500	20,000		42,735
07	COFFEE, TEA, COCOA, SPICES, AND MANUFACTURES THEREOF	27,431	10,666		38,435
11	BEVERAGES	17,685	13,000	14,292	24,779
04	CEREALS AND CEREAL PREPARATIONS	12,104	26,080		16,960
88	PHOTOGRAPHIC APPARATUS, EQUIPMENT AND SUPPLIES AND OPTICAL GOODS, N.E.S.; WATCHES AND CLOCKS	12,074	127	343	16,917
05	VEGETABLES AND FRUIT	12,065	8,052		16,905
51	ORGANIC CHEMICALS	10,400	10,000		14,572
09	MISCELLANEOUS EDIBLE PRODUCTS AND PREPARATIONS	7,774	446		10,893
54	MEDICINAL AND PHARMACEUTICAL PRODUCTS	7,619	10		10,675
53	DYEING, TANNING AND COLOURING MATERIALS	4,790	11,690		6,712
63	CORK AND WOOD MANUFACTURES (EXCLUDING FURNITURE)	4,282	365	90	6,000
83	TRAVEL GOODS, HANDBAGS AND SIMILAR CONTAINERS	3,909	261	11	5,477
79	OTHER TRANSPORT EQUIPMENT	3,098	401		4,341
27	CRUDE FERTILIZERS, OTHER THAN THOSE OF 56, AND CRUDE MONERALS (EXCLUDING COAL, PETROLEUM AND PRECIOUS STONES)	2,547	351		3,569
85	FOOTWEAR	1,421	300	44	1,991
73	METALWORKING MACHINERY	970	190	1	1,359
97	COLD, NON-MONETARY (EXCLUDING GOLD ORES AND CONCENTRATES)	159	5	5,000	223

GREEK IMPORTS FROM KUWAIT

Source: National Statistical Services Temporary Details

Period: January - July 2011

2DIGIT SITC	VALUE (EURO)	QUANTITY IN KILOS	OTHER UNITS	VALUE IN USA \$
TOTAL	5,931,772	2,814,442	270	8,311,296
28	METALLIFEROUS ORES AND METAL SCRAP	4,125,197	1,460,324	5,780,015
57	PLASTICS IN PRIMARY FORMS	955,975	907,500	1,339,463
68	NON-FERROUS METALS	450,914	173,933	631,798
67	IRON AND STEEL	394,537	271,826	552,805
71	POWER-GENERATING MACHINERY AND EQUIPMENT	3,500	850	4,904
88	PHOTOGRAPHIC APPARATUS, EQUIPMENT AND SUPPLIES AND OPTICAL GOODS, N.E.S.; WATCHES AND CLOCKS	1,649	9	2,310

GREEK EXPORTS TO UNITED ARAB EMIRATES

Source: National Statistical Services Temporary Details

0.7094

Period: January - July 2011

2DIGIT SITC		VALUE (EURO)	QUANTITY IN KILOS	OTHER UNITS	VALUE IN USA \$
TOTAL		210,750,483	207,139,878	1,640,864	297,082,722
33	PETROLEUM, PETROLEUM PRODUCTS AND RELATED MATERIALS	134,302,668	181,596,613	181,961	189,318,675
84	ARTICLES OF APPAREL AND CLOTHING ACCESSORIES	25,548,071	47,030	25,291	36,013,633
76	TELECOMMUNICATIONS AND SOUND-RECORDING AND REPRODUCING APPARATUS AND EQUIPMENT	19,127,940	55,013	137,690	26,963,547
66	NON-METALLIC MINERAL MANUFACTURES, N.E.S.	4,428,636	5,406,886	10,175	6,242,791
05	VEGETABLES AND FRUIT	2,868,183	4,384,774	81,478	4,043,111
89	MISCELLANEOUS MANUFACTURED ARTICLES, N.E.S.	2,745,559	144,652	55,359	3,870,255
51	ORGANIC CHEMICALS	2,703,482	3,500,069		3,810,942
74	GENERAL INDUSTRIAL MACHINERY AND EQUIPMENT, N.E.S., AND MACHINE PARTS, N.E.S.	2,155,601	389,875	2,217	3,038,626
68	NON-FERROUS METALS	2,103,054	594,401		2,964,553
69	MANUFACTURES OF METALS, N.E.S..	1,853,482	331,229	2,127	2,612,746
78	ROAD VEHICLES (INCLUDING AIR-CUSHION VEHICLES)	1,092,403	1,380,047	11	1,539,897
53	DYEING, TANNING AND COLOURING MATERIALS	1,055,488	1,404,857		1,487,860
55	ESSENTIAL OILS AND RESINOIDS AND PERFUME MATERIALS;	965,988	268,563		1,361,697
67	IRON AND STEEL	935,887	959,011		1,319,266
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)	800,620	179,911	1,707	1,128,588
65	TEXTILE YARN, FABRICS, MADE-UP ARTICLES, N.E.S., AND RELATED PRODUCTS	743,421	226,555	5,311	1,047,957
27	CRUDE FERTILIZERS, OTHER THAN THOSE OF 56, AND CRUDE MONERALS (EXCLUDING COAL, PETROLEUM AND PRECIOUS STONES)	670,293	3,547,346		944,873
72	MACHINERY SPECIALIZED FOR PARTICULAR INDUSTRIES	665,490	175,199	20	938,103
81	PREFABRICATED BUILDINGS; SANITARY, PLUMBLING, HEATING AND LIGHTING FIXTURES AND FITTINGS, N.E.S.	567,562	28,763	203	800,059
58	PLASTICS IN NON-PRIMARY FORMS	540,807	235,577		762,344
54	MEDICINAL AND PHARMACEUTICAL PRODUCTS	457,863	14,178		645,423
24	CORK AND WOOD	323,034	637,421	989	455,362

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03	FISH (NOT MARINE MAMMALS), CRUSTACEANS, MOLLUSCS AND AQUATIC INVERTEBRATES, AND PREPARATIONS THEREOF	319,638	65,997		450,575
73	METALWORKING MACHINERY	299,247	32,040	3,634	421,831
42	FIXED VEGETABLE FATS AND OILS, CRUDE, REFINED OR FRACTIONATED	296,367	116,961		417,771
64	PAPER, PAPERBOARD AND ARTICLES OF PAPER PULP, OF PAPER OR OF PAPERBOARD	288,679	137,804		406,934
09	MISCELLANEOUS EDIBLE PRODUCTS AND PREPARATIONS	275,727	210,499		388,676
71	POWER-GENERATING MACHINERY AND EQUIPMENT	275,304	106,283	1,219	388,080
12	TOBACCO AND TOBACCO MANUFACTURES	261,347	33,416	25,501	368,406
88	PHOTOGRAPHIC APPARATUS, EQUIPMENT AND SUPPLIES AND OPTICAL GOODS, N.E.S.; WATCHES AND CLOCKS	245,561	2,669	25,967	346,153
59	CHEMICAL MATERIALS AND PRODUCTS, N.E.S.	222,056	51,140		313,019
82	FURNITURE AND PARTS THEREOF; BEDDING, MATTRESSES, MATTRESS SUPPORTS, CUSHIONS AND SIMILAR STUFFED FURNISHINGS	194,422	21,692		274,065
08	FEEDING STUFF FOR ANIMALS (NOT INCLUDING UNMILLED CEREALS)	192,527	392,884		271,394
57	PLASTICS IN PRIMARY FORMS	177,751	77,330		250,565
04	CEREALS AND CEREAL PREPARATIONS	138,754	40,941		195,593
87	PROFESSIONAL, SCIENTIFIC AND CONTROLLING INSTRUMENTS AND APPARATUS, N.E.S.	127,706	925	153	180,020
99	COLD, NON-MONETARY (EXCLUDING GOLD ORES AND CONCENTRATES)	112,571	13,029	1,071,720	158,685
07	COFFEE, TEA, COCOA, SPICES, AND MANUFACTURES THEREOF	100,534	55,928		141,717
06	SUGARS, SUGAR PREPARATIONS AND HONEY	86,338	30,795		121,706
79	OTHER TRANSPORT EQUIPMENT	81,961	10,678	101	115,536
02	DAIRY PRODUCTS AND BIRDS' EGGS	78,605	11,477		110,805
63	CORK AND WOOD MANUFACTURES (EXCLUDING FURNITURE)	71,884	193,088	272	101,331
85	FOOTWEAR	61,009	5,662	2,490	86,001
29	CRUDE ANIMAL AND VEGETABLES, N.E.S	55,420	1,370		78,122
61	LEATHER, LEATHER MANUFACTURES, N.E.S., AND DRESSES FURSKINS	38,316	224	125	54,012
83	TRAVEL GOODS, HANDBAGS AND SIMILAR CONTAINERS	30,604	3,993	1,464	43,141
11	BEVERAGES	29,807	8,990	3,679	42,017
75	OFFICE MACHINES AND AUTOMATIC DATA PROCESSING MACHINES	23,924	353		33,724
34	GAS, NATURAL AND MANUFACTURED	7,470	5,040		10,530
93	SPECIAL TRANSACTIONS AND COMMODITIES NOT CLASSIFIED ACCORDING TO KIND	1,420	100		2,002
23	CRUDE RUBBER (INCLUDING SYNTHETIC AND RECLAIMED)	1	98		1
26	TEXTILE FIBRES (OTHER THAN WOOL TOPS AND OTHER COMBED WOOL) AND THEIR WASTES (NOT MANUFACTURED INTO YARN OR FABRIC)	1	502		1

GREEK EXPORTS TO KUWAIT

Source: National Statistical Services Temporary Details

Period: January - July 2011

2DIGIT SITC	VALUE (EURO)	QUANTITY IN KILOS	OTHER UNITS	VALUE IN USA \$
TOTAL	5,208,422	2,052,434	231,175	7,342,010
69 MANUFACTURES OF METALS, N.E.S..	790,123	307,827	1,546	1,113,791
05 VEGETABLES AND FRUIT	653,360	353,768	188,318	921,004
54 MEDICINAL AND PHARMACEUTICAL PRODUCTS	570,154	9,224		803,713
66 NON-METALLIC MINERAL MANUFACTURES, N.E.S.	386,429	515,642	37	544,727
74 GENERAL INDUSTRIAL MACHINERY AND EQUIPMENT, N.E.S., AND MACHINE PARTS, N.E.S.	310,441	63,363	23	437,611
76 TELECOMMUNICATIONS AND SOUND-RECORDING AND REPRODUSING APPARATUS AND EQUIPMENT	306,917	950	2,729	432,643
58 PLASTICS IN NON-PRIMARY FORMS	304,656	125,156		429,456
55 ESSENTIAL OILS AND RESINOIDS AND PERFUME MATERIALS;	300,217	28,500		423,198
84 ARTICLES OF APPAREL AND CLOTHING ACCESSORIES	222,740	2,464	9,045	313,984
89 MISCELLANEOUS MANUFACTURED ARTICLES, N.E.S.	159,265	25,591	9,333	224,507
68 NON-FERROUS METALS	123,557	24,274		174,171
65 TEXTILE YARN, FABRICS, MADE-UP ARTICLES, N.E.S., AND RELATED PRODUCTS	122,431	27,593	150	172,584
83 TRAVEL GOODS, HANDBAGS AND SIMILAR CONTAINERS	106,089	11,157	10,918	149,548
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)	102,139	34,424	7,129	143,979
53 DYEING, TANNING AND COLOURING MATERIALS	99,500	28,988		140,259
09 MISCELLANEOUS EDIBLE PRODUCTS AND PREPARATIONS	99,288	45,027		139,961
87 PROFESSIONAL, SCIENTIFIC AND CONTROLLING INSTRUMENTS AND APPARATUS, N.E.S.	98,094	480		138,277
04 CEREALS AND CEREAL PREPARATIONS	80,075	14,379		112,877
33 PETROLEUM, PETROLEUM PRODUCTS AND RELATED MATERIALS	61,635	52,468	66	86,883
02 DAIRY PRODUCTS AND BIRDS' EGGS	43,697	8,653		61,597
81 PREFABRICATED BUILDINGS; SANITARY, PLUMBING, HEATING AND LIGHTING FIXTURES AND FITTINGS, N.E.S.	38,583	5,483		54,388
03 FISH (NOT MARINE MAMMALS), CRUSTACEANS, MOLLUSCS AND AQUATIC INVERTEBRATES, AND PREPARATIONS THEREOF	34,466	5,235		48,585
07 COFFEE, TEA, COCOA, SPICES, AND MANUFACTURES THEREOF	32,541	16,289		45,871
27 CRUDE FERTILIZERS, OTHER THAN THOSE OF 56, AND CRUDE MONERALS (EXCLUDING COAL, PETROLEUM AND PRECIOUS STONES)	29,141	265,540		41,078
59 CHEMICAL MATERIALS AND PRODUCTS, N.E.S.	28,091	61,830		39,598
12 TOBACCO AND TOBACCO MANUFACTURES	26,021	1,721	1,496	36,680
72 MACHINERY SPECIALIZED FOR PARTICULAR INDUSTRIES	23,224	932		32,738
99 COLD, NON-MONETARY (EXCLUDING GOLD ORES AND CONCENTRATES)	20,135	3,205		28,383
06 SUGARS, SUGAR PREPARATIONS AND HONEY	20,098	9,417		28,331
64 PAPER, PAPERBORD AND ARTICLES OF PAPER PULP, OF PAPER OR OF PAPERBOARD	11,470	2,824		16,169
88 PHOTOGRAPHIC APPARATUS, EQUIPMENT AND SUPPLIES AND OPTICAL GOODS, N.E.S.; WATCHES AND CLOCKS	3,679	17	374	5,186
11 BEVERAGES	166	13	11	234

معلومات عامة عن اليونان

المساحة : 131،990 كيلومتر مربع

طول حدود الدولة: 1228 كم

عدد السكان : 11.171.749

الكثافة: km2/84.46

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 ايجه و الحافة 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 الى : 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 فاليونان 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. مجموعة 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 أتاحها 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 تزاوّل 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 أية دولة عربية على الرغم من متانة وتاريخية العلاقات بين الجانبين .

أهم مصارف اليونان

National Bank of Greece

البنك اليوناني الوطني

Alpha Bank

بنك ألفا

Eurobank

يوروبنك

Piraeus Bank

بيراويس

Marfin Egnatia Bank

بنك مارفين ايغناثيا

Emporiki Bank (Credit Agricol)

إيمبوركي بنك (البنك الزراعي الائتماني)

Geniki Bank (Societe Generate)

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 اتيكيا (Attiki وب) منطقة ثسالونيكى Thessaloniki و المنطقة ج) هي الأكثر بعدا وأقل تطويرا 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 مسؤولية 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 - المعلومات والبحث والتطوير- الابتكار - البيئة وإدارة المخلفات - الملاحة والشحن - العقارات - نقل البضائع والإمداد (اللوجستيك) .

أهم الموانئ (12 ميناء دولي)

بيرأوس	Piraeus	ايراكليون	Iraklio
ثيسالونيكى	Thessaloniki	كافالا	Kavala
فولوس	Volos	كالاماتا	Kalamata
باترا	Patra	لافريو	Lavrio
الكسندورولي	Alexandroupoli	خالكيذا	Khalkida
اليفسينا	Elefsina	استاكوس	Astakos
ايغومينيتسا	Egoumenitsa		

أهم المطارات

(15 مطار دولي - 25 مطار داخلي - 20 مليون راكب سنويا)

مطار اثينا الدولي اليغثيريوس فينينيز لوس Eleftherios Venizelos	خانيا	Chania	
ثيسالونيكى	Thessaloniki (Macedonia)	زاكينثوس	Zakynthos
ايراكليون (كريت) Iraklio (Crete) (N.Kazantzaki)	ساموس	Samos	
روذوس	Rhodes	ميكونوس	Mykonos
كورفو	Corfu	سانتوريني	Santorini
كوس	Kos		

أهم المدن اليونانية :

3,761,180

أثينا

1,057,825

ثيسالونيكي (شمال اليونان)

191,058

باترا (جنوب اليونان)

137,711

ايراكليون (جزيرة كريت)

85,001

فولوس (وسط اليونان)

معلومات مفيدة

العطلات العامة

رأس السنة

1 يناير / كانون الثاني

يوم الغطس Epiphany Day

6 يناير / كانون الثاني

يوم الاستقلال

25 مارس / آذار

عيد العمال

1 مايو / أيار

رقاد السيدة العذراء

15 أغسطس / آب

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 الإستثمار في اليونان

www.arahgreekchamber.gr

الغرفة العربية اليونانية

www.statistics.gr

خدمة الإحصائيات الوطنية

www.mnec.gr

وزارة الاقتصاد والمالية

www.acci.gr

غرفة تجارة وصناعة أثينا

www.ypan.gr

وزارة التنمية

www.sevc.gr

اتحاد الصناعيين اليونانيين

www.mintour.gr

وزارة السياحة

www.nbg.gr

بنك اليوناني الوطني

www.bankofgreece.gr

بنك اليونان

AIRLINE ROUTING OF THE DELEGATION

Saturday, 03/12/2011

Athens/ Abu Dhabi ETIHAD AIRWAYS EY 090 Dep: 13:30 Arr: 20:05

Monday, 05/12/2011

Abu Dhabi/Kuwait ETIHAD AIRWAYS EY 303 Dep: 16:06 Arr: 15:50

Thursday, 08/12/2011

Kuwait / Abu Dhabi ETIHAD AIRWAYS EY 306 Dep: 04:00 Arr: 06:40

Thursday, 08/12/2011

Abu Dhabi / Athens ETIHAD AIRWAYS EY 091 Dep: 09:20 Arr: 12:40

HOTEL ACCOMMODATION IN UAE - UMM AL QUWAIN

Umm Al Quwain Beach Hotel : P.O.Box . 158, Umm Al Quwain/ U.A.E
Tel: 00971 6 7666647 , Fax: 00971 6 7667273, e-mail: info@uaqbeachotel.com

HOTEL ACCOMMODATION IN KUWAIT

Sheraton Kuwait a Luxury Collection Hotel: Fahd Al Salem Str.
P.O.Box 5902 Safat -Kuwait, Tel: 00965 22982136
Fax: 00965 22413447, www.luxurycollection.com/kuwait

AIRLINES

ETIHAD AIRWAYS

Athens Tower, 21st Floor
2-4 Messogion Ave.
115 27 Greece
Tel: +30-210-9605 608
Fax: +30-210-7454 389
www.etihadairways.com

TRAVEL AGENCY

Mid East International Tours

(Handled the Airline & Hotel reservations of the Delegation)
105-107, Vas.Sofias Ave.- 115 21 Athens-Greece
Tel: +30-210-6451881 - 2112118888
Fax: +30-210-6426147
e-mail: mideast@mideast.gr
www.mideast.gr

USEFUL BUSINESS CONTACTS IN U.A.E & KUWAIT

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**

Chambers of Commerce & Industry U. A. E.

1. 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**
2. Dubai Chamber of Commerce & Industry
P.O. Box 1457 - Dubai
Tel.: 009714-2280 000 / **Fax:** 009714-2211 646
e-mail: dccinfo@dcc.gov.ae / webmaster@dcc.ae / **www.dcci.gov.ae**
3. Sharjah Chamber of Commerce & Industry
P.O. Box 580 – Sharjah
Tel.: 009716-5688 888 / **Fax:** 009716-5681 119
e-mail: scci@sharjah.go.ae / **www.sharjah.gov.ae**
4. 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**
5. Ajman Chamber of Commerce & Industry
P.O. Box 662 – Ajman
Tel.: 009716-7422 177 / **Fax:** 009716-7427 591
e-mail: acci@emirates.net.ae / info@ajcci.gov.ae / **www.ajcci.gov.ae**
6. 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
7. **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
H.E. Mr. Humaid Mohammad Ali Bin Salem / General Manager

DIPLOMATIC MISSIONS U. A. E.

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 / ecoecom-dubai@mfa.gr / www.agora.mfa.gr/ae53

Counsellor for Economic & Commercial Affairs: Mr. Anastassios Kourousis & Mrs. Lenou Fani

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

DIPLOMATIC MISSIONS KUWAIT

Embassy of Greece accredited to Kuwait

Address: Khaldiya, Bl.4, Str. 44, Hs 4

P.O. Box 23812 Safat 13099, Kuwait

Tel.: 00965 24817100 24817101 24817102 / **Fax:** 00965 24817103

Emergency Tel.: 00965 99163502 /9915609

e-mail: gremb.kuw@mfa.gr

Head of Mission: H.E. Mr. Konstantinos Drakakis

Consular Office

Address: Khaldiya Bl. 4, Str. 44, Hs 4
P.O. Box 23812 Safat
13099, Kuwait

Tel.: 00965 4817100 -1-2 / **Fax:** 00965 4817103

e-mail: grcon.kuw@mfa.gr

Head of Consular Section: Mr. Keletzis Symeon

Embassy of the State of Kuwait in Greece

2, Perikleous Str.

154 51 N. Psychico – Athens

Tel: 210 6743593-5 / **Fax:** 0030 210 6775 875 / 6778010

e-mail: kuwemath@otenet.gr

Ambassador: H.E. Mr. Raed Abdulla al Rifai

-KUWAIT CHAMBER OF COMMERCE & INDUSTRY

P. O. Box: 775

KUWAIT 13008

STATE OF KUWAIT

Tel.: 00965 805 580 / 22423555/ 22423666 / **Fax:** 00965 22404.110/22433858

e-mail: kcci@kcci.org.kw / www.kcci.org.kw

-GENERAL INVESTMENT AUTHORITY

P.O.Box 64 Safat

13001 Kuwait

Tel.: 00965 2485600 / **Fax:** 00965 2454059

e-mail: information@kia.gov.kw / www.kia.gov.kw

- CENTRAL BANK OF KUWAIT

P.O. Box (526) Safat 13006 State of Kuwait

Tel.: 22403257 / **Fax:** 22440887

e-mail: cbk@cbk.gov.kw / Website: www.cbk.gov.kw

- KUWAIT UNION FOR FOOD STUFF TRADERS AND MANUFACTURERS

P.O. Box (26752) Safat, 13128

Tel.: 2422478 / **Fax:** 2422476

- KUWAIT BANKS UNION

P.O. Box (1080) Safat 13011 State of Kuwait

Tel.: 22463308 / **Fax:** 22462072

e-mail: masarif@ananet.net

- KUWAIT INDUSTRIES UNION

P.O. box (27517) Safat 13136 State of Kuwait

Tel.: 22403561 / **Fax:** 22403568

GREEK BUSINESS DELEGATION TO U. A. E. & KUWAIT
December 03 - 08, 2011

وفد رجال الأعمال اليونانيين
إلى الإمارات العربية المتحدة و الكويت
من 03 – 08 ديسمبر / كانون الأول 2011

List of Participants of the Greek Delegation

قائمة المشاركين

The Delegation will be headed by:



Mr. CHRISTOS FOLIAS السيد /خريستوس فولياس
President of the Arab-Hellenic Chamber of Commerce & Development
رئيس مجلس إدارة الغرفة اليونانية للتجارة والتنمية
Tel.: + 30 210 671110 / 6726882 / **Fax:** + 30 210 6746577
e-mail: cfolias@otenet.gr, chamber@arabgreekchamber.gr



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
Tel.: + 30 210 671110 / 6726882 / **Fax:** + 30 210 6746577
e-mail: chamber@arabgreekchamber.gr

Arab-Hellenic Chamber's Staff:



Mrs. HANA CHAKOUR السيدة /هنا شكور
Head of Information Section رئيسة قسم المعلومات
Tel.: + 30 210 671110 / 6726882 ext. 103 / **Fax:**+ 30 210 6746577
e-mail: info@arabgreekchamber.gr

For further details, kindly contact the Chamber

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

List of Participants & Activity

الشركات والمؤسسات

النشاطات

By Alphabetical Order

1. CHANGELAND CONSULTING LTD

7, Filellinon str.
105 57 Athens -Greece
Tel.: +30-210-3222208
Fax: +30-210-3222205
e-mail: crystalotherapy@changeland.com
www.crystalotherapy.gr

Participant:

- Mr. VASILEIOS MASOULAS
Owner & General Manager

ACTIVITY

Installation of SALT CAVES & SALT SAUNAS FRANCHISING of SALT CAVES CRYSTALOTHERAPY.
Internal Decoration with Mineral Salt

النشاطات

تجهيز وتركيب كهوف ملحية وحمامات ساونا
وملحية طبيعية الامتياز في كهوف Franchising
حمامات الأملاح الطبيعية والديكور الداخلي مع الملح
المعدني الطبيعي .

المطلوب : لقاءات مع رجال أعمال يرغبون
بالحصول على الإمتياز لهذه الكهوف والحمامات
الملحية.
أصحاب فنادق ومراكز علاج طبيعي بالأملاح المعدنية

2. DROMEAS S.A

Industrial Park of Serron
621 21 Serres - Greece
Tel.: +30-23210-99220
Fax: +30-23210-99270
e-mail: gkabadakis@dromeas.gr
www.dromeas.gr

Participant:

- Mr. GEORGIOS KAMPADAKIS
Adviser Director

ACTIVITY

Manufacture Office Furniture, Home and Kitchen equipment.

النشاطات

تصنيع أثاث المكاتب والمنازل والمطابخ ومعداتھا.

المطلوب:

لقاءات مع مستوردين وموزعين ومصنعين أثاث
مطابخ ومكاتب.
شركات البناء والتشييد

3. EUROTRADE S.A

49, Persefonis str.
118 54 Athens -Greece
Tel.: +30-210-3411063
Fax: +30-210-3411062
e-mail: info@eurotrade.gr
www.eurotrade.gr

Participant:

- Mr. GEORGIOS STAVROU
Vice President & Manager of Ind.

ACTIVITY

BALLISTIC GUARD POSTS & CONSTRUCTIONS – PREFABRICATED STEEL BUILDINGS.

النشاطات

صناعة أكشاك الحراسة بجميع أنواعها وخاصة
المضادة للرصاص
و مقاولات مشاريع المباني الحديدية المسبقة الصنع
والبيوت المتحركة .

المطلوب : لقاءات مع شركات تعمل في مجال الأمن
والحراسة .
شركات مندوبين عن وزارة الدفاع أو الداخلية أو
الأمن العام ، شركات المقاولات والبناء – رجال
الأعمال المهتمين بمثل هذه المنتجات

4. MARIS POLYMERS S.A

Industrial Area Inofita
320 11 Inofita – Viotias -Greece
Tel.: +30-22620-32918 / 9
Fax: +30-22620-32040
e-mail: fourakis@marispolymers.gr
www.marispolymers.com

Participant:

- Mr. VASILEIOS FOURAKIS
Exports Manager

ACTIVITY

Producers of Liquid Polyurethane Waterproofing Systems.

النشاطات

إنتاج أنظمة العزل السائل البولي يوريثين

المطلوب : لقاء مع مستوردين وموزعين مواد
العزل ، ومواد البناء العازلة ، والقضبان الرقيقة
للمواد العازلة للبناء والمقاولين.
لقاءات مع شركات مقاولات وإنشاءات



5. MINI RAXEVSKY S.A

20, Souri str.
121 31 Peristeri - Athens - Greece
Tel.: +30-210-5787852
Fax: +30-210-5776217
e-mail: raxbal@otenet.gr
www.mini-raxevisky.com

Participant:

- Mr. AVEDIS BALIAN
General Manager

ACTIVITY

Manufacturing & Trading Children Clothing,
Own Retail Network, Franchise Network
within Greece & Abroad

النشاطات

تصنيع وتجارة ملابس الأطفال. للشركة شبكة بيع
تجزئة خاصة بها ، ولها أيضا شبكة امتياز
Franchise في داخل اليونان والخارج.

المطلوب:

لقاء مع مستوردين وموزعين ملابس أطفال
وكلاء يرغبون بشراء حق الامتياز Franchise

6. NIVACOMEDICAL ENTERPRISES LTD

2, Evias Str.
151 25 Athens - Greece
Tel.: +30-210-8069726
Fax: +30-210-6125339
e-mail: vsophou@nivaco.gr
www.nivaco.gr

Participant:

- Mr. NIKOLAOS VARDATSIKOS CEO

ACTIVITY

Subcontracting Services in the Medical Sector.
1) ADVISORY.
2) X-RAY SHIELDING.
3) PROCUREMENT

النشاطات

التعاقد بالباطن للقيام بخدمات في المجال الطبي -
استشارات
- تدريع غرف الأشعة في المستشفيات والعيادات
الطبية
- المشتريات
المطلوب:
- لقاء بشركات بناء وتشديد متخصصة في بناء
المستشفيات والمجمعات الطبية .
- مسئولون في وزارة الصحة ووزارة البيئة
- مستثمرون في مجال الرعاية الطبية

7. NUTRI GREECE

ALEXANDROS A. ROUSTAS CO.
10, Tzortz Str.
Athens -Greece
Tel.: +30-210-6525867
Fax: +30-210-6522397
e-mail: info@nutrigreece.com
e-mail: aroustas@gmail.com

Participant:

- Mrs. PAGONA GEORGIA ROUSTA
General Manager
- Mr. ALEXANDROS ROUSTAS
Manager

ACTIVITY

Food Stuff Exporter.
Greek honey and many other products
(gourmet).

النشاطات

تصدير العسل اليوناني ومنتجات أخرى ذات
نوعية جيدة.

المطلوب : مستوردين وموزعين للمواد الغذائية
وخاصة العسل ، تجار الجملة للمواد الغذائية .

8. STEELMET S.A

Hellenic Copper & Aluminum Industry
16, Himaras Str.
151 25 Marousi - Athens - Greece
Tel.: 0030 210 6861435
Fax: 0030 210 6861228
e-mail: pnikoletopoulos@steelmet.vionet.gr
www.viohalco.gr

Participant:

-Mr. PANAGIOTIS NIKOLETOPOULOS
Business Development

ACTIVITY

Manufactures: Standard extrusions,
Architectural extrusions, Custom-made
extrusions, Hard alloy machining bars.

Interesting Meetings:

Metal Stockists /Traders Construction
Companies Mfg. Of Aluminum Prod. Oil &
Gas services Co. Cable Manufactures.

النشاطات

المطلوب : لقاءات مع شركات في المجالات:
تجار المعادن ، شركات الإنشاءات ، معامل
الألومنيوم ، خدمات البترول والغاز ، ومعامل
الكابلات .



9. VIDALIS STAVROS

38, Xenokratous str.
170 76 Athens -Greece
Tel.: +30-210-7219830 / 6973905262
Fax: +30-210-7219830
e-mail: stavrosvidalis@gmail.com

Participants:

- Mr. STAVROS VIDALIS
Civil Engineering
- Mrs. ANDRIANI MARKAKI
Public Relations

ACTIVITY

Architectural, Civil Engineering, Urban and Traffic Planning Studies.



التشاطرات

القيام بدراسات الهندسة المدنية والمعمارية للمباني
والمدارس والإنشاءات العامة والخاصة

المطلوب : لقاءات مع مسئولين المشاريع العامة
والخاصة في مجال الإنشاءات و الإعمار للأبنية
العامة والمدارس وإنشاءات أخرى و مقاولات

For further details, kindly
contact the Chamber

Tel.: +30-210-6711 210
+30-210-6726 882

Fax: +30-210-6746 577

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The Brochure has been edited and designed by the Public Relations Department
of the Arab Hellenic Chamber of Commerce &
Development March 2011

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