



*Excellence in Partnership*

MEMBERS' ACTIVITIES  
**NEWSLETTER**

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غرفة تجارة الأردن  
 Jordan Chamber of Commerce



The “5<sup>th</sup> Arab-Hellenic Economic Forum” is convened at Divani Caravel Hotel of Athens, 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.

**Program:**

**Tuesday, 29 November, 2016**

- 08:30 - 09:30 Registration of participants
- 09:30 – 10:00 Opening speeches
- 10:00 – 12:30 1<sup>st</sup> Session: **Maritime and Port Industries and Services: Greece, Egypt, Saudi Arabia and Lebanon. Opportunities & Potential for Growth and Cooperation**
- 12:30 – 13:00 Coffee Break and Networking
- 13:00 – 14:15 2<sup>nd</sup> Session: **Construction, Building Materials and Energy**
- 14:15 – 15:00 Light Lunch and Networking
- 15:00 – 16:00 3<sup>rd</sup> Session: **Investment Opportunities in Real Estate and Tourism in Greece and the Arab World**
- 16:00 – 17:00 4<sup>th</sup> Session: **Food-Processing Industry: The Greek Experience and Potential for Collaboration with Arab Companies**
- 17:00 – 17:30 End of Forum’s sessions

**Official Dinner**

- 20:30 Arrival and registration of guests
- 21:00 Dinner

**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.

# UNLEASHING THE ARAB-HELLENIC POTENTIAL

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# FOREWORD



**Harris Geronikolas**  
*President*



**Rashad Mabger**  
*Secretary General*

Dear Reader,

We, at the Arab Hellenic Chamber as a general rule avoid assumptions or judgment with regards to our activities, events and achievements. As per the famous phrase “management by results”, we can only draw some evaluations and assessments.

For the record of 2016, our Chamber has been privileged to be selected as the first ever Arab Joint Chamber to organize the 1<sup>st</sup> “Annual Iraqi- European Business & Investment Forum” that was held in Athens, 21-22 April 2016. This Forum represented a major encounter in terms of scope, scale and high-level delegates between Iraqi businessmen and their Greek counterparts.

The Chamber’s latest initiative on “**Transfer of Technology and Know-How to the Arab World**” adds to the record of our selected activities with the objective of assisting our Greek business members and non-members to further expand and enhance their partnership and create new ones with their Arab counterparts. The publication of this initiative in the form of a Directory, which was distributed across the Arab world will, according to our opinion, have a positive outcome in the days and months ahead of us.

We are wrapping up this year’s events with the convening of the “**5<sup>th</sup> Arab Hellenic Economic Forum**”. It is certainly too early to draw conclusions on this event. However, we believe that we are building up on our efforts and we look forward that this platform will provide yet another opportunity for positive and fruitful outcome for the participants.

In this issue, we are presenting Sudan as an investment destination. Sudan’s investment abundance, geopolitical location, size and stability are major factors for any Greek businessman to seriously consider doing business and investing in Sudan.

We are pleased to welcome, in this issue, the new Arab ambassadors from Egypt, Tunisia and Morocco to Athens and we would like to reaffirm their Excellencies of our level-best of continued cooperation, and we wish them a fruitful and pleasant stay.

The most important featurettes of this issue are the two special interviews with Mr. Suheil Sabbagh, who narrates the life and legacy of his Late father, Hassib, from refugee to a citizen of the world. In the other interview, we host Mr. Baha Bassatne and the journey of his company from its beginnings to the top of its field, always in accordance with family values and a coherent strategy.

The Arab-Hellenic Chamber is looking forward to 2017 with a positive undertone and plans for a fruitful year with plenty of activities and a new set of resolutions. Until then, we wish you will enjoy the 5<sup>th</sup> Forum and all the best for the year to come.

## A LAND OF OPPORTUNITIES



*Dear Friends,*

It is a pleasure to address you on the occasion of convening the 5th Arab-Hellenic Economic Forum. It is a platform representing a good opportunity for Arab businessmen and their Greek counterparts to come together under one roof for networking and exploration of new business opportunities.

I would like to seize this opportunity to present to you my beautiful country, Sudan. We, in many ways, have been blessed with a country rich with human and natural resources and an important geopolitical location.

We have in place all the necessary mechanisms to attract the flow of investment in our country. The law in this regard is quite flexible with a lot of guarantees and the advantages in attracting the flow of investment are all in place. The semi-skilled workers, qualified engineers and managers with relatively low wages are only some of the factors but most important the stability of our country and above all the natural resources: oil and gas, gold and other minerals stand on the top of sectors that have been so far attracting investors worldwide. The recent discoveries of gold in commercial quantities have given our country another great advantage for attracting investment.

Agriculture in Sudan, as you are all aware, is another major strength of our economy. The diversity of the climate has impacted this sector's production and that includes fruits, oils, seeds, food grains, gum Arabic and other crops. Sudan also has huge livestock spread on a large area of our natural pasture and we have been a major exporter to our neighbouring countries. The fertile land, the location and the type of food production qualify Sudan as one of the international food bases.

Our Government has been working relentlessly to take advantage of our human resources, venturing into new business industrial-based sectors. GIAD Industrial Group, the Government's industrial arm, represents a success story in our endeavour to create the required diversity for our economy.

I call upon the Greek business community to consider seriously the abundance of our investment opportunities and what we can offer. I would like to conclude with the fact that the Greek community in Sudan has always been part of our society and culture and, throughout history, they have been always warmly welcomed to the Sudan.

I would like here to thank the Arab-Hellenic Chamber and praise its role in enhancing the Arab-Greek business relations in every aspect. I wish the participants of this 5th Forum fruitful networking and a positive outcome.

**Dr. Hamdi Hassabelrusol Osman Mohamed Taha**  
**Ambassador**  
**Embassy of the Republic of the Sudan**



## General Information

Sudan lies in the north-eastern part of the African continent and is neighbored by 7 African countries all sharing borders with Sudan and they are Egypt, Libya, Chad, The Central African Republic, South Sudan, Ethiopia and Eritrea. Sudan is also neighbored by the Kingdom of Saudi Arabia which lies across the Red Sea; Sudan's only sea outlet, and on it are all of the seaports which are also considered outlets for a number of neighboring countries.

Sudan is very rich in natural resources, a fact that has inevitably made the country base its economics on agricultural and animal production. Consequently, agriculture is considered the backbone of the economy in the country. The society is conditioned by anthropological and climatic factors, as well as the nature of the land, but agriculture is the foundation of the social structure. Although there is great potential in the field of agriculture, development and reaping maximum benefit from this sector needs more effort to move the wheel of production forward towards improvement and progress.

Statistics and economic analyses show that the agricultural sector is pioneering in the country's economy. It contributes about 45.5% of the total national growth and 80% of the population depends on it. Of Sudan's

exports, 90% are agricultural products such as cotton, Gum Arabic, cattle, meat, oil seeds, sorghum, vegetables and fruits.

The agricultural sector has many opportunities and enormous resources that make good bases for development and investment. Sudan is named as one of three countries, with Australia and Canada, to solve the problem of food insufficiency in the world. Sudan is the only Arab country where agricultural balance is positive, and actively contributing to food security in the Arab world.

The most important strategic orientations for the agricultural sector:

- Ideal investments in available resources
- Maintaining environmental balance by reserving special areas for pasture, and others for forests and farming (plant & animal)
- Securing water supply
- Increasing production through the introduction of advanced technology
- Complimenting agricultural production factors
- Achieving high production to assure real independence of the country by realizing food security
- Increase, variate and improving quality of export produce







## WHY INVEST IN SUDAN

Of the major factors which represent an attraction to investors are:

**1- Sudan's strategic location:** which represents an entrance to Africa from the east and the fact that it is neighbored by African countries a few to which Sudan represents to the only sea outlet. The location on the Red Sea makes Sudan the centre of international markets; Middle East, Far East, Asia, Europe, and the USA as well as the recipient of ships crossing the into the Red Sea through the Suez Canal. Sudan is tied to some of the neighboring countries by airlines, roads, sea, and river transport.

**2- Sudan's rich resources:** these include agricultural land and fresh water resources, such as rivers, rain, and underground water. These are in addition to forests, meadows, animal resources and mineral resources which include petroleum, gold and other precious metals. Sudan is characterized by the availability of human resources represented in vocational labor, highly skilled graduates and very cheap rates for the available labor.

### 3- Infrastructure and Service Facilities:

- To enhance the investment environment and keep up with the expected growth which is due after the discovery of petroleum and gold in commercial quantities in Sudan, the establishment of roads, railways, seaports, airports (national and international), telecommunications, electricity generation stations, water purification facilities, sanitation networks and others are very important.
- A shift towards the enhancing the state of industrial areas, and building new industrial cities supplied with all the services necessary for investment are essential.
- The availability of free zones in Suakin and El-Jaili cities grant encouraging exemptions to investors.
- The availability of a banking sector, insurance sector, auditing, financial, technical and legal consultancy services.
- The availability of educational and health facilities of high standard which contribute to providing necessary services to citizens and expatriates.
- The availability of a modern construction sector which







contributed to the abundance of houses, and offices rising to fulfill investors' requirements.

**4-** Political stability: which is represented in the federal governing system which divided the country into 3 levels; the Federal, State and local levels and which guarantees participation by all citizens.

**5-** Economic policies which include:

- Liberalizing the economy
- Restructuring the economy (privatization of public corporations ending the State's monopoly of certain production and service fields).
- Modernization of laws and regulations of investment encouragement
- Implementing a flexible investment law which provides all sorts of exemptions and concessions which include the following:
  - complete exemption from customs fees for capital projects
  - freedom of capital transfer
  - simplify procedures through a single outlet "One Stop Shop"
  - grant exemptions from profit taxes of 5 to 10 years for investment projects

- grant customs exemptions for strategic projects and non-strategic capital goods
- strategic projects are given the necessary land free-of-charge
- non-strategic projects are given land at an encouragement price
- the investor has the right to operate without a Sudanese partner
- The investment law has provided the following fundamental guarantees:
  - no confiscation of property will occur except through the legal system and after payment of a reasonable compensation
  - the investor has the right to re-transfer the capital in case the project isn't executed or is liquidated
  - transfer of profits and costs of finance will be executed in the currency of import and on the date due (after payment of the legal duties)
  - the project is automatically included in the registry of importers and exporters.

## Ministry of Investment

Solidifying the states concern for investment, the investment authority has been promoted to become a ministry by means of the Presidential Decision No. 24 for 2002

The ministry of investment is accountable for formulating strategies, policies, goals and programs aimed at developing local and foreign investments in Sudan.

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To go through the list of Investment Projects in Sudan, please visit:  
<http://www.sudaninvest.org/English/Projects.htm>

For more information on the procedure of investing in the country, please visit: <http://www.sudaninvest.org/English/Invest-Services.htm>

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HASSIB  
SABBAGH  
FOUNDATION

## THE LEGACY OF HASSIB SABBAGH

### An Interview with Mr. Suheil Hassib Sabbagh

*It's not an easy task to touch on the life of Hassib Sabbagh. On his journey from being a Palestinian refugee to becoming a citizen of the world, he built a huge legacy, overcoming unmatched setbacks and diversities. In this interview, Suheil Hassib Sabbagh presents the life journey of his father: the Man and the Icon.*



*From left: Suheil Sabbagh, Late Hassib Sabbagh, Fouad Siniora, former Prime Minister of Lebanon and Late Said Khoury*

*Late Hassib Sabbagh with  
Former President of the  
United States, Jimmy Carter*



**Q** Mr. Suheil Hassib Sabbagh, we have to admit that, requesting you, in this interview, to speak of the life and legacy of your father Hassib Sabbah, is not an easy task. We, ourselves are at a loss as to where to begin, as the journey of your father, his philosophy, role and accomplishments, have in many ways been bigger than a life itself. How about starting briefly with your father's childhood, his upbringing and then slowly progressing to his graduation from the American University of Beirut in 1938, with a Degree in Civil Engineering.

**A** My father was born in the town of Tiberius, in Galilea in the North of Palestine. His mother was staying with her brothers, the Khoury family, as the weather was warmer there than the mountainous town of Safad where he later spent his formative years. His family has roots in the landing society of Palestine His great grandfather was Ibrahim Al-Sabbagh who was the physician and later the treasurer of renowned Sheikh Dhafer Al-Omar al- Zydani,

# SPECIAL INSERTION

who revolted against the Ottomans and demanded independence of Palestine and then ruled with his sons over the northern part of the country from Acre. After he completed his elementary and secondary in Safad, my father joined the elite Arab College in Jerusalem from which a considerable number of the Palestinian intellectual as well as business leaders graduated. In 1938 he joined the AUB in Beirut and obtained a BSC in civil Engineering in 1941.

*“Vision and determination reside in abundance in Hassib Sabbagh but independence is his most outstanding character trait. He is his own man, his own life force, really. He lives by his own life and by his own laws”*

*- Peter F. Krogh, Dean Emeritus of the School of Foreign Service -*

**Q** The second phase of his productive life, was visibly marked by the family values that were imprinted onto him by his parents, and positively influenced his personal and business development. We would like you, at this point, to tell us about his first business steps, the formation and beginnings of CCC in Haifa, Beirut and Aden and elaborate on the effect of the Palestinian Nakba on the rest of his life.

**A** In the period 1944-1948, during the tough times of WWII and until the Palestinian Nakba Mr. Sabbagh worked first as a free-lance engineer in Safad. In 1943 and as the opportunity arose, his entrepreneurial determination, calculated risk taking and focused resolve drove him to establish Consolidated Contractors Company (CCC) in Haifa, Palestine and joint ventured with another Palestinian company The Arab Building Co. Said Khoury was then studying engineering at the AUB, preparing himself to join his cousin Hassib, as a valuable partner and his future loyal brother in law. Hassib Sabbagh led the CCC journey from a humble

*Late Hassib Sabbagh with Pope John Paul II*





# SPECIAL INSERTION

## An Interview with Mr. Suheil Hassib Sabbagh



HASSIB  
SABBAGH  
FOUNDATION

labour supply company after and despite the Nakba, towards one of the top twenty-five international construction companies in the world.

*“Hassib Sabbagh left his indelible mark on everything he has touched in his life. He has done that against immense odds”*

*- James Baker, 61<sup>st</sup> American Secretary of State -*

**Q** Your father and Late Said Khoury enjoyed a special bond and partnership in both business and family life. The philosophy of the two Founding Fathers of CCC has enabled them to mold the history of CCC and lead it to the heights of the elite construction companies worldwide. Could you please share with us their business philosophy and some of common beliefs?

**A** The positive factors that made their leadership unique in an industry that is cyclical in nature and embodies intense risk was directly and indirectly influenced, in my judgement, by the family values, the ethical and educational environment in Palestine as well as Lebanon as well as the caliber of people he associated himself with. Moreover, my father was a staunch reader of the most important books and publications since his childhood. He was meticulous in recruiting the right people to the right job, generous in remuneration,

*The Founding Fathers of CCC, Late Hassib Sabbagh and Late Said Khoury in Aden, Yemen, 1952, and 50 years later in Athens, Greece in 2002*



diligent in supervision and firm regarding accountability. His respect to loyalty and efficiency as well as pursuing delegation of authority and responsibility were unmatched. He was a no-nonsense person. Simultaneously, his compassion as a business leader as well as philanthropist were unequalled.

**Q** The Palestinian tragedy and Nakba, gravely marked your father for life and worked as the catalyst for lifelong support of the cause of his people, the Palestinians. Would you shed some light on some stations of your father in this regard?



*Late Hassib Sabbagh with Former President of the United States, Bill Clinton*

**A** Palestine and Arab unity to him were inseparable. Without Palestine, the future of the region he always preached will be foggy. He was always motivated by this issue. My father was an optimist whose will power in attaining a peaceful resolution to the Palestinian Nakba was unlimited. His love for CCC competed with no other entity except that of Palestine. He roamed all over the world and met almost all political and business leaders for the soul purpose of finding a solution.

**Q** Your mother, late Diana Tamari, who passed away in 1978, played a crucial role in this journey. During their life together, they shared love and respect. Your father later devoted much of his efforts, activities and wealth to many charities and just causes worldwide, one of them being Diana Tamari Sabbagh Foundation. At the same time, in recognition of your father's role in the Middle East Peace Process and in facilitating the cultural and religious dialogues in the area, the Council on Foreign Relations of the United States of America, an important global think-tank, established in 1994, the Hassib J. Sabbagh Chair in Middle East Studies. In addition, your father has been the recipient of many state recognitions and medals, awarded to him because of his achievements in general and humanitarian activities in particular. How do you envision yourself walking in his footsteps in order to keep his legacy alive?

# SPECIAL INSERTION

## An Interview with Mr. Suheil Hassib Sabbagh



HASSIB  
SABBAGH  
FOUNDATION

**A** My father left us with his legacy and we, in our turn, have accepted such a responsibility. Giving is more satisfying to him and us than taking. He established the Christian Muslim understanding center in Georgetown University in DC. Other health centers, colleges and universities were also recipients of his generosity due to his conviction that health and education are vital to universal progress.

**Q** The successful beginnings of CCC in Aden, Yemen, and its expansion in the North to Saudi Arabia and the Gulf states, then to other Arab countries and eventually to the rest of the world, were all enabled due to establishment of solid partnerships with the hosting countries, which were unique in its nature and rarely achieved by any other company. In Greece, as Arab-Hellenic Chamber, we are all aware of CCC's relentless efforts to strengthen the Arab-Greek relations for the mutual benefit of both sides. Can you please tell us how do you see the future of Arab-Greek relations and whether you have certain policies and strategies in place to follow?

**A** We have been in Greece for a long time. I remember the relationship was strong at the popular level. My father always believed that the gap in the economic relationship needs to be closed by intensifying the economic activities between the Arab world and Greece. He was one of the strongest supporters for the Chamber as one of the channels to enhance the economic relations. Choosing Greece over any other place as the world coordinating

center is sufficient evidence of his support. Culturally and commercially he believed Greece is a gate for the East and West to meet.

**Q** The Arab World is going through unprecedented turmoil and is torn by various wars, that have taken an enormous toll on human lives, and have affected, not only the countries' infrastructure, but caused the destruction of their cultural heritage. The region is experiencing economic challenges and the oil prices are extremely low. Given these circumstances, how do you foresee the future?

*Late Hassib Sabbagh with his two sons, Samir and Suheil*





**A** Not only is the Arab world going through such difficulties. Greece too. Consequently, all of us must find ways and means to overcome the negative cycle of recessions and the like. The future, let me emphasize, is made today. If we do not act now, then the future is an unknown variable and will always elude us.

**Q** On a more pleasant note, Mr. Suheil, we would like you to share with us some of your pleasant memories and family moments with your father. Can you also tell us in what way has your father influenced you and your path in life?

**A** My father was my ideal. Lessons we learnt from him include Love of family and compassion towards others, calculate your risks and decide firmly to achieve the related objectives. Do not be afraid of failure, but beware of despair. Experience is not how many times one succeeded, but how many times a person turned an event of familiar into a successful outcome.

*“Hassib is one of my earliest and strongest allies in pursuing peace in the Middle East”*

*Jimmy Carter, 39<sup>th</sup> President of the United States of America*



*Late Hassib Sabbagh and the love of his life, Late Diana Tamari, in memory of whom he established the Diana Tamari Sabbagh Foundation*



Mr. Baha Bassatne

## **BB ENERGY: The Success Story**

### **An Interview with Mr. Baha Bassatne**

*Any family business that withstands the turbulence of times and evolves to become a world leader in its field is by all the criteria a story of success. Baha Bassatne and BB Energy are not only a synonym for excellence, but also a prototype of a company that maintains a vision and promotes superb business and family values. In the interview that follows, the Founding Father of BB Energy initiates us in the journey behind the establishment of his corporation and provides his insightful thinking as to how to succeed against the odds and maintain a high status.*

**Q** Mr. Baha, it is our pleasure to introduce you and your esteemed company to the audience of the Arab-Hellenic Chamber in Greece, as well as to our audience across the Arab world. Could you, please describe to us your business journey and shed some light on to the background of the very beginnings of the creation of the company, known to us as the BB Energy.

**A** In 1937 my father established a commodities trading business, such as grain, sugar and wheat. After attending St Joseph University where I studied law for two years I realized my passion lay elsewhere and joined the company in 1963 where we took the leap into petroleum products by trading, storing and distributing bitumen locally.

In 1965 I began to distribute petroleum products to the local domestic market in Lebanon and by 1968 had concluded by first international product deal by selling Jet fuel cargoes to TOTAL locally.

Babanaft International Corporation was incorporated in 1969 alongside my brothers and business partner of the time.

In 1972 my family acquired Hypco Distribution Company from Gulf Oil, which today has a number of stations across Lebanon with the brand now expanding into Turkey after our 51% acquisition of Citypet last month. Today we are known globally as BB Energy.

It has been, I must say, an exciting ride as we, as a company, during our long journey have experienced good times and bad times and today due to the confidence of our bankers, our commercial partners and our strong will and hard work I am extremely proud to see where we are placed today globally. Today we are among the top five oil trading companies in the world and what differentiates us is that we are still very much a family company. Our goal is to continue to grow and as of 2016 we have offices in Lebanon, the U.K, the USA, Turkey, Russia, Singapore, Malaysia, UAE, Zimbabwe, Afghanistan and of course here in Greece.

## *of a Family Business*



**Q** Having originally started trading with asphalt and grain, you then shifted in 1963, to a trade in oil and related sub-products. We would like to know the reason behind this change of strategy.

**A** As I said while at St Joseph University studying law, I realized my interests lay in the Oil and Energy sector and convinced my father to allow me to join him. I suppose you could say it was in my blood. Perhaps it's the Phoenician blood coursing through me and trading was a part of my genetic makeup.

It's a passion of mine, the energy sector, I am always excited to expand my knowledge and push my limits and discover what's out there. I began with bitumen and today we deal in all oil and crude products, furthermore we are also now working in the LNG sector and renewable energy.

**Q** We would like to know the secret of maintaining the continuity of your family-based business for over three generations, considering the difficulties involved and consequent and frequent examples of disintegration of many such family enterprises during the second or third generations.



*BB Energy Houses in London and Beirut*





# SPECIAL INSERTION

## An Interview with Mr. Baha Bassatne



BB Energy Board members

**A** I am by nature very family oriented and we are a very big family. I think we have been successful in grooming the next generations to come in not just their areas of expertise but also in the family ethos; that is ‘our word is our bond’, honesty, hard work and a very open channel of communications throughout the family.

I have personally witnessed many family companies crumble as new generations come in and feel entitled to their place in the ‘family business’. To that end we have collectively agreed that the ‘being a Bassatne’ and working in the company are by no means a ‘birth right’, on the contrary any member of the fourth generation who wish to join the company including my grandchildren have to go through higher education, receive their MBAS’ and have a few years of work experience outside the company so they add value when and if they pass a rigorous interview process.

**Q** Having reached, through this long journey, a high-level status as a prominent Arab businessman, chairing the BB Energy, we would like you to share with us your business philosophy and to explain the ways you dealt with adversities that you have encountered on your way.

**A** In the Energy sector we are faced daily with many adversities that mainly are out of our hands. Political situations play a major role in our sector. One day you are doing business with a country

and overnight that country maybe facing political unrest, a natural disaster, an economic downturn and the list goes on.

Weather naturally also plays a major role in our sector and while we can 'predict' weather forecasts even with all the satellite coverage available today we find that we still need to be prepared for the unexpected. Then you have OPEC and its member countries, the production limits set, the global economy, the stock markets around the world from New York to London.

In our industry, we also look at financial investors, brokers activities and how they may manipulate the markets and as you can see many of the above while not directly linked to 'oil' plays a major role in our success. You have to be very well informed, very proactive and I would say intuitive.

**Q** BB Energy has passed through several stages and has now established itself as a leading trader in oil and gas. How do you foresee the oil market and the future challenges, given the fact that the shipping industry and the oil prices are undergoing critical times? How far is BB Energy prepared to handle these challenges?

**A** As I said our industry is not for the faint hearted. You have to be informed, forward thinking and

*Mr. Baha Bassatne during a meeting with the Board of Directors of BB Energy*





# SPECIAL INSERTION

## An Interview with Mr. Baha Bassatne



very much on the ball. That is to say our business is extremely competitive and we are dealing with increasingly stiff competition as the players in this industry aim to not only survive but to thrive.

**Q** BB Energy is active in several countries, Greece being one of them. As an offshore company, how would you evaluate your experience and presence in the country so far? We would also like to have your comment on today's conditions and the future prospects.

**A** As an offshore company for many years, BB Energy Management SA has felt comfortable working in Greece. We have increased our number of employees and the office is made up mainly of people of Greek nationality. In fact, today it is our biggest office in terms of numbers. We have abided by the requirements of the laws in all aspects and have been very happy, though part of the benefits we had as an offshore here are sadly diminishing. Today, though offshore companies are not affected by the crisis as actual Greek companies, we can feel the pressure in many ways, either through the families of our employees, the local banks, the ownership of the Greek companies we deal with and so on.

*From the offices of BB Energy  
in Athens with Beirut skyline*





Offshores' are mainly affected by the international economics environment and hence how it effects the local market here.

I sincerely hope the Greek government will maintain the status of the offshore companies unchanged, and stop diminishing the benefits for us as it is beneficial for both the employees and any offshore company here.

The last thing the Greek people need is companies such as ours having to move due to increased taxation which in turn would lead to even higher unemployment.

**Q** The Arab World is going through a turmoil and unprecedented period of wars. The destruction has extended not only to infrastructure but also to our cultural heritage and took a huge toll on human lives. What are your views on this and how do you see the future for the coming generations?

**A** The Arab world right now is in disarray. This is due to the Arab Spring, the rise of terrorist organizations and the overall political infighting between the Middle East. Today we see Islam used as a banner for terror which is clearly extremely disturbing and clearly very misguided.

I refer not just to organizations such as Daesh but also the religious factions fighting amongst each other. This is a very sad and tense time for us. We only have to look at the images coming out of Syria which are absolutely heartbreaking.

**Q** Last word from your accumulated knowledge, experience and business philosophy: what would be your advice to the young Arab entrepreneurs?

**A** To be proud of their Arab origins, to be united and not allow minor differences to come between them. To be one. To be open-minded. To be ambitious. To fight for justice peacefully. To fight for equality peacefully. To aim for a better future, a democratic future and a stable future. Above all to be educated. I am a great believer in education for all.

In fact, a few months ago the AUB opened a department for oil and chemical engineering in my name to give future generations the opportunity to pursue their education in our homeland and for them to be able to pursue careers in the Arab world without us having to bring international people in and in order to keep the jobs 'in-house', as it were.

*Mr. Baha Bassatne with his younger son, Karim, Head of Corporate Communications, and his elder, Mohamed, CEO of BB Energy*





## *Welcome, Mr. Ambassador!*



The Arab-Hellenic Chamber warmly welcomes the new Ambassador of Egypt, H.E. Mr. Farid Monib, and seizes this opportunity to extend to His Excellency our utmost cooperation.

His Excellency has a long-standing career in foreign affairs and diplomatic posts that stretches for over 35 years at the Ministry of Foreign Affairs of Egypt.

Mr. Monib graduated from Cairo University in 1980 with a major in Political Science. Then, he worked his way up at the Ministry of Foreign Affairs as a member of the Minister's cabinet in 1983 and member of the Egyptian Permanent Mission at the UN Headquarters in Geneva. He worked at the cabinet of the Minister of State for Foreign Affairs Dr. Boutros Boutros Ghali, former Secretary General of the UN from 1987 to 1992. At the Ministry, he excelled and occupied the post of the Deputy Director for Economic Affairs and then Head of Travel Guidance Unit, reaching the level of Assistant Foreign Minister for Financial and Administrative Affairs till 2011.

With regard to his foreign posting, His Excellency worked at the Embassy of Egypt in Berlin and then as a Consul at the Egyptian Consulate in Hamburg. He joined his country's Embassy in Stockholm from 1998 until 2002 and in 2004, he was appointed as an Ambassador of Egypt in Zimbabwe and remained in this post till 2007. He was, then, appointed, as an Ambassador, in Italy (2011-2013) and now in Athens as of 2016. Prior to this, His Excellency worked as Assistant Foreign Minister for American Affairs and Organization of American States from 2013 until October 2016.

His Excellency has been decorated by the Italian

government (GRANDE UFFICIALE).

He is married and fluent in Arabic and English.

Egypt and Greece, throughout history, have been bounded by exemplary relations on the level of state relations and among the peoples of the two countries. It is probably one of the longest-lasting bilateral relations between two countries with a lot of common ground: history, culture and interaction on every level. Egypt stands as the number one partner of Greece in trade in the Arab world and the prospects for further enhancing the business and economic relations between the two countries are unlimited in every aspect.

We wish His Excellency a productive and pleasant stay in Greece, representing his beautiful country, Egypt.



The Arab-Hellenic Chamber welcomes His Excellency Dr. Lassaad M'hirisi, the new Ambassador of Tunisia to Greece and we would like to wish him the best of success in his assignment.

Dr. M'hirisi presented his credential to His Excellency the President of the Hellenic Republic on October 24.

Dr. M'hirisi has impressive educational qualifications. His Excellency holds a Bachelor's Degree in Letters from Bardo College, Tunisia, a Diploma in Hispanic Medieval Study from the University Autonoma, Spain, and a Master's degree in Spanish at the University of Manouba, Tunisia, in 1985, followed by post-graduate diploma at the university of Sorbonne and a PhD in Letters from the same university in 1986.

His Excellency has been serving the Ministry of Foreign Affairs of Tunisia for over 25 years starting in 1990 as Head of Division at the General Directorate for Europe and then as Deputy Director. During this period, he was a Consul at his country's Embassy in Madrid, Spain, in Dakar, Senegal and as a Minister-Counselor in Beirut, Lebanon. Dr. M'hirisi was the Director for Relations with non-EU countries at the Ministry of Foreign Affairs till 2016, when he was assigned as Ambassador of his country to the Hellenic republic.

Dr. M'hirisi is a published author of a book on the "Relations between Spain and Tunisia from Cartagena till our days", Edition Dar Sader, Beirut, 2013.

His Excellency is fluent in French and Spanish, besides his native language, Arabic. He is married, and has two daughters.

Tunisia and Greece have been enjoying long-lasting friendly relations, a steady rise in the trade balance and there is

## The Ambassador of Tunisia in Greece presents his credentials



great potential to enhance these relations in many business sectors, to mention but a few Information Technology, Energy, Shipping and Port Industries and Tourism. We, at the Arab-Hellenic Chamber, have been working closely with the Tunisian Embassy and the Greek business community to get the two sides together for promoting their businesses and cooperation.

We seize this opportunity, once again, to welcome His Excellency, and assure him of our level-best intentions to work closely with him and the staff of his Embassy to develop Tunisia's relations with Greece.





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)



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





## *Ambassador of His Majesty the King of Morocco*

**H.E.**, Mr. Samir Addahre, is the newly-appointed Ambassador of His Majesty the Kingdom of Morocco to the Hellenic Republic and the Republic of Cyprus. On 17th November, the Ambassador presented the copies of his Letters of Credence to H.E. the Chief of Protocol of the Ministry of Foreign Affairs.

Mr. Addahre has been for many years serving the Ministry of Foreign Affairs in Morocco in various departments. He started his career at the late 80's at the Department of International Organizations and then moved to the Department of European Affairs. In 1991, he was assigned to Brussels in charge of the economic relations between Morocco and the European Union.

He was assigned at the office of the Minister of Foreign Affairs and Cooperation as a Technical Counsellor and then as an Advisor at the office of the Minister of Foreign Affairs and Cooperation till 2003.

Mr. Addahre was appointed as the General Consul of the Kingdom of Morocco in Bordeaux, France, till 2008 and then was as his country's Ambassador to the Kingdom of Belgium and the Grand Duchy of Luxemburg.

His Excellency has participated and taken an active role at numerous ministerial missions abroad. Mr. Addahre holds a diploma of Higher Specialized Studies from the University of Montpellier, France, a diploma from the National School of Administration (Diplomatic Section), a Diploma of General University Studies (University of Bordeaux) and a Baccalaureate of Economic Sciences



from the Academy of Bordeaux, France. He is fluent in French, English and Spanish, besides his native language, Arabic.

His Excellency has been decorated with the Grand-Cross of the order of the Crown (Kingdom of Belgium), the Gold Medal of Merit and Dedication of the Republic of France and he is a Citizen of Honor of the cities of Brussels and Bordeaux.

The Arab-Hellenic Chamber is pleased to welcome His Excellency Ambassador Addahre and assure him of our level-best cooperation to further enhance the existing friendly relations between the Hellenic Republic and the Kingdom of Morocco in all business aspects.

Welcome Mr. Ambassador!



*Excellence in Partnership*

*Special Edition*

**NEW  
MEMBERS**

1. HENRY VICTOR HAFEZ
2. DIMITRA KOUNTOURIOTI
3. FYE - FOR YOUR EVENT
4. EVOIKI ZIMI
5. LAINAS PRODUCTS
6. PLASIS REAL ESTATE & DEVELOPMENT
7. BLUEGR HOTELS & RESORTS
8. MELMAR LTD
9. GAEA PRODUCTS S.A.
10. FLOUR MILLS THRAKIS



# HAFEZ

Group of Depts

# HAFEZ

### CONTACT DETAILS

**Mr. Henry Victor Hafez**  
**Chairman, HAFEZ GROUP**

**A:** Achrafieh – Saifi, Arz Street,  
Nassar Bldg. 4th Floor,  
Zip Code 2029 7316, Beirut,  
LEBANON

**T:** +961 1 583788

**F:** +961 1 446167

**E:** [info@hafezgrp.com](mailto:info@hafezgrp.com),  
[office@hafezgrp.com](mailto:office@hafezgrp.com)



**Mr. Henry V. Hafez** is the Owner and Chairman of Hafez Group (Electro-Mechanical Engineering & Consultancy).

Hafez Group, founded in 1959, is active and a leader in the fields of:

- Power: Turbine, Generators and Electricity.
- Hydropower Business Area: Installation, Engineering, Know-How, Plant Assessment, Rehabilitation, Site and Plant Management, Commissioning, Testing, Implementation of Tailor-made solutions.
- Engineering Services: Consultancy, Procurement, Project Management, Design and Planning Constructions, Supervision and Start-up.
- Pulp and Paper: Providing Supply of Complete Systems, Individual Equipment.
- Environmental Technology
  - Planning, Completion and Operation of Drinking Water and Waste
  - Energy from waste
- Power Transmission Overhead Lines
  - Tower attachments, String Hardware, Suspension Clamps, Tension Clamps and Joints, Parallel Groove Clamps etc.

Hafez Group has catered to several industrial groups, governmental institutions and independent investment bodies, offering services of the highest standards and reliability, often in cooperation with major Austrian companies.

Among his memberships in many other organizations, Mr. Hafez has been

- Vice President of Arab-Hellenic Chamber of Commerce since 2008
- Vice President of Austro-Arab Chamber of Commerce since 2002
- Vice President of Committee for Trade Agreements since 2002 and
- Board Member of Tripoli Chamber of Commerce & Industry since 2001.

Mr. Hafez has been honoured with a gold medal of first degree from the Federal President of Austria, Dr. Heinz Fischer, for his distinguished role in the enhancement and development of Austro-Arab economic relations.



**CONTACT DETAILS**  
**KOUNTOURIOTI DIMITRA**

**A:** 10, Skoufa Street, Kolonaki, Athens, Greece

**M:** +30 6973 739 553

**E:** [d.kountou@windowslive.com](mailto:d.kountou@windowslive.com)

**Mrs. Dimitra Kountouriotti** is an articulate, focused professional who has a proven history of gathering and analysing information; using the results to make effective decisions and find innovative solutions to legal problems. Mrs Kountouriotti possesses strong post qualification experience which allows her to play an important and visible role in all areas of her profession. She has superb communication skills which are vital when meeting clients to establish her firm's suitability to provide the necessary advice and services to them. She is also working as legal advisor to clients on commercial contracts and agreements, company law and corporate compliance. Among her work experience is her co-operation with Arab companies in reviewing and negotiating contracts, as well as Planning and organising workloads in order to meet business priorities.

She is also the legal counselor of her family business, which is a quarry that extracts building material (stones, gravel, sand, asphalt but also external and decorative ecological stones and gravel). The most important is that the quarry is combined with a big recycling area, where recycling materials can be deposited. The whole company that Mrs Kountouriotti represents is 800.000 sq. meters and its huge advantage is that railway lines are in close proximity (300 meters) to the quarry area. That could give an investment the opportunity not only to extract the building materials, but also to deposit broad range of materials, including building and construction materials and also organic waste. The specific site has all the necessary legal licenses for recycling the extracted materials. Knowing that his type of license is rare and unique for the region.





## CONTACT DETAILS

### FYE – FOR YOUR EVENT

**A:** 1 Nezer str.,  
Athens 11743, Greece  
**T:** +30 211 80 04 080  
**F:** +30 211 80 02 391  
**E:** [info@fyevent.gr](mailto:info@fyevent.gr)  
**W:** [www.fyevent.gr](http://www.fyevent.gr)

**FYE - For Your Event** is an event management agency based in Athens – Greece, which provides all kind of services and solutions for your corporate and social event.

**Thomas Politis** Owner & Managing Director of FYE-For your Event has a 20year working experience in Hospitality & Catering business, in 5 star hotels in Greece and abroad. The professionalism, the diversity and expertise of our team and associates, may ensure the success of your event. We are always working closely with our clients, respecting time and budget limits.

**FYE** is able to offer vertically integrated event solutions. We can take care of every single detail for your event from Venue finding, Accommodation, Catering Services, Equipment, Sound & Lighting Design, Decoration, Creative Design Photography, Video, Transportation, Hosting, Special constructions production.

We are specialized in Destination events planning in Greece, conferences, incentives, destination weddings. The international experience we gained throughout the years, together with the **“know how”**, of each destination in Greece, consist a combination that will lead to a successful and unforgettable event.

Our motto **“Quest for the Best “ !!!**





# Special Edition NEW MEMBERS



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



## Explore the Traditional Greek Taste of Dough Products

Evoiki Zimi SA began in 1984 in Psachna, Evia, as a family business, producing pasta products, following traditional recipes and using the finest ingredients, just like we would at home.

In 1990, Evoiki Zimi became an LTD, expanding its activities in the production of frozen dough products, always based on authentic recipes. Our homemade country-style fillo pastry, our crust fillo pastry, our puff pastry, the fillo kataifi, traditional pies, pizzas, and croissants are the secret of our continuing success.

In 1996, the company moved to new premises in Castella, Evia. Our distribution network, under the brand names "Zimarika Psachnon" and "Zimi Psachnon", is expanding steadily, and attracting new clients, both in Greece and abroad. The company continually invests in equipment of the latest technology, in our fleet of trucks, in the best possible training for our employees, and in making sure we never compromise on the high quality and unique, homemade taste of our products, by implementing the EN ISO 22000:2005, BRC, IFS, quality systems and halal certification.

Proving our respect for our customers who have trusted and enjoyed our unique products ever since the beginning, and always looking for ways to improve, EVOIKI ZIMI, with years of experience and expertise behind it, continues its successful development.

### CONTACT DETAILS

**EVOIKI ZIMI SA**

**Exports Manager: Zoi Koulouri**

**M: +30 6942553431**

**E: [exports@evoiki-zimi.gr](mailto:exports@evoiki-zimi.gr)**

**A: 14th km National Road Halkida - Edipsos  
34400 Castella / Evia, Greece**

**T: +30 22280 23700**

**F: +30 22280 22001**

**E: [info@evoiki-zimi.gr](mailto:info@evoiki-zimi.gr)**

**W: [www.evoiki-zimi.gr](http://www.evoiki-zimi.gr)**

**[facebook.com/EvoikiZimi](https://facebook.com/EvoikiZimi)**





# Special Edition NEW MEMBERS

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

## LAINAS

*luxury packaging*

### CONTACT DETAILS

#### LAINAS LUXURY PACKAGING

##### Factory:

**A:** 10th Klm High way Athens - Lamias & 1, Marmaron Street, New Philadelphia, Athens 143 42, Greece.

**T:** +30 210 2510 115, +30 210 2510 155

**F:** +30 210 2510 575

**E:** [d@lainasproducts.com](mailto:d@lainasproducts.com)

**W:** [www.lainasproducts.com](http://www.lainasproducts.com)

##### Sales Office in Germany:

Büro Deutschland,  
Gebhardt Str. 36, 45147 Essen

**T:** +49 201 50687177

**M:** +49 176 57912250

**E:** [a@lainasproducts.com](mailto:a@lainasproducts.com)

##### Sales Office in Benelux:

Maria Cherubinastraat 39  
4817 KZ Breda,

**T:** +31-76-5310823

**E:** [info@toininevanderven.nl](mailto:info@toininevanderven.nl)

### WHAT'S A BOX WITHOUT A TITLE!

Looking to add that extra luxurious feel to your perfume bottles, sample flasks, or cosmetic containers?

Luxury is an expression of our dreams, our imagination, woven with noble materials and rare ingredients. Packaging is the visible, tangible, first impression of lavishness.

Lainas luxury packaging is a division of Lainas Products, a large scale company specialized in the production of printed materials for the last 40 years of continuous present in the market and exports to 15 countries. Based on our specialization know-how and flexible production capacity we are capable of producing new customer's ideas and meeting their requirements.

### CLASSIC LINE

A classic but not so ordinary line of boxes. A paper based, attractive and elegant line, with extreme soft touch finishing, produced by premium quality paper. Logo and graphic addition printed with special techniques will boost your product in an even higher level.

### MAGNETIC CLOSURE

Foldable boxes with an overlapping hard cover and a magnetic closure are ideal for sales and marketing kits, retail packaging and so more.

### COLLAPSIBLE BOXES

Our range of collapsible boxes is a particularly attractive option when storage space is limited. They can be stored flat and assembled to full size in two simple steps. Our line differentiates from the market by the firm closure, the top quality coating papers we use and by being extremely focused on the folding details.







### CONTACT DETAILS

#### PLASIS REAL ESTATE + DEVELOPMENT

**A:** 32, El. Venizelou Str, 166 75 Glyfada, Athens

**T:** +30 210 96 01 909, +30 210 96 01 609

**F:** +30 210 96 29 474

**E:** [info@plasis.com.gr](mailto:info@plasis.com.gr)

**W:** [www.plasis.com.gr](http://www.plasis.com.gr)

[www.plasisrealestate.com](http://www.plasisrealestate.com)



**Plasis Real Estate + Development** is a company with a 20-year experience in the Real Estate Property field. Its inspiration and establisher is the non-stop Minas Dimos, one of the most experienced and known market executives. With experience of over 20-year. With excellent know-how and compiled experience on executing every project, analyzed and created a company that not only promises but also offers the wide range of services from renting an apartment to purchasing special buildings, luxury villas mainly in Attica, Thessaloniki, Mykonos, Santorini, Crete and other crucial places with the intention of raising property value in any case. **PLASIS** managing - in 2016- a total of **17,500** properties with full dignity and loyalty.

Our specialized staff offers their technical knowledge totally via professionalism and absolute seriousness dealing with even the most special situations, always with seriousness and loyalty, protecting the owner the buyer or the renter. It has the fullest network as it occupies fifty employees that cover Attica and also the rest of Greece not only as most experienced but also specialized.

**Plasis** has all the necessary connections in order to provide all the information about every project concerning municipalities, ministries, services and advocative as well as tax directions. By covering the needs of inlanders or foreigners by going to great lengths to make sure that people will get their legal **VISA passport** with full advocating and accounting coverage in order to fulfill the necessary procedures.

**PLASIS** company has all these years developed great interest in tourism by opening up to important brunches such as boat leasing (Yachting), in luxury cars leasing (Luxury Cars Rentals) and of course in its prime field of Luxury House Renting (Booking) by having full responsibility of managing and preserving the property (utilities, cleaningness, pool and surroundings) and the customer's service for as long as he stays in the villa.





# Special Edition NEW MEMBERS

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



## CONTACT DETAILS

**bluegr Hotels & Resorts**

**Katerina Mamidaki,**

**Marketing & Communication Manager**

**A:** 103, Thisseos Ave, 145 78, Ekali, Athens, Greece

**T:** +30 211 10 67 412

**F:** +30 210 62 29 353

**E:** [info@bluegr.com](mailto:info@bluegr.com) / [katerina@bluegr.com](mailto:katerina@bluegr.com)

**W:** [www.bluegr.com](http://www.bluegr.com)

## COMPANY'S 10 GOLDEN PRINCIPLES

- Committed to quality
- Leadership loyalty to rules
- Committed to financial health
- Committed to our local communities
- Respect the environment
- Respect employees, partners and customers
- Pamper and increase our loyal guests
- Be passionate
- Be innovative
- Be unique

## bluegr Hotels & Resorts We Inspire Your Holidays

bluegr Hotels & Resorts is a private, family-owned hospitality enterprise that was envisioned and founded by its CEO, Ms. Gina Mamidakis. The group's aim was to elevate luxury holidays to a whole new level of enjoyment by introducing an entirely new experience for 4- and 5-star hotels in Greece, founded on the 3 pillars of quality tourism: breath-taking locations, exceptional service and authentic experiences. The bluegr Hotels & Resorts Group features five of the best hotels in Greece: Minos Beach art hotel, Sensimar Minos Palace hotel & suites, and Candia Park village in Crete; Life Gallery athens, a boutique hotel in the northern suburbs of Athens; and the Sunprime Miramare Park suites & villas in Rhodes, all of which guarantee the holidays of your dreams, filled with leisure and wellness, combining business and pleasure, family fun and romantic getaways. An experience you will surely cherish for a lifetime.

## VISION

bluegr Hotels & Resorts is an innovative enterprise that aims to achieve excellence and inspire generations to come. Its goals include prudent management and effective administration, financial sustainability and profitability, devoted and delighted guests, proud and enthusiastic employees, social and environmental responsibility.

## VALUES

The Group's values include ethics, integrity, credibility, modesty, social concern, sense of esthetic, and innovation. The bluegr Hotels & Resorts Group is committed to the full satisfaction of its guests with unique products and services provided in a friendly and hospitable environment.





**MELMAR**  
SHIPPING AGENCY LTD.

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#### CONTACT DETAILS

##### MELMAR SHIPPING AGENCY LTD

**A:** 14, Skouze Str., 2nd floor, 18536  
Piraeus, Greece

**T:** +30 210 45 99 650-7

**F:** +30 210 45 99 659

**E:** [info@melmar.gr](mailto:info@melmar.gr)

**W:** [www.melmar.gr](http://www.melmar.gr)

**MELMAR Ltd.** was established in 1983 in Piraeus, Greece by highly-motivated persons with deep knowledge on the shipping agency area.

Our scope has always been to offer quality, reliable and high-standard services whilst representing value for money. This fact has led us to be one of the Greece's leading companies on the area with an increasing number of clients worldwide.

Recently, MELMAR Ltd. has expanded by establishing partnerships with a verified Certification Issuing and Flag Registration companies. This group of affiliated companies is equipped by specialized and skillful personnel making the satisfaction of our clients our top priority.

#### Our Offices & Range of Markets

MELMAR Ltd. disposes a global network of Collaborators and business partners. Consequently, with our main offices located in the port of Piraeus in Greece and a total number of 15 employees, we offer sub-agent services all over the country as well as worldwide. Our company is always aiming high in order to provide reliable and quality services to our clients and build up mutual trust relations. Searching for trust-worthy companies with year experience and high-quality services in the global market can be proven to be quite difficult and time consuming. Our company can undertake this responsibility and become your exclusive provider in all our services worldwide.

#### SERVICES:

##### a) Full port agency services

We provide free praticues, loading – discharging procedures, custom broker services, crew changes procedures, dry dock arrangements, tug boat services, arrangements for port state control inspections, etc. in Piraeus and in all the other Greek ports. Also worldwide, through our affiliated companies and sub-agents.

##### b) Bunker supplies

We provide worldwide bunker supplies arrangements and bunker surveys.

##### c) Provisions supplies and Deck – Engine Stores supplies

We provide worldwide provisions supplies and deck – engine stores supplies through our worldwide cooperators.

##### d) Spare parts supplies

We provide worldwide spare parts supplies for main engines, generators and bridge electronic equipments.

##### e) Forwarding



## CONTACT DETAILS GAEA PRODUCTS S.A.

**T:** +30 210 93 30 595

**E:** [info@gaea.gr](mailto:info@gaea.gr)

**Gaea** was founded in 1995 by Aris Kefalogiannis. Our name didn't come out by accident; in ancient Greek mythology, Gaea was Mother Earth - a symbol of fertility and the goodness of the earth. As such, our vision has been to introduce the world to the benefits of the Greek Mediterranean diet by combining exquisite Greek products based on olive oil with our penchant for tradition and simplicity. Gaea is much more than elegantly-packaged wholesome foods and fine ingredients. It is a genuine philosophy of life, at the core of which is a deep appreciation for nature. We've always favoured non-aggressive harvesting over large volumes and high yields. And although we invest heavily in research and employ cutting-edge technology, we never stray too much from time-honoured practices. Our goal is to become international ambassadors not just of top-quality olive oil products (such as Extra Virgin Olive Oil, Olives & Olive Snacks Tapenades – Spreads, Sauces, Vinegars – Dressing & Glazes, Fruit Bars), but of a better, healthier, more fulfilling way of eating—and living. Our factory is situated in a 15.000m<sup>2</sup> plot of land, 1.5kms from the center of Agrinion city. The factory building covers an area of 6.500m<sup>2</sup> with 4 fully automated production lines:

- an olive oil bottling line, 6.000 bottles per hour.
- an olive bottling line, 7.000 jars per hour
- a line for the production of spreads and sauces, 3.500 jars per hours

- line for the production of the innovative olive “snack pack”, 3.000 packs per hour plus a warehouse of 3.000m<sup>2</sup> with refrigerated storage (200m<sup>2</sup>) and 10 stainless steel tanks, 30tons each, for olive oil storage. Gaea's headquarters are in the center of Athens managing the following departments: Human Resource, Accounting & Finance, Marketing & Communication, CSR - Environmental Management, Domestic Sales, Exports Sales & Logistics.







## FLOURMILLS THRAKIS

I. OUZOUNOPOULOS S.A.

### CONTACT DETAILS

FLOUR MILLS THRAKIS

I. OUZOUNOPOULOS S.A.

**A:** 2<sup>nd</sup> klm N.R. Alexandroupolis-Borders,  
Alexandroupolis, P.C. 68100, Greece

**T:** +30 210 28 50 553

**E:** gbenos@thracemills.gr

**W:** www.myloi-thrakis.gr

**FLOUR MILLS THRAKIS** is a 5<sup>th</sup> generation company with more than 90 year experience, producing wheat flour and flour mixtures. Our factory is located in North Greece close to the port of Alexandroupolis and our offices and warehouses are in Athens and Thessaloniki.

### Our Customers

Our customers range from small artisans to big industrial players in Greece and abroad –mainly in Balkans region, Cyprus and North Africa.

### Our Products & Services

We have more than 165 products from simple flours as 550type flour, durum wheat flour, whole wheat flours, rye flour, spelta flour and confectionary flour to more demanding tailor made flours for industrial customers (e.g. special flour for croissant, high protein flours etc).

We also produce a number of ready to make flour mixtures for special breads (e.g. multi seed bread) and cakes (e.g. mixture for chocolate cakes/muffins). Finally part of our service is to provide technical support through our food technician specialists' team, upon customer request.





*Excellence in Partnership*

*Special Edition*

**MEMBERS'  
NEWS**

1. GREKA ICONS S.A.
2. VENCIL PHARMACEUTICALS LTD
3. EUROTRAP
4. TH. C. SKAGIAS S.A.
5. MAT FASHION
6. INTRACOM - TELECOM
7. KLC LAW FIRM
8. MYKONOS REAL ESTATE -  
REVITHIS & PARTNERS
9. KLEEMANN
10. MOT PANELS
11. SALFO & ASSOCIATES
12. STONEGROUP INTERNATIONAL -  
MARMOR SG
13. IKTINOS HELLAS

## MEMBERS' NEWS



### New gourmet gift ideas with authentic taste

NAVARINO ICONS HOLIDAY GIFT OPTIONS PRESENT AUTHENTIC FOOD  
AND ART PRODUCTS OF THE FINEST QUALITY.

**Navarino Icons** series celebrate the simple connection of people with nature, we tell a unique story which showcases Greece's fertile land and connects people to our ancient culinary heritage.

Having won a host of medals across the food range at the top ranked international olive oil competitions such as **Olivinus** in Argentina, and **Domina International** in Italy as well as in the **2016's Great Taste Awards**, Navarino Icons welcomes the festive season with new holiday gift options.

Our products are created in limited quantities using traditional methods in small artisan shops and businesses in Peloponnese, Greece and are natural, made from the

highest quality ingredients without additives, artificial colorants and preservatives.

Navarino Icons series includes a fine selection of award-winning products such as **Extra Virgin Olive Oil, Olives, Pure Greek Honey, Roasted Red Pepper and Tomato Dip, Pasteli with Sesame Seeds & Honey** among others and has been placed in some of the most known landmark venues worldwide such as Harrods, Dean & DeLuca, Whole Foods, City Super Hong Kong etc.

For a specialty gourmet gift with a history, Navarino Icons brings quality Greek gastronomy to the kitchen table, perfect for a festive culinary experience.

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NAVARINO  
ICONS  
COSTA NAVARINO

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#### CONTACT DETAILS

GREKA ICONS S.A.

**A:** 5 Pentelis Str. 175 64, P. Faliro, Greece

**T:** +30 210 94 90 221

**F:** +30 210 94 90 218

**E:** info@navarinoicons.gr

**W:** www.navarinoicons.com



## Vencil participated in the COSMETIC BEAUTY HAIR 2016 in Bucharest

**Vencil Pharmaceuticals Ltd** participated in the COSMETIC BEAUTY HAIR 2016 exhibition which was held in Bucharest by ROMEXPO, September 28th - October 2nd. During the exhibition we had the opportunity to present our products to Romanian consumers. Our presence was a great success and there has been a great interest in distributing our products in the markets of Romania, Poland and Moldova.

Our company will also participate in the BUSINESS DELEGATION SAUDI ARABIA, which will be held in Riyadh, Saudi Arabia between November 28th – November 30th 2016. Head of the mission will be the Deputy Minister of Foreign Affairs Dimitris Mardas.

**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.



### CONTACT DETAILS

#### VENCIL PHARMACEUTICALS LTD

**A:** 5A Papanigopoulou str, Chalandri –Athens, 15232, Greece

**T:** +30 211 01 49 100

**F:** +30 211 01 26 634

**E:** c.prodromou@vencil.gr

**W:** www.vencil.gr



## NEW PRODUCTS MANUFACTURED BY EUROTRAP

Nowadays, new products have been inserted to our catalogue. Plastic rat traps and wooden boards are now available to be released in the market. Those products focus on the capture of rats (big rodents) grace to both their weight and the amount of glue on them. There is evidence that those traps not only respect the environment but also facilitate the pest controllers to do their job easily and professionally.

The products we manufacture are basically glue boards for electrical fly killers (glue either one side or both), glue traps for the capture of pests and pheromone traps for the control of stored products' insects. The traps can be used alone or in combination with biological attractant lures. Our glue boards and traps are produced in a variety of shapes, sizes and colors to fit all available units on the market. Our customers have the advantage to choose the

material (plastic or paper), the specific dimensions and the package they prefer, in all our products. we also give the opportunity to name our products after their company's LOGO.

**EUROTRAP LTD** is a European company that manufactures **eco-friendly pest control products**. The production line is fully automated and guarantees quality checked products in short time, the raw material is of premium quality without chemicals compounds and the employees are fully experienced and qualified with technical knowledge. All the above reinforce the major quality and efficacy of our products to the professionals of pest control.

Our products are currently exported in more than 25 countries. Our company exhibits in several pest control trade shows with the target to enter in new markets worldwide.



### CONTACT DETAILS

#### EUROTRAP LTD

**A:** 11 Epedokleous Str., 12131 Peristeri Greece

**T:** +30 211 41 10 110

**E:** sales@eurotrap.net

**W:** www.eurotrap.net



## 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.




**SKAG**

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[www.facebook.com/SKAG.GLOBAL](https://www.facebook.com/SKAG.GLOBAL)




### CONTACT DETAILS

TH. C. SKAGIAS S.A.

**A:** 4-6, Kolokotroni Str., 145 68 Krioneri Attikis

**T:** +30 210 81 61 527 **F:** +30 210 81 61 607

**E:** [exports@skag.gr](mailto:exports@skag.gr)

**W:** [www.skag.gr](http://www.skag.gr)



## MAT FASHION

### Expansion to the Kingdom of Saudi Arabia.

MAT FASHION is expected to launch at least three new stores in the Kingdom of Saudi Arabia within the next few months, while the strategy of focusing in Russia and Kazakhstan is the main priority for 2017 as well, for the company.

In certain countries of the Middle East, the licensing agreement of provision of brand name and distribution of the collection into existing and new networks, MAT FASHION is interested in establishing itself in this market and claims a large share in the category of Plus Sizes clothing.

In other markets, such as German and Canadian, aims to strengthen its presence both in selective distribution channels in addition to online sales while participating in important fashion fairs across Europe at the same time. During last July the new central company showroom was launched in the World Fashion Centre in Amsterdam where MAT introduced the Flash collection to buyers and local media.

The customer-oriented approach, the human, innovative face of MAT FASHION, the constant contact with international markets and developments, the important investment in technology and marketing, the unquestionable quality of the collection combined with the design excellence consist the company's profile and represent the main advantages that support and establish MAT FASHION during the present economic circumstances.



mat.

#### CONTACT DETAILS

##### MAT FASHION

Contact Person: Mr. Leonidas Monedas – Brand Manager

A: Attiki Odos & Posidonos, Metamorfosi –Athens 14451, Greece

T: +30 210 28 36 400

E: b2b@matfashion.com

W: www.matfashion.com

### Intracom Telecom Enriches Its E-Band Portfolio for Enterprise Connectivity



Intracom Telecom, a global telecommunication systems and solutions vendor, announced the expansion of its mmWave product line with the addition of UltraLink™-BX70, an E-Band radio to address the Access and Enterprise connectivity market segment needs.

The company launched its latest offering at GITEX Technology Week, 16-20 October 2016, Dubai.

UltraLink™-BX70 is an ultra-compact all-outdoor TDD Ethernet radio operating in the 71-76 GHz part of the E-Band spectrum, used to implement wireless point-to-point links accommodating of more than 1Gbps capacity at ranges over 5 km. It ideally suits applications such as last-mile B2B connectivity, FTTx extension services, delivery of broadband service to multi-dwelling units (MDUs), connectivity for government and public service buildings, utilities and industrial complexes, university campus building interconnection, security camera and Wi-Fi access point backhaul.

UltraLink™-BX70 achieves throughputs of up to 1.6 Gbit/s aggregate, while offering a complete set of Carrier Ethernet networking features. The TDD operation mode offers flexibility and efficiency in the delivery of services with symmetric or asymmetric traffic profiles such encountered in broadband access or camera backhaul applications.

**Mr. John Tenidis**, Marketing Head of Intracom Telecom's wireless solutions portfolio, commented: "Having acknowledged

*the need for a radio system that demonstrates comparable performance to optical fiber, but at a price point that can better support the market segment's business models; we developed the UltraLink™-BX70 that can be used in cost-sensitive, high-capacity applications. Many types of organizations that require Gbps connectivity, including Network Operators, ISPs, WISPs, Universities, Utility companies, Enterprises, Civil services, Port Authorities etc., can now benefit from the UltraLink™-BX70 rich features and capabilities."*

#### 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. The company invests significantly in R&D developing cutting-edge products and integrated solutions that ensure customer satisfaction. Over 100 customers in more than 70 countries choose Intracom Telecom for its state-of-the-art technology. The company employs more than 1,800 people and operates subsidiaries in Europe, Russia and the CIS, the Middle East and Africa, Asia and North America. For more information, visit [www.intracom-telecom.com](http://www.intracom-telecom.com)



#### CONTACT DETAILS

##### INTRACOM TELECOM

**Contact Person:** Alexandros Tarnaris, Marketing Communications Director, Intracom Telecom

**A:** 2, Ypsilantou Str. 106 75 Athens

**T:** +30 210 66 77 027

**E:** [atarnar@intracom-telecom.com](mailto:atarnar@intracom-telecom.com)

## **KLC: ACTIVE PRESENCE IN MENA REGION**

KLC Law Firm is a prominent Greek law firm providing worldwide quality services in the legal sector for a variety of high-profile clients, including the Greek State and state authorities and large Greek and foreign corporations. Vital statistics include 5200 clients, 37 lawyers, 16 partners and 4 partners and senior associates holding Academic Tenures in the Law School of Athens. To this date KLC has provided legal services in 33 countries around the globe including most countries of the Arab world, where it has acted both for Greek and Arab clients mainly in the corporate, construction & energy and dispute resolution sectors.

Recent activity of KLC in the Arab world includes advising a multinational construction company on the reshuffle of its business activities in the Kingdom of Saudi Arabia, acting for a Greek construction company in the solidification of a joint venture in Iraq and acting for a U.A.E. national on his purchasing of real estate assets in Greece.



**KLC**  
*law firm*

### **CONTACT DETAILS**

**KLC Law Firm**

**A:** 10, Kapsali str. 106 74 Athens

**T:** +30 210 72 64 500

**F:** +30 210 72 64 510

**E:** [klcathens@klclawfirm.com](mailto:klcathens@klclawfirm.com)

**W:** [www.klclawfirm.com](http://www.klclawfirm.com)





### MYKONOS REAL ESTATE PRESENTS SUMMER'S NEW PROJECT

This year our team of experts supported, managed and developed a project of a shopping mall in Mykonos, Greece, which was successfully realized as one of the best shopping malls on the island. The so-called “My Mall” is a great example of an architectural fusion of modern and Cycladic styles with a unique water element and high – end construction materials that have never been seen before in Mykonos. “My Mall” contains a variety of shops, which fulfil the needs of every customer. The realization of such

a project as “My Mall” can be definitely considered to be a successful achievement among the company’s goals for 2016.

Mykonos Real Estate is a member of Revithis & Partners Group of Companies which was established in 1990 and since then our company has been a leader in the Real Estate market in Greece. Every year our highly motivated and experienced agents perform successfully in an ever more demanding market. We always choose to focus on projects with high returns and this year is not different.

*Mykonos*  
real estate

#### CONTACT DETAILS

MYKONOS REAL ESTATE

T: +30 22890 26066

E: [info@a-mykonos.gr](mailto:info@a-mykonos.gr)

W: [www.mykonos-realestate.com](http://www.mykonos-realestate.com)

## Meet our new product Maison One

The most uplifting solution at the lowest price!

**KLEEMANN**, one of the major lift companies in the European and global market, staying loyal to its commitment for constant growth and innovation, introduces its new product, **Maison One**; the most cost-effective home lift offered today!

**Maison One** is a hydraulic lifting system ideal for private houses. It is a flexible and reliable solution suitable for all. A TUV certified product at the lowest market price.

#### Advantages:

- Outstanding price
- Very low energy consumption
- Minimum space requirements
- Smooth and noiseless operation
- Ease of installation and maintenance



#### CONTACT DETAILS

##### KLEEMANN

**A:** Head office Kilis Industrial Area,  
P.O. Box 25 GR 61 100 Kilis, Greece

**T:** +30 23410 38100

**F:** +30 23410 38200

**E:** headoffice@kleemannlifts.com

**W:** www.kleemannlifts.com

## ALWAYS FOCUSING ON YOUR FIRE SAFETY

### New Certification on fire safety



MoT proudly announces the results of another successful fire resistance test that was performed on an accredited European Laboratory. Wall **rockwool panels** with concealed fixation in 100mm thickness (RW100) have been certified for fire resisting of 60 min (EI60). The test was in accordance with the harmonized European norms EN13501-2:2007.

This new certificate comes to enrich our fire resistance portfolio (for 30 min up to 180min). As an added value, MoT's **rockwool panels** have achieved the highest classification of reaction to fire class A1 (EN13501-1) as non combustible material, simply meaning that during a fire the panels will detain the fire and prevent the emission of toxic gases.

MoT, always devoted to its partners, will keep investing on quality by providing products that can save lives and their assets. Our expertise applied to a fully automatic continuous production line, qualifies MoT as "the confident



choice" for any project scale. In MoT we target to exceed the current market's expectations. Thus, we will continue growing our business always serving our main principles:

- Focus on the production of **rockwool panels**.
- Focusing means specialty,  
...and specialty leads to quality.



## New Major Projects and Co-operations for SALFO

SALFO & Associates SA was established in 1994 in Athens. Since its first steps the company's management has adopted a business model of development based on extroversion and expansion beyond borders. The gradual exploitation of opportunities in new markets has made SALFO the largest Greek engineering consulting firm, and a multinational group with a strong presence in the United Arab Emirates, Qatar, Saudi Arabia, Oman, Azerbaijan, Cyprus and Eastern Europe. Via its professionalism, along with strong insistence on quality above and beyond conventional expectations, SALFO has managed to create a unique brand name and a positive reputation in the Middle East, which is best reflected by the projects won by SALFO in the Middle East during the recent years.

Salfo & Associates SA and KBW Investments signed an agreement for a multifaceted partnership that will see the two companies expand operations and collaborate on projects in the Middle East and Europe. The agreement, signed by KBW Investments (KBW) founder and Chairman HRH Prince Khaled bin Alwaleed bin Talal, and Ioannis Foteinos, CEO, Salfo and Associates SA (Salfo), is set to include large scale design and consultancy undertakings throughout the GCC alongside other emerging economies in the



Middle East with plans for Europe.

The KBW Investments portfolio currently includes Romanian Arcadia Engineering with Middle East and Australian branches, in addition to an existing partnership with Progen Group, with Salfo serving to enhance the company's overall strength in engineering and planning. Salfo's extensive project roster of infrastructure and building developments, in a multitude of arenas including rail and transport (traffic and roads), marine and airports, bridges and tunnels, as well as hotels,

malls, sports complexes and public buildings, has positioned the company as the premier entity for engineering, planning, and design for more than two decades, and has allowed Salfo to continuously increase market share through competitive tendering, acquisitions, and strategic alliances.

Salfo has signed a sub consultancy agreement which with Aecom for Independent Engineer's Services of the Concession of 14 Regional Airports. The concession includes the airports of Aktio, Chania, Kavala, Kefalonia, Kerkyra, Kos, Mitilini, Mykonos, Rhodes, Samos, Santorini, Skiathos, Thessaloniki and Zakynthos. Combined these airports served in 2014 approximately 22 million passengers and it is estimated that

1000 new job positions will emerge for the subsequent activities that will be developed such as the tourism increase. According to relevant statistical evaluations it has been estimated that an approximately threefold increase of the number of passengers will occur in depth of the 40 years of the duration of the concession.



### BSTDB Extends EUR 15 million Loan to a Greek Marble Processing Company

Strengthening its engagement in Greece's economy, BSTDB will provide a EUR 15 million loan to Marmor SG Marble and Granite Process S.A, a marble quarrying, processing and trading company operating in Kavalari in the Thessaloniki area of Northern Greece.

The seven-year BSTDB loan will help advance expansion of Marmor's production capacity and upgrade its equipment base. The operation will reinforce further the company's competitive position as exporter to the countries of the Black Sea region and beyond. Marmor has a strong export-oriented profile, selling 90% of its products to 85 countries, including BSTDB Member States such as Turkey, Russia, Romania, Bulgaria and Albania.

"We are pleased to assist growth of an industry leader and exporter operating in one of the less developed areas of Greece. This underscores our commitment to supporting economic development and job creation in our host country at a time of its utmost need", said Ihsan Ugur Delikanli, BSTDB President after the signing of the loan agreement in Thessaloniki.

Commenting on the deal, Ioannis Antoniadis, President of Marmor said: "Our partnership with such a prestigious international organization as the Black Sea Trade and Development Bank, emphasizes the developmental nature of our investment plan. We are very pleased to sign this important loan agreement with the Bank, which will provide our group with the means to maintain our outward looking business strategy and stand out as an ambassador of Greek marble production internationally".

**Marmor SG Marble and Granite Process S.A.** was established in 1981 in Thessaloniki as a marble processing company. Throughout the years and following continuous capital investments, Marmor evolved to become one of



the largest companies quarrying, processing and trading marble, granite and natural stones in Greece and one of the largest exporters of marble tiles worldwide. Its annual production capacity is 1,250,000 sqm. For more information, visit [www.stonegroup.gr](http://www.stonegroup.gr).



**The Black Sea Trade and Development Bank (BSTDB)** is an international financial institution established by Albania, Armenia, Azerbaijan, Bulgaria, Georgia, Greece, Moldova, Romania, Russia, Turkey, and Ukraine. The BSTDB headquarters are in Thessaloniki, Greece. BSTDB supports economic development and regional cooperation by providing loans, credit lines, equity and guarantees for projects and trade financing in the public and private sectors in its member countries. The authorized capital of the Bank is EUR 3.45 billion. BSTDB is rated long-term "A-" by Standard and Poor's and "A2" by Moody's. For information on BSTDB, visit [www.bstdb.org](http://www.bstdb.org).



#### CONTACT DETAILS

Stone Group International MARMOR SG S.A.

**A:** Kavalari, P.C. 57200, Thessaloniki, Greece

**T:** +30 23940 20440 (5 Lines)

**F:** +30 23940 52733

**W:** [www.stonegroup.gr](http://www.stonegroup.gr)





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

• **MARMOMACC, VERONA ITALY HALL 9, STAND C1, 28 SEPT-1 OCT**

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

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

and also other Greek marbles such as:

**Silver Grey, Alivery Grey, Levadia Black, Pentelikon, Tinos Green, White Sivec, Lygourio Beige, Didyma beige, Santa Elena, White P, etc**

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



**21 November – 24 November 2016**  
**Hall RASHID, Stand No: C201**  
**Dubai, UAE**



**CONTACT DETAILS**  
**IKTINOS HELLAS S.A.**

Contact Person: Eng. Kostas Protonotarios

**A:** 7, Likovrissis Str., Metamorfosis, 14452 Athens-Greece

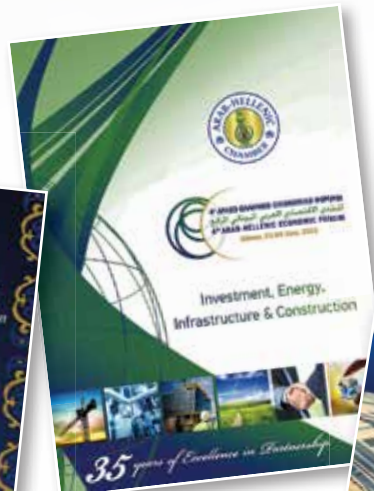
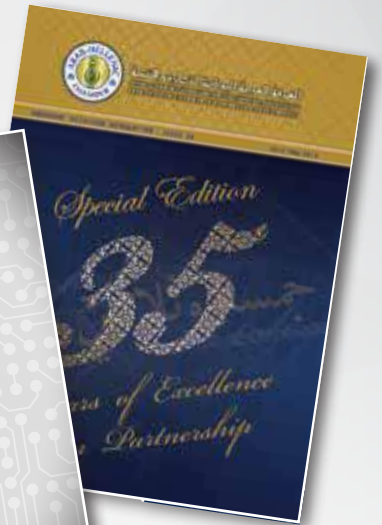
**M:** +30 6948 870 467

**T:** +30 210 28 26 825 **F:** +30 210 28 18 574

**E:** info@iktinos.gr / kostasp@iktinos.gr **W:** www.iktinos.gr



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

- Tel.: +30 210 6711 210, +30 210 67 26 882, +30 210 67 73 428
- Fax.: +30 210 67 46 577
- E-mail: [chamber@arabgreekchamber.gr](mailto:chamber@arabgreekchamber.gr)
- Website: [www.arabhellenicchamber.gr](http://www.arabhellenicchamber.gr)

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