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MEMBERS' ACTIVITIES NEWSLETTER | ISSUE 20 MAY 2017

> SPECIAL EDITION ON THE OCCASION OF THE



منتدى الأعمال والاستثمار العراقي - الأوروبي السنوي الثاني



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غرفة التجارة والصناعة العربية الألمانية Ghorfa Arab-German Chamber of Commerce and Industry e.V.













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Iraq and Europe: Partnership in Growth

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Travel Worldwide



Iraq and Europe:

General Outlook

For the second consecutive year, Athens has been selected as the city to host the "Annual Iraqi –European Business & Investment Forum", with the Arab-Hellenic Chamber as the organizer of this event and Baghdad Chamber of Commerce as the Partner and Main Sponsor.

The convening of this Forum comes at a time when Iraq is witnessing greater stability and is pursuing its development of human resources, modernizing its infrastructure and re-building its industry in all business sectors. The fact that Iraq possesses a wide range of natural resources, enjoys a unique geographical location and is considered one of the major oil exporting countries with enormous reserves, qualifies it to be one of the most attractive business and investment destinations in the Middle East for the years to come.

This Forum presents a good opportunity for the participants from Europe and Greece to meet a network with their Iraqi counterparts in order to explore means of cooperation and seek the build-up of new business partnerships.

Venue

Divani Caravel Hotel, Athens www.divanicaravelhotel.com

Working languages

Greek, Arabic and English (with simultaneous interpretation)

Forum sectors and topics

The theme of this year's forum is "Iraq & Europe: Partnership in Growth". The issues that will be discussed and deliberated during this event by Iraqi leaders and CEOs will all relate to the key sectors of the Iraqi economy and will be further elaborated and taken forward by the opportunity to engage in B2B meetings and networking in order to ensure an optimal outcome. More specifically, the speakers will explore:

Iraq's Investment Opportunities

- Iraq's Oil, Gas and Sustainable Energy Sectors
- Potential for Infrastructure Projects in Iraq



منتدى الأعمال والاستثمار العراقي ⁻ الأوروبي السنوي الثاني 2nd Annual Iraqi – European Business & Investment Forum Athens, 18-19 May2017

Partnership in Growth

Level of Participation

Ministers, State Officials and Iraqi businessmen with similar representation from the Greek side along with other European member-companies of the Arab-European Joint Chambers.

B2B meetings

The realization of the B2B meetings will be in all business sectors and not limited to the sectors on which there will be present tions and speeches. An indicative and non-exhaustive list of the sectors is the following:

- Engineering, Constructions, Building Materials
- Petroleum Industry & Services
- Energy, Electric Products
- Agriculture, Food Processing Industry
- Pharmaceutical Products, Cosmetics
- Real-Estate, Tourism
- Shipping, Transportation, Logistics
- Telecommunications, Information Technology
- Security Products & Systems
- Textile, Clothing, Jewels, Accessories



Organized by: Arab-Hellenic Chamber of Commerce and Development



الغرفة العربية اليونانية التجاري والتنمية APABO-EAAHNIKO EIIIMEAHTHPIO EMIOPIOY & ANAITY EEO ARAB-HELLENIC CHAMBER OF COMMERCE & DEVELOPMENT



منتدى الأعمال والاستثمار العراقي ⁻ الأوروبي السنوي الثاني 2nd Annual Iraqi – European Business & Investment Forum Athens, 18-19 May2017

KEYNOTE SPEAKERS,



H.E. Mr. Sharwan Kamel Alwaeli Advisor to and Representative of H.E. the President of the Republic of Iraq



H.E. Mr. Mohammed Darraji Minister Ministry of Industry & Minerals, Iraq



H.E. Mr. Hamed Younis Saleh Deputy Minister of Oil for Gas Affairs, Iraq



H.E. Mr. Dimitri B. Papadimitriou Minister Ministry of Economy & Development, Greece



Dr. Abdulateef Nayyef Abdulateef Deputy Chairman State Consultative Council, Iraq



Dr. Saleh S. Jallad Financial Consultant Consolidated Contractors Company (CCC) & Publisher, Middle East Economic Survey (MEES), Greece



H.E. Prof. George Katrougalos Alternate Minister Ministry of Foreign Affairs, Greece



Mr. Waleed Eidi Abdulnabi Al-Hajjaj Advisor to the Governor of the Central Bank of Iraq, Iraq



Eng. Rasmi Hashem Al-Jabri Director General, Basrah Engineering Group Contracting & General Trading & Deputy Chairman, Iraq Britain Business Council (IBBC)



H.E. Eng. Dara Hassan Rashid Yara Deputy Minister Ministry of Construction Housing & General Municipalities, Iraq www.arabhellenicchamber.gr –



Mr. Khalil Barakat Business Development Director GCC Consolidated Contractors Company (CCC)

Iraq and Europe: Partnership in Growth

MODERATORS AND SESSIONS' SPEAKERS



Mr. Jaafar Rasool Jaafar Al-Hamadani Chairman, Federation of Iraqi Chambers of Commerce & Chairman, Baghdad Chamber of Commerce, Iraq



Dr. Dara Jaleel Al-Khayat Chairman, Kurdistan Federation of Chambers of Commerce and Industry & Vice Chairman, Federation of Iraqi Chambers of Commerce



Mr. Alex Gavriiloglou Crude and Feedstocks Desk Motor Oil (Hellas) Corinth Refineries S.A., Greece



Mr. Tawfic Said Khoury Executive Vice Chairman Consolidated Contractors Company (CCC)



Mr. Dargam Naji Abod Deputy General Manager National Investment Commission, Iraq



Mr. Andreas Becker Head of Training of the EU-Iraq Energy Centre (EUIEC) & Member of the Roland Berger Competence Center "Civil Economics, Energy and Infrastructure", Belgium



Dr. Abdullah Al Bandar Secretary General Federation of Iraqi Chambers of Commerce, Iraq



Dipl.-Ing Mouddar Khouja Secretary General Austro-Arab Chamber of Commerce, Austria



Mr. Qaisar Hijazin Secretary General Arab Belgium-Luxembourg Chamber of Commerce, Belgium

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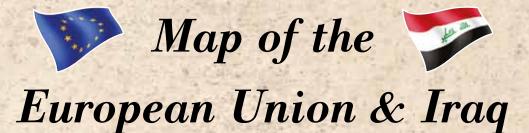


Mr. Jerome Benoit Friler Managing Director, SATAREM (Hong Kong & Lebanon) & Managing Director, Maisan International Refinery Company AG (Zug, Switzerland)



Capt. Hazim Daham Naser Head of Maritime Officers Ministry of Transportation, Iraq

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SPECIAL INTRODUCTION





H.E. Eng. Sharwan Kamel Alwaely

Advisor to and Representative of the President of the Republic of Iraq, H.E. Mr. Fuad Masum

Overcoming Daunting Challenges

It is my pleasure to address the keen audience, along with the Greek and Iraqi entrepreneurs who gathered in Athens on the occasion of the "2nd Annual Iraqi – European Business & Investment Forum". It is Iraq's intention and hope, to turn this business practice into an annual event which will eventually develop into our tradition. Time has come that the Iraqi private sector, in cooperation with the Greek, European and international counterparts, come together to rebuild Iraq and finally elevate the living standard of our people and create jobs for our youth.

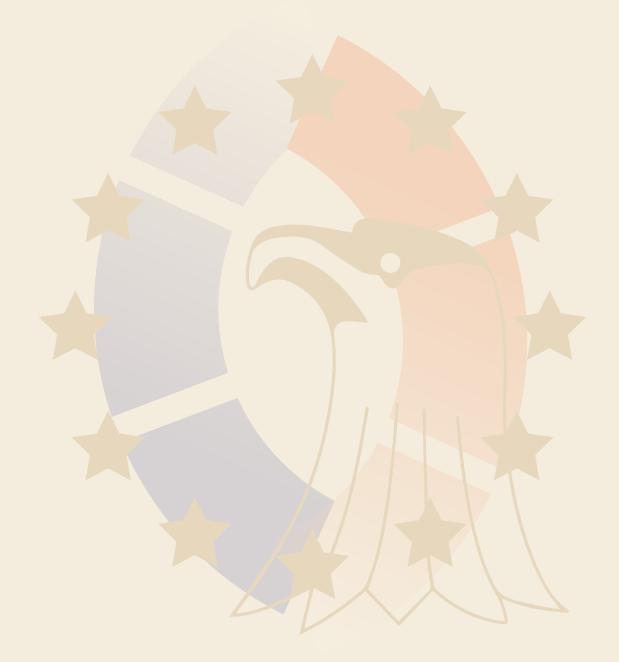
By joining forces, we can manage to eradicate poverty and hunger, not only in Iraq but in the whole ravaged region of the Middle East and Africa. Our people would be able to finally breathe a sigh of relief as we are approaching the final liberation of the few remaining areas, still in hands of the terrorists, who greatly damaged our economy and inflicted enormous pain and suffering onto our citizens.

Iraq is enjoying an abundance of natural resources and possesses an army of highly skilled manpower. It has, to its advantage, an optimal geopolitical location and derives inspiration and strength from its rich history and heritage. It has its origins in one of the oldest world civilizations, known to the world as the 'cradle of civilizations', which spread light and had a great impact on the history of mankind. In addition, we are in no doubt that our ethnic diversity has been the continuous source of our strength throughout different periods of our history and with this in mind, we believe that we shall quickly rebuild Iraq, modernize its infrastructure and make our country once again, a hub for business, investment, and culture.

In spite of the ravaged energy sector, violence, turmoil, and war, Iraq has managed to become the world's second largest oil exporter with enormous oil reserves. The rebuilding and modernization of our energy infrastructure is a huge task that will take all our efforts and will need the engagement and know-how of foreign companies that will definitely, sooner or later, reap the fruits of its invested efforts.

Facing the challenges of rebuilding Iraq goes hand in hand with the establishment of proper government institutions and introduction of new regulations and investment laws - a task that our government is working on vigorously in order to prepare the ground for a new era for our country.

I would like to thank the organizers of this event and wish all the parties involved fruitful discussions and a positive outcome.









H.E. Mr. Dimitri B. Papadimitriou

Minister Ministry of Economy and Development of Greece The relationship between Greece and Iraq, in historical and contemporary terms, has evolved following parallel paths, achievements, trials, and challenges of reconstruction of their economies. The stability that Iraq is accomplishing constitutes a precursor for the economic development of the country, a firm aim of every Iraqi government and a rightful need of all Iraqi citizens. The economic co-operation between Greece and Iraq is based upon solid foundations. The long established friendship, solidarity and cooperation between the citizens of Greece and Iraq, guarantee the development of both countries as well as of the wider region of the Middle East and the Eastern Mediterranean.

As we all know, Greece is moving down its own path of reforms and is in a process of articulating a new economic model. Making use of our country's important geopolitical position, enhancing the export orientation of our economy, augmenting in quality and scope of our participation in Global Value Chains, making good use of our highly qualified human capital, establishing a new equilibrium between our workforce' skills, knowledge and capabilities with the country's productive capacity, constitute integral parts of our new growth model. All the aforementioned, constitute a sufficient and necessary condition enhancing the economic relations between Greece and Iraq.

The convening of the "Annual Iraqi – European Business & Investment Forum" by the Arab-Hellenic Chamber in cooperation with the Baghdad Chamber of Commerce takes place at a time when Iraq is achieving its stability, is pursuing the development of its human resources, is aiming to modernize its infrastructure and is upgrading its productive activity in all sectors of its economy.

The contribution of the Arab-Hellenic Chamber of Commerce and Development to the promotion of the commercial and overall economic relations between Greece and the countries of the Arab world is important and indisputable. In its 36 years of operation, the aforementioned Chamber has promoted a spirit of healthy entrepreneurship that has been proven to be of mutual benefit for Arab and Greek businessmen, thus contributing to the establishment of bridges of cooperation and amicable relations.

The promotion of Greek products and services and the organization of business meetings in our country and in the countries of the Arab world will contribute positively both to the enhancement of our exports and to the attraction of investments to our country.

On the occasion of this "Special Edition", please receive my gratitude for the good work that is being done. I would like to wish you success for the "2nd Annual Iraqi – European Business & Investment Forum: Partnership in Growth" that is at hand.









Mr. Jaafar Rasool Jaafar Al-Hamadani

Chairman, Federation of Iraqi Chambers of Commerce & Chairman, Baghdad Chamber of Commerce

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The "Annual Iraqi – European Business & Investment Forum" was originally planned to be held in various European capitals, on a rotation basis. For the convening of the First 'Forum', we opted for Greece, not only due to its geopolitical location but also due to the excellent historical relationship between the two countries. For this year, the Board of Directors of Baghdad Chamber for long deliberated on the next venue, and finally, greatly impressed by last year's excellent organization and the symbolism of 'two ancient civilizations uniting and interacting', they concluded that the 'Forum' will take place in Athens again.

Since the 1st Forum, Iraq has continued to face serious internal challenges. The war on terrorism has taken its toll on our people, our resources, and our development. Evaluating the present situation, we can say, with a sign of relief, that we have again overcome many obstacles and we are reaching the final victory of our forces in the war on terrorism, especially after the liberation of substantial part of the city of Mosul.

However, we still have the hardest tasks ahead of us. This war has resulted in almost three million displaced Iraqi citizens and destruction of our industries and infrastructure. It is up to us, the private sector, to join forces with the Government in taking initiative in rebuilding what has been destroyed in order to catch up with other developed nations. In the recent years, the Baghdad Chamber of Commerce, under the guidance of the Federation of Iraq Chamber of Commerce, has gone through great strives to organize, internally and externally, numerous initiatives, like this Forum, which aimed at opening horizons and opportunities for our members. It has been conducting dialogues with the businesses in Greece and other European countries in order to motivate them in joining us in re-building Iraq. We believe that any form of engagement by Greeks or other Europeans will definitely result in boosting of their interest in a market that has great potential, enormous natural resources, and skilled manpower. The simple path to overcoming our problems is a sincere cooperation and partnership. We have to consider carefully our potential, abilities, and choices in order to elevate the standard of living of our society and contribute to creating jobs for our youth.

Once again, I would like to thank the Arab-Hellenic Chamber for its work in organizing this event and its role as one of the most active and vocal Arab-European Joint Chambers. We wish the participants in this Forum the best of success.







Mr. Tawfic Said Khoury

Executive Vice Chairman Consolidated Contractors Company (CCC)

Reciprocity for Prosperity

The convening of the "2nd Annual Iraqi – European Business and Investment Forum" in Athens on 18 May 2017, confirms the Greek capital's eminence as a bridge between Europe and the Arab world and symbolizes the merging and cooperation of the ancestors of the two great ancient civilizations.

Iraq is, at the moment, at the crossroad, striving on one hand, to escape turmoil and chaos and on the other hand, keeping up with the best business trends, as appropriate for the second largest oil exporter, which is also rich in variety of material resources, as well as skilled manpower.

The other side of the spectrum, Europe and Greece are also facing daunting challenges - economic crisis and a huge influx of refugees, to name just a few. It is, therefore, imperative, that Iraq and countries in Europe, revise their priorities and strategies, and now, more than ever, come together to engage in a serious dialogue which will define practical steps to be taken towards prosperity through partnerships and cooperation. There is a basic need for engagement in all levels in order to create societies free of fear, hunger, and crisis, so we can say that we have achieved a 'win-win' situation.

It is commendable, that the Greek economy, in spite of the crisis, has proven its resilience, and the Greek businesses have managed to establish a leading role in sectors such as food processing industry, building materials, energy, and last but not least, the maritime affairs. The Forum, there-fore, presents itself as an opportunity for the Greek businesses to take initiative in re-establishing themselves in the Iraqi market through joint ventures and partnerships.

We, the Consolidated Contractors Company (CCC), as the Strategic Sponsor of this event, pride ourselves in the role we have taken upon our shoulders to boost and support close cooperation between Greece and the Arab world at every business level. In doing so, we always adhere to our Founding Fathers' core values - humility, trust, and flexibility, which we consider to be the cornerstones of our corporate culture. Throughout our 70-year-old history, we have been sincere in our partnerships with host countries, be it in the Arab world, Greece or elsewhere and our projects worldwide are standing monuments of our excellence.

We would like to seize this opportunity to praise the efforts of the Arab-Hellenic Chamber in promoting Greek – Arab relations in both business and cultural levels and wish all the participants in this Forum a positive and fruitful outcome.





Iraq and Europe: Partnership in Growth

The decision of the Board of the Baghdad Chamber of Commerce to select, once again, Athens as the hosting city, and our Chamber as the organizer, for the second "Annual Iraqi – European Business and Investment Forum", was an unexpected and pleasant surprise which honors us, and drives us to attain even higher levels of excellence.

Judging from the level of participation from the Greek, Iraqi and European sides, viewing the interesting topics for discussion and anticipating active networking, we are heading for another successful activity, hopefully with positive results. This time, the Chamber has also arranged, for the benefit of the Iraqi participants, numerous field trips to factories and various technical installations, in accordance with the nature of their business. Our aim is to engage the two sides in a fruitful dialogue, and based on our initiative of "Transfer of Technology", to ensure a positive and practical outcome as far as the Greek technology is concerned.

Since the 1st Annual Iraqi – European Business and Investment Forum, in April 2016, our Chamber has organized its successful 5th Arab-Hellenic Economic Forum and has undertaken two important initiatives. The first initiative was the publication of "Transfer of Technology & 'Know-How' to the Arab world", which contained descriptions and details of over 145 Greek companies, the intention of which was to transfer the Greek 'know how' and businesses into the Arab world, thus creating a job market for our youth. The distribution of the publication to all the Federations and Chambers of Commerce in the Arab countries provoked a wave of interest and activated the practical communication between the Greek and the Arab businessmen, a fact that we were pleased to witness during the 5th Arab-Hellenic Economic Forum in November 2016. The second major initiative was the Workshop "Culture of Business & Doing Business in the Arab World" held in March 2017, to which we invited the Greek Economic Consuls with experience in the Arab world and the Arab Ambassadors, in order to brief the Greek businessmen on technicalities, procedures and advantages of conducting business in the Arab countries. We believe that with these two major events we have planted the seeds for successful and fruitful business activities in Greece and the Arab world alike.

Preparations are under way for our 6th Arab-Hellenic Economic Forum, due to be held in Athens, on 29-30 November 2017. This time, the Forum will witness a change in its approach to sectors and topics that go side by side with the technological advances and the digital revolution. Our expectation is that this Forum will have even greater participation than the previous one and will be well represented by both the Arab private sector and by the government officials.

Our Chamber takes pride in the creation of new business bonds, strives for continuous innovation, enhances good relations and cooperation between the Greeks and Arabs, and successfully faces all the challenges on its path to progress. In conclusion, we would like to encourage the participants of the 2nd Iraqi – European Forum to take the best possible advantage of the networking and B2B meetings, and wish them the optimal results.



Harris Geronikolas

President of AHCCD



Rashad Mabger Secretary General of AHCCD

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Profile of



History of Baghdad Chamber

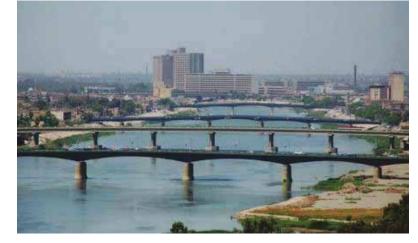
The Chamber, since its establishment, has undergone four phases which are:

- Phase 1: From its establishment up to 1926: During this period the chamber was practicing its activities under Law no.40 of 1926 and then Law no. 100 of 1966 the distinguishing feature of this phase was the sole responsibility of the private sector in running the Chamber's entire affairs.
- Phase 2: 1968 1983: During this period two laws were enforced Law no.129 of 1969 followed by law no. 45 of 1973 in which the socialist sector was entrusted with the responsibility to administer the Iraqi chambers of commerce side by side with private sector.
- Phase 3: 1985 was the year that saw the amalgamation of the Iraqi Chambers of Commerce with the Iraqi Federation of Commerce & Industry as stipulated by Law no.24 of 1983.

Phase 4: This phase commenced after the promulgation of Law no.43 of 1989, by which the Chamber became a professional economic organization devoted to developing the private sector through the provision of services and information that will assist it to play a significant role in the promotion of trade activities.

Services offered by the Chamber:

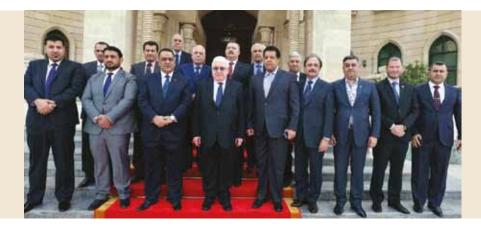
- Registration of commercial names and profiles in the commercial registry according to Law of trade no.30 of 1984
- Organizing the registration procedures according to the Chamber's statute
- Determining the financial competency of members and organizing the guarantee
- Studying the commercial and marketing situation in Baghdad and finding the best way to treat the obstacles
- Specifying the prevailed trade custom and traditions in Baghdad





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Baghdad Chamber of Commerce



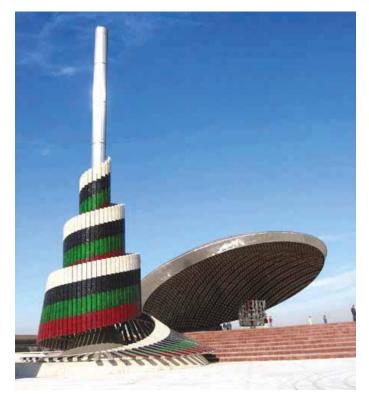
The President of the Republic of Iraq, H.E. Mr. Fuad Masum, and the President and Board Members of Baghdad Chamber of Commerce in a photo that commemorates the convening of the "Annual Iraqi – European Business & Investment Forum".

- Coordinating the duties of commercial arbitration to settle commercial disputes where experts and representatives are nominated for this purpose opinions regarding the natters submitted to the chamber for arbitration can also be provided
- Issuing certificates of origin for Iraqi products in addition to the issuance and legalization of other commercial documents
- Arranging for inspection on goods consignments and organizing the certificates required therein also nominating experts for the legal courts and government departments
- Compiling and publishing the prices of the available goods in the local markets
- Providing the chamber member with information data and consultations that related to their line of business
- Compiling and classifying the statistical data that related to the chamber members and private sector concerned bodies
- Preparing the publicationsconcerning for promote the commercial awareness among its members
- Giving an opinion, means the answer of questions asked by the Chamber and ssuing on the signatures, seals and contracts upon the members' request
- Encouraging its members to participate in the local trade fairs and international in coordination with the concerned authorities

Contact Details

BAGHDAD CHAMBER OF COMMERCE

Mustansir Str.-P.O. Box 24168 - Almsarif, Baghdad, Iraq Tel: 00964 1 8863063 Fax: 00964 1 8866034 baghdad_chamber@yahoo.com www.baghdadchamber.com







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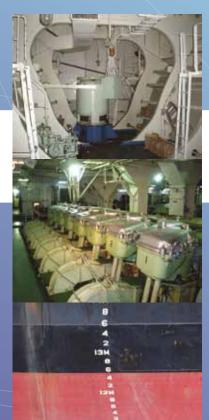
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company profile

Consolidated Contractors Group, better known as CCC, is a contracting company formed in 1952 and incorporated under the laws of Lebanon. In over six decades of operation, CCC has grown to become one of the leading contractors in the international construction field, with over 180,000 employees composed of more than 80 nationalities.

Markets

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CCC operates principally in the Middle East, the Gulf region, Africa, Europe, the Caribbean, Central America, USA, CIS, Australia, Papua New Guinea and South East Asia.

Scope of Services

CCC provides Engineering, Project Management, Procurement and complete Construction services for Oil, Gas, Petrochemical and Industrial Plants, and for Civil, Municipal works, Housing and High Quality Buildings.

- Industrial Plant construction including all Mechanical, Civil, Electrical and Instrumentation works.
- Heavy Civil construction for Power and Desalination Plants, Renewable Energy, Water and Sewage Treatment Plants, Airports, Bridges and Highway Interchanges, Mass Transport, and EPC Harbours and Docks.
- EPC for Oil, Gas, and Water Pipelines.
- EPC for High Quality Buildings, Industrial Buildings, and Infrastructure works and Networks.
- Construction of Highways and Roads.

All the above services are conducted in conformity with the highest Safety and Quality requirements (CCC is certified by Bureau Veritas to ISO 9001, ISO 14001 & OHSAS 18001).



Consolidated Contractors Company







Subsidiaries & Associate Companies

- CCC (Underwater Engineering), UAE, providing offshore construction and subsea services to the Oil & Gas industry with a wide range of operations in the Middle East and India regions.
- ACWA Services, UK, a process, mechanical, electrical, instrumentation, control and automation engineering company providing a design and build service for air, water and wastewater treatment systems.
- Sicon Oil & Gas, Italy, a leading international engineering contracting company specialized in the Oil & Gas and Petrochemical sectors.
- The Morganti Group, a U.S. based company providing construction management, design/build and general contracting services for commercial, industrial, and government projects, nationally and internationally.
- Management agreement with National Petroleum Construction Company, UAE. NPCC provides Clients total engineering, procurement and construction services in the development of offshore and onshore Oil & Gas fields for the Arabian Gulf and the regional markets.

Mission

- CCC is a leading diversified company carrying out construction, engineering, project management, procurement, development and investment activities internationally with emphasis on the Middle East region.
- CCC is committed to providing reliable, amicable, and professional service to its clients, to being supportive to local business and communities and protective of the environment within which it operates.
- Appreciation of CCC's clients' interest, evidenced by meeting their requirements and ensuring high quality work, is the prime directive of its management.
- CCC's growth and profitability are maintained through innovation, technical enhancement, and adaptability to all its markets. Its profitability is directed towards sustaining growth and to providing satisfactory returns to shareholders.
- CCC's commitment to growth is firmly linked to its employees' continuous development and rewarding careers.
- CCC is also devoted to its employees' safety and health, job security, and welfare. Its strength emanates from its distinct culture, from strong and close relationships with its clients, from its employees' competence and loyalty, from its entrepreneurial and flexible management, and from its focus on quality, safety and commercial acumen.

Core Values

Management and employees are guided by CCC's "Core Values, Guiding Principles and Code of Practice". CCC's core values include:

- Safety, health and environmental protection.
- Quality of work.
- Responsibility and accountability of management and staff.
- Recognition of others in the achievement of corporate goals.
- Respect for local cultural issues on all its projects.
- Ethical behavior, integrity, honesty and fairness.
- Sustainability and planning for the long-term good of the company, employees and the local communities where projects are located.

Social Responsibility

CCC is a member of the United Nations "Global Compact Initiative". This initiative brings member companies together with UN agencies, labor and civil groups to support the ten universal principles of Corporate Social Responsibility in the areas of human rights, labor and the environment. Corporate social responsibility is always a project in progress, like the rest of CCC's business, every CCC activity and practice is meant to make a lasting impact, economically, socially, and environmentally.











Consolidated Contractors Company

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Consolidated Contractors Company (CCC) is an international construction company operating principally in the Middle East, Africa, Central Asia, North America and the Caribbean, Australia and Papua New Guinea.

CCC currently employs over 180,000 employees in more than 40 countries across 5 continents, building some of the most challenging and complex facilities.

In more than six decades of operation, CCC provides total EPC solutions from Project Development, through detailed Engineering, Procurement and Construction, to Start-Up, Operation and Maintenance.

Fields covered:

- Complete Plant Construction including all Mechanical, Civil, Electrical & Instrumentation Works for Petrochemical, Refineries, Oil & Gas related projects, Industrial Plants, Loading and Offloading Terminals, Offshore Fabrication, Installations, Pipelaying and Maintenance.
- Heavy Civil Construction for Power and Desalination Plants, Sustainable Energy, Water and Sewage Treatment Plants, Airports, Bridges and Highway Interchanges, Mass Transport, Harbours and Docks, and total service for Air, Water and Effluent Treatment Systems including Reverse Osmosis Desalination Plants.
- Oil, Gas, and Water Pipelines.
- High Quality Buildings, Industrial Buildings and Infrastructure Works and Networks.
- Specialist diving services to the offshore and marine engineering companies throughout the Arabian Gulf.

CCC was awarded Quality & Safety Certification by BV to ISO 9001, ISO 14001, OHSAS 18001.

Furthermore, CCC consists of member and associate companies which all make up the Consolidated Contractors Group. All member companies receive the backing of the Group in terms of financing, plant & equipment and manpower. This arrangement has enabled CCC to become a more versatile company.

Principal Operating Group Members **Consolidated Contractors Group SAL**

- (Offshore) (CCC) **Consolidated Contractors Company** WLL Saudi Arabia
- **Consolidated Contractors Company** Þ Oman LLC
- **Consolidated Contracting Engineering** & Procurement SAL - Offshore
- **Consolidated Contractors Company** (Underwater Engineering) SAL Sicon Oil & Gas SpA

- Associate Companies Chiyoda CCC Engineering (PTE) Ltd **Consolidated Contractors Company**
- (Kuwait) WLL
- CC Energy Development National Petroleum Construction
- Company Ltd. Morganti Group Inc.
- Teyseer Contracting Company WLL
- ACWA Services Ltd.



Khazzan Gas Project, Central Processing Facilities - Oman



MAJOR PROJECTS EXECUTED OR IN PROGRESS

ALGERIA

- Forum El-Djazair, Zone 1 4 Residential & Retail Buildings
- **H**AUSTRALIA
- APLNG Pipelines, Queensland

BOTSWANA

North South Carrier 2 Water Transfer

EGYPT

- City Center Almaza, Main Works
- Nile Corniche Towers (St. Regis Hotel)
- South Helwan 3 x 650 MW Super Critical Thermal Power Plant

- First Commercial Production Gas Plant Slug Catcher
- **JORDAN**

King Hussein Cancer Center Outpatient Tower & East Tower

KAZAKHSTAN

• Abu Dhabi Plaza, Package 4 - Main Works, Astana

KUWAIT

- Mina Abdullah EPC Package 1, Clean Fuels Project
- Lower Fars Heavy Oil Development Phase 1

MAURITANIA

• 16.6 MW Solar Photovoltaic (PV) Power Plant

► MOROCCO

- Design & Build of School, Sales Center for Artisanal, Social Cultural & Sports Center, Motels & Mosque
- NIGERIA • Dualization of Ughelli - Asaba Road (Sectors A & B)

>> OMAN

- Batinah Expressway, Package 3
- Muscat International Airport, Main Contract 1
- Runways, Roads & Utilities
- Khazzan Gas Project, Central Processing Facilities
- Dualization of Nizwa Thamarit Adam Road, Part 2

PAPUA NEW GUINEA

• PNG LNG Project - EPC5B Komo Airport & Infrastructure

DATAR

- Sidra Medical & Research Center
- Laffan Refinery 2 General Construction Work
- Barzan Central Contract, Package 1 Process Area & Building Works, Ras Laffan
- New Port Project Container Terminal Infrastructure and Utility Buildings
- Multipurpose Hall at Lusail Ports Club
- Dukhan Highway Central Contract
- Mega Reservoirs at Primary Reservoir Pumping Station

SAUDI ARABIA

- Riyadh Metro, Package 1, Lines 1 & 2
- Jazan Refinery, Tank Farms & Loading Facilities
- Ras Al-Khair Power & Desalination Plant, Phase 1 Package P, 2400 MW Combined Cycle Power Plant - Civil Works
- King Abdul Aziz International Airport, Service Corridor
- Jazan Soot Ash Removal Unit
- Jazan Sulfur Recovery Unit

SENEGAL

• VDN 3rd Section Road, Golf Club - Tivaouane Peulh Intersection

HAILAND

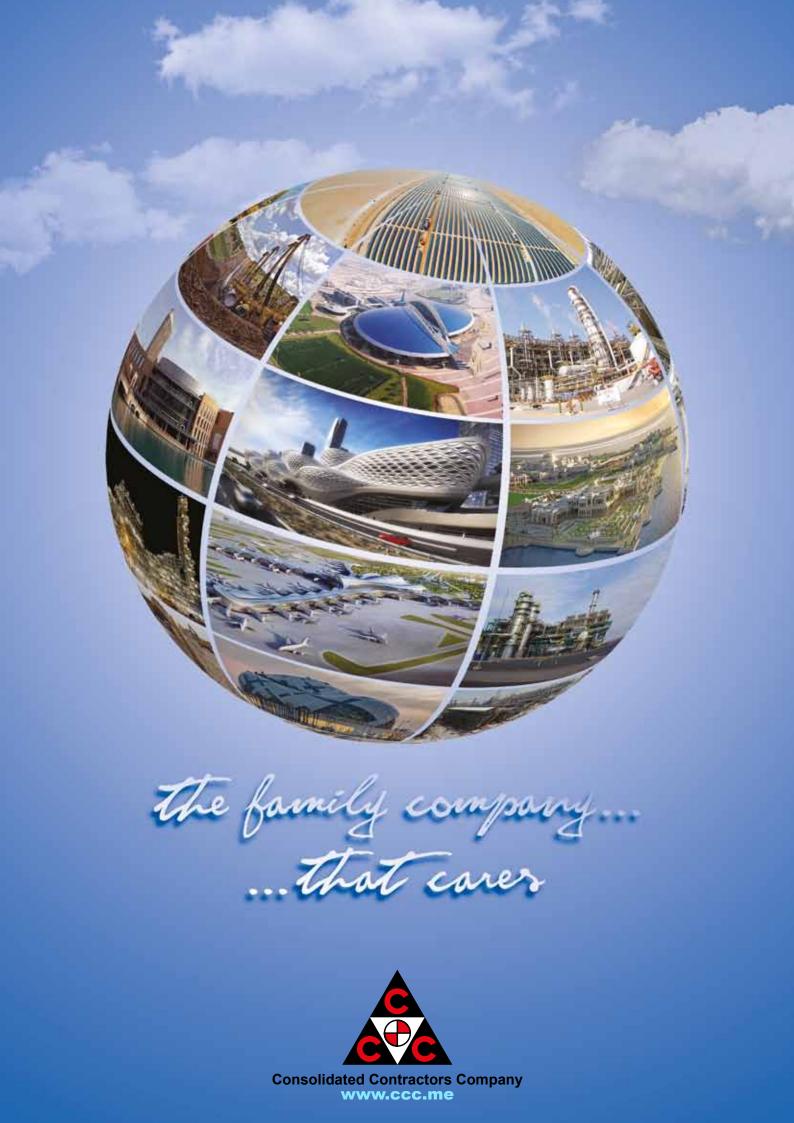
• Fourth Transmission Pipeline EPC2

TURKMENISTAN

• South Yoloten Gas Field Development, Package 1 - Gas Process Area & Sulphur Recovery Units

WUAE

- Emirates Hills Development
- Nasr Full Field Development, Package 3
- Opera House, Main Building Works
- Abu Dhabi International Airport Midfield Terminal Building
- Presidential Palace Construction and Maintenance of 5 Buildings, Infrastructure, Landscaping & Interior Design
- Shah Sulphur Station & Pipelines





Consolidated Contractors Company (CCC), founded in 1952 is one of the leading construction companies in the world today with a workforce consisting of 180,000 qualified men and women.

With over 60 years of success, growth and experience on every continent, in every climate and condition, CCC can plan, design, build, operate and maintain:

- High Quality Buildings, Industrial Buildings, Infrastructures and Networks.
- Heavy Civil Construction of Power and Desalination Plants, Renewable Energy, Water Treatment Plants and Distribution Systems, Sewage Treatment Plants and Collection Networks, Dams and Reservoirs, Harbors and Docks, Airports, Roads and Highways, Bridges & Interchanges and Mass Transport.
- Petrochemical Plants & Refineries, Oil Loading & Offloading Terminals and Storage Facilities, Heavy & Light Industrial Plants.

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ITT' State

- Upstream Oil & Gas, Water and Oil & Gas Pipelines.
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Consolidated Contractors Company www.ccc.me **O.F.E.T.**, the Tsetis Group of Pharmaceutical Companies consists of two dynamic companies, **UNI-PHARMA S.A.** and **INTERMED S.A.**





UNI-PHARMA S.A. was founded in 1969, with the scope of producing innovative pharmaceutical products. Uni-Pharma researches, develops, manufactures and markets pharmaceuticals of the highest quality and effectiveness, covering all major therapeutic categories.

www.uni-pharma.gr

INTERMED S.A. was founded in 1996. During its operation, it has proven its successful course, by introducing innovative dermocosmetics, pharmaceutical and parapharmaceutical products. Intermed develops and manufactures high quality products covering all major health care categories (Oral, Dermocosmetic, Gyneocological, Pediatric, Nutritional etc.).

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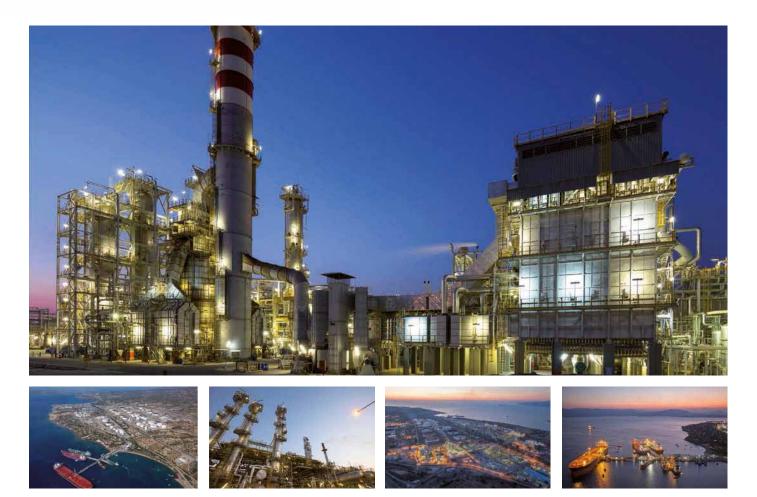
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MOTOR OIL (HELLAS) CORINTH REFINERIES S.A (MOH) was founded in 1970 and started operating its refinery in 1972.

MOTOR OIL is the largest private industrial complex in Greece and among the top refineries in Europe in terms of complexity (11.5 according to Nelson Complexity Index). It can process crude oil of various characteristics and produce a full range of petroleum products, serving major petroleum marketing companies in Greece and abroad. Additionally, the refinery of Motor Oil is the only one that produces base oils in Greece.

Following the installation of the new 60,000 bbl/day processing capacity Crude Distillation Unit (New CDU) the production capacity of the refinery has reached 185,000 barrels of crude oil per stream day (BSD). It has a storage capacity is 2.5 million cubic meters, modern port facilities for tanker docking suitable for tankers up to 450,000 tons DWT and state of the art truck loading terminal which can serve up to 220 road tankers per day.

Since 2001, the company is listed in the Athens Stock Exchange, and is a constituent of the FTSE/ATHEX INTERNATIONAL INDEX, the FTSE/ATHEX 20 INDEX, the ATHEX COMPOSITE INDEX, and of other sectoral indices. Furthermore, since May 2006 the company is a constituent of the MSCI GREECE INDEX (Morgan Stanley Capital International). MOTOR OIL's vision is to be a leading oil refiner and oil products marketing enterprise in Greece and the wider Mediterranean region. The company enjoys long-term relationships with its customers as its products meet the most stringent quality standards and specifications. It is the only Greek refinery and among just a handful European ones certified for both its Environmental Protection System – ISO 14001:2004 – and its Quality Management System – ISO 9001:2008. Within the context of the commitment of the management for continuous Quality improvement, the Refinery Chemical Laboratory has been accredited with the ISO / IEC 17025 by the National Accreditation System (ESYD) since 2006, while the Health & Safety Management of the Refinery has been certified with the OHSAS 18001:2007 standard since 2008. In addition, since 2007 the Company voluntarily issues an annual Environmental Statement according to the European Regulation 761/2001 EMAS (Eco-Management and Audit Scheme) verified by Bureau Veritas.

MOTOR OIL has consistently been successful in adjusting the product mix to the needs of the market thus achieving the best selling prices for its products and as a result outperforms other complex Mediterranean refineries in terms of refining margin.

Contact:

Irodou Attikou 12 A str., 151 24 Maroussi, Athens Tel. : + 30 210 8094000, Fax : + 30 210 8094444, Internet: www.moh.gr, E-mail: info@moh.gr

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Intracom Telecom is acknowledged for its:

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الغرفة العربية اليمنانية للتجارة والتنمية

ΑΡΑΒΟ-ΕΛΛΗΝΙΚΟ ΕΠΙΜΕΛΗΤΗΡΙΟ ΕΜΠΟΡΙΟΥ & ΑΝΑΠΤΥΞΕΩΣ ARAB-HELLENIC CHAMBER OF COMMERCE & DEVELOPMENT

6° APABO-EAAHNIKO OIKONOMIKO ФОРОУМ المنتدى الاقتصادي العربي اليوناني السادس 6th ARAB-HELLENIC ECONOMIC FORUM Athens, 29-30 November, 2017



On November 29-30, 2017, the **"6th Arab-Hellenic Economic Forum"** is coming to Athens.

Building on our previous success, this year's event will witness a significant shift in topics of discussion.

We are aiming at furthering the interaction between Arab and Greek businesses and raising the potential of new business partnerships in all sectors.

The Arab-Hellenic Chamber, driven by its reputation and image in Greece and across the Arab world, believes that this event will attract a high-level participation from the private sectors, Greek government and officials from the Arab world.

Excellence in Partnership

Stay tuned for more information!



Throughout 90 years of VIANEX operations, superior quality standards have been at the heart of our philosophy. Over one thousand employees are dedicated to the manufacture, marketing and sales of pharmaceutical products that comply with the strictest international specifications. Four state-of-the-art manufacturing facilities deliver high quality products, both for our own group of companies as well as for third party customers.

Ongoing rigorous studies and research projects conducted by our highly trained staff, along with key partnerships established between VIANEX and some of the leading multinational companies have placed us among the most reputable pharmaceutical companies not just in Greece, but all over the world.



VE17101

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AKTOR

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Member of ELLAKTOR Group



Founded in 1998, HELLENIC PETROLEUM is one of the leading energy groups in South East Europe, with activities spanning across the energy value chain and presence in 6 countries. Its shares are primarily listed on the Athens Exchange (ATHEX: ELPE) with a secondary listing on the London Stock exchange (LSE: HLPD). In 2016, Group Adjusted EBITDA amounted to €731m, on total revenues of €6.7bn.

Refining is the Group's core business, accounting for 75% of total assets. It owns three of the four refineries in Greece, at Aspropyrgos, Elefsina and Thessaloniki, of total capacity of 340 kbpd, with a 65% share of the Greek wholesale oil products market.

The Group is the domestic ground fuels marketing leader, through its fully-owned subsidiary EKO SA, which comprises a retail network of c.1,730 service stations throughout Greece as well as LPG, industrial, aviation and marine fuels and lubricants businesses. HELLENIC PETROLEUM is a leading player in SE European markets. The Group owns the OKTA industrial installations in Skopje (FYROM) and through its network of c. 300 petrol stations is one of the key fuels marketing players in Cyprus, Serbia, Bulgaria, Montenegro and FYROM.

The Group's portfolio includes exploration and production rights in Greece. The Group is acting as an operator (50% stake) for a joint venture with the Italian company Edison, which owns exploration and production rights in the offshore area of West Patraikos Gulf and it also owns exploration and production rights (25%) in Thracian Sea concession together with Canadian company Calfrac (75%). In parallel, HELLENIC PETROLEUM was selected as a preferred bidder for the lease of Arta-Preveza, NW Peloponnese and Block 2 of Ionian Sea, where it participates in a joint venture (25%) with Total and Edison.

HELLENIC PETROLEUM is the sole petrochemicals producer in Greece, mainly active in the propylene- polypropylene value chain. Domestic market shares exceed 50%, while exports, mainly in Turkey and other Mediterranean countries account for more than 60% of sales.

HELLENIC PETROLEUM is also active in the power and gas sectors. Power generation and trading activities are carried out through ELPEDISON, a JV with Italian EDISON, part of the EdF Group. The JV owns and operates two CCGT plants in Greece, a 390MW plant in Thessaloniki and a 420MW plant in Thisvi. Moreover, the Group has entered the field of renewable energy sources with a portfolio exceeding 200MW in various development stages.

HELLENIC PETROLEUM implements a great number of CSR programs and actions, focusing on the support of youth and the relief of socially vulnerable groups.



SPECIAL PROFILE





CONTACT DETAILS Factory & Exhibition

1st km Markopoulou-Kalivion Ave.–190 03 Markopoulo, Athens, Greece Tel: +30 22990 63545-6 Fax: +30 22990 63576 E-mail: contact@weisshellas.gr Website: www.weisshellas.gr

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All products of Weiss Hellas – Interna S.A. are manufactured in our factory – covering an area of 5.000m2 in Markopoulo Attikis, Greece – under the international safety and quality regulations and they have the following certificates: MED-D-2055, MED-B-9360 (WHEELMARK), CE, INTERNATIONAL AWARD FOR QUALITY AND TECHNOLOGY 1997.







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Metal False Ceilings (Strip ceilings, Metal tiles, Open cell ceilings) Suspension systems Dry Wall systems Special construction Light Fixtures (Fluorescent Light Fittings for suspending and mounting ceiling, Spot Light PL – HQI, Led lights) (WHEELMARK), CE, INTERNATIONAL AWARD FOR QUALITY AND TECHNOLOGY 1997.

EXPORT Europe – Eastern Block – Arab Emirates – USA



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EXHIBITIONS 2017



<<DOMOTEC 2017>> - GREECE



«SEATRADE CRUISE GLOBAL 2017»»
– Miami/FL - USA

EXHIBITIONS 2016



«SMM HAMBURG 2016» - Hamburg/GERMANY



«POSIDONIA 2016» - GREECE

SPECIAL INTERVIEW







Mr. Jabbar Al-Luaibi

Oil Minister of Iraq

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Interview with the Oil Minister of Iraq, Mr. Jabbar Al-Luaibi

In this Special Interview, we are introducing H.E. Mr. Jabbar Al-Luaibi, the Oil Minister of Iraq. Mr. Al-Luaibi represents a generation of Iraqi technocrats who have devoted their long, outstanding careers to the energy sector in Iraq. To His Excellency's credit, he has worked at different posts at the Ministry of Oil in Iraq for over 40 years. He possesses the technical knowledge and the know-how to lead the mounting task of re-building the infrastructure of the energy sector in Iraq. We welcome Mr. Al-Luaibi.

Your Excellency, welcome to the Member's Activity Newsletter of the Arab- Hellenic Chamber. This special edition coincides with the Second Annual Iraqi Business and Investment Forum scheduled to take place in Athens for the period of 18-19 May 2017 and it would, therefore, be very fitting to start this interview with your overall assessment of the present situation of Iraq's Oil industry, including its potential for liquid gas production.

Production quantities of gas are concentrated in the Southern area and there are new projects to invest such quantities. Ministry of Oil has plans to invest in gas through the construction of three NGL plants. The main challenge that faces the investment of flared gas is the unavailability of infrastructure.

Produced gas is about 2,800 MMSCFD Investment gas is about 1,400 MMSCFD Flared gas is about 1,400 MMSCFD

- Crude oil production is about 4.25 million Barrels/Day
- Refineries capacity is about 450,000 B/D
- LPG production is about 5,000 T/D





OIL MINISTER OF IRAQ



2. In spite of the numerous challenges, Iraq has managed in 2016 to achieve a record export of 4.3 million barrels of oil per day. Have you designed a plan of action aiming to increase the oil production even more in order to generate much-needed revenues for the domestic challenges of Iraq, considering the fact that the world oil market is oversupplied and Iran, after lifting of sanctions, might increase its oil production?

Our plan is to increase crude oil production to 6.5 million Barrels/Day, taking into consideration the restrictions in world oil production including the policy of (OPEC) organization.

3. Iraq energy sector has suffered major setbacks and in many instances, has been totally devastated as a result of wars against terrorism. How would you assess the damages in this vital sector?

There are many damages caused by terrorism on energy sector such as:

- a) Many refineries in Northern area (Baiji complex is out of service with the capacity of 300,000 B/D in addition to the small refineries with a total capacity of 80,000 B/D).
- b) Many power stations
- c) Oil fields
- d) Pipelines
- e) Many depots



SPECIAL INTERVIEW



Your Excellency, your long outstanding experience in the energy sector is considered a great added value and it is an encouraging feature to attract FDI (foreign direct investments) into this sector. Can you, please, estimate how much investment is needed in Iraq and what are the incentives for potential companies in order to attract them to put their investments forward for the modernization of the Iraq's oil sector?

There are many incentives for investors such as:

- a) The project that has obtained an investment license from the commission shall enjoy exemption from taxes and fees for a period of (10) ten years as of the date of commencing commercial operation.
- b) Assets imported for the purposes of the investment project shall be exempted from fees, provided that their entry to Iraq is made within (3) three years from the date of granting the investment license.
- c) The imported assets required for the expansion, development or modernization of the project shall be exempted from fees in case they lead to an increase in the designed capacity.
- d) Spare parts imported for the purposes of the project shall be exempted from fees if the value of these parts does not exceed (20%) twenty percent of the fixed assets value.
- e) Ministry of Oil shall supply the refineries constructed by investment with the crude oil less than 8% of the international price provided that the discount shall not be less than (US \$ 5) and shall not exceed (US \$ 10).
- f) The Iraqi or foreign investor can lease lands and properties from the state, private, or mixed sectors to establish investment projects on them for a period that does not exceed the period of the license, which does not exceed (50) fifty years that can be renewed after considering the nature of the projects and its economic feasibility.





OIL MINISTER OF IRAQ





5. Mr. Minister, you have laid down an ambitious plan for the offshore exploration in one hand, and on the other hand, you have targeted an increase of liquid gas production. How would you secure the participation of the foreign companies and their investments in these plans?

Till now we don't have any offshore exploration. For liquid gas production, our plan is to reduce the flared gas from producing fields in 2020. We are planning to construct three NGL projects in Basrah, Maissan & Nassiryia with a total capacity of 1,600 MMSCFD, that's lead to an increase in the production of Dry gas LPG. Dry gas will be utilized as fuel for power station and petrochemical projects. LPG will be utilized for domestic consumption and the surplus quantity will be exported.

6. You had alternative plans for extending pipelines through Jordan, to transport oil to the port of Aqaba. How far have you gone with the project?

Crude oil export pipeline from Basrah to Aqaba in Jordan with a total capacity of 1,000,000 B/D:

- a) Basrah Najaf pipeline section: announced for financing EPCF
- b) Najaf Aqaba pipeline section: under final negotiation to sign an agreement with investors.

7. Your Excellency, could you, please, explain what is your Ministry's relationship with the foreign investors in this sector? We believe, that based on improved conditions in this area and your valuable assessment, many other companies might join with their investments your country's effort for modernization.

There are many companies that are willing to invest in oil and gas sector in Iraq. Our Ministry had announced many projects for investment such as:

- Five Refineries
- Crude oil export pipeline from Najaf to Aqaba in Jordan
- Common sea water supply projects
- Many Tank Farms



SUCCESS STORIES IN IRAQ

SATAREM IRAQ



Mr. Jerome Friler



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Interview with Mr. Jerome Friler, Managing Director, SATAREM & Managing Director, MAISAN INTERNATIONAL REFINERY COMPANY AG

Considering the relatively short span of its existence, Satarem has achieved huge success and by all means it is a model for young entrepreneurs with a vision and determination. The company's sense of business diversity and the strategy that they create in joining forces with local companies in any part of the world, from the United States and Africa to India and China, across Europe and the Arab world will definitely contribute to its continuity and success in the future. The Arab-Hellenic Chamber is pleased to host Mr. Jerome Friler, Managing Director, to shed light on his company's interesting journey.

Mr. Friler, since the establishment of Satarem back in 1992, your company has expanded its business to many countries spreading over several continents. Could you please share with us your strategy which enabled you to succeed in such a competitive market?

Our core business is the construction of cement plants. Our main Clients such as Lafarge-Holcim, Italcementi, have brought us to all the countries where they were building new plants or increasing the capacity of their existing assets and these were mostly in emerging markets. Once we had a first contract in these countries, we were opening a subsidiary and looking for more projects. As our know-how and competitiveness have always been recognized, we expanded quickly.



SATAREM





Iraq, for more than a decade now, has been going through a period of instability, wars, and turmoil. In spite of that, the Government, as well as the Iraqi people, showed great resilience in overcoming these obstacles and are determined to rebuild their country, especially the infrastructure for the petroleum industry. Please tell us about your experience in Iraq and elaborate on your involvement in the refinery project in Missan Governorate.

It is true that Iraq has been going and is still going through difficult times and the Iraqi people have really been suffering. Despite of these harsh moments, Iraq has always maintained stability and the business community has always been protected. I have always admired this country. We have participated in the international tender for the construction of one of the 4 refineries planned by the Iraq Ministry of Oil in 2013 as private investments and we were awarded Maisan. We have faced some delays from time to time due to changes in governments, but we have always been able to achieve our targets. The Iraq Governments have always strongly supported us in order to overcome any obstacle and keep progressing fast.

3. What could you tell us, from your experience, about Iraq's working environment in terms of bureaucracy, security, Iraq's know-how, etc?

Iraq is quite bureaucratic, but it is definitely not worse than most other countries where we develop projects. We have never faced any issue with the security and never felt threatened but of course, the country is not ready yet for sightseeing or tourism.

Iraqi teams, especially at the Ministry of Oil are super competent and their know-how is widely recognized. The proof of this competence is that Iraq is the third largest oil exporter and its production keeps growing. The Iraq Ministry of Oil has always delivered the crude even during the toughest times.

Mr. Friler, it would be equally interesting to hear from you about your presence and experience in other Arab countries.

It is not easy to start a new business anywhere and surely not in the Middle East. Apart from the usual initial difficulties, we had to adapt to a different culture, religion and language. Also, we had to prove to the local companies of our construction capabilities and high business ethics. After years of operating, the region is very familiar to us, we have made many healthy business co operations, relationships and true personal friendships. We have managed to build a reputation in the region of a reliable constructor and electromechanical installation company and this reputation will help us develop further in the years to come.

5. Considering the scope of your business activities, ranging from waste management, cement production, renewable energy and petrol processing equipment, we can only conclude that you have successfully built a diverse enterprise with a sophisticated structure. Could you please tell us how have you been coping with the challenges arising from the management of such a diverse group of companies?

We have created 3 main departments: cement, energy and refinery. There is a dedicated technical team for each department. We have a common legal, accounting, financial and administrative team that is being used by each department for the development of the projects. We limit the number of projects we develop to make sure we only focus on the profitable and financeable ones. In the end, the number of projects we are working on is small.



SUCCESS STORIES IN IRAQ

SATAREM IRAQ

"Despite of these harsh moments, Iraq has always maintained stability and the business community has always been protected. I have always admired this country."



The waste management sector is relatively new in the Arab world, apart from isolated cases of its use in the Gulf petroleum industry. In your view, what are the challenges that the Arab world faces in this field and what are the most pressing environmental challenges it has been dealing with?

The main challenge in the Arab world regarding waste management is to turn it into a public service and raising taxes to pay for this service. Indeed, the common belief is that the waste management Companies should buy the waste as it can be considered as a fuel. This is not true, the technologies to turn waste into energy are very expensive (compared to using gas, coal... to produce electricity) and the issue is not to produce electricity but to reduce the amount of waste and avoid the wild dumping with people working on these dumps and being exposed to dioxine and other harmful substances developing cancer and other diseases. As long as the Governments will not be ready to subsidize heavily waste management, as it is being done in Europe, China, USA... by raising taxes for it, no progress will happen.

SATAREM

Could you please elaborate on your strategy to successfully penetrate the competitive markets in China and India? How can you compare it to the business in Europe, if you have any experience there?

China is our engineering and manufacturing base as the engineers are very competent, experienced and the manufacturers have huge capacities. Thus we are still now able to manufacture our equipment fast and at reasonable prices. In India we are pursuing two Waste to Energy projects as the legal frame is there and there is a real push from the Governments both local and federal to incentive Waste to Energy to get rid of the huge amount of waste produced every day. Because of our patents in Waste to Energy, we do not face too much competition. In Europe all infrastructure are built, except in some Eastern European countries. There is no possibility for a Company like ours to expand fast in Europe.

8. The oil industry in the Arab world is facing many challenges internally and externally. It is trying to become competitive in the oil market, by lowering its prices and rebuilding and modernizing its infrastructure. Could you tell, please, how do you foresee the future prospects of this sector?

I can only speak about Iraq. We are very bullish on Iraq as Iraq has among the largest oil reserves in the world and the extraction costs are very reasonable. Moreover, Iraq needs to rebuild its refining capacity and to develop petro-chemistry. We really see a bright future for Iraq.

SATAREM IRAQ

HAMB

"Iraq needs to rebuild its refining capacity and to develop petro-chemistry. We really see a bright future for Iraq."





SUCCESS STORIES IN IRAQ





Mr. Ilias Tsiklos

Interview with Mr. Ilias Tsiklos, Chairman and CEO, NOE METAL CONSTRUCTIONS S.A.

Going through the profile of NOE, one cannot but be impressed by the Management's determination and the company's strategy in adapting in new business environments and sectors. Still, NOE has a lot to offer, especially to the Arab market, and we look forward that their presence in the Arab world can take the form of Joint Venture with local businesses in order to be part of the growth of local Arab economies. We welcome, here, the company's Chairman and CEO, Mr. Ilias Tsiklos, to take us on a journey throughout their history of nearly four decades.

Mr. Tsiklos, can you please tell us about the four decades' journey of NOE company and the challenges it faced on its path?

Back in the late 70's three friends (including myself), all graduates from our mechanical/nautical engineering schools were looking for a job. We decided to start something of our own in the ship construction field. So we established our first company NOE (Shipping Construction G.P.) Our first job was to construct two small pontoons. The one job led to another and so, in 1978 we made a joint venture with a small shipping yard "POSEIDON" in Perama city and we executed various projects such as pontoons, barges, e.t.c. In the same time we took over projects of various steel structures which we executed in our new premises in Aspropyrgos city covering an area of 19.000 m2 and we built NOE ltd.

At the time, there was a lot of construction work in the Middle East so I decided to move to Saudi Arabia to organize a site for local jobs. Indeed, soon we undertook a few metal construction projects in the Saudi Arabia region. Over the years, NOE has developed to become a large civil/metal constructor and electromechanical installation company. We have completed various large projects like turn-key factories, vessels, warehouses, docks, petrol tanks and other civil, electromechanical installations and metal constructions.



"The present crisis in Greece has not stopped Noe from developing and being initiative and creative."



NOE METAL CONSTRUCTIONS S.A.



In the mid 90's onwards, Greece started to develop rapidly. We saw this opportunity and started to undertake projects in Greece, mainly around Elefsina and Aspropyrgos, the industrial and warehousing area of Athens. In 2000 NOE METAL CONSTRUCTIONS S.A. was built and our premises expanded to a total surface of 54.000 m2 .Our projects in Greece include warehouses, factories, retail malls, metal bridges, photovoltaic parks and stands and other.

We have also achieved to diversify from the construction business to real estate and energy. In the real estate field, we are the owners of about 150,000 sqm of warehouse area which we let to logistic companies. In energy, we have constructed and operate photovoltaic parks of over 10 mw total power.

However, from 2008 onwards, due to the financial crisis situation in Greece, most construction business has suddenly stopped, making it very difficult to maintain the normal operation of the factory. We looked at our options and decided that going back to the middle east was the best available option. Therefore, since 2011 we have been undertaking construction projects in Saudi Arabia, Algeria and Iraq. We have managed to increase business again, maintain the operation of the factory, safeguard the jobs of our employees and look at the future with confidence.

Your success story can be attributed, mainly to your flexibility and diversification to other business activities. What is your strategy for potential development and expansion in the present crisis situation in Greece?

The present crisis in Greece has not stopped Noe from developing and being initiative and creative. We have invested in new equipment which made part of our production more efficient and helped us begin new product lines. We have undertaken projects in new fields, such as rail tracks and metal stands, action which helped our exporting business and reduced our dependence in the Greek market.

3. Your company has been active in the Middle East for quite some time now. Can you please tell us about your beginnings and challenges you have faced while operating there? How would you assess the future prospects of your company in the region?

It is not easy to start a new business anywhere and surely not in the Middle East. Apart from the usual initial difficulties, we had to adapt to a different culture, religion and language. Also, we had to prove to the local companies of our construction capabilities and high business ethics. After years of operating, the region is very familiar to us, we have made many healthy business co operations, relationships and true personal friendships. We have managed to build a reputation in the region of a reliable constructor and electromechanical installation company and this reputation will help us develop further in the years to come.







SUCCESS STORIES IN IRAQ







4. Can you please tell us about your experience in Iraq in relation to the projects you have been executing, the business environment and working relationships there? How do you envision the future of your company in Iraq?

As most people probably know Iraqi's infrastructure was heavily damaged during the war. Now the country is in a great effort to rebuild and many local and foreign construction companies are part of this process. The business environment in Iraq is not hostile, but there are many difficulties and there are still a lot of things to be done to improve the business environment. The most important problems we face are bureaucracy (especially at customs and to obtain visas), difficulty to find skilled workers, inadequate roads and ports, non-reliable banking sector and low level of business information. However, we are optimistic about the future as things are improving rapidly.

The energy sector in Greece is becoming quite competitive, locally and internationally. How do you see your future prospects with your photovoltaic line?

There is a great opportunity for green energy in Greece, as the country is lucky to have plenty of wind and sunshine. During 2000 – 2010 the country developed substantial solar power and wind power parks which provide about 17% of the total energy needs of the country. I think that this percentage can increase further if the national energy board decides to do so and provide schemes for further investments in renewable energy. NOE is ready to invest further in the sector when the new schemes come to force.

6. NOE has established itself in civil engineering and electromechanical installation. Would you consider transferring your know-how or entering into a venture with counterparts in Iraq?

Our company has always been very transparent and we have always shared our know-how with our counterparts. I think the best way forward in Iraq is through joint ventures where companies will each contribute their knowledge and experiences towards a common goal – to develop the country. We have already entered a joint venture agreement for various projects with a counterpart in Iraq and the joint venture is already in the process of starting a new project. We are confident about this cooperation and looking forward to starting the project.



NOE METAL CONSTRUCTIONS S.A.

In the past few years, the Greek businesses have successfully penetrated several Arab markets and have gained a competitive edge. Further, the Greek-Arab trading balance has been rising. Do you have plans in place for expansion to the other Arab markets?

NOE is carefully considering the prospect of expanding to other Arab countries. We have already executed a project with Danieli in Algeria which involved the construction of 9.500 ton for a steel mill. Also, we have in progress a project in Riyadh which is part of the KAFD project (King Abdullah Financial District) of total amount thirteen million dollars. We are taking slow steps and are not in any rush, as we must be certain of our next move.



In conclusion, could you please elaborate on NOE's future strategy and your role in corporate social responsibility?

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Our strategy is to enhance our presence in the markets we operate and to develop in new markets and products.

NOE has always been concerned about the community and the environment. Over the years, we have organized fund raising events and have supported financially nonprofit organizations such as museums and water sport clubs. We have also pioneered in waste management, recycling, green energy and no-pollution production methods.



"There is a great opportunity for green energy in Greece, as the country is lucky to have plenty of wind and sunshine."







المعرفة يستطيعون اخبارك ان هناك كثيرا من مناطق التزلج فى الجبال يرتادها الناس كثيرا من مختلف انحاء البلاد وتمتاز جميعها بفنادقها الرائعة والفخمة. أما شمال اليونان يعد قطبا لهواة مراقبة الطيور ولمحبي الهندسة المعمارية التقليدية ولعاشقي ماضي اليونان البيزنطي والقديم ، كما ان شواطئ شمال اليونان تعد من أجمل الشواطىء ، ولذا ، يقصدها الكثير من الزوار.

اما منطقة جنوب اليونان "البيلوبونيز" وهي موطن الاساطير اليونانية حيث تمتد فيها خمسة سلاسل جبلية ضخمة وتحيطها شواطئ رائعة وفيها تجد ملاعب الغولف، وهى تشكل وجهة جذابة لكثير من السواح ولطالما كانت بيلوس مصدر جذب منذ العصور المسيسنية ولا تزال حتى الآن. كما انه يجب التذكير بمنطقة "ماني" وهى شبه جزيرة واقعة الى وسط جنوب البيلويونيز وتعتبر مقصدا لهواة التاريخ والمتجولين كما تمتاز بطراز فريد لمنازلها التى هى على شكل ابراج والتى لا يزال الكثير منها مأهولا حتى الآن. كما ان على عاشقى الارث الكلاسيكي ان يزوروا " آر غوليذا ونافبليو" الجميلتين للإطلاع على مواقعهما الاثرية الكثيرة والسباحة فى شواطئهما الخلابة التى لا تعد ولا تحمي

اما أفضل ما فى الامر ان اليونان يمكن الوصول اليها بسهولة كما ان الخدمات السياحية فيها متطورة وهناك ما يرضي جميع اصحاب المداخيل بدءا من الطالب المكافح الذى يحمل حقيبته على ظهره ووصولا الى العائلة الثرية التى تبحث عن الرفاهية. كما تكثر المكتبات وهذا امر جيد لانه فى مرحلة ما قد ترغب فى معرفة المزيد عن المنطقة التى ستقيم بها والاهم من هذا وذاك ان الشعب اليوناني يظل مضيافا ووديا للغاية ومندفعا لمساعدة السواح ان المطاعم اليونانية سواء كانت حانات صغيرة او مطاعم فخمة يعد طعامها اشهر الطهاة وهى بطبيعتها تميل الى تقديم مأكولات مطبخ البحر الابيض المتوسط التقليدية وهى فعلا لذيذة.

لقد اصبح الحصول على المعلومات اسهل من أي وقت مضى وتحظى تقريبا كل جزيرة ومقاطعة ومدينة بموقع الكتروني .

ولمساعدتك هنا ، بإمكانك الاطلاع على الفصل رقم 13 من لائحة محتويات هذا الدليل للحصول على تفاصيل وبيانات الشركات الاعضاء في غرفتنا والمختصة بالسياحة والخدمات والعقار.

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اليونان المدهشة



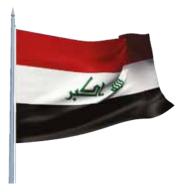
تقدم اليونان للجميع شيئا اكان للمتجولين ام ، لهواة التاريخ ، ام لمتسلقي الجبال ، ام لعاشقي الزهور، للمتشمسين ، للسباحين ، للغطاسين وهواة الملاحة واليخوت وحتى للاعبى الغولف ان التنوع الجغرافي فى هذه البقعة الصغيرة مدهش للغاية ولتنوع اليونان لا يكتفي زائريها بزيارة واحدة لذا تراهم يعيدون الكرة مرة تلو الاخرى.

فى بلاد تضم حوالي اكثر من مئتى جزيرة مأهولة توجد جزيرة لكل ذوق ، ففى جزر بعيدة مثل كوفونيسيا وفوليغاندرس وآنافي حيث يبدو ان الزمن قد توقف فيها ، اما الجزر الاكثر شهرة عالميا مثل ميكونوس وروذوس وسانتوريني فهى متطورة جدا ولطالما جذبت الاغنياء والمشاهير. وقد احتفظت جزيرة خيوس بهندستها المعمارية الفريدة ، اما الجزر الاخرى مثل سيروس وليزفوس فان تاريخها ما زال منقوشا على احجار ابنيتها الكلاسيكية . ومن ثم تليها جزيرة كريت وهى اكبر تلك الجزر بشواطئها الرائعة وبإرثها الثقافي الغني الذى يعود الى العصر المينيوسي ، تدهش متاحفها وكنائسها الزوار وتزرع البهجة فى قلوبهم ، وأفضل ما في الامر ان خدمة المواصلات البحرية مؤمنة بصورة منتظمة على مدار السنة وأكثر تواترا فى فصل الصيف ، وللأثرياء من السواح الذين يفضلون الابحار بيخوت خاصة فان الامر سهل فى هذا الطار حيث انه هناك كثيرا من الشركات المؤهلة لتأجير المراكب واليخوت لمحبي الابحار مع طواقمها اذا اردوا ذلك.

اما شواطئ اليونان المتنوعة والخلابة فهى منتشرة على طول هذه الجزر وفى مدن اليونان بأكملها. كما ان المناطق الجبلية تمتاز بدفء ونقاوة هوائها. وفى اليونان تجد اسعار تناسب اصحاب المداخيل كافة. اما متاحف اليونان فهي منتشرة سواء فى الارياف وفى الجزر ويعد متحف آكروبوليس الجديد من احدث المتاحف العالمية بطرازه وبموقعه تحت تلة معبد الأكروبوليس – بارثينون وبما يحتويه من آثار قديمة قيمة. ومن الضروري على الزائر لعاصمة اليونان ان يقصده. كما ان المتاحف فى مدينة سالونيك لها شهرتها الخاصة بما تحتويه من آثار قيمة . وعلى الزائر ان يقصده منطقة البر الغربي " ايبيروس" المعروفة بفنادقها الجلية الصغيرة وقراها التقليدية . هذا بالإضافة الى مضيق " فيكوس" وهو ثان اعمق مضيق فى العالم.

وتتواجد ايضا انهار حيث يمكن ممارسة رياضة الترميت في المياه البيضاء خلال فصل الربيع. وفي الجانب الشرقي لليونان تقع "ايفيا" وهي تقنيا جزيرة ولكن يربطها باليابسة جسر قصير. وتضمن الجبال الشديدة الانحدار فرصة للزائر للإقامة فيها والنزول الى البحر لممارسة السباحة. كما ان منطقة " بيليو" توفر المتعة لمحبي التزلج ، الامر الذي لا يعرفه الكثيرين عن اليونان. ذلك ان الذين يعرفون اليونان حق

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Visit of Iraqi Minister of Foreign Affairs to Athens

During the visit of the Iraqi Foreign Minister to Athens, H.E. Dr. Ibrahim AL-Eshaiker AL-Jaafari, on the occasion of convening the "Forum of Ancient Civilizations", the Iraqi Ambassador, Mr. Gazi Zebari, hosted a lunch in honour of H.E. the Minister, which was attended by Arab Ambassadors and the Secretary General of the Arab-Hellenic Chamber, on 25 April.

In the beautiful and warm atmosphere of the Ambassador's residence, H.E. the Minister addressed the gathering on the situation in Iraq from every aspect of security, society and economy. During his speech, Dr. Jaafari praised the coalition of different Iraqi forces on the liberation of Iraqi towns and villages from the terrorists' hands and he asserted the Government's position to assist the Iraqi displaced citizens and allocate them back to their place of origin after ensuring their security. His

Excellency explained that the cost from the war and its consequences has been mounting and the Government is facing a great challenge to rebuild Iraq and modernize its infrastructure in every corner of the country. His Excellency referred to Iraq's enormous resources and its status as the second largest oil exporter in the world and re-iterated his Government's core policy in respecting its neighbours and the adherence of non-intervention in another state's affairs.

Further on in his narration, Dr. Jaafari briefed the attendees on the "Forum of Ancient Civilizations" he had just attended and, interestingly, he outlined the common denominators between the ancient Hellenic and Mesopotamian civilizations as the two oldest civilizations that contributed to the development of humanity and influenced the course of history in every walk of life. It is worth mentioning that the afore-mentioned Forum was an initiative by the Hellenic Ministry of Foreign Affairs and the Ministerial Committee that followed was attended by the Ministers of Foreign Affairs and Culture from the People's Republic of China, the Arab Republic of Egypt, the Hellenic Republic, the Islamic Republic of Iran, the Republic of Iraq, the Italian Republic, the Republic of Peru and the Plurinational State of Bolivia.

What is worth mentioning is the communique of this Conference and the agreement of the Ministers on the power of culture as "soft power and economic factor", and "a civilizing force that cultivates the human being, enabling us to express the inexpressible in a way that banishes fears and insecurity". The Conference sent a message against terrorism and expressed the determination to promote peace, tolerance and cooperation around the world through the establishment of the Ancient Civilizations Forum (ACForum) "as a platform for dialogue and cultural cooperation among the participating States". The next Ministerial Meeting is set to be held in 2018 in Bolivia, while Iraq expressed its will to host it in 2021.

The pleasant gathering ended with an exchange of friendly views between the Iraqi Foreign Minister and the Arab Ambassadors. The Arab-Hellenic Chamber seizes this opportunity to thank H.E. the Ambassador of Iraq, Mr. Zebari, for providing us the opportunity to attend this important meeting and we re-iterate our commitment to work closely with the Iraqi Embassy and all Arab Embassies to promote Greek – Arab relations in all business sectors.



H.E. the Ambassador of Sudan, Dr. Hamdi Hassabelrusol Osman Mohamed and the Secretary General of the Arab-Hellenic Chamber, Mr. Rashad Mabger, with the Iraqi Foreign Minister, H.E. Dr. Ibrahim AL-Eshaiker AL-Jaafari



H.E. the Iraqi Foreign Minister, Dr. Jaafari, speaking during the Ancient Civilizations Forum, and H.E. the Ambassador of Iraq, Mr. Gazi Zebari



H.E. the Iraqi Foreign Minister, Dr. Ibrahim Al-Jaafari, with H.E. the Ambassador of Qatar, Mr. Abdulaziz Ali Al-Naama



(From left) First row: Their Excellencies, the Ambassadors of Tunisia, Sudan, Libya, H.E. the Iraqi Foreign Minister and the Ambassadors of Saudi Arabia, Kuwait and Qatar.

Second row: Her Excellency the Charge D' Affaires of Lebanon, the Consul in the Jordanian Embassy and H.E. the Ambassador of Morocco. Third row: Minister Plenipotentiary and DCM in the Embassy of Egypt, the Secretary General of the Arab-Hellenic Chamber and the First Counselor at the Embassy of Palestine.



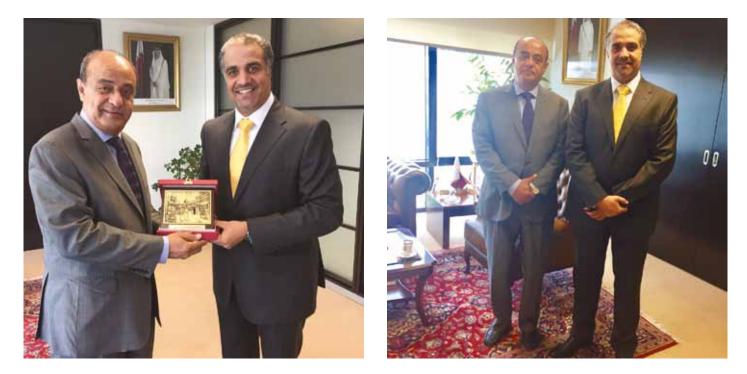
Qatari Ambassador's visit to our Chamber

On April 17th, H.E. Mr. Abdulaziz Al-Naama, Ambassador of the State of Qatar to Greece, honored our Chamber with a visit. During the meeting, the Secretary General, Mr. Rashad Mabger, outlined the history of the Arab-Hellenic Chamber since its establishment and explained that it was an Arab initiative taken four decades ago, by the representative of the Arab League, Late Mohamed El Sayed, and the Dean of the Arab Ambassadors, the Ambassador of the Kingdom of Saudi Arabia, Late Abdullah Malhouq.

The Secretary General of the Chamber briefed His Excellency on the role of the General Union and the close cooperation the Chamber is enjoying with the Council of Arab Ambassadors and the Greek Authorities.

His Excellency Mr. Al-Naama, in response, expressed his appreciation and support of the Chamber's role in enhancing the cooperation and relations between Greece and Qatar and highlighted the progress made by Qatar during the last two decades in all business sectors. His Excellency also touched upon Qatar's path towards economic diversity which manifested itself in Qatar's success in hosting the World Cup in 2022. Last but not least, he mentioned the Qatari Airways' success in becoming one of the most recognized international air carriers and Qatar's growing role as a hub for foreign businesses and investments.

We seize this opportunity to thank H.E. Mr. Abdulaziz Al-Naama for his visit to our Chamber and we look forward to working closely with the Qatari Embassy in Greece.



The Secretary General, Mr. Mabger, with H.E. Mr. Al-Naama, during the visit of the former to the premises of the Embassy of the State of Qatar on 10th May 2017.

Qatar Chamber's Visit to Athens



On May 2nd, the General Director of Qatar Chamber of Commerce, Mr. Saleh Al-Sharqi and Sheikha Tamader Al-Thani, arrived in Athens to attend a workshop on commercial documentation and e-certification which was organized by the Athens Chamber of Commerce. The topics of discussions were related to electronic documentation of trade certificates and certificates of origin in order to facilitate and speed up the business procedures.

The Delegation was received at the airport by the representatives of the Qatari Embassy and the Arab-Hellenic Chamber. Mr. Al Sharqi visited the Arab-Hellenic Chamber and held discussions with the Secretary General on issues of common interest.

Mr. Al Sharqi praised the level of cooperation and coordination between the two Chambers and expressed his appreciation of the Arab-Hellenic Chamber's role in the enhancement of Greek-Qatari relations.

The Secretary General of the Arab-Hellenic Chamber in response, thanked Mr. Sharqi for his words of support and expressed his gratitude and appreciation for Qatari Chamber's assistance and for the active and positive role of Sheikh Khalifa Bin Jassem Al Thani in supporting the work of all the joint Arab-Foreign Chambers of Commerce and enhancing their status at the host country.



Mr. Saleh Al-Sharqi in his visit to the premises of the Arab-Hellenic Chamber, with the Secretary General, Mr. Rashad Mabger

Tunisia aims to strengthen ties with Greece

On 1st and 2nd November 2016, the 10th session of the Tunisian – Hellenic Joint Commission was held in Tunis, during which both Ministers of Foreign Affairs, Mr. Nikos Kotzias of Greece and Mr. Khemaies Jhinaoui of Tunisia, committed to deepen their bilateral relations. Mr. Kotzias and Mr. Jhinaoui also discussed regional issues and their initiatives to promote peace and stability in the area.

During these meetings, two Memoranda of Understanding were signed between "Enterprise Greece" and the "Foreign Promotion of Investment Agency" and the "Export Promotion Center" of Tunisia. In light of these Memoranda, the Embassy of the Republic of Tunisia in Athens, in its efforts to promote further cooperation between Tunisia and the Greek companies, has communicated to us the main exportable products from Tunisia to Greece as follows:

- Wire, cables
- T-shirts, swimsuits, knitted or crocheted
- Sportswear (trainings)
- Suits for women, jackets
- Sweaters, pullovers, cardigans, waistcoats and similar articles
- Parts and accessories of vehicles
- Electric transformers
- Spring and spring blades, of iron or steel
- Diphosphorus pentaoxide
- Discs, bands, storage devices
- Men's or boys' shirts and shirts
- Thread of linen
- Clothing
- Petroleum gases and other gaseous hydrocarbons
- Fish preparations and preserves
- Other articles of natural or reconstituted leather
- Unwrought aluminum
- Electromechanical appliances with electric motor
- Artificial staple fibers yarn
- Other made-up articles, including dress patterns
- Suitcases and briefcases

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• Dates, citrus fruits, salads, tomatoes

- Olive oil and its fractions, not refined or
- Suits for men, jackets, pants
- Crude petroleum oils and oils obtained from bituminous minerals
- Shoes
- Medical instruments
- Mineral or chemical fertilizers
- Mollusks, form of pellets of aquatic invertebrates
- Plates, sheets, film, strip and blades
- Articles of plastics
- Electronic integrated circuits
- Tubes and pipes and their accessories
- Devices for filtration or purification of liquids
- Shawls, scarves, mufflers
- Crustacean
- Costumes
- Shirt
- Cotton fabrics
- Yachts and other vessels and pleasure boat
- Articles of iron or steel
- Air conditioning machines
- Boilers for central heating

For interested Greek businessmen in any of the above products, the Tunisian Embassy is readily available to provide contact details and other related information to promote trade between the two countries.

Businessmen can also refer to the "Export Promotion Center of Tunisia" in order to obtain any useful information that will assist them in their cooperation with Tunisian companies.





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SPECIAL INSERTION



A NOTE OF APPRECIATION

HAMB

In response to the third call of the Arab-Hellenic Chamber to the Greek business community, trying to draw attention to the plight of Syrian refugees, many companies, members and non-members alike, came forward and assisted in a variety of ways, in relieving the pain and ordeal of these displaced and destitute people. We would like to thank them all and convey to them, on behalf of the President of the Syrian House in Greece, Mr. Abdul Azim Weiss, the deepest gratitude and appreciation for the good deeds and support of this noble cause.

The Syrian House in Greece is a nonprofit charity organization, working in Athens and on the islands, mainly with volunteers among whom, many are doctors. The donations of companies consisted of food products, medical supplies, and children's toys.

BIG THANK YOU TO ALL



The team of volunteers and supporters of the Syrian House



Syrian children enjoying a moment away from their troubles



At the garden of the Syrian House in Melissia



SPECIAL INSERTION



CONTRIBUTORS:



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HAMB



NE MEMBERS

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- 1. TERRA CRETA
- 2. EL SABOR MEXICAN FOODS S.A.
- 3. PITTAS DRAGNIS LTD
- **4. ELIKON GRAPHIC ARTS**
- **5.** KEBE S.A.
- 6. STUDIO NAVALE MARITIME & TECHNICAL LTD

7. IOANNA VENETSANOU & Co. - PRIME REAL ESTATE



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- W: www.terracreta.gr





Terra Creta Where Quality & Tradition meet Taste

HAMB



Terra Creta is located in the Kolymvari region, the heart of quality olive oil production on the island of Crete in Greece.

With passion, knowledge, innovation, strict quality standards, and vertical production "from the olive grove to the market" we produce and export a variety of selected Greek products

By operating in our ultra-modern and new production facilities we produce quality and multi-awarded Extra Virgin Olive Oil olive oil in three TOP categories, balsamic vinegar and Greek olives.

Today we export 97% of our products to more than 42 countries. All our products and procedures are multi-certified by the HACCP, ISO 22000/2005, ISO 9001:2008, ECOCERT/COSMOS, BIOHELLAS, KRAV, CO2 Balance certificate.

Why Terra Creta?

1. Proven high quality of all our products (based on four pillars: lab analysis, organoleptic evaluation, healthy elements [polyphenols and vitamins], and safety [freedom from contaminants and pesticides])

2. Single variety "koroneiki" for our extra virgin olive oil

3. Compliance with international standards for food quality, safety and healthy attributes

4. Vertical production in our facilities "from the tree to the bottle"

5. Scientific support to keep all nutritional and healthy elements at the highest possible level

6. Advanced traceability "from the olive tree to the shelf" through a 5 digit Lot Number and our website

7. More than 32 international awards for our products and service
8. We organize a complete olive oil experience tour in our facilities and PRO olive oil tasting seminars.

http://www.terracreta.gr/booktour.aspx?lang=en&id=291#.Vu-420KLSK4_



CONTACT DETAILS: EL SABOR MEXICAN FOODS S.A.

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HAMB

EL SABOR was founded in 1992 as the first tortilla chips plant in Greece and it still remains the only factory of its kind in south Eastern Europe.

The factory is operating in the industrial area of Inofita, with new buildings and warehouses of 5000 square meters, located in the company's privately owned land.

The company's modern and fully equipped facilities, in combination with the certified production process, and the dynamic human factor have greatly contributed to the growth and development of El Sabor.

The range includes an extensive number of products both in retail and food service (Nacho Chips \otimes Dips, Nacho N'Dip, Wraps \otimes Sauces, Ethnic)

The company's long-standing leading presence in the Greek food market and its in-depth knowledge have contributed to expanding abroad during the last years and to currently export its products in 45 countries around the world.

Company's main goal is to be close to the final consumer with products that are specially designed to accompany the enjoyable moments of life. So every time is time for El Sabor!



CONTACT DETAILS: PITTAS-DRAGNIS LTD

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HAMB

PITTAS-DRAGNIS is a highly specialized Greek company operating for more than 40 years in the field of Lightning – Surge Protection and Earthing Systems.

For every project, regardless its size, a quality, personalized solution is offered. From the design and manufacturing parts to installation and maintenance.

The aim of PITTAS-DRAGNIS is the excellent cooperation and the establishment of a trust relationship with the customers. The expert engineers of the company are always ready to offer support and valid information.

The range of products continues to expand and includes:

- Materials and accessories for lightning protection earthing systems,
- Early Streamer Emission arrestors TESLA-S,
- Surge Protection,
- Ground enhancement materials (Earthplus Earthultra),
- Exothermic welding,
- Measuring and testing instruments.

All available materials from PITTAS - DRAGNIS comply with National-European-International standards (IEC EN 62305, IEC EN 62561, NFC 17 102).

Laboratory testing services and equipment, assure the continuous control and evaluation of the quality of offered materials.

PITTAS – DRAGNIS has been certified with the international standard ISO 9001:2008 for the design, production, installation and maintenance of lightning protection and earthing systems as well as laboratory test services.



Print Communication

CONTACT DETAILS: ELIKON GRAPHIC ARTS

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ELIKON Graphic Arts, is a modern industrial unit, operating in the sectors of **Graphic Arts**, **Printing** and **Typography**. Since its creation, maintains a steady growth in the Greek market. Provides with consistency high quality B2B services, taking full advantage of innovative technologies, respecting the needs and the deadlines of a highly demanding corporate clientele.

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Our Services:

• Offset Printing for impeccable collateral and any corporate printed material

• **Digital Wide Format Printing** for all your branding needs to various venues, sales points and vehicles branding

• Hard materials Printing **Q** Cut for unique creations from modern materials

• **Tailor Made Printing Applications** for powerful branding constructions and POP materials

• **Display Systems** for event branding, such as roll ups and other banners, spider stands, u-stands etc.

• **Creative Services** for artworks that enhance the power and awareness of your message

OUR CERTIFICATIONS:



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For request for a quotation visit our website or send us an email to: **sales@elikon-print.gr**

NEW MEMBERS



CONTACT DETAILS: KEBE S.A.

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HAMB

Innovation, quality and ecology are the key notions embraced by KEBE S.A. **(Northern Greece Ceramics SA)**, which has been active in the production field of building materials for more than 80 years now.

A wide range of roof tiles, in various colors and techniques, for modern or more traditional constructions. All types of roof tiles are accompanied by roof accessories for minimum consumption of energy.

Horizontally perforated bricks in various dimensions to meet your demands. Vertically perforated bricks (ORTHOBLOCK) for economic and fast construction, high stability and endurance, ORTHOBLOCK is the ideal solution for "green buildings".

All KEBE's products are accompanied by CE \otimes DoP, and the company is certified by ELOT EN ISO 9001: 2008 regarding the design production and trade of its products.

KEBE's goal is to launch new products of high quality, bioclimatic design and clean building technologies.

With a fully organized Exports Division, KEBE constantly expands in the international market. The company's export activities in combination with the excellent quality of its products have led to the international acknowledgment of KEBE and in the creation of a powerful "brand name".

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NEW MEMBERS



CONTACT DETAILS: STUDIO NAVALE MARITIME & TECHNICAL LTD

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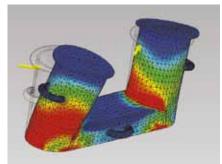
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STUDIO NAVALE Maritime & Technical Ltd.

30 years associating with technical shipping issues



STUDIO NAVALE Maritime & Technical Ltd., well-known as **Studio Navale**, is a leading technical and consulting company, with specialization to ships and floating structures, established in 1987 in Piraeus, by the naval architect and marine engineer Alex Kouros.

Scope of Studio Navale is the provision of quality services to the Shipping and Offshore Industry. With this regard, Studio Navale is fully organized with qualified and certified naval architects and engineers of all disciplines, hi-end software tools are placed in assistance and certified against the highest recognizable quality standards.

Moreover, Studio Navale management and personnel desire to be the technical partners of a shipping or offshore interest entity, to offer the best, trouble-free, technical and consulting services and solutions.

Over and above all, the goal of Studio Navale, is the deployment of the resources and submittal of deliverables at the highest possible quality and safety standards.

Studio Navale can provide a full range of engineering support services, required by the Shipowners, Shipping Companies and Contractors or Shipyards to assist with tender, production design, operational support scheduling, quality and profitability as well as day-to-day ship management operations. Services may range from a simple technical opinion to a turn-key project!

NEW MEMBERS



CONTACT DETAILS: IOANNA VENETSANOU & CO. - PRIME REAL ESTATE

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HAMB

Prime Real Estate is the leading real estate company of Greece, providing a full range of real estate services and bespoke real estate solutions. It was founded in 1987 and our 30 years of market knowledge and experience inspires us to provide the ultimate real estate experience to the contemporary modern consumer. Through our three branches in the North, South and Center of Athens, we manage an extensive portfolio of properties all over Greece.

Our team consists of highly trained multilingual professionals that are passionate for innovation and for delivering service excellence. Our extensive client base includes private individuals, corporate clients and public and government associations.

Our services include:

- Consulting
- Sales and Leasing
- Property Management
- Asset management
- Valuation
- Feasibility studies
- Market reports
- Legal services

Our property portfolio includes:

- Residential
- Commercial
- Industrial
- Hotels
- Vacation villas

- www.arabhellenicchamber.gr



MEMBER'S NEWS



- 1. MELIARTOS
- 2. PAPRIKA
- 3. STELMA T.S.A.
- 4. IKTINOS HELLAS S.A.
- **5.** ANAPLASI CONSULTING ENGINEERS S.A.
- 6. GAUZER ENERGY
- 7. OLYMPIA ELECTRONICS
- 8. TEMAK
- 9. HELP S.A.

MELIARTOS CATERING SERVICES

Are you looking for a reliable partner to cater your corporate and social events?

Do you want to offer a genuine taste of Greece to your guests?

Difficult to find menus with certified halal meat for your business lunches?

Just ask for Meliartos catering service.

No matter the occasion, our skilled staff will plan delicious menus according to your wishes and find the appropriate venue for your needs or provide you with quality catering at your own premises. It is our commitment to you that all our events have a high level of professional service.

We cater coffee breaks, lunch buffets and lunch boxes for corporate meetings and conventions to gala receptions, opening parties and social events. We can even organize amazing cooking parties for your kids.

Our philosophy is to promote the Greek/Mediterranean gastronomy, to discover wonderful local produce and recipes from all over Greece and offer them with a modern twist.

Reflecting our dedication to excellence and creativity our products are homemade with fresh and high quality raw materials. No wonder why Meliartos catering service has won the trust of multinational corporations, public bodies and individuals alike.

Meliartos is the joint venture of a group of active businessmen, all of whom share a passion and great experience in food sector. We provide catering services, cooking classes and gastro tours, original scenarios for team-building events, as well as a centrally located gastronomy multiplex – restaurant and food store.









CONTACT DETAILS: MELIARTOS

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Paprika renews agreements with local agricultural producers and cooperatives

Paprika is a small/medium trading company at fruits, vegetables, olive oil and honey wholesale business. We operate for more than twenty years at Volos, Magnesia and apart the wholesale warehouses we own a retail shop at Volos city center. Our team, at any level is dedicated to business goals and we always work with a view to open new business opportunities.

We are proud to announce that our business continues to support the local producers and local agricultural community. We have therefore renewed our agreement with Agricultural Cooperative of Volos that produces a number of hydroponic products including tomatoes, cucumbers and peppers. The agreement means that we will be their main sales channel for all Greek regions. Both companies expect strong synergy effects of this cooperation.



Our products

Fresh fruit and vegetables Honey Olives and olive oil



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CONTACT DETAILS: PAPRIKA

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"STELMA T.S.A. - New Awards"

On **26/12/2016 STELMA TSA-France** was awarded the Contract for: ''On board painting of the tanks and engine room at the second Meraviglia generation vessel, namely MSC Bellissima - F34 (Commande No: ASTR - F340421665)'', by STX France in Saint Nazaire Shipyard. The MSC "Meraviglia" series ships would ultimately be the largest cruise vessels of MSC fleet!

On **23/01/2017 STELMA TSA-France** was finally awarded the Contract for the: ''On board painting of the tanks/capacities & engine room of the new Royal Carribean International 'Oasis 4' vessel - B34 (Commande No: ASTR - B340418478)'', on behalf of STX France in Saint Nazaire Shipyard. The Fourth Oasis class vessel is the sister ship of Harmony of the Seas (largest cruise vessels in the WORLD) and will be delivered in April 2018!

On **21/02/2017, STELMA T.S.A** signed a two-year Contract with HELLENIC PETROLEUM S.A.: 'Gritblasting - Hydroblasting - Painting of Fuel Tanks in the Industrial Facilities of HELLENIC PETROLEUM in Aspropyrgos (B.E.A), Elefsina (B.E.E.) and Megara'' (Contract Nos: 8300913 & 8300920)

"STELMA T.S.A – Latest News"

On 10/01/2017 STELMA T.S.A successfully completed the contract with Heavy Engineering Industries & Shipbuilding Co. (HEISCO) K.S.C.P. for: 'Blasting and painting for fabrication services of various work orders at Heisco's workshops (Shuaiba and Shuwaikh). STELMA was the exclusive partner of Heisco (one of the largest construction companies in Kuwait) for anticorrosion works in its Fabrication Division for projects of KNPC and KOC.

STELMA T.S.A., the parent company of STELMA Group of Companies, is a technical company that specializes in surface anti-corrosion protection. From 1990 to the present, it has completed a multitude of projects in its steadily upward course. STELMA T.S.A., founded on the principles of responsibility, high quality and operational precision that are the cornerstones of its operations, has earned both the respect and the trust of its Clients and Associates. The satisfaction of our associates and our clients is our primary care and concern. The safety of our personnel, which falls under our policy for health, safety and the environment, is the basis for the healthy operation of STELMA T.S.A.







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CONTACT DETAILS: STELMA T.S.A

Contact Person: Christos Mamantzis, B.O.D. Member-Project Manager Economist, MSc Cornell University

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Our company **IKTINOS HELLAS SA** participated with great success in the below international exhibitions:

• XIAMEN FAIR, CHINA, HALLA, STAND 4521, 6-9 MARCH • IZMIR FAIR, TURKEY, HALL A, STAND 197, 22-25 MARCH

Our clients had the opportunity to see the Greek marbles we can provide them from our privately owned quarries :

Golden Spider (exclusivity), Nestos (exclusivity), Marvel White (exclusivity), Thassos, Volakas

and also other Greek marbles such as:

Silver Grey, Alivery Grey, Levadia Black, Pentelikon, Tinos Green, White Sivec, Era Silver, Dama Grey, Kalliston, Didyma beige, etc

You are very well come to visit us in the following exhibition in DUBAI:



22 May – 25 May 2017 Hall 6, Stand No: B71 Dubai, UAE

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CONTACT DETAILS: IKTINOS HELLAS S.A. Contact Person: Eng. Kostas Protonotarios

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New project for Anaplasi Consulting Engineers

The project **"Design, financing, construction and facility management of 14 school units in the region of Attica, via PPP"** in which Anaplasi Consulting Engineers S.A. has done the Architectural and Structural design, including as built drawings has been finished and delivered by the Authorities on April 2017.

This project includes the building of 14 schools and 25 years' maintenance of the buildings by the construction company for a budget of €75 million. The schools provide top-class learning environments including special needs facilities. They have green roofs, rainwater management and water recycling systems, solar panels and floating staircases. Outer walls and floors are thermally insulated and sports areas have synthetic flooring.

As the construction company maintains the schools, school boards can let out the sports facilities and multipurpose rooms. This was unthinkable before. World Finance magazine gave the project its Education Deal of the Year award for its financing structure and specifications.





ANAPI.AS

CONTACT DETAILS:

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Represented by Mr Nikolaos Stratigeas, President and Managing Director

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– www.arabhellenicchamber.gr –

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HAMB

Gauzer Participation in BIG5 Saudi was a big success

We are fortunate to announce that our participation in the BIG5 exhibition that took place between 27-30 March 2017, in Jeddah, Saudi Arabia was a big success. We met with many existing and promising clients and confirmed our belief in the vibarant Saudi Arabia market.

The Saudi Arabia market is bustling in growth and we are glad that we are of the few companies in our industry that manages to compete there. It is a demanding market with high quality standars and that plays directly into our strenths as our solar water heating systems are internationally certified and of the highest quality.

If you didn't see us this year we hope we will meet you in the next one!







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CONTACT DETAILS: GAUZER ENERGY

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The maritime heart has beaten in Singapore where Olympia Electronics participated in Sea Asia 2017 along with rest of the members of HEMEXPO cluster.

OLYMPIA ELECTRONICS SA through HEMEXPO and in cooperation with Enterprise Greece, participated for the very first time in the international exhibition SEA ASIA 2017 held from 25 to 27 of May 2017 in Marina Bay Sands, Singapore. A total of 14 companies, members of the Hellenic Marine Equipment Manufacturers and Exporters(HEMEXPO), 25 entrepreneurs and executives, have promoted Greek shipping equipment, products, services and smart integrated solutions that are manufactured in Greece but target in the global shipping market.

The company represented by its Commercial Manager, Mr. Charalambos Marmagelos, who presented the innovative products and their usage in marine applications to our valued visitors. The products for marine applications have recently been certified by the International Register of Shipping LLOYD'S REGISTER, making them even more competitive. HEMEXPO, winner of the 2014 European Maritime Chronicle Award "Eukranti", and its members, have participated and promoted Greek innovation successfully in a wide range of international marine exhibitions, located in Hamburg, Shanghai and recently in Miami.

The participation of Olympia Electronics in the Sea Asia exhibition held in Singapore, the maritime metropolis of South East Asia, has strengthened the presence of the company and offered lots of opportunities to break in to the developing marine market of Asia.





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TEMAK S.A. Bags Second Prize in Global Water Award

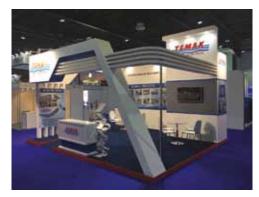
TEMAK S.A. in Greece was awarded the second prize among 138 projects from 43 countries, in a global award that tackles the issue of water scarcity through finding innovative solutions. The award, overseen by <u>The UAE Water Aid Foundation (Suqia)</u>, includes three main categories: Innovative Projects Award (Small and Large projects), Innovative Research and Development Award (National and International institutions), and the Innovative Youth Award.

TEMAK S.A. came second in the first category.

The award was launched by His Highness Sheikh Mohammed bin Rashid Al Maktoum, UAE Vice President, Prime Minister and Ruler of Dubai, to encourage sustainable and innovative solutions to address water scarcity using solar power.

The Greece based company participated in the award with a solar powered Reverse Osmosis plant to produce drinking water, a self-sustained project with an energy recovery device with 42% energy savings. Its efforts were recognised with an award for a second place according to <u>Business Wire</u> statement.

The above activities of TEMAK SA are part of the company's overall development in the field of water treatment and solutions that provides to the worldwide in order to meet the needs of drinking, industrial and ultra pure water.



TEMAK S.A. stand in Wetex Exhibition 2016, Dubai



The TEMAK S.A. General Manager Zois Kologios receives the award from His Highness Sheikh Maktoum bin Mohammed Al Maktoum, Deputy Ruler of Dubai and the TEMAK S.A. Mechanical Engineer Erika Ntavou



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CONTACT DETAILS: TEMAK

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HELP S.A presents its new innovative product, vita-D₃ supplement which consists of vitamin D₃ in refined olive oil.

Vitamin D or the 'sunshine vitamin' as it is known, has several important functions.

The most vital are:

Regulating the absorption of calcium and phosphorous, and facilitating normal immune system function.

Supplementation of a sufficient amount of vitamin D₃ is important for normal growth and development of bones and teeth, as well as improved resistance against certain diseases. Also, it improves antimycobacterial immunity (as vitamin D is involved in reducing inflammation during infection), plays a vital role in the process of cell division (causing a reduction in all-cancer risk in postmenopausal women and colorectal cancer incidence) and may provide protection from Influenza during winter. In the absence of vitamin-D, the human health is at risk of developing bone abnormalities such as soft or fragile bones.



help pharmaceuticals

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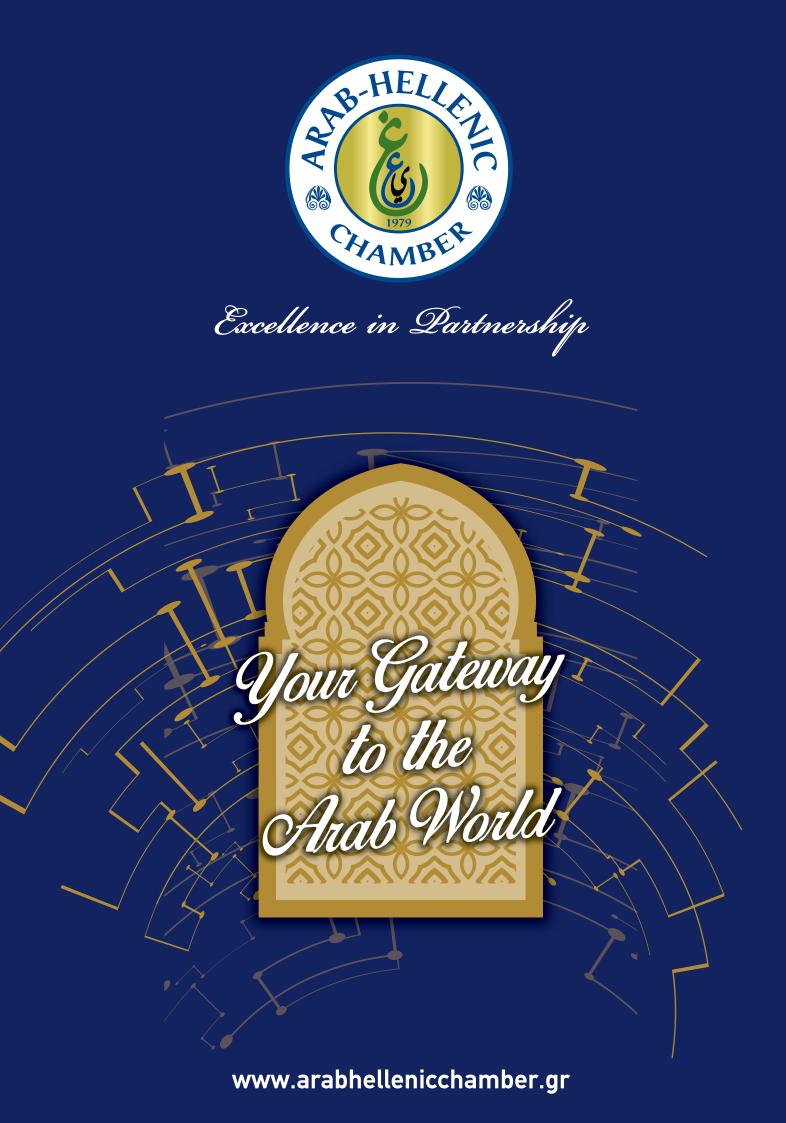
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الغرفة العربية اليمنانية للتجارة والتنمية

ΑΡΑΒΟ-ΕΛΛΗΝΙΚΟ ΕΠΙΜΕΛΗΤΗΡΙΟ ΕΜΠΟΡΙΟΥ & ΑΝΑΠΤΥΞΕΩΣ ARAB-HELLENIC CHAMBER OF COMMERCE & DEVELOPMENT







الغرفة العربية اليونانية للتجارة والتنمية

ΑΡΑΒΟ-ΕΛΛΗΝΙΚΟ ΕΠΙΜΕΛΗΤΗΡΙΟ ΕΜΠΟΡΙΟΥ & ΑΝΑΠΤΥΞΕΩΣ ARAB-HELLENIC CHAMBER OF COMMERCE & DEVELOPMENT

Excellence in Partnership

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