



ARAB-HELLENIC CHAMBER
OF COMMERCE & DEVELOPMENT

Excellence in Partnership

Members' Activities Newsletter

ISSUE 13 | March-April 2016



IRAQ

Towards
a New Era



JORDAN

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with Potential

Special Edition



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Tell us
your next
Business destination!



In our endeavours to improve our services for better promotion of the interests of our member-companies and the business community at large in Greece, we would like to have your feedback or expression of preference as to which Arab country you would like to visit with the potential of expanding your business interest and deals, exclusively for direct B2B meetings.

There are 22 Arab countries and a market of over 350 million inhabitants with a lot to offer in every business level. We would appreciate your response so we can accommodate it in our future business trips and programs.

Please feel free to drop us a line at
chamber@arabgreekchamber.gr



* Map and flags of the Arab world
Source: "League of Arab States" website

The convening of the **“Annual Iraqi-European Business and Investment Forum”** here, in Athens, represents yet another opportunity for our members, as well as the Greek companies, to explore the potential of the Iraqi market through the networking with the Iraqi delegates. Iraq is pacing with time to revive and modernize its economy - an immense task and great challenge. At the end of the day, progress will be made and results will be achieved, without any doubt, as Iraqis are determined to succeed and possess the required resources to make it happen. Greek companies can play an important role in the reconstruction of Iraq, provided they have the vision, initiative and determination to realize their goals.

This edition covers another country with great potential – Jordan. This country has in place all the necessary ingredients for conducting successful business, in terms of stability, flexible laws and diversity. It is an ideal destination for direct investment and joint ventures. We believe that Greek companies have successfully established their competitiveness in many of the Arab markets long time ago. As far as the markets in Iraq and Jordan are concerned, although they represent different challenges, we believe that the Greek companies can harvest short and long term advantages and benefits, as long as they keep their positive approach and adapt to the specific environment of the two markets.

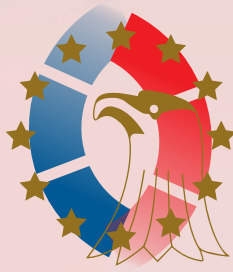
By the end of May, another one-day event in tourism will take place which is under preparation, with guest speakers from Greece and some of the countries of the Arab world, presenting their ideas and potential to increase the flow of tourists between Greece and the Arab world. This event will be followed by direct B2B meetings between Arab businessmen from all business sectors from Saudi Arabia, Egypt, Jordan, Palestine and Tunisia and their Greek counterparts. Details will be made available by the middle of May.

We, at the Arab-Hellenic Chamber, are filled with a sense of pride for being the organizers of the **“Annual Iraqi-European Business and Investment Forum”** and that Athens, the capital city of Greece will host this event. We believe, that such an initiative will be of an added value for our members and the Greek business community at large, and we therefore, call upon all of you to participate and take an active role. This is the first truly business encounter with the Iraqi businessmen in many years and we hope that it will pave the ground for more intensified contact between the two sides.

We wish the participants of this Forum positive and fruitful outcome.

Harris Geronikolas
President

Rashad Mabger
Secretary General



منتدى الأعمال والاستثمار العراقي - الأوروبي السنوي
Annual Iraqi-European Business & Investment Forum
Athens, 21 – 22 April 2016

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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 155,000 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.

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- ▶ Consolidated Contractors Group SAL (Offshore) (CCC)
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- ▶ Consolidated Contractors Company 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.



Fourth Transmission Pipeline EPC2 - Thailand



Qatar Faculty of Islamic Studies - Qatar

MAJOR PROJECTS EXECUTED OR IN PROGRESS

▶▶ ALGERIA

- Forum El-Djazair, Zone 1 - 4 Residential & Retail Buildings

▶▶ AUSTRALIA

- APLNG Pipelines, Queensland

▶▶ BOTSWANA

- North South Carrier 2 Water Transfer

▶▶ EGYPT

- South Helwan 3 x 650 MW Super Critical Thermal Power Plant

▶▶ IRAQ

- 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

- Tasiast General Contract - Process Plant

▶▶ NIGERIA

- Dualization of Ughelli - Asaba Road (Sectors A & B)

▶▶ OMAN

- Muscat International Airport, Main Contract 1
Runways, Roads & Utilities
- Khazzan Gas Project, Central Processing Facilities
- Dualization of Nizwa - Thamarit - Adam Road, Part 2
- Rabab Harweel Integrated Project, Onplot Construction

▶▶ PAPUA NEW GUINEA

- PNG LNG Project - EPC5B Komo Airport & Infrastructure

▶▶ QATAR

- Laffan Refinery 2 - General Construction Work
- Barzan Central Contract, Package 1 - Process Area & Building Works, Ras Laffan
- Qatar Faculty of Islamic Studies
- 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
- Multipurpose Administration Complex, Phase 1, Ras Laffan

▶▶ 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

▶▶ THAILAND

- Fourth Transmission Pipeline EPC2

▶▶ TURKMENISTAN

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

▶▶ UAE

- 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



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Consolidated Contractors Company
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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 155,000 employees composed of more than 80 nationalities.

Markets

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.





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.

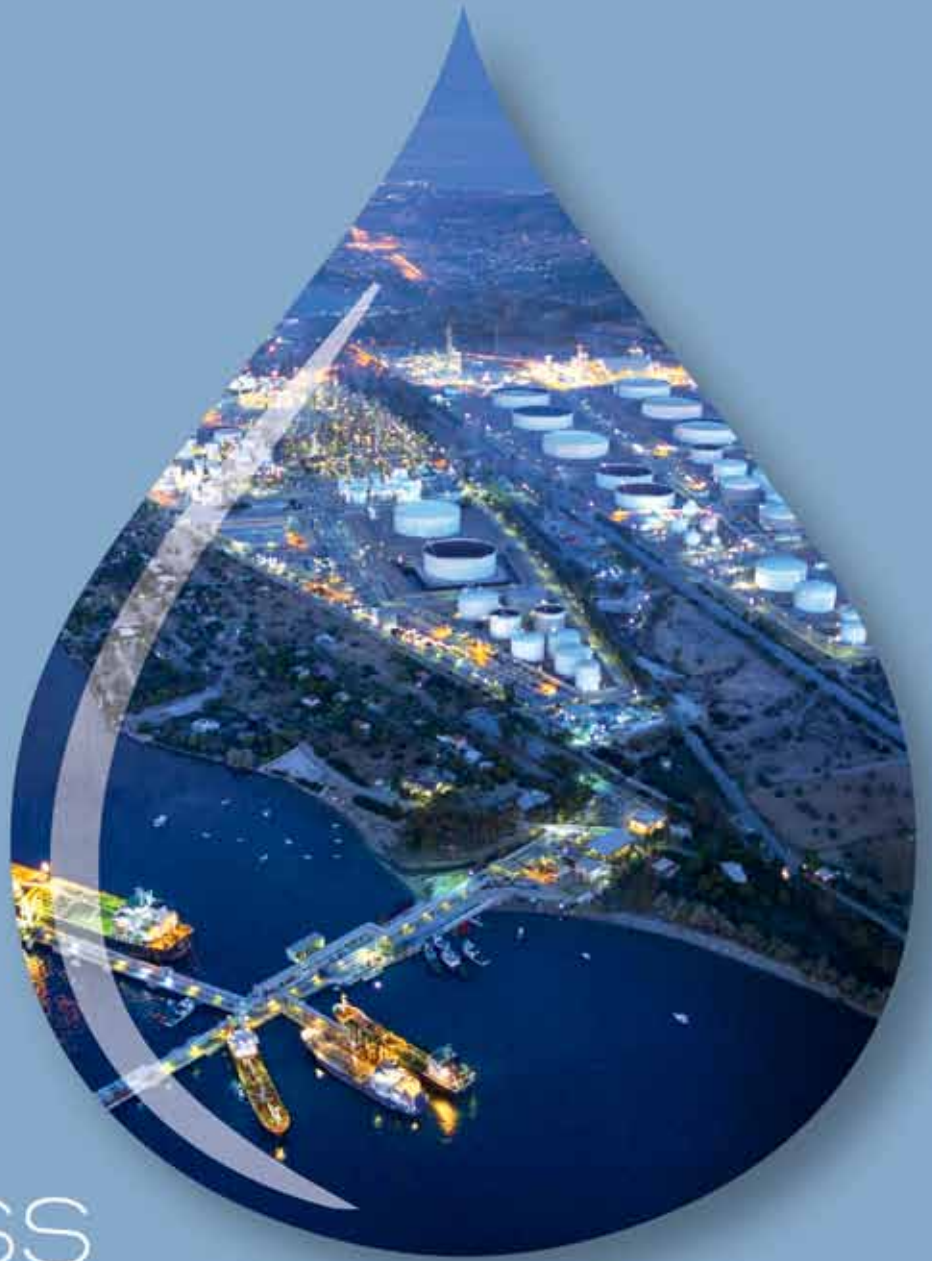
Since 2001, the company is listed in the Athens Stock Exchange, and is a constituent of the FTSE/ATHEX INTERNATIONAL INDEX, the FTSE/ATHEX 20 INDEX, the ATHEX COMPOSITE INDEX, and of other sectoral indices. Furthermore, since May 2006 the company is a constituent of the MSCI GREECE INDEX (Morgan Stanley 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.

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Success lies in every drop

For the past 45 years, every oil drop has been instilled with our vision for growth and development. Every drop concentrates innovative technology, efficient human capital and modern infrastructure. Every drop brings us closer to our goals. Every drop adds value to our stakeholders and to the entire Greek economy.





**H.E. Mr. Noureddine
Bardad – Daidj**

Ambassador of the
People's Democratic
Republic of Algeria to
Athens

Welcoming H.E. Mr. Noureddine Bardad-Daidj Ambassador of the People's Democratic Republic of Algeria to Athens

The Arab-Hellenic Chamber is pleased to welcome H.E. Mr. Bardad-Daidj, the new Ambassador of the People's Democratic Republic of Algeria in Greece.

It is our honour and pleasure to introduce His Excellency to the Greek business community. Ambassador Bardad-Daidj possesses an outstanding educational background and a long-standing career in the Diplomatic Corps of Algeria.

His Excellency holds a Ph.D. in Economics from Pantheon - Sorbonne University (Paris 2003) and other professional diplomas in Economics, Administration, Languages and Information Technology.

Ambassador Bardad-Daidj started his career at the Ministry of Foreign Affairs of Algeria in 1982 and has since held various positions at the Ministry's departments, reaching the level of Director General of the Diplomacy and International Affairs Institute, Algiers, Ambassador-Counselor in the Minister of Foreign Affairs Cabinet, in charge of International Economic and Financial Affairs and Director General for Europe at the Ministry of Foreign Affairs. His Excellency has served his country in various diplomatic capacities in Latin America, France, Lebanon and as an Ambassador in Nigeria, Benin and Togo (Residence in Abuja) and India, Sri Lanka, Nepal and Maldives (residence in New Delhi).

His Excellency has a long list of professional associations to his credit, experience and participation in Committees, and he has represented Algeria in various regional and international organizations. He has an extensive background in negotiations, dialogue and preparations for international conferences his country has been involved in.

His Excellency has attended many professional seminars and colloquies and has travelled extensively.

The Arab-Hellenic Chamber would like to seize this opportunity to assure His Excellency of our level best of cooperation towards enhancing the bilateral relations between the People's Democratic Republic of Algeria and the Hellenic Republic in all business sectors.

Welcome, Mr. Ambassador.





The historical ties of Iraq and Greece go a long way back. Our shared cultures and values constitute a living guarantee for our excellent cooperation for the years to come. And even in troubled times, when faced with terrorism and financial challenges, the bilateral relations between Greece and Iraq have been growing stronger thanks to the drive and determination of both business communities.

The frequent exchange of visits between business delegations is bound to boost the trade exchange between Greece and Iraq even further. Several Greek companies, especially in the manufacturing and construction sectors, have signed contracts for major projects in Iraq and Iraqi businesses would be eager to invest in Greece, following a combined effort to facilitate the obtainment of visa, constituting a vital energy boost to the Greek economy. On its side, the Iraqi Government is firmly committed to maintaining a stable, dynamic and business-friendly environment, endorsed by an investment law that provides initiatives to attract international know-how, products, and expertise and supports the development of the private sector.

Moreover, Iraq is in need of business development and reconstruction and by defeating terrorism on its grounds, it has started opening a new chapter in its history. Most of Iraq remains safe and ready for investments. This should become a clear message communicated at all levels, across countries and among potential investors. The main areas of interest for the years to come are infrastructure, construction of roads, bridges, communications, electricity, environment, transportation, health, archeology and museums, just to mention a few. Iraq's development will be an ongoing process.

In an ever changing world, constructive dialogue, confidence and mutual trust between nations continue to be the cornerstone to developing beneficial partnerships. When we add to that the willingness and determination that both -Greek and Iraqi- business communities have been demonstrating, then we can be certain that the time of words has eventually given way to the time of actions for a long and prosperous journey ahead.

Gazi Zebari
Ambassador of the Republic of Iraq



Top 10 Reasons to Invest in Iraq

With an economy poised for resurgence, abundant numbers of educated and talented people immediately available and an attractive pro-business fiscal environment, Iraq has much to offer.



1

Superb strategic location — a gateway to the region

Iraq has historically occupied a pivotal position in the Arabian Gulf and Middle East region. It has strategically important ports and airports and can prove to be a cost-effective trading and distribution location.

Numerous green and brown field opportunities across multiple sectors

There are investment needs across all sectors of the Iraqi economy. The Government of Iraq has identified over 500 investment opportunities according to 2013 investment map throughout Iraq in a variety of sectors. These include construction, manufacturing industry, agriculture, tourism, housing, telecommunications and healthcare. Most of these are immediately available and further details can be obtained by contacting the National Investment Commission.

2

3

Unmet needs of a diverse domestic market

Iraq's strategic position, availability of people and competitive cost base make it an excellent location from which to export to the region and to the world. However, given that the majority of goods sold now in Iraq are imported, Iraq's domestic market of 34 million people offers an obvious opportunity to produce and sell goods and service to provide import substitution.



4

Increasing middle class creating demand for new products and services

As Iraq's stability and security continues to improve, its displaced professionals are slowly returning home and re-entering the workforce. Iraq's expanding middle-class is proving to have the expendable income to demand better products and services.



5

Educated, talented and available workforce

The workforce in Iraq is well-educated. Over 21% are graduates or post-graduates and 14% have higher-level academic or technical qualifications. Iraq traditionally is strong in disciplines such as engineering, medicine and agriculture and has also abundant numbers of people with administrative and organizational skills. The number of youth people reached to 9.3 millions.

Iraq's population of 30 million is one of the world's youngest with 71% under the 30 years of age and an astounding 83% under 40. Factors such as the current unemployment rate of 15% and high levels of underemployment clearly show the enormous capacity of the Iraqi workforce to provide a strong people solution to investors' needs.



6

Competitive wages and operating costs

Iraq's cost base is one of the most competitive in the region and globally. For example, an engineering professional is 89% cheaper than the UAE and a skilled operative 92% cheaper than the UK. Whilst wages rates are dramatically below those in the United States or Europe, this factor, combined with Iraq's availability of graduates and professionals means an overall excellent value for money investment proposition.



7

Strong investment incentives, tax exemptions and guarantees offered

Iraq offers investors a period of ten years free from all taxes, including corporation tax and fees. This period is extended to 15 years if the project is a joint venture with a majority Iraqi stakeholder. Additional incentives include the right to repatriate investment and profits from investment, the right to employ foreign workers when needed and three years exemption from import fees for required equipment. The Government of Iraq also guarantees that investments will not be nationalized or confiscated.

8



Low corporate tax rates

Even after the generous tax-free period has been completed, investors will continue to benefit from Iraq's company tax rate of only 15% - one of the most competitive in the region and globally. Both the tax free period and the low ongoing rate help investors to become profitable more quickly and encourages reinvestment.

9

Ample opportunity for local partnerships

The Iraqi economy boasts a number of established companies, state-owned-enterprises and service providers. As the country continues to refine its investment environment and bring stability to its political, security and economic activities, local partners serve as good option to expedite and navigate the legal, regulatory and physical landscapes of Iraq. Local partners have access to vital market knowledge; navigate regulatory requirements; provide labor and other inputs at competitive rates; utilize pre-established sales network; and maintain other necessary business relationships, i.e. banking, legal, and distribution, which are critical to the success of an operation.

While these companies maintain room for growth, many are poised to share in both the investment risk and long-term benefits. These companies and service providers span most sectors, industries and provinces throughout Iraq.

10

Abundant and untapped natural resources

Iraq holds one of the principal hydrocarbon reserves in the world. With proven reserves estimated at 143 billion barrels, Iraq's undiscovered oil reserve is considered to have the second largest reserve in the world — possibly 300 billion barrels. Iraq also has reserves of gas of 127 trillion cubic meters. Iraq is also rich in other minerals, including sulphur, phosphate and iron.



Towards a New Era



Any Qualified Investment Project will enjoy the following privileges and guarantees:

- Exemption from taxes and fees for a period of 10 years from the date of commencement of commercial operations
- An increase of up to 15 years in the duration of the period of exemption from taxes and fees, where the participation of Iraqi investors increases
- Hiring of foreign workers when needed
- Customs exemptions for a period of 3 years for assets imported for the investment project
- Ensuring the non-confiscation or nationalization of the investment project, either in whole or in part, covered by the provisions of the investment law
- Foreign investors enjoy additional benefits under international bilateral agreements between Iraq and their countries or multilateral international agreements that Iraq has joined.

Nowadays, all Iraqis can take advantage of the resources and wealth of their country, but there are significant challenges facing the country in how to provide opportunities for investors to establish an economic investment partnership.

Among the basic objectives sought by the government are:

- Rebuilding the economy in order to ensure a dignified way of life for all people
- Rebuilding roads, bridges, houses and the entire infrastructure
- Re-establishing water and energy sources
- Developing the oil and gas fields and the infrastructure of oil pipelines, refineries and the oil derivatives industry
- The stability of Iraq will ensure that all of these goals and long-term projects are achievable

The main factors that support this stability are:

- Significantly improved levels of security, making it possible for foreign business-people to travel safely all over the country
- Stronger Iraqi security forces and government guarantees providing long-term security for businesses
- Successful elections in Iraq have demonstrated the gradual establishment of the democratic process
- Economic stability, with a successful policy of limiting inflation, is delivering high rates of annual growth

A fundamental shift is occurring in Iraq. For over 30 years, Iraq was a highly centralized economy with little investment from the private sector. Today the country and economy are transitioning to a market-driven business environment with substantial potential for growth. The Iraqi government has publicly stated its need for the participation of foreign investors to achieve its objectives. Regulations, security, and incentives are in place. Iraq is now open for business.



Free Zones in Iraq

The law (No. 3) for the year 1998 allows the General Commission for Free Zones to invest in the free zones through industrial, commercial and services projects. This law is implemented according to directives issued by the management of free zones and the Directive of regulating investment No. 4 for the year 1999. According to the law of the free zones commission, goods imported and exported to and from the free zones are exempted from all taxes and fees unless they are brought into the customs area. Also, capital, profits and revenue accruing from investing in these projects are exempted from all taxes and fees during the entire period of the implementation of the project, including the phase of foundation and construction. The application process relevant to the investor requires the latter to submit an application and pay a fee of one hundred U.S. dollars to the free zones commission.

You can visit the site of the general commission for free zones for more information: <http://freezones.mof.gov.iq>

The Free Zones act allow the exercise of the following activities within the free zones:

- A** Industrial activities (production and consumption), assembly operations, processing and re-packaging
- B** Storage operations - re-export and trade
- C** Storage, transportation and service activities of all kinds
- D** Banking activities - insurance and reinsurance
- E** Complementary and supporting professional activities

For more information about the free zones in Iraq, please visit the website of the General Commission for Free Zones: <http://freezones.mof.gov.iq>



Secure investment zones in Iraq

The National Investment Commission has formulated a strategy for the investment areas in Iraq in cooperation with the investment program in the Middle East and North Africa of the Organization for Economic Cooperation and Development (OECD). A draft was prepared of the general principles for the feasibility study concerning the location of the pilot investment zone in the Babylon province, as well as a draft assessment of the investment protection for investors in Iraq. The program also mobilized a number of consultants, lawyers, financial experts and investors to contribute to their views and experiences in determining the terms and conditions for establishing the feasibility of a substantial investment.

Now, it is in the process of completing the requirements to be prepared and submitted among the secure investment areas, namely:

- ① Investment Zone in **Baghdad** province (several candidate sites)
- ② Investment Zone in **Basra** province / Khor Al-Zubair area
- ③ Investment Zone in **Babylon** province / Hittin area
- ④ Investment Zone in **Anbar** province
- ⑤ Investment Zone in the **mid-Euphrates** area (between the governorates of al-Najaf al-Ashraf and Holy Kerbala)
- ⑥ Investment Zone in **Nineveh** province
- ⑦ Investment Zone in **Diyala** province / New Iraq Camp



Investment in the Kurdistan Region of Iraq

Investment in the Kurdistan Region is regulated under Investment Law No. (4) for the year 2006, which formed the investment commission in the KRG that has undertaken important steps to attract investment and offers a range of investment opportunities in the region. There are projects that have already been implemented there, including residential and hotel projects as well as a number of private universities, such as the American University, while other developments include electric power plants and host other industrial projects.

For more information, please visit: www.kurdistaninvestment.org



Investment in Iraq

- During the last five years which witnessed intensive work in spite of difficulties, referring that Iraq had succeeded in achieving a growth rate of 9% in 2012 and reduced the unemployment rate to 11% and the rate of poverty to be 19%, he also pointed to the big attention Iraq Government is paying to infrastructure development, as, water and sanitation, Electricity, Health, Education, Railways, Ports, Airports, Communications and so on adding that there are many ongoing projects and a large part of the budget of the current five-years plan (2013-2017) had been allocated to infrastructure and rehabilitating economic sectors.
- The NIC establishment in 2007 came as a result to Iraq's great interest in attracting investments by setting the suitable business environment and it is determined to create a legislative environment appropriate to investment and the investment law was the most important step on this road describing the current investment system with comfortable though it was not perfect while the Iraqi economy is still in a transitional stage from centralized economy to market economy; whereas GOI is looking forward to accomplish more .

Vital sectors to Investment in

- Economically speaking, housing is a very vital sector for the important roles it plays in the formation of the fixed capital, generating incomes and creating job opportunities and through the connection with other sectoral activates. Many countries which enjoy financial surpluses go to maximizing the role of this sector, in other words considering it as a producing sector.
- The Government of Iraq granted the private sector and the foreign investor the enabled role that may achieve the touchable results in the housing production field with providing the lands suitable for housing purposes which will contribute to treating the problem of the residential slums and expanding in manufacturing the construction materials, taking into consideration the average growth of the Iraqi population and the fact of the need of 2 million housing units by 2015.
- The contribution of this sector to the GDP in the fixed prices was approximately 5.8% for the year 2012, while the growth of this sector's contribution rate to the GDP for the years 2009-2011 was 23.5%.
- National Investment Commission announced the national housing project to build 1 million housing units in all governorates of Iraq and have already started the implementation of the first stage of this huge project through constructing 100 thousand units in Baghdad through contracting with Hanawah South Korean Company for construction and Engineering to build Bismayah New City project, this 100 thousand units is part of Baghdad's total housing quota of 224 thousand units.

Towards a New Era



Successful Story

- In March 2010, The National Housing Program was announced as a part of the Iraqi Economic Development plan. According to the National Housing Program, National Investment Commission (“NIC”) proposed the BNCP project (“BNCP”) as the first and model project in IRAQ.
- BNCP is the first and the biggest city development project throughout the history of Iraq. Bismayah city is located 10km south east of Baghdad on the Iraqi-Kuwaiti Highway, spread on a total area of 1,830 Hectare area and is planned to accommodate around 600,000 occupants in a total of 100,000 residential units. Also the infra-network such as electricity, water supply, and streets will be constructed.
- For successful performance of this project, NIC have examined numerous proposals of varied companies from all over the world, and became convinced that Hanwha E&C Corporation (“Hanwha”) is probably the most qualified developer and contractor Due to its cumulative knowledge on building/housing construction, city development, plant construction, civil and water treatment. Especially, Hanwha is the first and the only private company in Korea who has developed and constructed a new city accommodating 12,000 housing units all alone.

Source: National Investment Commission of Iraq • www.investpromo.gov.iq

Interview with the Chairman



Dr. Sami Al Araji

Chairman
National Investment
Commission
Iraq

We know that one of the factors that attract the foreign investors is skilled work force in general, and a number of qualified engineers, in particular. In addition, Iraq has extremely competitive wages and low operating costs. How have all these advantages contributed to attracting foreign investors?

The skilled work force is attracting FDI by offering locational advantages that goes beyond low-cost labor force, such as competitive combinations of wages, skills and productivity. Iraq has worked in providing R&D activities of a large pool of scientifically and technically trained manpower - as well as its substantially lower cost. This factor has worked in attracting FDI significantly. The development of human resources stems from the training and other learning opportunities they provide to their staff in various forms.

For foreign investors, the right of ownership, repatriation of money, flexible banking system and exemption from taxes and customs duties are great incentives for embarking on some investment ventures. Could you please elaborate on these issues?

Providing the right incentives for FDI is the main aim of INIC. Any Qualified Investment Project will enjoy the following privileges and guarantees:

- Exemption from taxes and fees for a period of 10 years from the date of commencement of commercial operations.
- An increase of up to 15 years in the duration of the period of exemption from taxes and fees, where the participation of Iraqi investors increases.
- Hiring of foreign workers when needed.
- Customs exemptions will be throughout the project implementation period.
- Ensuring the non-confiscation or nationalization of the investment project, either in whole or in part, covered by the provisions of the investment law.
- Foreign investors enjoy additional benefits under international bilateral agreements between Iraq and their countries or multilateral international agreements that Iraq has joined.
- Foreign investors have the right to repatriate capital brought to Iraq, as well as any profits earned, pursuant to the instructions of the Central Bank of Iraq, after paying all taxes and debts owed to the Iraqi Government and all other authorities.
- The Foreign investor has the right to own property and assets in the housing sector same as the Iraqi investor (Article10/Secondly/A/1).

In your view, are the Government authorities well prepared to facilitate the procedures for foreign investors in terms of issuing licenses, residence and work permits and taxation numbers. What is the role of your agency in expediting these procedures?

INIC is the main agency responsible for facilitating the work of foreign investment in Iraq through managing their work with Iraqi Government authorities both in Central Government and Provincial Governorates. Currently, the One Stop Shop department helps potential investors obtain investment licenses as well as facilitating the business visa application process that is required to visit Iraq. Although this work is taking time, it has started to pay back through bigger cooperation and directing efforts to ease the work of Foreign Investors in Iraq.

of National Investment Commission of Iraq

We know that the Iraqi market has a great potential as far as investment opportunities is concerned. How would you evaluate the role of the Iraq's National Investment Commission in attracting direct foreign investment and businesses to Iraq?

Our organization has worked successfully in attracting Foreign Direct Investment and businesses to Iraq through creating the One Stop Shop Department for the first time in Iraq, which is the National Investment Commission's initial point of contact for investors interested in investing in Iraq. It aims to facilitate and expedite the investment process by providing investors with a streamlined and hassle-free licensing and investment services. In this capacity, the One Stop Shop directorate is the gateway to investment approval throughout Iraq.

The OSS has worked in the last few years to:

- Pre-Issuing Investment Licenses: The new Investment Law No. 13 and its amendments require investors to obtain investment licenses from the National Investment Commission or from the regional or provincial Commissions. Investors may submit investment license applications to the One Stop Shop Which will endeavor to inform investors of the final Commission's decision on an application within 45 days from the date of submittal of a complete application.
- Post-licensing support: The One Stop Shop helps to provide support services such as registering the project at the relevant government entity, as well as providing assistance for the project approval, and sponsoring expatriate workers.

One of the majors concerns of any foreign investor is the level of security in the country he would like to invest in. We would appreciate it if you could elaborate on how is the security situation in Iraq for foreign businesses.

The embedding of democracy has come with a significant decline in the level of violence. Despite all bad events that our region is seeing through the war on terror and ISIS, security issues are no longer an impediment to business. Increasingly, passengers arriving at Baghdad and Basrah airports are business people rather than military or security personnel. Significantly improved levels of security make it possible for foreign businessmen to

travel safely all over the country. Iraq has a long term potential for foreign investment. Iraq has the fifth largest proven oil reserves in the world and needs tremendous reconstruction and infrastructure development.

How far has Iraq been successful in reducing bureaucracy and in minimizing the level of corruption?

The level of bureaucracy has been decreased throughout the last decade through a cooperative work of central government and Provincial Governorates in Iraq, but still the economy is suffering due to high level of corruption which, according to TI Corruption Perceptions index for the year 2014, is still at 170 of 175 which the Iraqi government is working on resolving. One of the tools is the Commission of Integrity (COI) as an independent government agency responsible for pursuing anti-corruption investigations, upholding enforcement of laws, and preventing crime. The COI investigates government corruption allegations and refers completed cases to the Iraqi judiciary COI Law No. 30, passed in 2011.

The Prime Minister formed a committee in January 2015 to approve and coordinate anti-corruption efforts (Coordinating Committee) that includes the COI Acting Commissioner, the Minister of Finance, the Minister of Planning, the Board of Supreme Audit President, and the Council of Ministers Secretary (COMSEC) Secretary General. However, the committee did not meet during its first five months. The COI developed a 2014-2018 National Anti-Corruption Strategy to guide anti-corruption institutions and all GOI ministries and organs in preventing, deterring, and counteracting corruption at all levels, following the earlier GOI 2010-2014 strategy.

Which sector of the economy constitutes an urgent investment priority for your Government?

Housing is a very vital sector of the Iraqi economy. The housing program is to develop approximately 1,000,000 housing units in total across Iraq's 15 Governorates and the Kurdistan Region.

The basic aspects of the Program provide that the Iraqi National Investment Commission would grant a successful Developer of a project a plot of land and license - both on a conditional basis - to develop the requisite number of Housing Units allocated to a project, and potentially the required infrastructure.



Dear Distinguished Friends,

I would like to express my sincere thanks and appreciation to the Arab Hellenic Chamber of Commerce and Development for the great efforts which aim to consolidate the economic cooperation between the Arab world and Greece, as well as issuing Country Profile in their monthly publication "Member's Actives Newsletter".

The excellent level of Greek-Jordanian bilateral relations is reflected in the two countries' close cooperation on issues of regional and international interest. On the economic side, we also have a close cooperation through the trade exchange; in addition to the number of Greek companies implement certain projects in Jordan.

The Hashemite Kingdom of Jordan is committed to the promotion of investments for the purposes of achieving comprehensive and sustainable economic development, access to global markets, increased competition, availability of high value-added job opportunities, and funding of development projects.

Finally, I would like to wish fruitful future and peace for the government and people of Greece, Middle East and the Whole World.

Fawwaz Al-Eitan

Ambassador of the Hashemite Kingdom of Jordan



Why Jordan

Jordan presents clear enablers to help your business grow

Market Access

- Access to over 350 million consumers in the MENA region
- Access to over 1 billion consumers globally through bilateral and regional free trade agreements with:
 - USA, Canada, Singapore, and Turkey FTAs
 - Greater Arab Free Trade Agreement
 - EU Association Agreement
 - European Free Trade Agreement
 - Agadir Agreement

Modern & well connected infrastructure

- World class Development Zones
- Network of roads and railways that connect to the region of over 370 million consumers
- Modern telecommunications infrastructure
- Telecommunications sector fully liberalized since 2005
- World Class international airport and airline, serving over 59 global destinations

Skilled & talented human capital

- Qualified human capital
- Talented and bilingual graduates
- Expenditure on education is 9.7% of government expenditures
- One of the highest country in the world in terms of engineers, physicians, and nurses per capital
- Government programs to fill in the gap between market needs and educational output

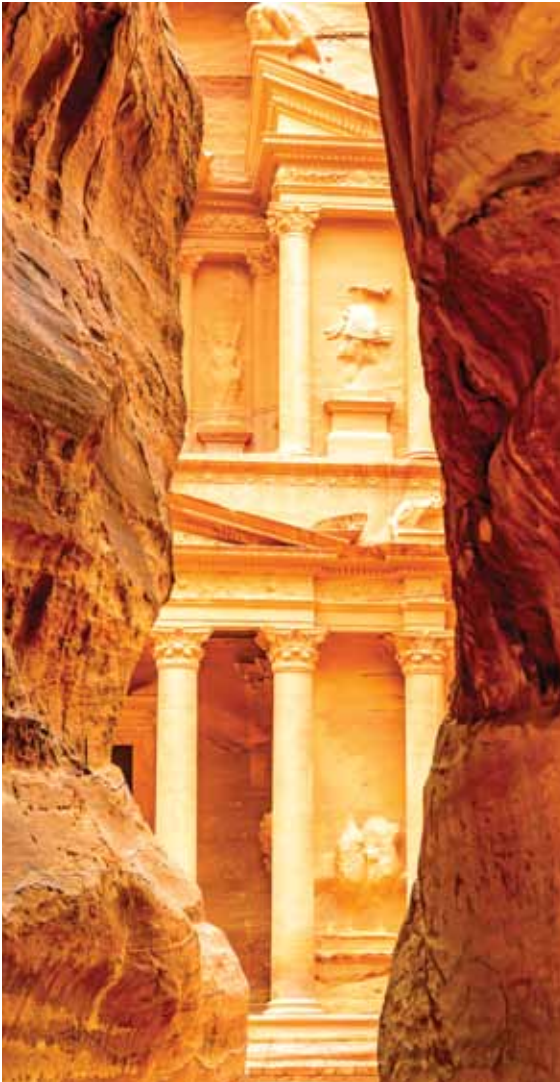
Security and Stability

- Regional and international relationships
- A model of moderation and security
- Strong anti-corruption and transparency efforts
- Free market principles and respect for investor rights
- Reform driven government agenda, particularly in the fields of investment and public private partnerships



Liberal Economy

- Growing number of FTAs since 1997
- Member of WTO since 2000
- 117 nationalities in industrial and service sectors own companies in Jordan
- 49.5% of shares of publicly listed companies on Amman Stock Exchange are owned by non-Jordanians
- 100% foreign ownership in priority sectors
- Legal Framework that encourages investments
- No restrictions on capital transfers and repatriation of profits
- 55 Bilateral Investment Treaties
- 27 Double Taxation Agreements



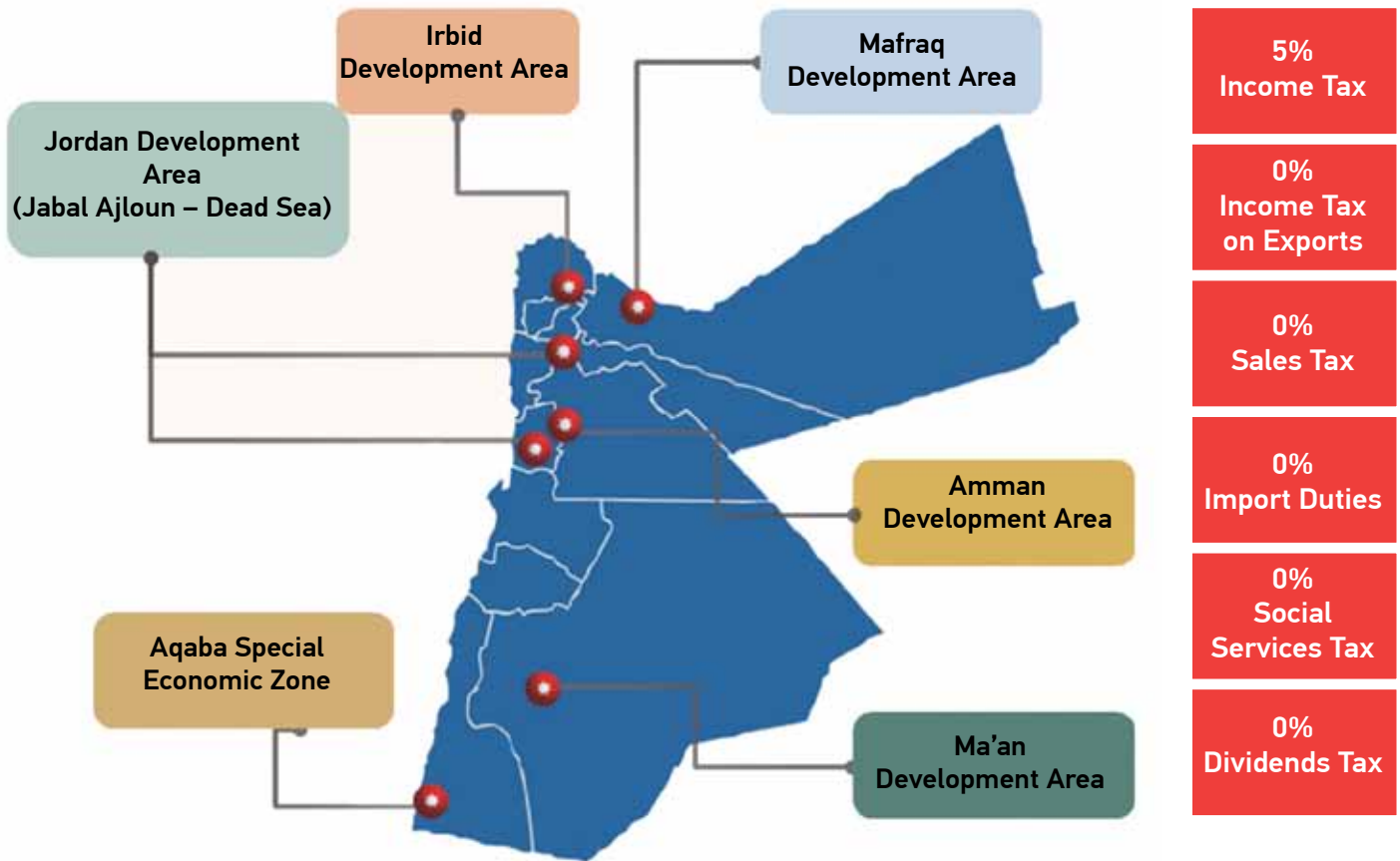
New Investment Law (2014)

- Reorganizes the various investment related entities (Jordan Investment Board, Development and Free Zones Commission, and Export Promotion Department) into the **Investment Commission**.
- Creates the **Investment Council**, chaired by the Prime Minister and with equal representation from the public and private sector
- Expanding the sectors covered within the law to include **crafts and services**, in addition to: industry; agriculture; hotels; hospitals; entertainment cities; research centers; media production; convention centers; transport, distribution and/or extraction of water, gas and oil derivatives using pipelines; air transport, sea transport and railways
- Empowers the One Stop Shop representatives to issue permits and licenses
- Automatic exemptions (sales tax and custom duties) for goods and services, and on production inputs (for industrial purposes) and fixed assets
- Income tax exemptions based on geographic locations of at least 30%
- Further incentives in Development Zones and Industrial Estates.
- Protection of investments, permissibility of full foreign ownership, and no restrictions on repatriation of profits

Potentials and Diversity

Development Zones

Designed to leverage the unique investment characteristics of every region



Development Zones

Aqaba Special Economic Zone	▶ Logistics, Warehouses, Transportation, and Tourism
Jordan Development Area (Jabal Ajloun and the Dead Sea)	▶ Tourism, Hospitality and Eco-tourism
King Hussein Business Park Development Area	▶ Mixed-use Technology and Business Park
Irbid Development Area	▶ IT/BPO Service and Healthcare
KHBTDA (Mafraq)	▶ Industrial (Light And Medium) and Logistics Hub, Strategically Located Between Syria, Iraq, and Saudi Arabia
Ma'an Development Area	▶ Industrial Park for Light, Medium and Heavy Industries; Ceramics, Plastics, Electrical Appliances and Renewable Energy.



Jordan Vision 2025



- adopted following dialogue-based participatory
- Ministry of Planning will work on translating the vision through three executive development plans
- vision has tangible improvements to key economic indicators, GDP, growth rate , government efficiency, boosting women's participation in the labor market, decreasing poverty rate and unemployment.

Vision: Towards a secure and prosperous Jordan that provides economic opportunities on a large scale. Jordan is part of the region and carries a message of moderation and Justice and stability in the Middle East and the world.

Jordan Vision (2015 - 2025)

Example: Main performance indicators - Employment

Indicator	Source	Main Line	2017	2021	2025	Logical base
Unemployment rate	Jordanian Department of Statistics	12.2%	10%	9%	8%	Expanding the target if the participation rate increases
The percentage of foreign workers out of the total labor force	Jordanian Department of Statistics	30%	29%	27%	25%	Modest if taking into account the large number of working-age of Syrian refugees
Percentage of the public sector staff	International Labour Organization	38%	35%	32%	30%	Modest in order not to increase unemployment. Croatia: 31%, Hungary: 27%

Source: Jordan Chamber of Commerce - www.jocc.org.jo



Pilot & Cabin Crew Training Academy



Others Provide Training...
Global Forges Careers

GLOBAL

Aviation S.A.



www.globalaviationsa.com



CALL FOR PARTICIPATION

ENGINEERING, CONSTRUCTION & BUILDING MATERIAL DIRECTORY

Sectors:

Engineering, General Contracting, Procurement & Construction

- (Structural and Architectural)
- Electrical, Instrumentation and Telecommunication
 - HVAC and Mechanical
- Building Management & Security Systems (Automation)

Construction/Building Materials, Equipment and Tools

- Abrasives
- Air Cooling and Ventilation Systems
 - Awning Mechanisms
 - Blinds & Screens
- Building Architectural Finishes, Ceilings, Doors & Windows
 - Concrete & Cement Products
 - Construction Equipment and Tools
- Construction Chemicals, Plastics, Waterproofing & Insulating materials
 - Electrical Fixtures, Appliances and Lighting Systems
 - Fencing, Gates & Barriers
 - Fire & Acid Resistant Products
 - Fireplaces & Ovens
 - Glass chips, panes & Mirrors
- Heating Systems (Boilers, Burners, Heating equipment and water circulators)
 - Household Appliances, Equipment & Furniture, Office Supplies
 - Irons Materials, Aluminum
 - IT, Telecommunication Systems
- Quarries, Marble, Granite & Ceramics
 - Piping, Conduits & Drainage Systems
- Plumbing Fixtures, Sanitary & Bathroom accessories
- Pre-fabricated Buildings (Steel buildings, Substations, Control Rooms)
 - Putty
 - Scaffolds
 - Staircases, Escalators & Lifts
- Sustainable & Renewable Energy Systems

All interested companies in these sectors are invited to grasp the opportunity to participate in this Directory and take advantage of the Chamber's quality services, activities and events.

For more information, please contact us at chamber@arabgreekchamber.gr

دليل "الهندسة والإنشاءات ومواد البناء"

نرجو الإطلاع على القطاعات التي يشملها الدليل كما هو مذكور في الصفحة المقابلة والتواصل معنا لأي استفسار حول الإشتراك في هذا الدليل . كما أنه بالإمكان الإطلاع والحصول على طلبات الإشتراك في الموقع الإلكتروني للغرفة www.arabhellenicchamber.gr
e-mail: chamber@arabgreekchamber.gr

سوف يوزع هذا الدليل **مجاناً** بطبعة أصلية ومن خلال أقراص مدمجة وعن طريق الوسائل الإلكترونية الأخرى في كافة الدول العربية واليونان وذلك عن طريق الاتحادات والغرف التجارية العربية والمؤسسات العاملة في قطاع الإنشاءات ومن خلال السفارات والقنصليات اليونانية المعتمدة في البلاد العربية.

ندعو الشركات العربية الإستفاد من النشر في هذا الدليل ومن أنشطة وفعاليات الغرفة العربية اليونانية للترويج عن كافة خدماتها ومنتجاتها.

نأمل أن لا تفوتكم فرصة الاشتراك في هذا الدليل.

تعلن الغرفة العربية اليونانية للتجارة والتنمية عن فتح طلبات النشر في دليل " الهندسة والإنشاءات ومواد البناء " للشركات العربية الراغبة بالعضوية في الغرفة العربية اليونانية للترويج عن خدماتها ومنتجاتها في هذا الدليل الذي سوف يصدر باللغة الإنكليزية في الربع الأول من هذا العام القادم . نهدف من هذا الإصدار خلق فرص تتيح للشركات اليونانية والعربية تعزيز وتوثيق علاقات التعاون والشراكة فيما بينها في القطاعات التي يشملها الدليل وللفائدة المشتركة.

إن هناك الكثير من الدلائل التي تشير إلى أن سوق البناء والعمران في العالم العربي سوف يشهد حركة متزايدة في المشاريع الإنشائية وأعمال البنية التحتية مما يعني زيادة في الطلب على كافة الخدمات والمنتجات المتعلقة بهذه القطاعات وهي كثيرة . وحيث أن المكاتب الهندسية وشركات تعهدات المقاولات العربية واليونانية قد اكتسبت خبرة عالمية واسعة في هذا المجال . كما أن الشركات اليونانية قد قطعت شوطاً متقدماً في صناعة مواد البناء وما يتعلق بها . لذلك فإن التعاون المأمول بين الشركات العربية واليونانية في القطاعات التي يروج لها الدليل سوف يؤهلها ولا شك إلى دخول السوق العربية والتنافس مع الكثير من الشركات العالمية للفوز ببعض هذه الأعمال والمشاريع.



الغرفة العربية اليونانية للتجارة والتنمية

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

www.arabhellenicchamber.gr







NEW MEMBERS

- FOOD STORIES – LA CHOCOLATIÈRE
 - AGROSPARTA
 - AGRI.FE.M LTD
 - FLORIDIS S.A.
 - HSMARBLES
- MARINOS KONSTANTATOS
AKINITA POLIS MESITIKI REAL ESTATE
 - INA PLASTICS S.A.
- MITROUSIS AGGELOS & CO
 - TURBOMED S.A.
- ALPHA JET SERVICES



FOOD STORIES – LA CHOCOLATIÈRE

Food Stories has joined with the Lebanese Chef Fahd Kassem to make *Fahd's Arabic Menus*. We can offer Lebanese cooking for parties from 4 to 400 guests.



Food Stories has worked for many years in the Middle Eastern marketplace, in addition to the Lebanon we have worked in Dubai, Abu Dhabi and Bahrain in international hotels.

Fahd holds a marketing degree from the Lebanese American University, he also holds a culinary diploma from le Monde in Athens. He is the founding member of Tip the Chef and ChefBank.gr. He is familiar with Lebanese Culinary tradition thorough his family who owned the Garden of Eden Restaurant in Glyfada and other Lebanese themed restaurants, such as Oasis in Pangrati. Fahd has acted as consultant to Lebanese events in Greece. Fahd is also active as a private chef to Middle Eastern clients in Greece.



As a consultancy company Food Stories – la Chocolatière has advised and worked with the European Union in the Crimea, the Palace Theatre complex and was involved in the bar planning of the National Theatre. Food Stories – la Chocolatière was the Consultant for the Fougaro project in Nafplion. Recently Food Stories – la Chocolatière was hired as Hotel Cruise ship consultant in China.

Food Stories has been in the Greek marketplace for over 30 years, we have the ability to serve many different needs and tastes.

Plus we can offer all the equipment and service need to organise the parties. If you wish it we can cook halal.

Contact Details:

Contact Person: Fahd Kassem

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Facebook: Fahds Arabic Foods



AGROSPARTA

AGROSPARTA is a Greek company located in Kladas, Sparta Greece, specialized in processing, packaging and trading of Greek natural products. AGROSPARTA provides all varieties of Greek olives -Kalamata, Black, Green – in various kinds of packaging and numerous processing extract types (Entire, Pitted, Sliced, Stuffed, Pasta). Our product portfolio also includes sun dried tomatoes by geothermal energy – whole tomatoes, cherry tomatoes, tomato sauce and tomato paste – Santorin wild capers and caper leaves, a selection of wild aromatic herbs and natural sea salt flakes.

Respecting the local communities and the environment we select the best raw materials to create new products that capture the original ingredients of Greek cuisine.

Our products are rated in markets like Australia, Canada, USA, Germany, Sweden, Libya, UAE, Saudi Arabia, Sultanate of Oman, Sudan, Taiwan, South Africa etc. Our customers are large chain stores, bakeries, restaurants and pizza chains which are importing products directly from us or through importers and distributors.

The combination of ideal plant location, knowledge of olive, natural processing methods and use of latest technology of production and packing, awarded Kalamata Olives Agrosparta with the two star ** Superior Taste Award by the International Taste & Quality Institute, making us the first company to gain such recognition for Kalamata Olives. Seeking to offer our customers high quality products through product safety procedures, we have implemented the BRC (British Retail Consortium) standard in our company. The BRC is a standard used worldwide as a framework for food companies to assist the production of safe food and the selection of reliable suppliers. Following the audit last December, we were granted the highest grade A.



The core values that shape the culture and guide the activity of AGROSPARTA are:

- Commitment to customer satisfaction, improvement and growth. Our goal is to provide what the customer needs in term of product, package, quantities, term of delivery, etc.
- Flexibility to produce products that meet specific market requirements and customer needs.
- Integrity and responsibility through all our business processes towards our customers, employees and business partners.
- Caring about our area by supporting local producers and also caring about the environment through our commitment to sustainable agriculture.

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M: +30 6936 489819
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AGRI.FE.M LTD
FERTILIZERS

AGRI.FE.M LTD

HISTORY AND PURPOSE

Pantelis Panagiotis and Pantelis Nikolaos founded AGRI.FE.M Ltd in 1991, in Athens. The company's purpose is the commerce of agrochemical and agricultural products, as well as their promotion in the Greek and international market. AGRIFEM supplies agricultural partnerships, shops selling pesticides and supplies, incubators, industries. Since 1994, the company has made gradually more and more exports, thus has accumulated considerable knowledge and experience of foreign markets.

SERVICES

Our integrated services include:

- Sampling and analysis of agricultural soil, in order to determine its composition so as to determine the best combination of fertilizers and other agricultural products
- Promotion of agricultural fertilizers in respective shops, partnerships, farmers etc across the country.
- Continuous support of farmers and agricultural shops from our highly trained agronomists.

In the following years AGRIFEM will pursue to achieve its position and share in both the domestic as well as international market.



COMPANY'S GOAL

AGRIFEM plans to consolidate in the domestic and European market as a competitive company in the production of fertilizers and various agricultural products. To achieve this goal, the company aims to:

- Produce even more friendly to the environment products
- Utilize investment products
- Exploit the company's ability to study the needs of the clients and to propose the best solution
- To further reduce the production cost which will enhance its competitiveness in the international market
- Take advantage of accumulated gained knowledge and the opportunities that the close collaboration with its subsidiary company in the field of chemical analysis and testing give.

VISION

AGRIFEM's intention is the distribution of products which will contribute to the increase of competitiveness of the farmer's in the increasingly demanding world market. The company contributes to the production of high quality, friendly to the environment products.

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E: www.agrifem.gr **W:** info@agrifem.gr, agrifem@hol.gr
General Manager: Panagiotis Pantelis



FLORIDIS S.A.

Brothers **Charalampos** and **Ioannis** Floridis started their successful trajectory in the meat market sector in 1980. In 2010, a new proprietary factory was created, covering a total surface of 10,500 m³, equipped with the most modern machinery and a 2,500 ton storage potential. The company owns a modern refrigerator truck fleet.

The plant contains:

- 2,000 m³ freezing compartments for the conservation of raw and frozen meat.
- 2 latest generation quick freezing tunnels.
- 4,000 m³ of air-conditioned production and transfer areas. It holds the veterinary approval codes A133, PE60, F70, IMP135, which permit the legal and safe business in all meat, meat product processing and trade sectors. The company applies the Hazard Analysis Critical Control Point System (HACCP), pursuant to the EN ISO 22000:2005 International Standard and the IFS FOOD V6 (Higher Level).



Quality controls are conducted on a daily basis in all stages of the production process (receipt, processing, storage, distribution).

FLORIDIS SA **imports** meat from the biggest and strongest suppliers all over the world, manufactures and trades/exports a wide range of meat products including cutting, boning, degreased and packaged in MAP, including HALAL products Certificate.

Our main **clientele** consists of: The biggest Hotels, Hospitals, Restaurants, Ship suppliers etc. We also supply the biggest Super Markets in Greece, in Italy, such as CONAD/PAC2000, ESSELUNGA, EUROSPIN and in Spain, such as MERCADONA, etc.

Contact Details:

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HSMARBLES

HSMARBLES (Hellenic Superior Marbles) is a company active in the Quarrying, Processing & Exportation sector, of Marble products.

Specifically, HSMARBLES is producing the famous KOZANI marble, in its own quarry, located in Servia (Kozani region), Greece. KOZANI is a WHITE, Calcitic, Crystalline, Fine-grained exquisite marble known for its ultimate Physicomechanical & Chemical properties.

With:

- An increasing production of 10,000 m³/year of high quality marble blocks, with reserves adequate for 40 years' sustained production
- A processing capacity of 400.000 m²/year in slabs (panels), and
- A pipeline of 8 additional marble quarries, starting soon



In HSMARBLES we aim to develop an international market presence by developing long-term relationships with our customers; supporting their logistics strategy, integrating with their operational needs, seeking synergies in market penetration.

HSMARBLES has a responsive business culture to meet customer needs worldwide, becoming a reliable supplier of high-quality marble products.

Contact Details:

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MARINOS KONSTANTATOS AKINITA POLIS MESITIKI REAL ESTATE

As an Architecture graduate from the University of Naples in Italy, my office's practice not only focuses on identifying and caring about our client's demands in detail but also has the competence and professional certifications of delivering a full matrix of services ranging from identifying a property's market value to designing a thorough marketing campaign.



Exhibiting a wealth of expertise in the real estate practice, I have established since 2009 a successful agency based in the Athens South District, in the area of Paleo Faliro, under the firm "Akinita Polis Mesitiki". My experience in residential sales and lettings, as well as my involvement in commercial real estate offered me the opportunity to become an affiliate of Akinita Polis International Real Estate Experts, a Real Estate Organization with ten (10) offices in the region of Attica.

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INA PLASTICS S.A.

INA PLASTICS started back in 1984 in Greece as Ina SA manufacturing staple fibers and has come a long way since then. In its early years, the company became interested and invested in plastic recycling. After mastering plastic as a raw material Ina started investing in the production of thermoformed pots using recycled waste as its raw material. The company developed valuable expertise in the field of thermoforming polypropylene and started actively producing plastic products for the greenhouse-growing industry. Significant funds lead the research and development to minimize the cost of production and thus gained considerable market share. The company started exporting in Europe.



The company's range of products at this time varies from pots and carrying trays for flowers to seedling and propagation trays for young plants. All these are being developed in various sizes and colors to meet the needs and preferences of the majority of growers worldwide. As our experience grew, the company gained the ability to adapt to changes in the market. Despite the difficult times that the world's economy is going through, we managed to keep producing high quality products, in lower more competitive prices. Our goal is to provide the best service possible to all our customers. The products design and structure is directly dependable on our customer's opinion, in order to ensure that everyone, from the grower to the final customer, stay satisfied from Ina's products.

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MITROUSIS AGGELOS & CO

The company "MITROUSIS" is a family business founded in 1990 by Angelos Mitrousis, concerning the import, reconstruction and trade of building machinery. Then the company proceeded also in construction of specialized building machinery, there spare parts and accessories.

Since 1999 functions in private facilities 6.500m², of which 2.500m² are now sheltered. The company offers workshops of repairs and maintenance of machinery with experienced and knowledgeable staff. In the building complex the production line / assembly, the modern dye house, the warehouses, the machine shop, the maintenance workshop, the showroom and the administration offices are co-located.



The company "MITROUSIS" follows the developments and functions in accordance with the rules governing the modern market. The machinery that manufactures / assembles, meet both domestic as well as European standards. The company has been certified the Quality Management System, which follows both for the study and construction of machinery, and for the subsequent customer service, and complies with ISO 9001:2008.

The company "MITROUSIS" is the only floor-screed machinery and concrete-pump manufacturing in Southeast Europe. With more than 25 years of experience, the company produces reliable and certified machines which exports worldwide. We are searching for new strong and active distributors who would promote our brands in their countries under a dynamic network with high profit margins.

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TURBOMED S.A.

For more than 40 years, TURBOMED S.A. has been synonymous with high quality of turbocharger services and spare parts supply. With a steady course of action TURBOMED S.A. continuously expands the field of its activities: marine sector, railway application, offshore oil drilling and power plant industry.

TURBOMED is approved by the classification societies to carry out maintenance, overhauling and repairs works using the required special tools for all T/C types and manufacturers. Our company has big experience and has performed many successful retrofits.

Turbomed's repair and engineering center in Piraeus includes a state of the art workshop and a fully equipped warehouse, equipped with the latest technology equipment and tools required to restore and repair any turbocharger spare part or complete unit for any size, type or maker, to a condition that meets the operational requirements of the manufacturer.



Our service team consists of certified professional technicians and engineers who are available to travel 24 hours a day, 365 days a year at any place around the globe. We have the technical experience to resolve any trouble-shooting and give prompt and efficient solution to any turbocharger problem that may arise.

TURBOMED S.A. supplies turbocharger complete units and spare parts at highly competitive prices on direct sale or on exchange basis. All parts are given with at least 12 months warranty. Quality certificates from all classification societies can be provided upon client's request.

TURBOMED S.A. is certified service station of KBB.

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ALPHA JET SERVICES

Your partner in Greece for VIP Handling & Aviation Services

As the Premier Jet Services provider in Greece, Alpha Jet Services offers VIP ground handling for passengers and crew to corporate, private companies, Heads of State and Royalty alike across all the Greek airports. With passionate attention to detail our highly qualified ground staff is dedicated to ensure service excellence minimizing operational cost and downtime for our customers.

With a proactive approach, discretion and efficiency we deliver a wide range of essential ground handling services to even the smallest and most remote airport in Greece as follows:

- Ramp & Passenger Supervision
- Presidential, Diplomatic & Military Flight handling
- Slots & Long Stay Parking Approval
- Crew & Pax Transportation
- Refueling
- Weather Information
- Aircraft Cleaning
- Fast and secure Immigration & Customs Clearance
- Onsite Security
- First Class Catering
- Ramp Wifi
- Expert Flight Planning & Flight Watch

24H Concierge

Available 24/7, our Concierge Desk services include, but not limited to:

- VIP Meet, Greet & Assist Service
- Helicopter Transfers
- Chauffeur Services
- Hotels
- Aircraft Charter
- Yacht Charter
- Hire & Rental
- Entertainment & Hospitality
- Health & Beauty
- Delivery Services
- Conference and meeting rooms

Proud Member of the:

HBAA Hellenic Business Aviation Association
 EBAA European Business Aviation Association
 NBAA National Business Aviation Association

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MEMBERS' NEWS

- GLOBAL AVIATION S.A.
- MIDEAST TRAVEL WORLDWIDE
 - HILTON ATHENS HOTEL
 - QATAR AIRWAYS
- ATHENS INTERNATIONAL AIRPORT S.A.
 - METKA
- RE/MAX EPENDISI AKINITON
 - ABB S.A.
- LYKOMITROS STEEL S.A.
 - DOMYLCO LTD.
 - D. KORONAKIS S.A.
 - IKTINOS HELLAS S.A.
- STONE GROUP INTERNATIONAL (MARMOR SG S.A.)
 - INTRACOM TELECOM
 - SYCHEM S.A.
 - TEMAK S.A.
 - VIMATEC – N. VIDALIS S.A.
 - ADELCO S.A.
 - VENCIL LTD.
 - SKAG (TH. C. SKAGIAS S.A.)
- EGNA LAW FIRM, EFTHYMIOS G. NAVRIDIS & ASSOCIATES
 - TECHNICAL CHAMBER OF GREECE



Global Aviation Acquires a Single Engine Piper Warrior

Global Aviation is pleased to announce the acquisition of yet another single-engine Piper Warrior, expanding its training aircraft fleet.

"We are very proud of expanding our fleet, as our goal is to meet the growing demand of our current students. We will continue to offer our students the best and most competitive quality of training, as we are offering since 1997" quotes Mr. Alexandros Tsaktanis, Managing Director of Global Aviation S.A.

Global Aviation's fleet is exclusively maintained by Global Aviation's Maintenance Centre (Part M) and a network of EASA-certified partner maintenance organizations in the UK, Belgium and Germany. Global Aviation is committed to expanding and modernizing its fleet, in order to meet the highest possible industry standards.

About Global Aviation SA

Global Aviation SA was founded in 1997 in Athens Greece. The founders' mission was to build a boutique aviation organisation, offering high-quality aviation services. The two pillars of the organisation are Pilot Training and Cabin Crew Training. Having its administrative and ground school base in Piraeus, Greece and its flying base in the Civil Aviation Airport of Pachi, Megara (LGMG), Global Aviation provides essential theoretical and practical training to prospect pilots and cabin crew members, in order to succeed in one of the most demanding and rewarding industries worldwide.



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NEW COOPERATION between Mideast Travel Worldwide and BCD Meetings & Events



Mideast Travel Worldwide begins a new cooperation with BCD Meetings & Events, as a member of its Global Partner Network, representing the company in Greece. By this partnership, BCD Meetings & Events, one of the strongest PCOs in the world, entrusts its customers' corporate meetings, conferences and events to Mideast Travel Worldwide.

BCD Meetings & Events is headquartered in Chicago, IL, USA, employs more than 450 people and operates in over 40 countries, with

sales exceeding US\$520 million. It is an independently managed operating company of BCD Holdings N.V. and a sister organization of BCD Travel, the world's third-largest travel management company.

Mrs. Katerina Mousbeh, Mideast Owner and General Manager stated: "This new partnership constitutes for us a great success and honor since Mideast Travel Worldwide was selected among a large number of Greek PCO's. This acknowledgement of our services quality as well as our designation as

an official member of BCD Meetings & Events Global Partner Network, enhances us to raise the bar higher and continue to provide each and every one of you with services defined by our corporate motto We Care".



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Hilton Athens launches its collaboration with Germaine de Capuccini



HILTONIA~SPA



GERMAINE DE CAPUCCINI

New wellness and beauty treatments at Hiltonia Spa

Situated in the South of Spain, Germaine de Capuccini has developed some of the world's most talked about skincare formulations, found in the most exclusive beauty salons and spas throughout the world. The successful combination of natural active ingredients with cutting edge technology has enabled the company to bring some of the most influential skin care products and professional spa therapies the beauty industry has ever seen. From now on, you can try the premium products and treatments offered by Germaine de Capuccini exclusively in Athens at Hiltonia Spa.

The new impressive menu features a wide range of Jacuzzi therapies, such as the "Cleopatra Jacuzzi" with milk proteins and marine collagen, the "Vitamin C Therapy" with Japanese plum, the "Diamond Noir" using the power and energy of precious stones, the "Olive Body Exfoliation" with argan oil, olive seeds, grape seeds and orange water and the "Red Grape Wrap" body mask with grape extract, a highly effective lipolytic ingredient, providing 30 times the effect of caffeine. Each massage consists of products that contain natural soothing ingredients such as cinnamon, nutmeg, sesame, almond and saffron, while the experienced Hiltonia Spa team has created special sessions for women who are pregnant, or who have just given birth, as well as for men.

If you are looking for an original and highly effective relaxation experience, make sure to try the "Mediterranean Wish" with 4 hands, a holistic massage therapy that doubles the pleasure, having two therapists massaging you simultaneously!

For more information, call 210 7281801 or visit <http://www.germaine-de-capuccini.com>



HILTONIA~SPA

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New routes in Africa and Asia announced

World's longest flight, Doha-Auckland, to start in December

BERLIN, Germany – Qatar Airways' Group Chief Executive, His Excellency Mr. Akbar Al Baker announced a significant network expansion of 14 new destinations at a capacity-crowd press conference on the opening day of ITB Berlin – the world's largest international travel fair.

Spread across four continents, the new routes will further expand the reach of the airline's network, and will include the world's longest flight, between Doha and Auckland, New Zealand.

H.E. Mr. Al Baker remarked: "Qatar Airways prides itself on being a global connector, and most importantly, providing seamless and convenient connections for our customers, so that we remain their airline of choice. These new destinations are where our customers want to go, and where we see the most opportunity to provide a best-in-class experience at great value. We look forward to growing our network and welcoming new passengers to Qatar Airways."

Qatar Airways will begin services to six new destinations in Africa:

Marrakech (Morocco) will begin in July, three times per week, from Doha on the airline's Boeing 787 Dreamliner aircraft.

Four flights per week between Doha and Windhoek (Namibia) will begin on 28 September.

Daily scheduled service to the Seychelles will resume on 12 December.

In January, Qatar Airways will offer three flights per week from Doha to Douala (Cameroon) and Libreville (Gabon) utilising one aircraft. Non-stop service, three times weekly from Doha to Lusaka (Zambia) will begin by summer 2017.



New Qatar Airways destinations in South West Pacific / Southeast Asia are:

Daily service to Auckland – Qatar Airways' first route to New Zealand, and what will be the world's longest flight – will begin on 3 December. Qatar Airways will use the Boeing 777 aircraft for this route.

Just in time for the winter break Qatar Airways will begin four flights per week to Krabi (Thailand) on 6 December and three flights per week to Chiang Mai (Thailand) also in December, enhancing overall connectivity to Thailand through four gateways. Qatar Airways currently flies to Bangkok and Phuket.

The introduction of the new destinations comes two years after the opening of Qatar Airways' hub, Hamad International Airport. The airport, one of the most technologically advanced modern airports in the world, serves more than 28 million passengers annually – and is set to grow up to 50 million in 2018.

The addition of new routes has also consistently taken place in parallel with the growth plans of the Qatar Airways fleet. As the global launch customer of the Airbus A350 and the Middle East launch customer of the Boeing 787 Dreamliner, introducing next-generation aircraft is of key importance to the overall growth strategy. On average the airline receives a new aircraft once every 10 days, and the average age of the fleet is less than four years.

Qatar Airways recently started service to Los Angeles, USA on 1 January, Ras Al Khaimah, UAE on 2 February and Sydney on 1 March. The airline will begin service to Boston, USA from 16 March; Birmingham, UK on 30 March; Adelaide, Australia from 2 May; Yerevan, Armenia from 15 May and Atlanta, USA from 1 June.



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QATAR AIRWAYS

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Airport Consulting Services

Athens International Airport is a company based on a pioneer international Public-Private-Partnership model responsible for the construction, operation, management and development of Athens international airport.

Since the airport started its operation in 2001, it has created a **legacy of exceeding expectations**: from completing the development of the airport 5 months earlier than anticipated and the successful transfer of operations from the old airport within a single day to our exceptional performance that has outperformed macroeconomic indicators.

During its **15 years** of operations the airport served more than **218.7 million passengers** through 2.7 million flights. AIA offers its airline partners one of the most innovative and integrated incentives programmes, to ensure the sustainability and further growth of both domestic and international traffic.

Our effectiveness and commitment in customer satisfaction have been globally acknowledged by more than **50 prestigious industry distinctions** in almost every facet of the airport business, establishing us as one of the most successful airport companies worldwide.

Aiming to share the benefits of our successful business model we offer a portfolio of **consulting services** based on the knowledge acquired by operating a world-class airport and the experience gained from consultancy and project implementation services offered in airports around the world.

Our work is entrusted by major clients in Qatar, Australia, Jordan, Russia, Hungary, United Arab Emirates, Portugal Nederland, Poland, Cyprus, Albania, India, Greece, China, Thailand, Tunisia, Singapore, Saudi Arabia, Kazakhstan and Germany.



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METKA: Leader in Project Execution

METKA is a leading EPC (Engineering-Procurement-Construction) contractor for large-scale power generation plants, well-known for its ability to reliably deliver complex projects throughout Europe, the Middle East and Africa, often on very demanding project schedules.

The company has significant experience in gas turbine based power generation, including combined cycle, co-generation and simple cycle technology, providing world-class solutions and optimal performance.

Strong project management skills, together with a complete range of functional expertise and understanding of international markets, give METKA the advantage in meeting customer needs. The company excels in fast-track execution, bringing critically needed power to growing markets.

With over 50 years of experience, METKA is a reliable partner for utilities, independent power plant developers and local communities around the world.



Latest News:

METKA has recently announced its second project in Sub-Saharan Africa (Ghana), for the engineering, procurement, construction and commissioning of a 192MW combined cycle power plant in Takoradi, in consortium with General Electric. The plant will be implemented with capability to operate on both natural gas and light crude oil, and will utilize the latest advanced version of General Electric's well proven 9E gas turbine.



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The Annual Event for the Associates of Remax Ependisi Akinton (Property Investment)

was held on Friday the 5th of March, at Civitel Olympic Hotel in Kifissias Av., Maroussi.

We analyzed the annual report, the sales' statistics of each team which showed a significant increase, despite a year full of difficulties, discussed about the results of 2015, shared experiences and set goals for 2016 aiming to be more effective and to continue with more success.



A special moment of the evening was the awarding of prizes to the Real Estate Agents Mr. Dimitris Koukouvinis and Mr. Filippos Peripanos who achieved high goals and earned the position of Best Associates of the Year.

The evening continued with a light buffet and delicious dishes while VIP guests, friends and office colleagues started to arrive to the event.



The hall overflowed with property owners, manufacturers, lawyers, entrepreneurs, businessmen and investors creating a very pleasant atmosphere and exchanging wishes for a good year ahead.

Remax Ependisi Akinton is the Best Remax Office in Greece and operates in the Northern and the Southern suburbs with offices in Chalandri and Glyfada respectively.



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ABB: A GLOBAL LEADER IN POWER AND AUTOMATION TECHNOLOGIES



ABB is a global leader in power and automation technologies. Based in Zurich, Switzerland, the company employs 135,000 people and operates in approximately 100 countries.

Today ABB is the largest supplier of industrial motors and drives, the largest provider of generators to the wind industry and the largest supplier of power grids in the world. The group is also particularly proud of its record for innovation - widely recognized through countless awards and scientific accolades.

In Greece and Cyprus, ABB SA engages in the entire spectrum of activities of the international Group, certificated according to the international ISO:9001 standards.

ABB SA occupies a leading position in the Greek market and has a significant impact on the economy helping customers to effectively use electrical power and to increase industrial productivity in a sustainable way. ABB SA is engaged, in its long presence in the country, in top-level projects with a high local added value. The company employs about 250 people in Athens, Skaramagkas, Thessaloniki and Limassol.



Latest News

Recently ABB Group selected ABB Greece's Low Voltage Switchgears factory to be the main supplier of the specific product for the demanding markets of Iraq, Jordan, Syria and Lebanon. The high quality of the manufactured products, as a result of the long experience of the Unit and the knowledge as well as the flexibility of the engineering team, were among the criteria that significantly influenced the decision. Today in cooperation with the local ABB sales teams in Jordan and Iraq, a substantial amount of low voltage switchgears manufactured by the Greek ABB factory, have been already delivered and installed in Iraq. For further information, please get in contact with us.



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Lykomitros Steel SA,

one of the leading steel constructions companies in Greece, in association with our German clients successfully completed the Pre-Assembly (Rig Up) in our facilities of an Off- Shore Platform, which is destined to be commissioned later this year in Azerbaijan.



For this purpose and to ensure the optimal handling of steel structures during the stage of Pre-Assembly, the company has modified and upgraded the layout of its yard, enhancing our capacity of conducting pre assemblies of special projects.

The Rig Up included the mobilization of cranes, installation of electrical equipment such as motors, pumps etc.

Lykomitros Steel SA is a specialist in Oil, Rig & Energy Steel Products, covering the needs and strict specifications of the Oil Industry having supplied:

- 3.500 tns of Onshore Platforms and Tank Systems
- 1.250 tns of Desert Rigs
- 1.000 tns of Offshore Platforms and Tank Systems

Lykomitros Steel SA's expertise, the experienced engineering team and modern facilities and equipment allows a wide range of supplied services in all areas of steel structures such as malls, bridges, building etc.



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New product range by DOMYLCO: Grinding aids for cement



As a result of 3 year long in-house research and product development, which included a serious investment in new lab equipment and facilities, DOMYLCO launched the new series of grinding aid products.

A full range of cement grinding aids is already on the market under the brands CHEM AID and DOMOGRIND, industrially used and evaluated by most renowned cement industries. The effort is continuous.

While working on improving the cement grinding aid range, DOMYLCO is continuing the research in order to develop grinding aids for other industries as well, such as minerals processing, mining, and industrial grinding.

In-house created knowledge being a key asset of DOMYLCO, there is an ongoing process of product amelioration or new product design in order to match the needs of its valued existing customers or future ones in new markets or areas.



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D. Koronakis Company (Commercial and Industrial S.A) – Battleship “Georgios Averof” – Where innovation meets naval culture and heritage

When innovative companies promote Greek Culture and Seamanship, it’s a win-win situation. The world’s only surviving heavily armored cruiser of the early 20th century, Hellenic Battleship “GEORGIOS AVEROF” meets innovation. The living myth of the glorious naval history of Greece equipped with traditional ropes which have been manufactured by D. KORONAKIS company.

Historic Hellenic Battleship “GEORGIOS AVEROF” was recently equipped with new mooring ropes. They look vintage taking us back 100 years in time but are actually made of durable, state-of-the art materials. D. KORONAKIS Company, after meticulously researching historic photographs, seamen’s manuals (e.g. a rigger’s manual dating back to 1915) produced and generously sponsored the new mooring ropes. The custom made special rope made of specially developed yarns which makes it very UV and abrasion resistant.

D. KORONAKIS Company is an emerging global leader in rope manufacturing always paying close attention to customer demands, constantly exploring new possibilities, carrying out tests on new materials and potential applications. In close collaboration with its most demanding clients, it spearheads developments in rope manufacturing thus coming up with new techniques and providing new innovative custom-made products.



D. KORONAKIS S.A.

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MEMBERS' NEWS



Our company, **IKTINOS HELLAS** got the **GOLD PRIZE** in «SALES EXCELLENCE AWARDS 2016» in the category of “INCREASE IN SALES”

The ceremony took place in MEGARON, THE ATHENS CONCERT HALL at the 30th of MARCH 2016 where over 500 members of the market attended

Our company **IKTINOS HELLAS SA** participated with great success in the below international exhibition:
IZMIR FAIR, IZMIR - TURKEY
Hall A, Stand No 197, 23-26 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)
- Thassos
- Volakas

and also other Greek marbles such as:

- Silver Grey • Alivery Grey
- Levadia Black • Pentelikon
- Tinos Green • White Sivec
- Lygourio Beige • Santa Elena
- Lydia Beige etc



You are very well come to visit us in the following exhibition in April and May:

Coverings'16 18-21 April 2016 Main Hall, Booth No: 6957 Chicago, USA	CARRARA MARBLE TECH 2016 18-21 May 2016 Hall 3, Stand No: 36 Carrara, Italy	MIDDLE EAST STONE 25-26 May 2016 High Speed, Booth No: D193 Dubai, UAE
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“Vermion Marble S.A.” member of Stone Group International



Within the frame of Stone Group International further development, the company proceeded in the acquisition of Vermion Quarry in Imathia Region along with the local industrial plant of “Marmaron” company, the largest in the area.

The new company “Vermion Marble S.A.” is going to extract, process & trade blocks & tobolons of white calcite marble Vermion.

Production premises (plot of 5.000 m² with buildings of 1.500 m² & advanced mechanical equipment) are located on a strategic point of Imathia, with direct access to the Egnatia Highway. The plant will process the extracted quantities into slabs, tiles, large format tiles, & cut to size end- products along with the

quantities of the most elegant green marble Veria Green, which is quarried from the other quarry Stone Group International controls in the mountain of Bermio.

The new investment resembles Group’s strategic extroversion orientation along with its policy for controlling high quality raw materials, providing adequacy of quantity and price stability.

Vermion White marble is specified for the Jade Signature Project in Miami (Fortune International Group developers) & 70 Charlton Luxurious Residences Project in NY, USA.

Vermion White marble is one of the awarded “12 Mythic Marbles”.



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MTS Russia Selects Intracom Telecom's Ultra High Capacity Radio for its Mobile Network Modernization

Athens, Greece - Intracom Telecom, a global telecommunication systems and solutions vendor, announced the signing of a USD 25 million contract to supply its new E-Band, ultra high capacity Ethernet radio, UltraLink™-FX80, to MTS Russia, the country's largest mobile operator. The duration of the agreement is 2 years and includes network management software and support services. MTS Russia, in line with its strategy to deliver superior quality services and high speed 4G connectivity to its customers, has proceeded to further enhancing its mobile network by employing Intracom Telecom's UltraLink™-FX80 ultra high capacity mmWave radio. With this investment MTS addresses in the most efficient way its future wireless backhauling needs for LTE and LTE-A deployment.

The introduction of the state of the art technology of UltraLink™-FX80 into MTS backhaul and transport network will enable the delivery of next generation mobile services that will offer 4G+ service speeds reaching and even exceeding 1 Gbps, providing fast Internet surfing and file downloads and uploads, streaming of high definition video and rich multimedia e-services on the ever increasing variety of user mobile devices.

Intracom Telecom's UltraLink™-FX80 employs the latest mmWave integrated transceiver technologies in a compact fully outdoor unit. Offering the highest spectral efficiency, it provides up to 3 Gbit/s full-duplex Ethernet throughputs in a 500 MHz channel for delivering mobile network backhaul services at the lowest cost per Gigabit. UltraLink™-FX80 can be easily and flexibly deployed on rooftops, telecommunication towers and even lamp posts. Accommodating Ethernet and CPRI interfaces on the same fully outdoor unit, Ultralink-FX80™ can be used in both backhaul and fronthaul applications. Furthermore, its innovative "zero-touch" configuration, using the uniMS™ SON Manager minimizes rollout time and cost, and safeguards against deployment errors.

Andrei Ushatskiy, Vice President, Chief Technology and Information Officer, MTS, commented: *"We are very satisfied with the scale and results of cooperation with Intracom Telecom, our longstanding partner. The vendor supplies us with variety of innovative equipment and we have selected Intracom Telecom's Ethernet radio UltraLink™-FX80 because it fully meets our key backhauling needs in dense urban areas - the compact all-outdoor multi-Gigabit Ethernet PtP radio platform operates in non-licensing spectrum and demonstrates high capacity for heavy loaded 3G/4G sites. Moreover it is easy to install, flexible in use that also minimizes operational costs"*.



About Intracom Telecom

Intracom Telecom is a global telecommunication systems and solutions vendor operating for over 35 years in the market. The company innovates in the areas of small-cell backhaul, wireless transmission and broadband wireless access and has successfully deployed its industry leading point-to-point and point-to-multipoint packet radio systems worldwide. Moreover, Intracom Telecom offers a competitive portfolio of revenue-generating telco software solutions and a complete range of ICT services, focusing on big data analytics, converged networking and cloud computing for operators and private, public and government clouds. Over 100 customers in more than 70 countries choose Intracom Telecom for its state-of-the-art technology. The company employs more than 1,900 people and operates subsidiaries in Europe, Russia and the CIS, the Middle East and Africa, Asia and North America. More at www.intracom-telecom.com



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Sychem desalination plant at Kuwait Opera House



Sychem SA successfully delivered 2 seawater desalination reverse osmosis units with a total capacity of 3.000 cubic meters per day of water for Kuwait Opera House Project. Opera House building is part of the Sheikh Jaber Al Ahmad Cultural Centre playing a major role to form Kuwait's new national cultural district. The 2.400 m³/d and 600 m³/d SWRO state of the art units delivered containerized in less than 3 months, having started their full operation since June 2014. The project was executed in cooperation with the local partner EWT (UAE). Project also includes full operation and maintenance for 2 years.



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TEMAK & PURIFIED WATER FOR HAEMODIALYSIS



TEMAK was founded in 1972 with the scope to study, design & manufacture water treatment systems and provide solutions for water treatment applications via filtration, reverse osmosis (RO), softening, deionization and other technologies combined. TEMAK holds the leading position in the Greek water treatment market. We are certified with ISO 9001/2008 for the company quality management, ISO 14001/2004 for the environmental management, OHSAS 18001/2007 for health and safety at work & CE medical for haemodialysis systems. During the past 10 years we have also executed successfully projects in the MENA region, North Africa and Europe, to which after sales support is provided via our network of local distributors or directly.

In January 2016, a double pass brackish water reverse osmosis system was commissioned in the polyclinic of SINHAS in Oman. The plant produces 1.6m³/h of water according to the stringent AAMI standards suitable for Haemodialysis machines. This is the 5th plant that TEMAK has supplied and successfully installed for the prestigious MOH (Ministry of Health) in Oman.

The special features of this water treatment plant is that it is designed according to the most up to date technology for Haemodialysis applications, constructed entirely of SS316L with Hygienic connections and the sanitization is performed with hot water at 80 deg C instead of the older method using chemicals.



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Vimatec - N.Vidalis S.A. proudly presents one of its new products

VIMELAST Hybrid

an elastomeric roof waterproofing with heat-insulating properties

PROPERTIES

VIMELAST HYBRID is a roof waterproofing based on water-soluble polyurethane resin, modified with acrylic dispersion. This hybrid product provides numerous improved properties as a brushable waterproofing coating.

- It has high elasticity that covers capillary cracks and it is highly resistant to temperatures ranging from -35°C to +80°C
- It is resistant to standing water
- It has high mechanical resistance, offering foot-traffic and accessibility to roofs
- There is no tackiness at high temperatures, thus preventing adhesion of dust and the deterioration of its whiteness
- It contributes to the energy improvement of terraces as a cool coating that reflects solar radiation and releases (emits) most of the heat absorbed
- It is an economical solution for tackle humidity and high environmental temperatures thanks to its easy use and low consumption.



APPLICATIONS

- Walkable roofs, even where slopes are not satisfactory
- Applicable on concrete, mosaics, screed and cement tile floors
- Bituminous membranes with mineral or aluminium finishing
- Old or new acrylic or polyurethane coatings
- Metal surfaces
- Polycarbonate sheets
- Old coatings with asbestos cement



CONSTRUCTION CHEMICALS TECHNOLOGIES

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In adherence to the ever increasing international demands, Adelco strengthens its situation in Greece and Globally, by modernizing its Production unit, with state of the art equipment and facilities, exceeding compliance to the strictest regulations.

The company production department was enhanced with state of the art equipment, including new fully automated tableting machine, packaging, water purifying and steam systems. Furthermore a major overhaul of the production facilities, with air-lock closures, clean air ventilation, and climate controlled areas exceeding compliance to the strictest GMP regulations.

Finally, investments in the Quality Control and Research laboratory, including precision analytical and testing instruments. Bringing it to the forefront of pharmaceutical production and ensuring its reputation as a leading quality producer.

*Science Signs
Quality*



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Vencil Ltd. Company is going to participate in the WORLD COMMERCE VALLEY-YANJIAO INTERNATIONAL TRADE CITY with a permanent exhibition space.

The WORLD COMMERCE VALLEY-YANJIAO INTERNATIONAL TRADE CITY, as an innovative project of China's new national strategy will be one of the largest markets for goods and services worldwide.

Located in Hebei Province of China, 27 kilometers from Beijing, it expands on the surface of 10 square kilometers and is strategically located between Beijing, the new Capital Airport and the important port of Tianjin.

The premises of the Centre include wholesale trade with permanent showroom, online sales platform and other services, while in the near future they will include a "free zone" trade.

There will be an organized sales strategy of all goods and services with full support in advertising and promotion to potential buyers for Greek and Cypriot businesses.

The global "first", dedicated to Greece and Cyprus, will be held at WORLD COMMERCE VALLEY - YANJIAO INTERNATIONAL TRADE CITY on July 12, 2016.

During the opening day, the representatives of the Greek Embassy in Beijing will honor us with their presence.

Vencil at a glance

Vencil Pharmaceuticals Ltd was founded in February 2010 with the vision of becoming one of the most efficient and profitable companies in the field. Our main business activity is the production, sales and distribution of high quality pharmaceutical and cosmetic products. Based on years of experience, we became aware of the lack of quality and type of services that doctors demand. Vencil with proficient and capable partners came to fill that gap by setting new higher standards.



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SKAG is celebrating its **60 years of stationery** manufacturing in Greece this year

The company was founded by Mr Theodoros Skagias and has gone from being a small business, producing exercise books to being a producer of a full range of school and office stationery products, with machinery which is automated on their site in Kryoneri – Attikis. The company currently employs 100 people.

The production unit and distribution centre in Kryoneri - Attikis is 20,000 m² and the distribution centre in Thessaloniki, northern Greece, is another 4,500 m². SKAG has been active in international markets since 1990 and thanks to the consistency and standard high quality of the products and levels of innovation, is working with 23 countries globally, including countries in the Middle East.



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Greek - Arab Business Growth



The significant increase in the rate of growth of exports from Greece to the Arab Countries during the last five years and the ascertainment that the interest of Arab investors for property investments in Greece has been recently increased, mainly due to the L. 4146/2013, has been the primary reason for Mr. Efthymios Navridis to visit Kuwait in March 2016 as a legal advisor of major Greek companies operating in construction, real estate and food industry.

An increasing number of members of the Greek business community strongly believe that profit margins for goods and services should be reduced and product quality should remain in high standards in order to be able to enter the Arab markets and secure their long standing and financial benefits from their presence in these markets.

During his visit, Mr. Navridis had the opportunity to meet Arab businessmen and to sign cooperation agreements with legal and consulting companies of international reputation.



EGNA LAW FIRM
E. G. NAVRIDIS & ASSOCIATES
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TECHNICAL CHAMBER OF GREECE

Activity Report 2015

The Technical Chamber of Greece (TCG) is the representative body of all the qualified engineers in Greece and the statutory Technical Advisor of the Greek State.
According to official data in January 2016 TCG had 104.444 active members.

TCG e-Initiatives at a glance

- **“Building Permit Electronic issuance system”**, which allows the electronic submission of permit requests-applications and relevant documentation-by the builder’s architect/ engineer as well as the internal management control and approval of applications by Building Service staff and the immediate notification of the applying engineer.
- **“Engineer’s Legal Manual- Legislation and Engineering Regulations”** – a digital Law Library, serving as a practical tool for the practicing Engineer
- **On-line National Certification Examinations System for Building Energy Auditors**
- **“Digital ID of Buildings”**: A user friendly system facilitating the interaction of citizens and Engineers with State authorities

Participation in European and International Organizations

The TCG is an active member of the international engineering community and the National Member representing Greece in several International and European Organizations such as World Federation of Engineering Organizations (WFEO), World Energy Council (WEC), and European Federation of National Engineering Associations (FEANI) etc. TCG holds the Presidency of the International Federation of Surveyors (FIG) for the period 2015-2018.
As FEANI’s National Member is competent to the Eur-Ing title Application procedures for the Greek Engineers.

EU Initiatives and co-funding projects

The TCG as the advisor of the Ministry of Environment & Energy and the Central Union of Municipalities of Greece (KEDE) closely follows all new developments in European sustainability policies and initiatives such as the Covenant of Mayors (CoM). As the **CoM National Coordinator**, the TCG has the capacity and know-how to provide administrative and technical support to KEDE’s members in the process of local energy planning and its implementation. In this framework, it demonstrates a commitment towards supporting and facilitating in any way the DATA4ACTION initiative with the declared intention to join the ENERGeE -Watch European Network.
Moreover, TCG has been participating in the IEE co-funded EU projects since 2012. With reference to UPSWING (2014-2017) - Upgrading the Construction Sector Workforce training and qualification in Greece, the project aims to boost construction workers’ knowledge and skills on energy efficiency in construction in order to meet the 2020 energy and climate targets for Insulation technicians, aluminum& metal constructions craftsmen and installers – maintainers of burners.

Events at a glance

- Seminar on “Ensuring the Rapid Response to Change. Ensuring the Surveyor of Tomorrow”. (Athens 24th January 2015)
- Informative Event on “Latest developments in the field of energy saving”. Athens 30th June 2015: TCG, as CoM National Coordinator, organized the event, aiming to highlight the latest developments on issues related to energy saving in financial, institutional and legislative framework and on a practical level.
- European Researchers’ Night (Athens, September 2015): aiming to bring researchers closer to the general public and to increase awareness of research and innovation activities.
- Exhibition on Greek Architecture Projects that have been awarded in International Competitions of UIA: Athens (Jan.2015), Kavala (Sept.2015)



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