

*Excellence in Partnership*



# MEMBERS' ACTIVITIES NEWSLETTER

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# FOREWORD



**Harris Geronikolas**  
*President*



**Rashad Mabger**  
*Secretary General*

Dear Reader,

Welcome once more to our Members' Activities Newsletter. In this issue, we are announcing the convening of the **5th Arab-Hellenic Economic Forum**, due to be held in Athens on **29-30 November 2016**. The emphasis in this Forum is given mainly to maritime and port industry sectors and therefore, Greece, a world maritime leader will have a lot to offer and at the same time a lot to gain from the experience of its Arab counterparts in the above sectors. In addition, Greek businesses will showcase their advancement in the other sectors represented at this Forum's sessions, such as energy, construction, building material, food processing industry and tourism. Further boost towards the success of this Forum will be the involvement of major Arab Federations and Chambers of Commerce as supporting organizations. Consequently, we are expecting high-level delegations from the Arab world to take active role in the networking, deliberations and B2B meetings held during this event.

In our continuous efforts to come up with added value services for our members and for the business communities, we are pleased that our initiative on the **"Transfer of Technology and Know-How to the Arab world"** has been met with enthusiastic response by many Greek businesses. We are now in the process of publishing the Directory of this initiative for distribution to the Arab world. We have been coordinating with our counterparts, the Federations and Chambers of Commerce in the Arab world, to circulate this Directory to their members in order to ensure their response and engagement in negotiations with the interested Greek companies.

Other news of importance in this issue include the signing of a Memorandum of Understanding between City Unity College Athens and the Arab Academy for Science, Technology and Maritime Transport. This MoU will result in the establishment of a Maritime and Nautical Academy in Athens. It is yet another success for a Greek entity to attract investment in this regard.

By the time the next issue of the Newsletter is published, our Chamber will have a new Board of Directors. We seize this opportunity to thank all our current Board Members for their sincere support of the Chamber throughout the past years.

A last word of thanks goes to one of our oldest members, **MIDEAST TRAVEL WORLDWIDE**, a leading travel agency in Greece, known for their exquisite and quality services, for their continuous support of the Chamber and for sponsoring this issue.

*Enjoy your read.*





5<sup>ο</sup> ΑΡΑΒΟ-ΕΛΛΗΝΙΚΟ ΟΙΚΟΝΟΜΙΚΟ ΦΟΡΟΥΜ  
المنتدى الاقتصادي العربي اليوناني الخامس  
5<sup>th</sup> ARAB-HELLENIC ECONOMIC FORUM  
Athens, 29-30 November, 2016

### Under the Auspices:



### Special Contribution & Support:



The “5th Arab-Hellenic Economic Forum” is convened on 29-30 November 2016 under the title “**Unleashing the Arab-Hellenic potential**”. Greece and the Arab World possess a wealth of human and natural resources and an abundance of business possibilities. The potential to elevate the trade balance and to increase the level of investments between the two sides is enormous. The Forum’s topics are in areas that reflect Greece’s positive strides which, coupled with the Chamber’s latest initiative in the issue of “**Transfer of Technology and Know-How to the Arab World**”, will constitute the basis of discussion and networking, with the aim of reaching fruitful and practical results.

### Level of Participation:

Ministers and Government Officials, Presidents of Arab Federations and Chambers of Commerce. Member-Companies of the Arab-Hellenic Chamber, Greek and Arab business leaders.

### Strategic Focal Points:

1. Maritime and Port Industries and Services
2. Construction, Building Materials and Energy
3. Investment Opportunities in Real Estate and Tourism
4. Food-Processing Industry

### Speakers:

Ministers and high level CEO’s and Executives from Greece and the Arab World

### Working Languages:

Arabic and Greek (simultaneous interpreting)

### Media Coverage:

Greek official TV, Arab media (Al-Ahram and Al-Sharq Al-Awsat) and reporters of satellite TV channels operating in Greece.

# UNLEASHING THE ARAB-HELLENIC POTENTIAL

## **Tentative Program:**

### **Tuesday, 29 November, 2016**

08:30 - 09:00 Registration of participants

09:00 – 09:45 Opening speeches

09:45 – 12:00 1<sup>st</sup> Session: **Maritime and Port Industries and Services in Greece and Egypt: Opportunities, Potentials and Growth**

12:00 – 12:30 Coffee Break and Networking

12:30 – 13:45 2nd Session: **Construction, Building Materials and Energy**

13:45 – 14:45 Light Lunch and Networking

14:30 – 16:00 3<sup>rd</sup> Session: **Investment Opportunities in Real Estate and Tourism in Greece and the Arab World**

16:00 – 17:30 4<sup>th</sup> Session: **Food-Processing Industry: The Greek Experience and Potential for Collaboration with Arab Companies**

17:30 – 17:45 End of Forum's sessions

### **Wednesday, 30 November, 2016**

09:30 – 12:30 B2B meetings in all business sectors and simultaneous negotiations between Greek and Arab companies on the issue of transfer of technology and know-how

## **Forum's Publications (in English language):**

- Forum's Main Brochure with profiles of Speakers, Moderators and Sponsors
- Special Directory of Greek companies which expressed interest in the "Transfer of Technology & Know How to the Arab World"
- Special Edition of the Members' Activities Newsletter

## **Strategic Sponsor**



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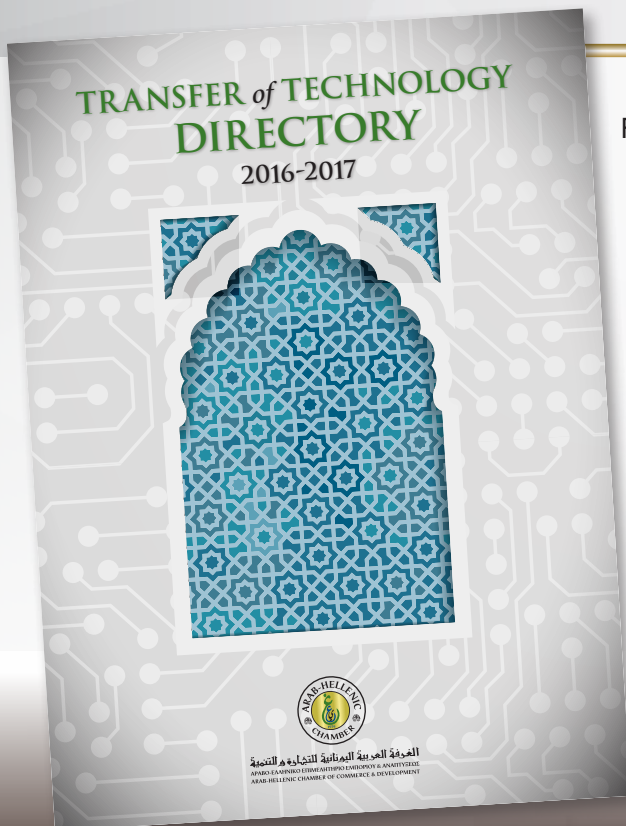
**Organized by: Arab-Hellenic Chamber of Commerce and Development**



[www.arabhellenicchamber.gr](http://www.arabhellenicchamber.gr)



## DIRECTORY ON “TRANSFER OF TECHNOLOGY AND KNOW-HOW TO THE ARAB WORLD”



Further to our call for expression of interest to our initiative on “Transfer of Technology and Know-How to the Arab World” and the overwhelming response we have received from the Greek business community, a Directory is in the process of being published and will be distributed to all the Federations and Chambers of Commerce in the Arab world.

This is yet another innovative initiative by the Arab-Hellenic Chamber in promoting Greek companies, members and non-members, in order to expand their technology and know-how to the Arab world.

The Arab-Hellenic Chamber is taking the necessary steps to ensure that we will have positive response from the Arab side and will be happy to further assist the two sides in any further negotiation they might engage.





**MIDEAST TRAVEL WORLDWIDE** operates successfully in the Greek tourism market since 1983. Starting from an agency specialized in trips from and to the countries of Middle East, the company has evolved to one of the greatest in the Greek travel industry, holding certifications from international organizations and a **strong clientele** comprising both corporate and individual clients. Today, Mideast offers its services **worldwide**, from its Head Office in Athens as well as from its two branches in Mykonos and Istanbul.

#### Mideast 5 pillars of activity:

- Business & Leisure Travel in Greece and the World
- Destination Management for all travel services in Greece
- M.I.C.E. services all over the world
- Luxury & Concierge Services worldwide 24/7
- Weddings & Events organizing in Greece

By using the most **updated software systems**, the company is able to provide a wide range of **quality services** directly and effectively.

Handling tens of thousands of customers throughout its history, Mideast embodies the vision of a tourism company with **customer-centric philosophy** listening to its customers' needs. Mideast «truly cares for its clients and this is also apparent in its corporate motto **“We Care!”**.

Mideast has been distinguished in the international travel market by the **World Travel Awards**, the Oscars of the tourism industry, as the **“Leading Destination Management Company in Greece”** for 3 consecutive years (2014, 2015, 2016).

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*Congratulations,  
Your Excellency!*

On the occasion of concluding his assignment as Ambassador of the Republic of Tunisia in Athens, Greece, Mr. Tarak Saadi, the Dean of the Council of Arab Diplomatic Missions in Greece, was awarded the Grand Cross and Star of the Order of the Phoenix in an official ceremony on the 4th August 2016 at the premises of the Greek Ministry of Foreign Affairs. It is considered the highest medal awarded



by the President of the Hellenic Republic. The ceremony was attended by H.E. Mr. Dimitrios Mardas, Deputy Minister of Foreign Affairs, who represented the Greek President along with several Arab Ambassadors. This award is in appreciation of his role in enhancing the relations between



Tunisia and the Arab world.

During his tenure in Greece, he has been quite active on every level, working relentlessly in serving the Arab causes and the Greek – Tunisian relations. His Excellency has been a long-time supporter of the events and activities and the role of the Arab-Hellenic Chamber in its mission and objectives to enhance the business and economic relations in all business sectors.

The Arab-Hellenic Chamber seizes the opportunity to extend its wishes to Ambassador Tarak, for yet a new successful career at the Ministry of Foreign Affairs in his home country, Tunisia.







*Congratulations,  
Mr. Ambassador!*

**Η.Ε.** Mr. Marwan Emile Toubassi, Ambassador of the State of Palestine to Greece since September 2013, has replaced the former Ambassador of Tunisia as the Dean of the Council of Arab Diplomatic Missions in Greece. Prior to his nomination as Ambassador to Greece, Mr. Toubassi served as Governor of Tubas and Northern Valleys and as Deputy Minister of Tourism and Antiquities and Assistant Deputy Minister for Christian Affairs in Palestine, as well as other several posts.

Ambassador Toubassi has represented the State of Palestine in various platforms and conferences abroad and he has played an active role in creative dialogue between Christians and Muslims. He has actively participated as a speaker in various workshops, platforms and conferences.

Ambassador Toubassi served in other civic societies namely: the President of the Orthodox Club in Ramallah for 8 years, Vice President of Palestinian Society for Organs Donation, Executive Board Member for Forum of Islam – Christian dialogue in Palestine among other societies.

His Excellency holds a Master's Degree in International Studies from Birzeit University (2004) and a Bachelor degree in Economics and Business Administration, Birzeit University (1983), and is married to Mirna and they have three children.



## *Farewell with Honor*



Upon completing his successful assignment as Ambassador of his country, the Kingdom of Morocco and Dean of the Diplomatic Corps in Greece, H.E. Mr. Abdelkader El Ansari has been honoured by the President of the Hellenic Republic, Mr. Prokopis Pavlopoulos. The ceremony took place at the Ministry of Foreign Affairs on September 19, 2016, and the Grand Cross and Star of the Order of the Phoenix was awarded to His Excellency by the Deputy Minister of Foreign Affairs, Mr. Dimitrios Mardas, in the presence of high-level state officials from the Ministry of Foreign Affairs. Congratulations Mr. Ambassador!

H.E. Mr. El Ansari is a professional diplomat and his career spans over a period of 30 years, holding key positions at the MFA of Morocco and representing his country in various assignments in Sweden, Algeria and as Ambassador of His Majesty the King of Morocco in Greece and Cyprus from 2008 till September 2016.



H.E. Mr. El Ansari has been active in various international professional platforms and conferences, representing his country on a number of issues. He is married with two children.

The Arab-Hellenic Chamber seizes this opportunity to wish Mr. El Ansari all the best in his future endeavours.







## Presentation of credentials of H.E. the Ambassador of the People's Democratic Republic of Algeria in Athens

**I**n an official ceremony at the Presidential Palace on 21st July 2016, the new Ambassador of Algeria, Mr. Noureddine Bardad – Daidj, was received by His Excellency the President of the Hellenic Republic, Mr. Prokopis Pavlopoulos, for presenting his credentials. Ambassador Bardad – Daidj is a professional diplomat who started his career at the Ministry of Foreign Affairs of Algeria in 1982 and since then he has held high-ranking posts at various departments of the Ministry itself and served his country as an Ambassador in Latin America, France, Lebanon, Nigeria, Benin and India. His Excellency holds a Ph.D. in Economics from Pantheon University – Sorbonne, Paris, 2003, as well as other professional diplomas in Economics, Administration, Languages and Information Technology. His Excellency has one daughter.





Aqaba Chamber of Commerce



غرفة تجارة العقبة



## AQABA CHAMBER OF COMMERCE (AQCC)

Aqaba Chamber of Commerce is a private organization established in 1965; considered as one of the biggest Chambers in the Hashemite Kingdom of Jordan; (AqCC) regulating and representing the commercial interests within the Governorate of Aqaba, through its significant role in activating, improving, promoting trade and

economic activities in the HKJ, and in Aqaba city. Aqaba city is the economic Capital and the main port of Jordan, one of the most important cities within the region for its strategic location, connecting land and sea routes from Asia, Africa and Europe, and a distinctive destination for living, business, and tourism.

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سلطة منطقة العقبة الاقتصادية الخاصة  
AQABA SPECIAL ECONOMIC ZONE AUTHORITY

## AQABA SPECIAL ECONOMIC ZONE AUTHORITY (ASEZA)



On behalf of the Aqaba Special Economic Zone Authority (ASEZA) and the people of Aqaba, it gives me great pleasure to welcome you to our official website and to invite you to explore the exciting business and tourism opportunities the Aqaba Special Economic Zone (ASEZ) has to offer.

Throughout human history and as early as 5,500 years ago, Aqaba represented a strategic location linking land and sea routes from Asia, Africa and Europe. In ancient times, Aqaba was the main port for shipments from the Red Sea to the Far East and in 106 AD the town was a thriving trade center.

In the year 2001 and under the direction and leadership of His Majesty King Abdullah II the Aqaba taskforce was created. A team that shares one vision and that is, to turn the Aqaba Special Economic Zone into a world class Red Sea business hub and leisure destination enhancing the quality of life and prosperity of the community through sustainable development and a driving force for the economic growth of Jordan. We are therefore, deeply committed to the objective of turning Aqaba into a competitive international investment location by creating a streamlined investment environment, encouraging private sector participation in all aspects of the zone's development and operations, and ensuring the provision of world-class infrastructure and services to the Aqaba community. Being a liberalized, low tax, duty free and multi-sector development zone, not only does ASEZ reflect His Majesty King Abdullah II's vision of modernization, reform, and private sector led growth, it reflects Jordan's assertive reform strategy

to provide investors, from all over the world, with an attractive business environment.

Today, Aqaba remains one of the most important cities of the region, ensuring its role as a distinctive destination for living, business, and tourism. The Aqaba Special Economic Zone Authority functions as your one-stop investment and information center.

**ASEZA team and I welcome all investors to come and be part of the unique Aqaba experience.**

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## AQABA DEVELOPMENT CORPORATION (ADC)

Aqaba Development Corporation (ADC) was launched in 2004 with the objective of unlocking the potential of the Aqaba Special Economic Zone (ASEZ) by accelerating its economic growth and development.

Launched by ASEZA and the Government of Jordan, ADC owns Aqaba's seaport, airport and strategic parcels of land as well as the development and management rights for these assets in addition to key infrastructure and utilities.

### ADC's Mandate

ADC is mandated to develop ASEZ through building new or expanding existing infrastructure and the required superstructure, creating business enablers for ASEZ, and managing or operating its key facilities. This will be achieved through maximizing the attraction of private sector developers and operators. ADC also has the responsibility to implement the ASEZ Master Plan in a manner that ensures integrated development and transforms Aqaba into a leading business and leisure hub on the Red Sea.

### Private Sector Approach

ADC is a private shareholding company governed

by a board of directors, ADC is currently wholly owned by the Government of Jordan and ASEZA, each with a 50% stake. ADC is operated as a private sector organization and has secured a world-class multi-national private sector team to operate it, supported by a world-class consortium of multi-disciplinary firms.

Private sector participation in the development and management of ASEZ's strategic assets will be accelerated by ADC either on a stand-alone basis or through public-private partnerships or other means that optimally leverage ADC and private sector strengths.

### ADC's Objectives

ADC's main objective is to unlock Aqaba's economic potential by mobilizing private investment through the packaging of opportunities and prudently leveraging public resources. To do this, ADC has identified five main objectives to realize its mission

### Strategic Assets

Develop and manage ASEZ's strategic assets such as its ports and airports in accordance with sound business principles and practices to optimize private sector





participation in their development and management so as to accelerate their performance and ASEZ's economic growth and development.

#### **Business Enabling Infrastructure and Projects**

Develop and manage business enabling projects and infrastructure to underpin and optimize private sector participation so as to accelerate ASEZ's economic growth and development.

#### **Economic Development**

Undertake transactions that stimulate ASEZ's economy and promote the overall economic growth and development of ASEZ and the Kingdom of Jordan

#### **Sustainable Results and Returns**

Realize its business objectives on a viable and sustainable basis that not only realizes the economic and social development of ASEZ and the Kingdom, but also generates adequate returns for ADC's shareholders and investors in the zone.

#### **Private Sector Ownership and Operation**

Enable significant private sector management of ADC and maximize private sector participation in all its deals.

#### **CONTACT DETAILS**

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[www.arabhellenicchamber.gr](http://www.arabhellenicchamber.gr)



## *Congratulations City Unity College!* **THE SETTING UP OF A NEW MARITIME,**

A Memorandum of Understanding was signed on August 31st 2016 between the President of the Arab - Hellenic Chamber of Commerce and Development and President of City Unity College Educational Group, Mr. Harris Geronikolas, with the President of the Arab Academy for Science, Technology and Maritime Transport in Alexandria, Egypt, Prof. Ismail Abdel Ghafar Ismail Farag.

This agreement with the Academy, which is one of the specialized organizations affiliated to the League of Arab States, will pave the way for further co-operation in the field of education, research and related activities. It also signals the vital role of education in the strengthening of international relations between Greece and Egypt.







## NAUTICAL ACADEMY IN ATHENS

In this framework, City Unity College will offer its know-how for the set-up of a Maritime, Nautical Academy in Athens, Greece, for the students of the Arab Academy for Science, Technology and Maritime Transport. This signals the importance of Greece as one of the leading countries in the Maritime industry and it is an important step forward in attracting investment and establishing Greece as a center for Maritime education.

We, at the Arab-Hellenic Chamber, wish the two organizations the best of success in their future endeavours.



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## Highest State Order to the Secretary General of GHORFA



The Arab-Hellenic Chamber of Commerce is pleased to extend its warmest congratulations to our dear friend and colleague, Abdulaziz Al-Mikhlaifi, Secretary General of the Arab-German Chamber of Commerce (GHORFA) for receiving the highest state Order (The Order of Merit) of the Federal Republic of Germany. He was awarded in a ceremony attended by the German President's

Advisor for Economic Affairs and H.E. Dr. Thomas Bach, President of the International Olympic Committee, with H.E. the State Minister for Economic and Scientific affairs, Dr. Hans Reckers. Also attended this ceremony the advisor of H.E. Rashad Al Alimi, Advisor to the President of Yemen, H.E. Mr. Abdulrahman Al-Khulaifi, Ambassador of Qatar the Dean of the Arab Diplomatic Corps in Germany, and Dr. Peter Ramsauer, Former Minister, Head of the Committee of Economy and Energy at the Federal Parliament of Germany and President of the Arab-German Chamber of Commerce.

This Order, awarded by H.E. Joachim Gauck, is in appreciation of the important role by our friend, Abdulaziz Al-Mikhlaifi, in developing and enhancing the Arab-German relations in all business sectors. It is worth mentioning that Germany is the number one partner in trade with the Arab countries, noting that the trade balance has reached 52 billion euro in 2015, the Arab investment in Germany is estimated around 100 billion euro and thousands of German companies are operating across the Arab world.

Abdulaziz Al-Mikhlaifi holds a Master's degree in Political Science (2000) from the University of Bonn, Germany and a BA in Economics from the University of Sanaa, Yemen (1985). Prior to becoming the Secretary General of GHORFA, Mr. Abdulaziz was a career diplomat and reached the rank of the Ambassador at the Ministry of Foreign Affairs of Yemen. He is a frequent speaker and moderator in various forums and conferences in the Arab world. He was born in Taiz, Republic of Yemen. He is married and has 5 children.





*Excellence in Partnership*

# NEW MEMBERS

1. DIMTECH
2. ANAPLASI CONSULTING ENGINEERS S.A.
3. EF ZIN GREEK PRODUCTS
4. OLYMPIAN GREEN S.A.
5. ARIVIA S.A.
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**DIMTECH S.A.** was founded in 2007 aiming at the design and manufacturing of air pollution abatement and air quality systems. The removal of air pollutants is a matter of major importance for the protection of the environment and the improvement of people's quality of life. We design and construct our systems so they can fully accomplish the demands of any application. Our consulting department is staffed with experienced air-filtration engineers and our construction department is fully equipped with machinery and tools for the production of our systems. Our systems can be used for the removal of particulate and gaseous pollutants, aiming at environmental protection, air quality improvement and protection from corrosive pollutants. Our systems can be incorporated in odor removal installations for restaurant kitchens, in hospitals, commercial buildings, museums, industrial facilities, marine installations, laboratories, cooling stores etc. The removal of the air pollutants is based on the dry scrubbing technique, with chemical filters. This technique is known for its effectiveness, simplicity and ease of installation and operation of relevant units. Each air pollution case is handled individually working together with the customer for the design of the system. We control and support our existing systems using software procedures and equipment that we have developed especially for our demands. By the end of 2016 DIMTECH S.A. has installed more than 1000 Air Filtration Systems in a multitude of places and their operation has been designated as fully satisfactory by our customers. DIMTECH S.A. is an ISO 9001 certified company.

# NEW MEMBERS



[www.arabhellenicchamber.gr](http://www.arabhellenicchamber.gr)



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**ANAPLASI CONSULTING ENGINEERS S.A.** is a privately held, steadily growing technical company that provides a wide range of architectural & engineering services such as design, supervision, project management, client representative and many other, nationwide and internationally in both public and private sectors.

The firm is the outcome of the long lasting presence of its three main shareholders- X. Kalaitzis, V. Sitarenios, N. Stratigeas- in the technical field that began as corporate collaboration in 1982, in Athens, Greece. Since May 2006 the company has been established in Ras Al Khaimah, U.A.E. as a consulting firm. Since June 2008 an LLC company was launched in the emirate of Abu Dhabi under the name ANAPLASI CONSULTING ENGINEERS- ABU DHABI.

Since 2010 the company is represented in Iraq - Baghdad and on 2012 has been legally registered by establishing a branch of mother company. On 2012 ANAPLASI, established a company in Doha – Qatar. Anaplasitee S.A. has also agency agreements in Kuwait, Saudi Arabia (Riyadh) and Jordan and representatives in Lebanon, Yemen and Bulgaria (Sophia).

Among the Company's fields of activity are Building Projects, Landscape Development and Site Planning, Urban and Regional Planning, Structural Engineering, Hydraulic Engineering, Environmental Studies, Transportation Engineering, Feasibility Studies, Contract Services and Consulting Services (Technical, Financial and Legal). At the heart of our company, engaged in consulting, engineering, construction management and supervision are people that are experts in their field, talented and extremely passionate engineers who are in love with what they do and committed in achieving the best results for our clients.

The company is certified according to ISO 9001:2008 international standard by August 2013 and applies a management system in accordance with the above standard for the following fields of activities: *Architectural, structural, environmental, geotechnical, transportation, urban planning and port design and supervision, project management and client representative services.*





# NEW MEMBERS



[www.arabhellenicchamber.gr](http://www.arabhellenicchamber.gr)

## fz ef zin

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Ef Zin means **living the good life in Greek, and this is our goal.**

We want to offer upon everyone's table in the entire world, the most pure products that come from the land of Greek soil and endless sunlight.

Carrying on the tradition of our ancestors and keeping up with all the quality standards, we decided to travel around the world providing the taste of Ef Zin.

Distributing these quality Greek products, we are serving our customers to the maximum level, with continuous support and communication, constantly covering their needs.

### Ef Zin Greek Products

- Extra Virgin Olive Oil
- Table Olives
- Vinegar
- Infused Olive Oil
- Marinated Olives
- Honey
- Marmalades & Chutney
- Traditional Greek Herbs

We are deeply committed to offer excellent natural food products, packaging and delivery. We only pick the best Greek products, always reinvesting in our business and renovating techniques, with a long term view in order to keep everyone satisfied.



# NEW MEMBERS



[www.arabhellenicchamber.gr](http://www.arabhellenicchamber.gr)



## CONTACT DETAILS

### OLYMPIAN GREEN

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**Olympian Green** is a Greek group of companies that specializes in the production, standardization and commercializations of Extra Virgin Olive Oil, at Olympia region, since 1846.

Olympian Green group of companies, recently established a 3.000 sqm state of the art, fully integrated, plant that addresses all production aspects whereby the integrated plant capacity is planned to exceed 4.000 tons.

The olives processed in the mill are 100% of the Koroneiki variety, the famous and unique Peloponnese peninsula variety that secures exceptionally low acidity olive oil with a deep, bright green color and a smooth fruity taste aroma.

The production process starts from olives harvest with a method that does not allow their early oxidation and ensures that the olives are pressed within 24 hours, while processing the olives from pressing to packaging is performed in accordance to the highest international standards.

Olympian Green International, the commercial arm of the group, focuses on creating an international sales network that consists of importers and distributors that would promptly and correctly serve private label as well as Olympian Green branded end client needs.

As Greece is the Ambassador of natural table olives, Olympian Green decided to expand its business activities at the table olives sector, with a great variety of famous Greek olives like KALAMATA and CHALKIDIKI.





# NEW MEMBERS



[www.arabhellenicchamber.gr](http://www.arabhellenicchamber.gr)



## CONTACT DETAILS

### ARIVIA S.A.

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**W:** [www.arivia.com](http://www.arivia.com), [www.violifefoods.com](http://www.violifefoods.com)

### *Arivia is certified by the following international organizations:*

- ISO 9001:2008
- ISO 22000:2005
- BRC (Grade A)
- IFS (Higher level)
- OHSAS 18001:2007
- VEGAN CERTIFICATION
- HALAL CERTIFICATION
- ORGANIC CERTIFICATION and performance.

### ARIVIA S.A.

Arivia S.A. is one of the most dynamic subsidiary companies within the ELGEKA Group and the largest Greek manufacturing company that produces and packages processed and alternative dairy free products that are based on vegetable fat. Holding a leading position in the international market, we operate in more than 40 countries worldwide. Our company was established in Thessaloniki in 1990 and currently employs 180 people. Our production plant is placed in Drama (Northern Greece) and has a production capacity of 2,500 tons per month.

Our mission is to provide a wide, innovative range of processed and dairy-free cheese products as well as successful business solutions, responding to the demand of our clients from the retail, the food service and the pizza market sector, for functional, nutritious, risk free and good tasting products. In addition, we are constantly responding to the demand for special diets with continuous research and the development of our innovative products.

Our **processed cheese** products contain natural vegetable oils instead of animal fat. They have less saturated fat than dairy cheese products and contain less than 2mg cholesterol per 100g. They are soya free, trans fat free, and GMO free. They have a long product life cycle (approx. 12 months), where the products' characteristics remain the same throughout its life cycle.

Our **dairy-free products** are made with coconut oil, they are completely free from dairy, lactose, gluten, preservative, soya, GMO, and suitable for vegans and vegetarians. They have less saturated fat than dairy cheese products and contain less than 2mg cholesterol per 100g.

Arivia's cheese products varieties are as follows:

- Cheese with vegetable fat type Edam
- Cheese with vegetable fat type Gouda
- Cheese with vegetable fat type Mozzarella
- Cheese with vegetable fat type Cheddar
- Cheese slices with vegetable fat type Gouda, type Edam, type Cheddar
- Soft spreadable cheese with vegetable fat
- Grated cheese with vegetable fat type Parmezan
- Dairy-free cheeses (available in a variety of flavours)

## TOYOTA

### MATERIAL HANDLING

#### CONTACT DETAILS

##### TOYOTA MATERIAL HANDLING GREECE

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Originally founded in 1984, SOUEL Co, a Greek owned company specialized in marketing and sales of material handling equipment and storage solutions, has developed into a multinational company forming in 2007, **Toyota Material Handling Greece**.

Today, Toyota Material Handling Greece, a fully owned subsidiary of Toyota Material Handling Europe, is the largest company in the area of equipment and material handling services in Greece, Cyprus and the Balkans.

Our vision is to be the first choice partner for all customers looking for material handling solutions and to be widely recognized for our innovative product and services as well as our respect for society. To build trust and confidence with customers by delivering outstanding quality products and services, which add real value to their businesses. To respect the expectations and ambitions of employees, stakeholders and suppliers through a never ending search to improve.

Since August 2010 TMHGr has moved to its new modern facilities at Markopoulo, where developed a modern business unit that provides products and services in all areas of material handling. Through its Toyota Approved Used Forklift Trucks Center, TMHGr offers a great variety not only for new but for Approved Used Toyota and BT forklift trucks as well as.

Other product and services offered are:

- After Sales Services
- Genuine Parts
- Long/Short Term Rental of forklift trucks
- Drivers Training programs
- Design and installation of storage and loading bay equipment
- Fleet Management solutions (TOYOTA I\_Site)
- Consulting services, production processes, diagnostic studies

TMHGr's "One Stop Shop" concept approach, entails significant benefits for the business, as products and services, usually offered from more than one supplier, are offered from one supplier (single point of contact) ensuring the compatibility of the offered products and seamless operation of the systems and as such, reduce any unnecessary waste in resources. We also focus with all our partners in understanding their sustainability targets and align priorities in order to Minimize environmental impacts, Optimize business processes and Maximize safety, quality and performance.





## CONTACT DETAILS

### EWORX S.A.

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## We are

**EWORX** is a new media agency with offices in Athens and Brussels. Since 2001, we strive to improve ourselves and constantly evolve with the Web and Mobile ecosystems where we belong. We are proud of our people and our clients from all over Europe. We want to grow with our clients and become a valuable partner, helping them transform in the digital age.

## We do

We offer 360o digital communication services. We consult, design and build digital products which boost brands and offer outstanding user experiences. Our expertise spans across Consultancy, Branding, UX Design, Agile Software Development, Digital Marketing, Project Management, Copy-editing, Help-desk management and DevOps.

## Capabilities

- Brand Identity Development (Concept and Design)
- User Experience Design
- Consulting services
- Agile Software Development
- Information Architecture
- Data Visualisation (Interactive Visualisation & Digital Video)
- Social Media
- Mobile



# NEW MEMBERS



[www.arabhellenicchamber.gr](http://www.arabhellenicchamber.gr)



## CONTACT DETAILS

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**PROXIMITY ZZ.DOT** was founded in 2001 and is since then a valuable Member of **Proximity Worldwide**, the **World's biggest and most widely awarded Digital, Direct and CRM Network**. Currently at PROXIMITY ZZ.DOT we have **63 full time** and more than **400 part time employees**.

Being the **lead agency** for **HP Inc** and **HPE international Co-Marketing program**, we are **developing, implementing and monitoring** targeted marketing services in **15 countries across globe**, including **Europe, Middle East, Africa, USA and Japan**.

Since 2005 we are counting **27 Awards**, in the advertising and communications sector:

- **ERMIS awards:** 6 gold, 9 silver and 10 bronze
- **Effie awards:** 1 silver
- **Social media award:** 1 bronze

We provide **integrated communication strategy** on each of the following fields as well as the entire spectrum they form if combined:

**Direct Marketing, Event/Field Marketing, Sales Promotion, Interactive/Digital Marketing, CRM, Loyalty Programs, Media, New Media, Location Based Services.**

Being **members of a worldwide network**, we contribute to the creation of new trends in the market and to the **generation of promotional strategies both for products and services**.

We are the first ones to acquire **crucial knowledge** about the **new market and new communication trends**, ensuring that all the aforementioned information is **completely disseminated** to all our clients.

**Based on creativity and proper strategic approach**, we go into each project having done our homework on its needs for the attainment of all goals.

## Our values:

**Integrity, honesty and reciprocal relationships** with our colleagues, co operators and clients.

**Deep understanding** of our clients' needs and provision of the optimum solution that fulfills their requirements.

**Devoted to everlasting progress.**



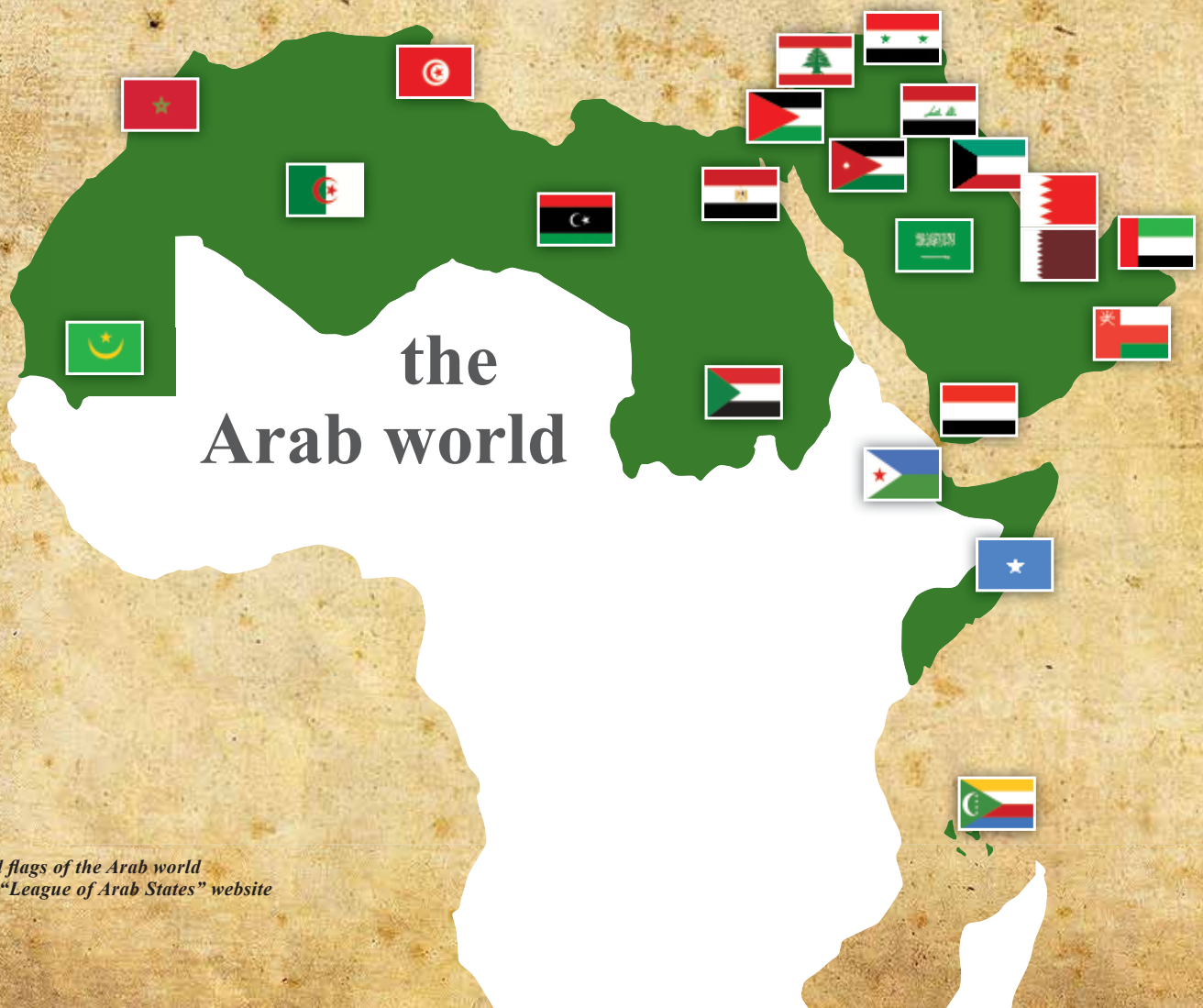
# Tell us your next Business destination!



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](mailto:chamber@arabgreekchamber.gr)







*Excellence in Partnership*

# MEMBER'S NEWS

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9. IKTINOS HELLAS S.A.
10. STONEGROUP INTERNATIONAL  
(MARMOR SG S.A.)

This issue of Members' Activities Newsletter is sponsored by:



## TRIPLE HONOURS FOR ETIHAD AIRWAYS' FIRST CLASS AT SKYTRAX WORLD AIRLINE AWARDS

Etihad Airways has received three highly coveted awards for the World's Best First Class Airline, World's Best First Class Onboard Catering, and World's Best First Class Airline Seat for its First Apartments and Suites, at the annual Skytrax World Airline Awards announced today at the Farnborough Airshow in the United Kingdom.

Calum Laming, Vice President of Guest Experience at Etihad Airways, said: "In 2014 we redefined the First Class travel experience with the introduction of a new onboard experience on all flights and the revolutionary cabins on our new fleet of Airbus A380 and Boeing 787 Dreamliner aircraft. This demonstrates our continuing commitment to First Class flying and to providing innovative and aspirational travel experiences."

The A380 First Class cabin boasts nine First Apartments, unique living spaces which at 39 square feet in area, are 74 per cent larger than the airline's current award-winning First Class suites, and feature a Poltrona Frau leather armchair and a separate ottoman which converts into a full-length 80.5 inch long bed. A dedicated shower room is available for exclusive use by First Class guests.



While the Boeing 787s are equipped with eight private First Suites in a unique curved aisle setting, an airline industry first, with 10 percent increase in personal space. The forward and aft facing suites feature a large Poltrona Frau leather armchair which converts into an 80.5 inch fully-flat bed. The suites feature 24 inch TV monitors, large dining tables for dual dining, personal wardrobes and privacy doors.

Etihad Airways' remaining three-class configured longhaul fleet of Boeing 777s and Airbus A330/A340 family aircraft is configured with a private First Class suite product, also featuring Poltrona Frau leather seating.

الإتihad  
**ETIHAD**  
**AIRWAYS**  
ABU DHABI

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## 3rd Gold for Mideast by the World Travel Awards

- Mideast “Greece’s Leading Destination Management Company” for 2016
- The company gets awarded for 3rd consecutive year by the World Travel Awards

**Athens, 5th of September 2016** : Mideast gets distinguished as “Greece’s Leading Destination Management Company” by the World Travel Awards for the 3rd consecutive year.

The World Travel Awards, recognized globally as the ultimate hallmark of quality, are being held annually gathering tourism professionals from all over the world who take part in designated categories according to their specialization. The public selects and votes for the top company in each category. The “**Greece’s Leading Destination Management Company**” award for 2016 goes to Mideast, for the 3rd consecutive year in a row. During the ceremony that took place in Italian Sardinia on September 4th, Mideast was awarded by the “**Oscars of the Travel industry**” for its outstanding services, in front of the greatest representatives from the international tourism industry, setting the benchmark to which all others aspire.

Mrs. Souha Katerina Mousbeh, Mideast Managing Director, stated in an interview following the award: “Getting awarded by the World Travel Awards is the dream of a lifetime, the greatest target for every company in the tourism industry. It is absolutely thrilling and it constitutes the best proof of the hard work needed to achieve optimum award-worthy results. Being awarded for the 3rd consecutive year in a row by the world-renown institution of the World Travel

Awards, is a celebration. It puts a smile on our faces, it is our inspiration for more future achievements, always connected to Mideast name and care. I would like to deeply thank each and every one of our clients, partners and friends for their loyalty, love and devotion, and Mideast Team members for their professionalism, care and incessant efforts. Without them nothing would be possible but with them everything seems possible!”



### CONTACT DETAILS

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## **New Coloured Exercise books with Designs on Plastic PP Cover!!!**

Who said school exercise books need to be boring? SKAG introduces their range of new improved printed PP cover exercise books which are not only friendly to the environment, with the use of PP, but make Back To School more fun for our younger friends!

They are very practical too! They have a new label - which cannot be torn - inserted from the side to prevent loss, 80 grams paper instead of 60 grams, 50 sheets 17x25cm. This is all apart from the durability of the cover which can survive a year of being thrown in school bags, spills from water and other liquids to say nothing of the fact that they can be wiped clean with a cloth.



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## **NEF-NEF HOMEWARE** **Celebrating 3 years Halandri, 1 year Nea Smyrni**

Drawing inspiration from a summer full of colors, vivid prints, cool fabrics and joie de vivre, NEF-NEF Homeware SPRING-SUMMER 2016 Collection brings the feel of summer coolness into the two mono brand NEF-NEF Homeware stores, at the very heart of Halandri and Nea Smyrni.

On the occasion of celebrating its 3rd birthday, NEF-NEF Homeware Halandri presents the complete SPRING-SUMMER 2016 Collection in an inspired and welcoming space. Designed to feel like home, the different collections are imaginatively and functionally presented "by room" - Bedroom, Living, Bathroom, Kitchen, Baby, Kids & Junior - inviting guests to get inspired by the new designs and fashion trends. The Summer 2016 Beach Collection has its own special place, featuring all-style beach towels -classics, pop,

peste-mal, boho chic roundies and adorable kids' styles.

In a similar cool summer atmosphere, celebrating a successful year since its launching last June, NEF-NEF Homeware Nea Smyrni welcomes summer in a homelike space, filled with music and the fine NEF-NEF signature aroma. Minimal in design, with visible industrial features, the new NEF-NEF Homeware mono brand develops in 3 levels, featuring the different collections designed to freshen up every home space. Earthy textures in oak and metal combine with different shades of grey, brown and black color, creating a natural, yet high-end urban style. Just wonder around the shop's spaces, get inspired and ask the experienced personnel for decoration tips and smart ways to renovate your summer home with style.

**NEF-NEF** HOMEWARE

### **CONTACT DETAILS**

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## SEPTONA

calm n' care new range of baby toiletries

A baby's skin reflects its health. Using its expertise in baby wipes, **SEPTONA** developed a **new range of baby toiletries** which is based on hypericum and flower extracts. All **SEPTONA calm n' care** products have exceptionally mild composition and are ideal for **gently cleansing, hydrating and protecting** the delicate infant skin, from **day 1** after birth!

The new range consist of:

- **Baby Shampoo & Bath** in two variants: **hypericum & aloe / hypericum & lavender**. Their mild composition **does not cause tears** and their **natural moisturizing factors** cleanse gently without drying your baby's hair and skin! Available in two sizes: 500ml and 200ml.

- **Moisturizing cream with hypericum & lavender**. Provides **12h hydration, nourishment & protection** and helps your baby sleep better. Moreover, it is quickly adsorbed and has non-oily texture.

- **Nappy rash protective cream** with hypericum & panthenol for **4X protection** against nappy rashes, irritations, moisture & bacteria.

All products are **hypoallergenic, dermatologically, ophthalmologically & pediatrically tested**, and **free of** parabens, allergen, alcohol, soap, silicone and synthetic dyes.

**SEPTONA calm n' care for happy babies!**



### CONTACT DETAILS

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## PRESENTING NEW PROJECTS IN THE ARAB WORLD

Defying the challenging political and economic environment, in the period 2014-2015, ALUMINCO made **investments of 4.7 million euros**, with the biggest part of them covered by equity, showing in practice that **the big companies are those that pave the way**, always ready to take risks, even in difficult times. For the biennium 2016-2017, an investment plan has already been prepared, amounting to 2,500,000 Euros, while the goal is within the next 5 years for ALUMINCO to become a Top Greek Company.

Today, ALUMINCO is present through its network in over **60 countries**, among them Lebanon, Syria, Tunisia, Jordan, Bahrain, Kuwait, Algeria, continuing its development efforts and aiming at the markets of the US, NW Europe, Australia and N. Zealand. Having set a 4-year plan of actions and investments, the company's target is to achieve a foreign sales / Greek sales ratio of the order of 70%-30%, with a parallel growth in domestic sales.

**We hereby present 2 of our projects.**

**1. Beirut Gardens** in Lebanon is an ideal residential complex in the heart of Lebanon's capital. A project which is still in an ongoing process. The architectural scheme of the complex incorporates the latest in modern design techniques and technology while simultaneously maintaining the charm and artistry of pre-war architecture. The flexibility of the building plans will include updated interiors and a modern exterior that respects the identity of Martyrs Square as a main national symbol. The overall scheme of Beirut Gardens includes four basement levels, a ground floor with a public access patio, and eleven upper floors that will constitute the super structure. Active luxury retail or tourist-related outlets will be available on the ground floor and first levels. The remaining upper floors will consist of, deluxe residential apartments, ranging from 200m to 600m in size. The project is assigned to ERGA GROUP, SEG CONSTRUCTOR & ALEXCO Aluminum Experts Company.

**2. Private residence.** Lebanon. Traditional Classic Railings, Garden fences, Inside and Outdoor doors, all Aluminco installations have been designed in harmony with the external environment and the exceptional architectural aesthetic.

### CONTACT DETAILS

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## GRAFIMA S.A.

Holding 18 years of experience in **graphic design and printing production** (digital & offset), **Grafima SA** undertakes small and large format, offset and digital printing. We're able to print in every quality of paper that will give the suitable figure to your printing. We use the latest tools in advertising both at above the line (**newspapers, magazines and internet**) and at below the line activities (**promotion, newsletters, catalogs, flyers, corporate identity, multipage forms, books, magazines, packaging e.t.c**).

As an Arab-Hellenic Chamber's member over the last 4 years, **we give the opportunity to all Arab-Hellenic Chamber's members** to print marketing products in quality work and attractive prices:

**Custom envelopes:** 130€/ pack of 500 pieces

**4 page A5 booklet:** 220 €/ pack of 5.000 pieces

**Company folder:** 130 €/pack of 100

**50 sheet Notepads:** 340 €/pack of 200

We provide to our partners targeted solutions to specific promotional and advertising needs. Therefore, you may contact us for additional offers.



### CONTACT DETAILS

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## HSMARBLES PARTICIPATION IN MARMOMACC 2016 EXHIBITION

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

Specifically, HSMARBLES is the **only quarry** producing the famous KOZANI marble, located in Servia (Kozani region), Greece.

KOZANI is a Calcitic, Crystalline, Fine-grained exquisite marble

known for its ultimate Physicomechanical & Chemical properties, available in WHITE, SEMI-WHITE and GREY color grades.

After our successful participation in the Middle East Stone 2016 exhibition, held in Dubai,

our company will also participate in the **MARMOMACC 2016** exhibition, which will be held in Verona, Italy between **September 28th – October 1st**.

We would be glad to welcome you to our Stand (Area C, No 18) !



### CONTACT DETAILS

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Our company **IKTINOS HELLAS S.A.** is promoting its new privately owned quarry. The **MARVEL WHITE** is a white Greek marble that seems to have great response in the countries of Middle East.

We provide the **MARVEL WHITE** in blocks, slabs and standard (30x30, 30x60, 40x40, 60x60 etc.) and cut to size dimensions.

**IKTINOS HELLAS** added its new quarry of **MARVEL WHITE** to its already famous quarries of:

**Golden Spider (exclusivity), Nestos (exclusivity), Thassos, Volakas**

Our clients will have the opportunity to see our new material in the following exhibition:

## MARMOMACC

STONE • DESIGN • TECHNOLOGY INTERNATIONAL TRADE FAIR

28<sup>th</sup> SEPTEMBER / 1<sup>st</sup> OCTOBER 2016 VERONA, ITALY

**28 September-1 October 2016**

**Hall 9, Stand No: C1**

**Verona, Italy**



### CONTACT DETAILS

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## Stone Group International at Marmomacc 2016, Italy

On the occasion of Marmomacc 2016, the International Trade Fair for Stone Design and Technology, which is being held from September 28th to October 1st 2016 in Verona-Italy, we would be delighted to meet you at our Booth E7- F7 Hall 11.

This year we are presenting white marble from Greece: Pirgon Nivatus, Pirgon Alas, Pirgon Mist, Pirgon Nimbus, Pirgon Terminus, Pirgon Ebru Arabesque (exclusively from our quarry the largest of white marble in Europe).

Also the materials Venus (Dark & Light), Thassos Snow White, Vermion White, Volakas Haemus.

Within the frame of "Marmomacc and the City" the company is presenting the concept "Gothic Heart" made by Veria Green marble and designed by Dolphins// Communication Design.

We personally invite you to visit our Booth E7-F7 at Hall 11 and experience the whitest of white materials of the market today.



### CONTACT DETAILS

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## الغرفة العربية اليونانية للتجارة والتنمية

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

*Excellence in Partnership*

180-182, Kifisias Avenue, 154 51 N. Psychico, Athens-Greece

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