



6<sup>ο</sup> ΑΡΑΒΟ-ΕΛΛΗΝΙΚΟ ΟΙΚΟΝΟΜΙΚΟ ΦΟΡΟΥΜ

المنتدى الاقتصادي العربي اليوناني السادس

6<sup>th</sup> ARAB-HELLENIC ECONOMIC FORUM

Athens, 29-30 November, 2017

## Greece and the Arab World: Envisioning a Shared Future



المخرفة العربية اليونانية للتجارة والتنمية

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



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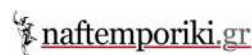
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الغرفة العربية اليونانية للتجارة والتنمية  
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ARAB-HELLENIC CHAMBER OF COMMERCE & DEVELOPMENT

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

## The Chamber

The Arab-Hellenic Chamber of Commerce & Development is a non-profit organization established by Greek Law No. 990, on December 1st, 1979, followed by Presidential Decree No. 421 of April 1981, and operates under the umbrella of the Ministry of Economy, Development and Tourism, in coordination with the Union of Arab Chambers, in cooperation with the Council of Arab Ambassadors accredited to Greece and with all the Arab Federations and Chambers of Commerce. Its Head Office is located in Athens, Greece. The scope of its business activities covers Greece and the whole of the Arab world.

## Objective

The objective of the Chamber is to develop and promote economic and trade relations between Greeks and Arabs in all business sectors, mainly Construction, Industry, Agriculture, Energy, Technology, Tourism and Education.

## Primary Goals

- ➔ The Arab-Hellenic Chamber works towards developing new Joint Ventures and partnerships between the two sides and encouraging the flow of investments between Greece and the Arab World.
- ➔ It also works alongside Federations and Chambers of Commerce towards elevating the trade balance between Greeks and Arabs.
- ➔ Based on its contacts, information database and networking expertise, the Chamber works towards assisting in bringing the Greek and Arab business communities together, through exchange of information, experience and know-how.

## Activities

- ➔ Organizing well-planned B2B meetings between Greek and Arab businessmen, activities which are complimented with the publication of informative brochures for each delegation involved.
  - ➔ Holding and co-organizing business events, Forums, Conferences, Fairs, Exhibitions and Workshops in Greece and in the Arab world.
- Publishing trade bulletins, reports, statistical data and related economic and trade activities between Greece and the Arab world.
- ➔ Providing update information to Greek and Arab businesses on the existing business opportunities from both sides through the publication of regular bulletins.
  - ➔ Hosting and participating in related cultural activities and cross-cultural workshops.

## Services

- ➔ Publishing periodical reports and bulletins in English, Greek and Arabic on the latest business opportunities and news.
- ➔ Attending to the members' requests for updated data, contacts and information about conducting business in Greece and the Arab world.
- ➔ Checking and reviewing trade certificates, export documentation to the Arab world as well as undertaking the translation of related trade documents.

The Arab-Hellenic Chamber of Commerce and Development is proud of its long-standing relationship with its member-companies and it shall continue to present activities, events and services of the highest standards and to be supportive of the business communities in the Arab world and Greece.

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

# Foreword

**T**his Special Edition of Members' Activities Newsletter (MAN) is published to compliment the work of the **"6th Arab-Hellenic Economic Forum"**, an event that established itself as the Chamber's landmark and a major annual tradition. From our side, as part of our ongoing process of advancement and improved value-added services, we have sought to introduce two new topics in the program. The first is related to "Start-Up Businesses, Financing, Expansion & Partnership", in which we are presenting young entrepreneurs, Greeks and Arabs, and touch upon the possibilities of financing and joint ventures. The other topic concerns "Digital & Technological Advancements, their Impact and the Creation of New Economic Realities", that will greatly affect many aspects of our life, i.e. education, health, environment, employment and work-related issues. Simultaneously, we are maintaining the traditional sectors that are points of strength for both Greeks and Arabs and always have a potential for cooperation.

On another note, this Forum shall witness a great participation from businessmen from many Arab countries. Those participants represent all business sectors, which in our opinion will facilitate networking, interaction and effective B2B meetings with their Greek counterparts. We always give an emphasis to B2B meetings because we encourage and support fruitful partnerships, expansion of businesses and bilateral cooperation.

Last March, we organized a Workshop on **"The Culture of Business and Doing Business in the Arab World"**, we were astounded of the number of Arab and Greek businessmen attended this event. It was quite a response and a success. Therefore, we are planning to organize the second edition, already scheduled for 22 March 2018, which will have even greater and wider participation from the Arab world.

The second half of 2018 will be dedicated to the preparations for marking and celebrating the 40th Anniversary of our Chamber's establishment. We are planning to introduce a series of Chamber's publications honoring the founders and the pioneers of the Chamber from both the Greek and the Arab side.

We would like to seize this opportunity to thank our Strategic Sponsor, CCC, as well as all the sponsors for their continuous support. Our gratitude and appreciation go to the Arab Chambers of Commerce, the Greek Ministry of Foreign Affairs, the Greek Ministry of Economy and Development, the League of Arab States and the Union of Arab Chambers for all their contributions and continuous support of our events and activities.

**Harris Geronikolas**  
President, AHCCD

**Rashad Mabger**  
Secretary General, AHCCD



*Harris Geronikolas*



*Rashad Mabger*



## “Greece and the Arab World: Envisioning a Shared Future”

### Under the Auspices:



### General Outlook:

Faithful to its role in promoting and enhancing the Arab-Greek relations and its approach towards modernization while providing distinctive services to its member-companies and business communities of both sides, the Arab-Hellenic Chamber is convening the **“6th Arab-Hellenic Economic Forum”** in Athens, on November 29-30, 2017, under the theme **“Greece and the Arab World: Envisioning a Shared Future”**. The topics of this Forum shall explore investment opportunities, incentives and facilitations and will include digital and technological advancements and their impact on the creation of new economic realities. The program will include presentations of various start-up businesses and business ventures experiences, as well as the prospect of financing, expansion and partnership between Arab and Greek entrepreneurs.

The Forum will focus on the traditional sectors of energy, construction and maritime and port industries, and shall touch upon business and investment opportunities in these domains. The Arab-Hellenic Chamber's initiative in transferring of technology and know-how shall form the basis for further exploration of business opportunities and joint ventures in the areas of real estate, building material and food-processing industry.

The Forum's selected topics and focal points for presentation, deliberation and networking and the organized B2B meetings shall contribute to the positive and fruitful outcome of this Forum.

### Venue:

Divani Caravel Hotel of Athens (<http://divanicaravelhotel.com/>)







## **“Greece and the Arab World: Envisioning a Shared Future”**

### **Working Languages:**

Greek and Arabic (with simultaneous interpreting)

### **Level of Participation:**

Ministers and high-ranking Government officials, top decision-makers, CEOs and representatives of the private sectors from Greece and the Arab world.

### **Speakers:**

Ministers, CEOs and high-level Executives from Greece and the Arab World

### **Strategic Focal Points:**

1. Start-Up Businesses, Prospect of Financing,  
Expansion and Partnership between Arab and Greek entrepreneurs
2. Investment Opportunities in Greece and the Arab World: Incentives and Facilitations.
3. Energy, Construction and Building Materials
4. Maritime and Port Industries
5. Digital and Technological Advancements  
and their Impact on the Creation of New Economic Realities

### **Media Coverage:**

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

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

- Forum's Main Brochure
- Special Edition of the Members' Activities Newsletter

### **Organized by:**

**Arab-Hellenic Chamber of Commerce and Development**

For more information, please contact us:

**Telephone:** +30 210 6711 210/ +30 210 6726 882 • **Fax:** +30 210 6746 577

**E-mail:** [chamber@arabgreekchamber.gr](mailto:chamber@arabgreekchamber.gr) • **Website:** [www.arabhellenicchamber.gr](http://www.arabhellenicchamber.gr)

## Photos of the "5th Arab-Hellenic Economic Forum",



*Excellence in Partnership*



November 29-30, 2016





## Keynote Speakers, Moderators



**H.E. Mr. Alexandros Flampouraris**  
 Minister of State,  
 Greece



**H.E. Mr. George Katrougkalos**  
 Alternate Minister  
 for Foreign Affairs,  
 Greece



**H.E. Mr. Taher Sharkez**  
 Deputy Minister of  
 Trade & Industry,  
 Libya



**H.E. Mr. Suleiman Jasir Al-Herbish**  
 Director General,  
 OPEC Fund for  
 International  
 Development (OFID),  
 Federal Republic of  
 Austria



**Mrs. Lela Dritsa-Psarros**  
 President &  
 Co-Founder,  
 Nannuka,  
 Greece



**Mr. Tarek Alnassar**  
 Assistant Director General,  
 Private Sector & Trade  
 Finance Operations  
 Department, OPEC Fund for  
 International Development  
 (OFID), Vienna, Federal  
 Republic of Austria



**H.E. Dr. Khaled Hanafy**  
 Secretary General,  
 Union of Arab  
 Chambers,  
 Lebanon



**Admiral Abdelkader Darwish**  
 Vice Chairman,  
 General Authority  
 for Suez Canal  
 Economic Zone,  
 Egypt



**Mr. Elias Athanasiou**  
 CEO, Enterprise  
 Greece,  
 Greece



**H.E. Mr. Mohammed Alderajy**  
 Former Minister of  
 Industry, President  
 of Iraqi Development  
 Organization,  
 Iraq



**Dr. Saleh S. Jallad**  
 Financial Consultant,  
 CCC, Greece & BD  
 Member,  
 AHCCD



**Mr. Touffic Dabboussi**  
 Chairman, Chamber of  
 Commerce, Industry  
 & Agriculture of  
 Tripoli & N. Lebanon,  
 Lebanon



**Dr. Christos Lampridis**  
 General Secretary of  
 Ports, Port Policy and  
 Maritime Investments,  
 Ministry of Maritime  
 Affairs & Insular Policy,  
 Greece



**Mr. Athanasios Martinos**  
 Managing  
 Director, Eastern  
 Mediterranean  
 Maritime Limited,  
 Greece



**Mr. George D. Pateras**  
 Chairman, Hellenic  
 Chamber of Shipping,  
 Greece



**Prof. Dr. Haris Lambropoulos**  
 Board Member,  
 Athens Chamber of  
 Commerce & Industry,  
 BD Member, AHCCD,  
 Greece



**Eng. George Florentis**  
 General Secretary,  
 Ministry of  
 Digital Policy,  
 Telecommunications  
 & Media,  
 Greece



**Mr. Stavros Krasadakis**  
 CEO, SingularLogic  
 Group of Companies,  
 Greece





# Greece and the Arab World: Envisioning a Shared Future

## & Sessions' Speakers

**H.E. Mr. Marwan Toubassi**

Dean of the Arab Ambassadors, Ambassador for the State of Palestine, Greece



**Amb. Dr. Kamal Hassan Ali**

Assistant Secretary General, Head of Economic Affairs, League of Arab States, Egypt



**Mr. Mohamed Abdo Saeed**

1st Vice-President, Union of Arab Chambers, Lebanon



**Mr. Tawfic Said Khoury**

Executive Vice Chairman, Consolidated Contractors Company (CCC), Greece

**H.E. Ms. Sara AbdulWhab Al Madani**

Board Member, Sharjah Chamber, UAE



**Mr. Alexandros Chatzieleftheriou**

Co-Founder & CEO, Blueground, Greece



**Mr. Hatem Mohammad AbouOllou**

Founder & President, Global Entrepreneurs, Saudi Arabia



**Mr. Ahmed Zahran**

Co-Founder & CEO, Karm Solar, Egypt

**Mr. Mohamed Abdulkarim Al Raeid**

President, Federation of Libyan Chambers of Commerce, Libya



**Mr. Hussein Shraim**

BD Member, Jordan Chamber of Commerce, Jordan & BD Member, AHCCD



**Mr. Fotis S. Kokotos**

Managing Director, Elounda Real Estate Development & Board Member, Elounda S.A. Hotels, Greece



**Dipl. -Ing Mouddar Khouja**

Secretary General, Austro-Arab Chamber of Commerce, Austria

**General Dr. Eng. Mustafa Kamel Hadhoud**

Chairman, Agricultural & Rural Development S.A.E., Egypt



**Dr. Ghassan Ejeh**

Senior Vice President, BESIX Group, Belgium, Director, Six Construct UAE & BESIX SANOTEC S.A., Belgium



**Mr. Costis Stambolis**

Deputy Chairman & Executive Director, Institute of Energy for South Eastern Europe (IENE), Greece



**Mr. George Xiradakis**

Founder & Managing Director, XRTC Business Consultants & President, Propeller Club, Greece

**Eng. Tahsin Ali Shehadeh**

Secretary General, Syrian Chamber of Shipping, Syria



**Dr. Mohammed Bokhari**

Chairman & CEO, Al-Zakir Bokhari Group, BD Member, AHCCD, Saudi Arabia



**Mr. Charalampos Simantonis**

President, Hellenic Shortsea Shipowners Association, Greece



**Mr. Ibrahim Barham**

Chairman & CEO, SAFAD Group, Palestine



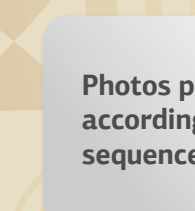
**Mr. Vassilios Linakis**

Co-Founder & Technical Director, Linakis Digital, Greece



**Mr. Mohammad Tahboub**

CEO, Bayanat Co. & Board Member, Jordan Chamber of Commerce, Jordan



Photos placement according to the sessions' sequence.

# Financial Indicators & Data from

## ARAB-HELLENIC CHAMBER OF COMMERCE AND DEVELOPMENT

### GREEK FOREIGN TRADE WITH ARAB COUNTRIES

IN EURO (€)

A/A	COUNTRY	IMPORTS	IMPORTS	PERCENTAGE CHANGE	EXPORTS	EXPORTS	PERCENTAGE CHANGE
		2016	2015	2015/2016	2016	2015	2015/2016
1	ALGERIA	143.139.045,00	132.280.242,00	8,21%	202.735.335,00	195.717.273,00	3,59%
2	BAHRAIN	16.411.880,00	259.764,00	6218,00%	9.772.709,00	7.509.654,00	30,14%
3	COMOROS	323.021,00	167.955,00	92,33%	346.868,00	542.225,00	-36,03%
4	DJIBOUTI	31.840,00	165.412,00	-80,75%	1.216.227,00	529.120,00	129,86%
5	EGYPT	577.421.678,00	657.366.352,00	-12,16%	750.068.324,00	1.042.573.261,00	-28,06%
6	IRAQ	2.406.533.038,00	3.010.986.901,00	-20,07%	27.539.248,00	48.106.475,00	-42,75%
7	JORDAN	5.158.223,00	5.084.051,00	1,46%	36.545.675,00	36.333.137,00	0,58%
8	KUWAIT	18.140.992,00	19.301.551,00	-6,01%	23.492.651,00	21.576.165,00	8,88%
9	LEBANON	24.413.524,00	34.168.214,00	-28,55%	1.048.971.568,00	767.079.265,00	36,75%
10	LIBYA	134.169.645,00	265.294.248,00	-49,43%	331.772.183,00	149.266.043,00	122,27%
11	MAURITANIA	8.684.341,00	7.775.744,00	11,69%	10.175.826,00	6.214.852,00	63,73%
12	MOROCCO	45.627.297,00	25.379.997,00	79,78%	82.470.487,00	33.407.111,00	146,87%
13	OMAN	1.606.721,00	3.327.904,00	-51,72%	18.502.939,00	9.797.694,00	88,85%
14	PALESTINE	193.114,00	80.481,00	139,95%	765.265,00	383.999,00	99,29%
15	QATAR	50.899.444,00	47.200.715,00	7,84%	41.773.677,00	35.004.980,00	19,34%
16	SAUDI ARABIA	841.213.210,00	955.437.720,00	-11,96%	447.067.294,00	737.145.897,00	-39,35%
17	SOMALIA	109.044,00	112.289,00	-2,89%	365.046,00	481.771,00	-24,23%
18	SUDAN	11.886.727,00	16.320.719,00	-27,17%	6.238.256,00	11.695.144,00	-46,66%
19	SYRIA	1.863.548,00	8.390.112,00	-77,79%	9.998.423,00	7.571.805,00	32,05%
20	TUNIS	19.536.928,00	20.616.890,00	-5,24%	102.253.336,00	157.153.663,00	-34,93%
21	U.A.E	38.827.023,00	62.253.977,00	-37,63%	241.902.068,00	157.153.663,00	53,93%
22	YEMEN	2.240.638,00	892.392,00	151,08%	3.155.161,00	1.899.752,00	66,08%
	<b>TOTAL</b>	<b>4.348.430.921,00</b>	<b>5.272.863.630,00</b>	<b>-17,53%</b>	<b>3.397.128.566,00</b>	<b>3.427.142.949,00</b>	<b>-0,88%</b>
SOURCE: NATIONAL STATISTICAL SERVICES- temporary details							



# the Hellenic Statistical Authority

ARAB-HELLENIC CHAMBER OF COMMERCE AND DEVELOPMENT							
GREEK FOREIGN TRADE WITH ARAB COUNTRIES							
IN EURO (€)							
A/A	COUNTRY	IMPORTS	IMPORTS	PERCENTAGE CHANGE	EXPORTS	EXPORTS	PERCENTAGE CHANGE
		1/1-30/6/17	1/1-30/6/16	2016/2017	1/1-30/6/17	1/1-30/6/16	2016/2017
1	ALGERIA	245.030.642,00	45.051.006,00	443,90%	73.182.050,00	80.461.315,00	-9,05%
2	BAHRAIN	23.530,00	28.920,00	-18,64%	3.998.060,00	5.416.312,00	-26,18%
3	COMOROS	70.140,00	169.472,00	-58,61%	540.852,00	147.869,00	265,76%
4	DIJIBOUTI	0,00	31.840,00	-100,00%	1.192.072,00	303.952,00	292,19%
5	EGYPT	284.220.564,00	272.397.422,00	4,34%	376.477.324,00	337.337.275,00	11,60%
6	IRAQ	1.366.003,00	956.544.012,00	-99,86%	26.518.933,00	11.406.389,00	132,49%
7	JORDAN	5.316.910,00	3.336.156,00	59,37%	17.973.202,00	17.328.666,00	3,72%
8	KUWAIT	952.865,00	1.038.771,00	-8,27%	14.094.668,00	11.210.135,00	25,73%
9	LEBANON	20.084.098,00	11.854.785,00	69,42%	625.118.885,00	420.142.939,00	48,79%
10	LIBYA	231.001.319,00	68.763.935,00	235,93%	122.630.082,00	118.853.574,00	3,18%
11	MAURITANIA	5.117.987,00	4.549.554,00	12,49%	3.246.018,00	5.000.922,00	-35,09%
12	MOROCCO	72.994.025,00	26.202.229,00	178,58%	71.705.965,00	64.967.607,00	10,37%
13	OMAN	379.414,00	1.179.750,00	-67,84%	6.020.921,00	11.712.432,00	-48,59%
14	PALESTINE	30.296,00	190.707,00	-84,11%	509.378,00	462.627,00	10,11%
15	QATAR	20.634.838,00	24.854.952,00	-16,98%	29.882.697,00	25.654.652,00	16,48%
16	SAUDI ARABIA	501.004.669,00	352.446.495,00	42,15%	326.827.800,00	227.728.327,00	43,52%
17	SOMALIA	0,00	109.044,00	-100,00%	46.438,00	171.328,00	-72,90%
18	SUDAN	9.831.507,00	5.816.521,00	69,03%	2.711.046,00	2.609.490,00	3,89%
19	SYRIA	887.922,00	864.553,00	2,70%	1.650.817,00	5.889.478,00	-71,97%
20	TUNIS	15.253.780,00	12.150.298,00	25,54%	99.281.435,00	42.273.471,00	134,86%
21	U.A.E	22.762.272,00	19.824.021,00	14,82%	113.193.141,00	98.527.588,00	14,88%
22	YEMEN	843.548,00	952.879,00	-11,47%	967.411,00	1.307.664,00	-26,02%
	TOTAL	1.437.806.329,00	1.808.357.322,00	-20,49%	1.917.769.195,00	1.488.914.012,00	28,80%
SOURCE: NATIONAL STATISTICAL SERVICES- temporary details							

# Tributes to our Chamber



**H.E. Mr. Dimitri B. Papadimitriou**  
*Minister of Economy and Development, Greece*

“In its 36 years of operation, the aforementioned Chamber has promoted a spirit of healthy entrepreneurship that has been proven to be of mutual benefit for Arab and Greek businessmen, thus contributing to the establishment of bridges of cooperation and amicable relations.”

*2nd Annual Iraqi-European Business & Investment Forum, May 18-19, 2017*



**H. E. Mr. Nikos Kotzias**  
*Minister for Foreign Affairs, Greece*

“I would like to express my warmest congratulations to the members and their leadership team on this truly remarkable milestone and for the contribution that this Chamber had to the achievement of our common goal, to further expand and strengthen the economic relationship between Greece and the Arab world...”

*4th Arab-Hellenic Economic Forum, 03-04 June, 2015*



**Dr. Georgios Stathakis**  
*Former Minister of Economy, Infrastructure, Maritime Affairs & Tourism, Greece (2015-2016), Minister of Environment & Energy, Greece (2015 - to date)*

“The contribution of the Arab-Hellenic Chamber of Commerce and Development to the trade and economic relations between Greece and the countries of the Arab world is significant and indisputable. During the thirty-five years of its operation, the Chamber promotes healthy entrepreneurship with mutual benefit for Arabs and Greek businessmen, by building strong bridges of co-operation.”

*4th Arab-Hellenic Economic Forum, June 03-04, 2015*



**Dr. Mohammed Al- Twaijri**  
*Former Assistant Secretary General for Economic Affairs, League of Arab States (2006-2016)*

“I am not surprised by this important role played by AHCCD, which constitutes an excellent platform for the Arab countries and the Hellenic Republic to exchange views and experiences and to conduct discussions in economics, investment, trade, finance, industry and all relevant matters...The AHCCD work is based on its deep understanding of the importance of the Arab countries and the Hellenic Republic to the world economy.”

*4th Arab-Hellenic Economic Forum, June 03-04, 2015*



**H. E. Mr. Saud Faisal Aldaweesh**  
*Ambassador of the State of Kuwait to the Hellenic Republic*

“On this occasion, I would like to thank the Arab-Hellenic Chamber and seize this opportunity to express my appreciation for the efforts and the many initiatives you have been taking for the last 35 years in serving the Arab-Hellenic relations on all levels. We would like to assure you of our commitment in enhancing the status of the Arab-Hellenic Chamber and supporting its constructive efforts.”

*Members' Activities Newsletter, Issue 12, February 2016*



**Mr. Kostis Hatzidakis**  
*Former Minister of Development & Competitiveness, Greece (2012-2014)*

“The role of the Arab-Hellenic Chamber of Commerce and Development is crucial for these developments. It serves as the gateway in both directions by fostering cooperation, understanding, and a strong desire for growth.”

*1st Export, Services & Investment Opportunities Directory, 2014-2015*



# Tributes to our Chamber



**Suheil Hassib Sabbagh**

*Chairman,  
Hassib Sabbagh Foundation*

“**I** always believed in the role of the Arab Hellenic Chamber as indispensable for the enhancement of the economic relationship between the Arab countries and Greece. I am sure that with its dedicated effort the Chamber will continue in its success in achieving mutually beneficial objectives.”

*6th Arab-Hellenic Economic Forum,  
Platinum Sponsor,  
September 21, 2017*



**Mr. Tawfic Said Khoury**

*Executive Vice-Chairman,  
Consolidated Contractors  
Company (CCC)*

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

*2nd Annual Iraqi-European Business  
& Investment Forum,  
May 18-19, 2017*



**Mr. Jaafar Rasool Jaafar Al-Hamadani**

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

“**O**nce again, I would like to thank the Arab-Hellenic Chamber for its work in organizing this event and its role as one of the most active and vocal Arab-European Joint Chambers.”

*2nd Annual Iraqi-European Business  
& Investment Forum,  
May 18-19, 2017*



**H.E. Mr. Na'el Raja Al Kabariti**

*President  
Union of Arab Chambers*

“**T**his Chamber has clearly demonstrated its ability and capacity in promoting the Arab-Greek business relationship by bringing business communities closer together to better understand each other's needs...”

*1st Annual Iraqi-European Business  
& Investment Forum,  
April 21-22, 2016*



**Mr. Ali Mohammed Thunayan Al-Ghanim**

*Chairman, Kuwait Chamber  
of Commerce & Industry*

“**S**hould you need more details, please visit our website or write to us; after all, our goal is to serve you. And no one can compete with us in this service but the Arab-Hellenic Chamber of Commerce and Development, which we respect for its vigorousness and we thank for its cooperation.”

*Members' Activities Newsletter,  
Issue 12, February 2016*



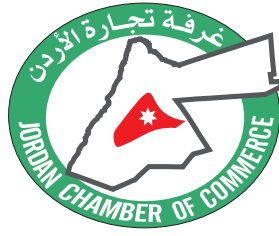
**H.E. Mr. Adnan Kassab**

*Former President, Union of  
Arab Chambers (2007-2013)  
Honorary President, Union of  
Arab Chambers*

“**I** seize this opportunity to congratulate the Management of the Arab-Hellenic Chamber of Commerce and Development for the success in their endeavours to enhance the existing relations and their efforts to create new business partnership between the two sides.”

*1st Export, Services  
& Investment Opportunities Directory,  
2014-2015*

*Quotes are in chronological order*



غرفة تجارة الأردن  
Jordan Chamber of Commerce

## Jordan Chamber of Commerce

is a nonprofit institution that serves its members in all economic, commercial and service sectors. The main task of the Chamber is summarized in providing an umbrella for the activities of sixteen national chambers of commerce and ten major commercial sectors across the cities of the Hashemite Kingdom of Jordan.

Jordan Chamber of Commerce sought aspiration from the royal directions of the homeland leader HM King Abdullah II, who is utterly keen to promote the drive of the economic growth, invigorate all economic activities and sectors, raise the level of citizen livelihood, attain renaissance in all fields for Jordan to become an example to follow, and to position the Kingdom of the world investment map and integrate the national economy into the world economy.

Major activities of the Jordan Chamber of Commerce include achieving the interests of the business community, providing of information and consultancy to the members, building up the economic development, providing of economic and market condition statistics, encouraging foreign investments and facilitating international trade.

Main objectives of the Jordan Chamber of Commerce include:

- Participating with the public bodies in drawing up policies related to trade and service sectors, including information technology and communications, and participating in developing strategies and plans necessary for implementation thereof;
- Participating in the efforts of development and promotion of trade and service, including small and medium sized enterprises
- Participating, along with relevant authorities, in organizing economic and commercial conferences at local, Arabic and international levels;
- Conducting, publishing, and updating economic studies and research in relation to trade and services.



The Chamber carries on its activities at a fast- pace with a view to promote the commercial sector activity at local and external levels through the join ministerial and higher committee. It has also participated in many local, Arab and international economic and commercial forums, conferences and symposia. It further continued to assume its role in supporting the organization of economic gatherings and forums within Jordan and abroad which it deems to be in the interest of the Jordanian economic and a potential to attract foreign investments.

The Chamber has also received many of Arab and international economic and commercial delegations; played a major role in holding symposia, workshops, training session and bilateral meetings for those visiting delegations, all of which created opportunities to introduce the members of the delegations to the atmospheres of investments and available potentials in the Kingdom, as well as to familiarize them with the laws, legislations, regulations and instructions regulating the investment, and the economic and commercial activity within the Kingdom.

The Chamber has also contributed to holding bilateral meetings between the members of the Arab and foreign visiting delegations and Jordanian businessmen, entrepreneurs, investors and company owner's counterparts. At the same time, the Jordan Chamber of Commerce had signed several protocols and agreements on cooperation with the Arab and foreign chambers of commerce and industry; it had also signed several agreements on creation of joint business councils with those states, and held several meetings for such councils within Jordan and abroad.

Proceeding to Jordan presidency for the Union of Arab Chamber, we are counting to work hard in consolidating and developing the Arab-Foreign relations.

**Website: [jocc.org.jo](http://jocc.org.jo)**



غرفة قطر  
QATAR CHAMBER



*H.E. Sheikh Khalifa Bin Jassem Bin  
Mohammed Al Thani  
Chairman of the Board*

## Qatar Chamber

Qatar Chamber is one of the oldest Chambers of Commerce in the GCC Countries. Having been established in 1963 by virtue of Law No (4) of the year 1963 dated on 16/2/1963, since then it is considered "House of Traders" in Qatar.

## The Chamber's Competences

- 1-** Collect, arrange and publish information and statistics of importance to everyone working in the field of commerce, industry and agriculture; provide the government with required data, information and opinions related to commercial, industrial and agricultural issues and disclose the commercial and industrial customs.
- 2-** Express opinion – in an advisory capacity – with respect to the establishment of stock exchanges; commercial, industrial and agricultural markets and fairs as well as to the granting of franchising related to public utilities.
- 3-** Provide ministries and competent authorities with proposals and opinions concerning the Laws and regulations relating to the commerce, industry and agriculture.
- 4-** Designate experts from among the commerce, industry or agriculture masters to study and consider the commercial, industrial or agricultural issues, to examine the disputed goods and to ratify the experts' testimonies in this regard.
- 5-** Organize and establish permanent commercial, industrial and agricultural fairs, museums, souks (markets), schools and institutes as well as other facilities concerned with the industry, commerce and agriculture within the laws and regulations in force. The government shall be entitled to entrust the chamber with the management of its facilities and institutes.
- 6-** Hold economic conferences in Qatar and participate in those held





*Mr. Rashid Bin Nasser Al Kaabi: Board  
Member, Qatar Chamber, 1st Vice  
President, AHCCD*



*Mr. Saleh bin Hamad Al Sharqi  
Director General*

abroad after obtaining a written authorization from the Minister of Finance, Economy and Trade.

**7-** Issue certificates showing the source of goods, the nationality of exporters and the prices in addition to all certificates allowed by the Minister of Finance, Economy and Trade.

**8-** Arbitrate in disputes referred to it according to the stakeholders' agreement.

**9-** Adopt data and documents of individuals and commercial companies when applying for the commercial registration, renewing or amending it.

## Our Services

**1-** Issuance of certificates of origin for national and foreign products.

**2-** Providing all commercial data, especially name and address lists of QCCI members working in different economic fields.

**3-** Organizing, in cooperation with government agencies, business and economic meetings and events, arranging local conferences and forums focused on specified topics of interest for Qatar business community and QCCI members.

**4-** Receiving business delegations, arranging bookings, and interviews, and other necessary arrangements .

**5-** Organizing trade exhibitions and arranged missions to overseas markets.

**6-** Settling commercial disputes between business entities by means of reconciliation or by referring the disputes to QCCI's Arbitration Committee.



## Baghdad Chamber of Commerce

### History of Baghdad Chamber

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

**Phase 1:** From its establishment up to 1926: During this period the chamber was practicing its activities under Law no.40 of 1926 and then Law no. 100 of 1966 the distinguishing feature of this phase was the sole responsibility of the private sector in running the Chamber's entire affairs.

**Phase 2:** 1968 – 1983: During this period two laws were enforced Law no.129 of 1969 followed by law no. 45 of 1973 in which the socialist sector was entrusted with the responsibility to administer the Iraqi chambers of commerce side by side with private sector.

**Phase 3:** 1985 was the year that saw the amalgamation of the Iraqi Chambers of Commerce with the Iraqi Federation of Commerce & Industry as stipulated by Law no.24 of 1983.

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

### Services offered by the Chamber:

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





*The President and Members of the Board of Directors of Baghdad Chambers of Commerce during their meeting with H.E. Fuad Masum, President of the Republic of Iraq, regarding the organization of the "Annual Iraqi-European Business & Investment Forum"*

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



### **Contact Details**

#### **BAGHDAD CHAMBER OF COMMERCE**

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Baghdad, Iraq

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baghdad\_chamber@yahoo.com

www.baghdadchamber.com





*Fathi El-Sayyed Morsy, Chairman*

## About us

The Egyptian Commercial Chamber of El- Behira Governorate is classified as a «First Class Chamber». Ever since, the Board of Directors, alongside with Executive Personnel, have been seeking to re-format the Chamber into a developed Chamber in order to present the best business services for traders.

Moreover, the Chamber has adopted One Stop Shop Policy since it launched «The Excellence Center» at its three-storey building to broaden the scope of the commercial services presented to traders and clients.

Besides, the Chamber is not only concerned with the community of traders, but it also deals and contacts with the whole society of the Governorate as an active member.

## Tasks

- 1 Issuing monthly reports on the economic and trade status in the Governorate.
- 2 Working on solving the trade-related problems across the Governorate.
- 3 Setting, financing and monitoring policies for commodity outlets.
- 4 Coordinating with other authorities for the benefit of both traders and consumers.
- 5 Making suggestions in the aim of facilitating the businesses of traders.
- 6 Offering awareness campaigns, technical consultations and advice for traders.
- 7 Receiving foreign delegations to manage B2B meeting for the benefits of the traders of the Governorate.
- 8 Participating in all the committees relating to the economic and commercial activities in all the authorities.
- 9 Detecting the problems facing investment and trade in the Governorate.

## Commodity Bourse

### Vegetables and Fruit Bourse

Currently, the Chamber is establishing a Commodity Bourse and a Vegetables and Fruit Bourse in Badr City on an area of 57 acres. Both are national mega projects that aim at public benefit and interest.

#### 1 THE COMMODITY BOURSE

It aims at extirpating monopoly and modernizing the commercial system through monitoring markets and supporting farmers. This Bourse is expected to provide decision makers with accurate data on the volume of production, prices and availability of prices.

#### 2 THE VEGETABLES AND FRUIT BOURSE

It aims at extirpating random trade and providing job opportunities for the

youth. It also aims at increasing the agricultural produce and decreasing the agricultural waste. The bourse is expected to avail the necessities of the local and the outer market.

### **Commercial Divisions**

The Chamber holds and organizes periodical meetings for the commercial Divisions in the aim of tackling the problems facing every each of them. The Commercial Divisions aims at:

- 1** Communicating between the members of the one Division.
- 2** Preparing monthly reports on food commodities in the Governorate.
- 3** Posing suggestions and regulating policies to facilitate the process of trade relating to divisions.
- 4** Providing the Chamber with data, information and statistics about each of the divisions.
- 5** Establishing, financing and monitoring annual exhibitions and outlets in the aim of marketing and achieving benefit for the consumers in the Governorate.
- 6** Providing training courses and awareness campaigns besides exchanging experience to upgrade the standards of performance of members.

### **Society for all**

- 1** The Chamber has provided many training courses for the youth for free, in the aim of qualifying them to compete in the job market.
- 2** Doing economic and investment surveys and researches on the Governorate to increase the opportunities and standards of investment in all the fields available.
- 3** Doing mutual protocols of cooperation with the relevant authorities inside and outside Egypt to activate the social role of the Chamber, which in turn provides stability in prices and achieve development.
- 4** Attracting businessmen and investors to supply and avail the commodities which are not available in the Governorate.
- 5** Establishin projects in the aim of providing job opportunities for the youth in the Governorate.
- 6** Holding meetings, seminars and conferences in the aim of broadcasting the investment opportunities and showing the facilities that distinguish the Governorate.

*El-Opera Square, Damanhour, El Behira Governorate, Mahmoud El-Nokrashy St., El Ghorfa El Togareya Building.*

Fax: +20453317531 Tel: +2045/3318207

e-mail: [behira.chamber@yahoo.com](mailto:behira.chamber@yahoo.com) [www.behirachamber.com](http://www.behirachamber.com)



غرفة التجارة والصناعة والزراعة  
Chamber of Commerce Industry & Agriculture  
of Tripoli & North Lebanon في طرابلس و لبنان الشمالي



President Mr. Touffiq Dabboussi

## The Chamber of Commerce, Industry and Agriculture of Tripoli and North Lebanon Role, Functions, Services

The Chamber of Commerce, Industry and Agriculture of Tripoli and North Lebanon is a public utility institution, a member in the Lebanese Federation of Chambers of Commerce, was established based on the Decree No. 36/67 deals with all Economic Affairs and sponsors the interests of companies and businessmen whether in trade, industry, or agriculture.

It plays a leading role in the Lebanese national economy through lobbying the highest interests of the private sector. It has about 20,000 affiliates who renew membership at a rate of 7,000 annually.

It carries out all the tasks entrusted to it and procedures specified under regulations and applicable laws:

1. Tends to commercial, industrial and agricultural interests.
2. Provides advisory opinions to relevant authorities.
3. Ratification export documents, certificates of origin, invoices transactions, commercial register and correct dates.
4. Raises memos and studies on the situation and the demands of economic sectors in the scope of work to officials and ministries concerned.
5. Issues members' verification of commercial, industrial, and agricultural representation and category.
6. Grants Registration certificates to the Barcode Lebanese Association
7. Facilitates members affairs through:
  - Preparing recommendation letters to embassies,
  - Free and immediate ratification by the Ministry of Foreign Affairs on certificates of origin, invoices



President Dabboussi with chairman of syndicate of contractors in Lebanon



President Dabboussi with foreign minister Mr. Gebran Bassil





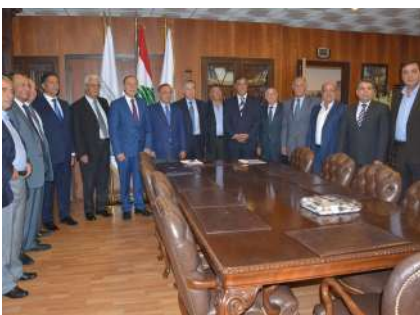
- Members benefit from health programs through the Mutual Fund for members of the Chambers of Commerce and Industry and Agriculture in Lebanon

What is worth pointing out that the Chamber of Commerce, Industry and Agriculture of Tripoli and North Lebanon recorded growth and exceeded the traditional services that were previously limited to ratification of certificates of origin and transactions and offers now a wide spectrum of quality services to economic bodies with all their components to strengthen their activities ,to develop their projects and to cope with the challenges of economic development in the modern world to be able to face the fierce competition posed by the economic globalization systems...

So if you are an individual, a company owner, a factory, a cooperative, a small or a medium-sized enterprise, the Chamber is fully prepared to help you reach your goals in developing your business projects and assures continuity starting from legal establishment and registration in order to take advantage of:

- Mutual Fund
- Business Development Center
- Projects and programs department
- Media communication and Public Relations
- Chamber office in Akkar
- Business Service Centre
- Laboratories and Quality Control Center
- Reconciliation and Arbitration Center
- Bar Coding
- Conference and exhibition venues

**Website:** [cciat.org.lb/en](http://cciat.org.lb/en)



*President Dabbousi with syndicate of contractors*



*President Dabbousi with Iraqi chambers' delegation*

# OFID at a glance

## OFID's vision

To aspire to a world where Sustainable Development, centered on human capacity-building, is a reality for all.

## OFID's mission

To foster South-South Partnership with fellow developing countries worldwide with the aim of eradicating poverty.

### About OFID

OFID is the intergovernmental development finance institution established in 1976 by the Member States of the Organization of the Petroleum Exporting Countries (OPEC). OFID was conceived at the Conference of the Sovereigns and Heads of State of OPEC Member Countries, which was held in Algiers, Algeria, in March 1975. A Solemn Declaration of the Conference reaffirmed the natural solidarity which unites OPEC countries with other developing countries in their struggle to overcome underdevelopment and called for measures to strengthen cooperation between these countries.

### The aims

- To promote cooperation between OPEC Member Countries and other developing countries as an expression of South-South solidarity.
- To help particularly the poorer, low-income countries in pursuit of sustainable social and economic advancement.

### The means

- By extending concessionary financial assistance in the form of loans for development projects and programs, balance of payments support and trade financing.
- By participating in the financing of private sector activities in developing countries.
- By providing grants in support of technical assistance, food aid, research and similar activities, and humanitarian emergency relief.
- By contributing to the resources of other development institutions whose work benefits developing countries.

### OFID's resources

OFID's resources consist of voluntary contributions made by OPEC Member Countries and the accumulated reserves derived from its various operations. At the close of the year 2016, contributions pledged by OPEC Member Countries totalled US\$4,433 million out of which US\$3,462 million was direct contributions to OFID. The Reserve Account stood at US\$2,740 million.

### The beneficiaries

All developing countries, with the exception of OPEC Member Countries, are in principle eligible for OFID assistance. The least developed countries, however, are accorded higher priority. So far, 134 countries worldwide have benefited from OFID's financial assistance.

### The co-financing partners

To optimize the impact of its contribution to international development, OFID works closely with the bilateral and multilateral agencies of its Member Countries, the World Bank Group, the regional development banks and the specialized agencies of the United Nations, as well as a host of nongovernmental and other organizations.



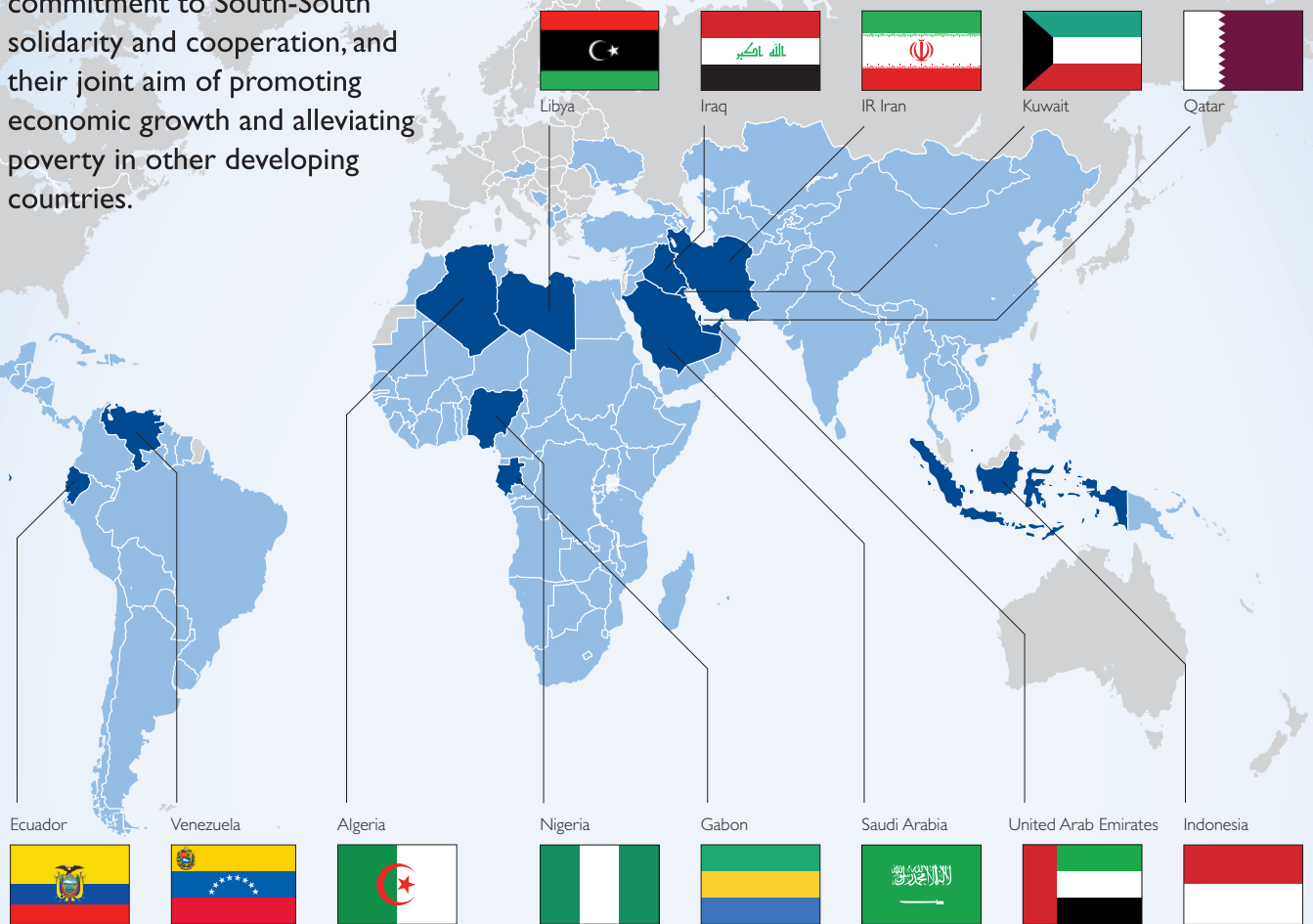
**Uniting against Poverty**

# OFID: A global footprint

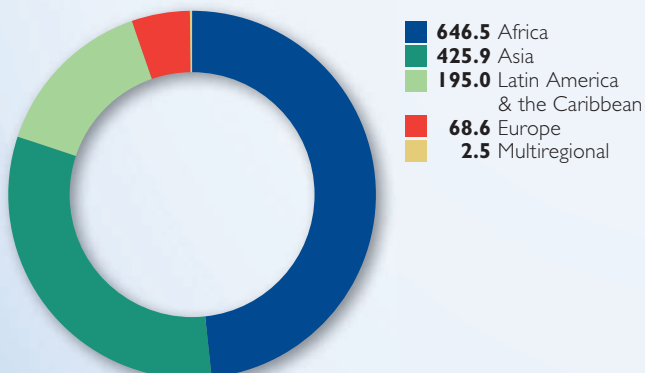
## OFID's 13 Member Countries

are united through their shared commitment to South-South solidarity and cooperation, and their joint aim of promoting economic growth and alleviating poverty in other developing countries.

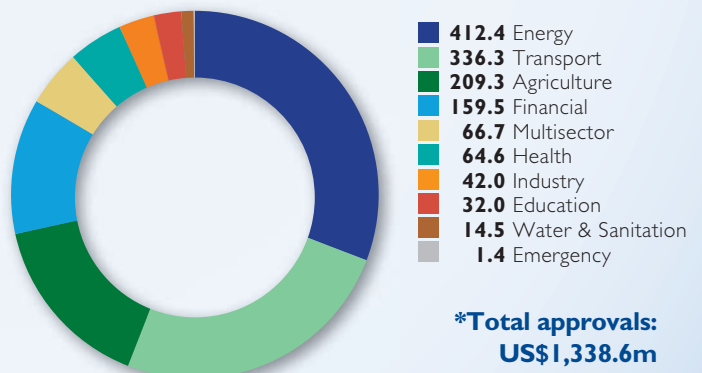
■ Member Countries  
■ Partner Countries



**Approvals in 2016 by region\***  
(US\$m)



**Approvals in 2016 by sector\***  
(US\$m)



**\*Total approvals:**  
**US\$1,338.6m**

## OFID

The OPEC Fund for International Development  
Parking 8, 1010 Vienna, Austria  
Phone: +43-1-515 64-0, Fax: +43-1-513 92 38





## **Nannuka's brief profile**

Nannuka is one of the largest online services that connects families with childcare professionals and counts more than 100.000 registered members in just 3 years of operation.

Starting as the project of three entrepreneurs and mothers who turned their need to find trustworthy child care experts for their own children into a thriving online market place, Nannuka is now seeing its seeds blossoming in other European countries too, namely Italy and the Uk.

What makes its services unique is its philosophy towards children's safety and customers' support, both very significant factors of its trustworthiness and success. Nannuka is not yet another database filled with babysitters' profiles lists, with no further elaboration. Instead, every single babysitter has undergone background checks and verifications of all their official papers and diplomas that validate their profile's truth. This is what has made Nannuka for all families a practically household name!

[nannuka.com](https://nannuka.com)







## Beautifully furnished apartments

blueground is an internationally awarded hospitality company that offers beautifully furnished apartments to business travelers and expats, for durations of one month or longer. Blueground leases properties in the most sought-after locations in Athens, Istanbul, Dubai and New York and transforms them into high-quality fully serviced apartments.



ATHENS • ISTANBUL • DUBAI • NEW YORK





To date, more than 600 owners have trusted their properties to blueground, acknowledging the significant benefits the company offers; long-term and flexible leasing agreements, stable monthly rental income, and complete maintenance management. At the same time, thousands of business travelers have stayed in blueground apartments, enjoying an effortless and feel-like-home experience.

## OUR VISION

**Your next, ready to move-in home, in every major city in the world!**

Through our technology, beautiful interiors, functional equipment and 24/7 live support, we make apartment stays an enjoyable and efficient experience - for both our guests and landlords.

**More than 80 Companies** trust blueground to accommodate their executives:





رواد العالم  
GLOBAL ENTREPRENEURS



Global entrepreneurs is a GCC based port that launches trips to the world to enrich knowledge through inspiring youthful innovative minds in an engaging and enabling professional entrepreneurial platform that strives on exploring opportunities in an entertaining environment that triggers sustainable outputs. With the core aim of Gulf Cooperation Council countries' youth economic empowerment, and in parallel with strengthening and diversifying European Union and GCC trade, we would lead the GCC region delegates in a number of events and activities in Europe tailored around the international entrepreneurial forums and meetings.



As for the scope of aimed audience, it would range between young GCC entrepreneurs and start-ups to businessmen's offspring divided into well-diversified categories to amplify in-house profits in addition to the external added value. Thus, by creating a stimulating environment center for the positive dialogue and constructive interaction, the program shall be orchestrated to satisfy the diversified targeted audience coming from all ages, cultures, experiences, interests and professional backgrounds to inspire them with a shared vision, maximise their benefits and facilitate their sustainable impact.



**9+ COUNTRIES**  
**150+ ACTIVITIES**  
**11+ SUCCESS STORIES**

رؤية  
**2030**  
المملكة العربية السعودية  
KINGDOM OF SAUDI ARABIA





**Global Entrepreneurs is a collaborative program initiated by Saber International Group as part of its mission in social and economic youth empowerment. One of the most important areas of strength for such an initiative is having powerful supportive organizations.**



**Enrichment**



**Inspiration**



**Engagement**



**Exploration**



**Entertainment**



**Enablement**



**It is crucial to emphasize on the six streams being cascaded towards the constructive and effective fulfilment of the Kingdom of Saudi Arabia's vision of 2030.**





## KarmSolar Profile

KarmSolar (est. 2011) is a solar energy solution provider that focuses on the development of innovative hardware, software, and energy efficient structural and architectural designs that make possible the commercial application of off grid and on grid solar systems. We deliver solar solutions to the agricultural, tourism and business sectors. Committed to R&D and innovation, our goal is to commercialize sustainability, enabling businesses to gain from an increase in productivity whilst benefitting from and protecting the environment.

A subsidiary of KarmSolar is KarmBuild, a multi-disciplinary firm that specialises in creative sustainable architecture design & construction that focuses on integrating local culture & physical factors with innovative frameworks in new sustainable solutions and renewable energy technologies. Another subsidiary of KarmSolar is KarmPower, responsible for the Engineering, Procurement and Construction (EPC) of solar projects including turnkey and Power Purchase Agreements (PPAs).

Some of KarmSolar's projects include an on-grid 2MW solar plant in Sahl Hashish through the Feed in Tariff phase one, a 1 MW PV-Diesel hybrid plant for dairy producer Juhayna's Western Desert factory, 2 stations of 75kW and 150 kW for two resorts in Marsa Allam (Wadi Sabara and Marsa Shagara) and a 83kW off-grid battery system for a workers village at Tayebat, Al Wahat al Bahariya. Recently, we signed the biggest private sector PPA in Egypt with Dakahlia Group to provide 75% of their energy needs over 30 years through two stations in Menia and Wadi Natroun that will be built with an investment of US\$23 million and will generate 23.5 MegaWatts of electricity.









*Excellence in Partnership*

# *Your Gateway to the Arab World*

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





## **Session 1**

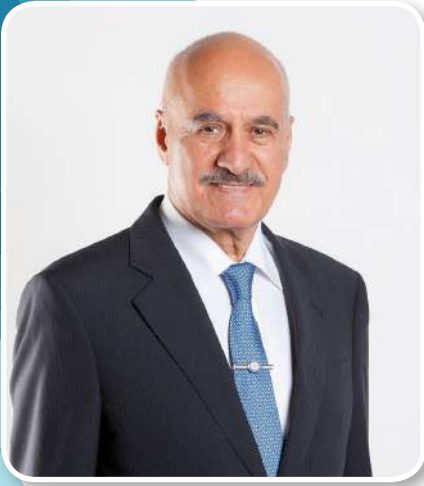
START-UP BUSINESSES,  
FINANCING,  
EXPANSION  
& PARTNERSHIP



# Keynote Speaker

## H.E. Mr. Suleiman Jasir Al-Herbish

*Director General, OPEC Fund for International Development (OFID), Federal Republic of Austria*



Suleiman Jasir Al-Herbish, a Saudi national, has been the Director-General of the OPEC Fund for International Development (OFID) since November 2003. Al-Herbish is a long-time supporter of people-centered development, a principle he has kept at the heart of OFID throughout his stewardship. He has been especially vocal about eradicating energy poverty, a cause he has championed tirelessly at the highest level and one that forms the central pillar of OFID's strategic plan.

Al-Herbish has led numerous initiatives to make OFID's work more relevant and efficient, including the broadening of financing mechanisms and the conclusion of partnership agreements with a large number of bilateral and multilateral partners. He has also driven institutional change at OFID, particularly in respect of human resources and corporate communications. A-Herbish has helped increase OFID's visibility in both its Partner and Member Countries, as well as within the wider development community.

Al-Herbish described the alleviation of energy poverty as the 'missing ninth Millennium Development Goal'. However, as a member of the high-level group formed by then United Nations Secretary-General Ban Ki Moon to guide the Sustainable Energy for All (SEforALL) initiative, OFID and Al-Herbish helped to secure a place for universal energy access, as SDG7, in the 2030 Global Development Agenda. Al-Herbish is also a member of the SEforALL Advisory Board.

Prior to OFID, Al-Herbish served for 14 years as the Governor of Saudi Arabia at OPEC. He also served as Chairman of the Board of Directors of the Arab Drilling Company, a joint venture between Petromin, Saudi Arabia and Schlumberger; Chairman of the Executive Committee of Saudi Arabian Texaco Inc., a US company; and Chairman of National Shipping Company, Saudi Arabia (NSCSA), a company owned jointly by the government and the public.

# Moderator

## Mrs. Lela Dritsa-Psarros

President & Co-Founder, Nannuka, Greece

After completing her studies (BA in Communications) at the American College of Greece and continuing to her MA at City University London (International Journalism), Lela Dritsa Psarros has worked for 10 years in the Communications field emphasizing mainly on communication strategy planning and managing promo events.

Lela visualised Nannuka.com in 2013 and along with Natalie Levi & Catherine Lambrou gave thousands of parents the opportunity to find a well trusted helping hand, making Nannuka one of the largest online care destinations in Greece and the UK.

For her advocacy and work at Nannuka, Lela has been included as one of the 100 women entrepreneurs in Europe at Forbes and one of the «40 under 40» successful entrepreneurs at Fortune's magazine and has also been interviewed by several respected media across Europe.

Lela enjoys being a wife, a mother of two adorable children and a woman entrepreneur giving valuable insight by decoding the market's needs while never ceasing to monitor growth opportunities for Nannuka.



# Speaker

## Mr. Tarek Alnassar

Assistant Director General, Private Sector & Trade Finance Operations Department, OPEC Fund for International Development (OFID), Vienna, Federal Republic of Austria

Mr. Alnassar started working at OFID in 2006.

Since September 2012, he has been leading the Private Sector and Trade Finance Operations Department, initially as Head of Department and, since September 2017, in the position of Assistant Director-General.

Before joining OFID, he has worked for 14 years in the financial sector in the following roles:

- (a) Financial Consultant at Merrill Lynch International Bank in Bahrain: I was involved in assets and accounts acquisition and management for individual and institutional clients.
- (b) Financial researcher at Securities Group, an investment company in Kuwait: I conducted feasibility studies for various projects, provided corporate credit risk analysis and fundamental analysis for various investment vehicles (such as unlisted companies, mutual funds, bonds, stocks) and provided investment recommendations to upper management.
- (c) Product Development Manager at the Commercial Bank of Kuwait: I was in charge of developing sale strategies for financial products, including planning and assisting in the development, marketing and distribution of financial products.







## Speaker

### H.E. Ms. Sara AbdulWhab Al Madani

Board Member, Sharjah Chamber, UAE



Her Excellency Sara Al Madani is a well-known fashion designer, Restaurant Owner and entrepreneur.

In 2014, she was selected by His Highness Sheikh Dr Sultan Bin Mohammed Al Qassimi as a board member at Sharjah Chamber of Commerce and Industry, making her the youngest on the board.

Sara was inspired to start her own business at the age of 15. Following her success as a young entrepreneur and business woman, Sara was selected to inspire women in the UAE to be more active and self-confident in order to achieve business success.

Recognized for her creativity and hard work, Sara is an honoured speaker in many universities, colleges and institutes. She truly believes that it is important to be an active member of the community, inspiring the younger generation and continuously sharing knowledge, experience and information therefore she started her public speaking journey, speaking and giving Keynote speeches in more than 110 events in the year 2016 - 2017.



## Speaker

### Mr. Alexandros Chatzielftheriou

CEO & Co-Founder, Blueground, Greece



Alexandros Chatzielftheriou is the CEO and co-founder of blueground. Prior to his current role, Alexandros worked as a strategy consultant for McKinsey & Company for six years and in the strategy team of Samsung Electronics based in Seoul, South Korea as an Associate Principal.

In 2009, Alex was sponsored by McKinsey to attend the full-time MBA program at INSEAD. The idea for blueground was born out of Alexandros' own personal experience as a business traveler and expat, having spent more than 5 years in hotels. Alex launched blueground to offer a differentiated and cost-advantageous accommodation solution to business travelers and expats.

# Speaker

## Mr. Hatem Mohammad AbouOlo

Founder & President, Global Entrepreneurs, Saudi Arabia

- Founder & President of “Saber International Group”, specializing in education development, youth empowerment, business consulting and Interactive Museums & exhibitions
- Founder and President of “Global Entrepreneurs”, the youth economic empowerment program
- Member of the “Maritime-Continental Silk Road Entrepreneurs Alliance”, United Nations Development Organization
- Youth Programs Consultant at the “Federation of GCC Chambers”
- Consulting Partner and Knowledge Sponsor of the “Eastern Province Youth Council” at Saudi Arabia
- Concept Developer of “King Salman Center for Knowledge Empowerment”
- Project Manager of the Strategy and Design of the “Eastern Province Center for Urban Development” at Saudi Arabia, to tell the story of the urban development in the past, present and future
- Innovator of “Saber Youth Café” concept to bridge the gap between young pioneers and decision makers to come up with creative solutions for current challenges
- Member of the:
  - o International Public Relation Association – GCC Chapter
  - o Arabian Society for Human Resources Management
  - o Toastmasters International
  - o AlGhad Youth Association
- “Inventeneur” Model Innovator and Business Consultant of the “First GCC Campaign to Empower Inventing Entrepreneurs”
- Former President of the Volunteer Council at Saudi Arabia





## Speaker

### Mr. Ahmed Zahran

CEO & Co-Founder, Karm Solar, Egypt



Zahran is the Co-founder and CEO of KarmSolar, an Egyptian joint stock company established in 2011 working in the field of off-grid and on-grid solar innovations. He holds a MSc. in Economics from SOAS, University of London, a BA. in Business Administration & Finance from the American University in Cairo, a diploma from the European College of Liberal Arts in Berlin in Philosophy & Literature and a certificate in social entrepreneurship from the Stanford Graduate School of Business. Zahran has 10 years of experience in renewable energy and carbon trading working at Shell in the UK and Tunisia, and working in Egyptian Kuwaiti Holding in Egypt as a business development manager for renewable energy and clean development mechanisms, initiating the company's carbon trading and renewable energy business. Zahran is responsible for guiding, coordinating and overseeing the commercial and technical growth strategies of KarmSolar. Zahran is also the co-founder and former board director of Nahdet El Mahrousa, one of the largest youth-run NGOs in Egypt, which works on various youth development projects. Currently he is a member of the board of trustees at TIEC, a hub for ICT based innovations and entrepreneurship.





**TOURISM  
ENERGY  
FOOD &  
BEVERAGE  
LIFE SCIENCE  
TECHNOLOGY  
LOGISTICS**

**ENTERPRISE GREECE** is the official agency of the Greek State, under the supervision of the Ministry of Economy & Development, to showcase Greece as an attractive destination for investment and to promote the highly competitive products and services produced in Greece for export. Enterprise Greece assists foreign investors and enterprises to do business with Greece, troubleshoots issues related to the public administration, provides key information about Greece as an investment destination and promotes the investment sectors in which Greece excels. In addition, it promotes Greek products and services to the global marketplace, helps Greek businesses reach new markets, find new business partners, and become more competitive and attractive.

## NOVEMBER 2017

Greece has been transforming its economy, turning it from an essentially closed economy, to an economy based on Foreign Direct Investments and Export trade. Many important reforms and structural adjustments have already taken place or are underway and more remain to be done, but it is now evident to all that there is a strong commitment to change in Greece, enabled by:

- the political leadership, which actively fosters relations with international investors
- the business leaders, who are looking at the international markets and establishing lasting partnerships
- and quite importantly, the society as a whole which has embraced the narrative of change, and is supporting the changes and engaging with the global community

The Greek government has set a number of **key priorities for economic growth**:

- a) To unlock the country's unexplored value, which includes high caliber available human capital and assets
- c) To attract foreign direct investment
- d) To promote and support export oriented sectors, and
- d) to support businesses through a lean and responsive public sector

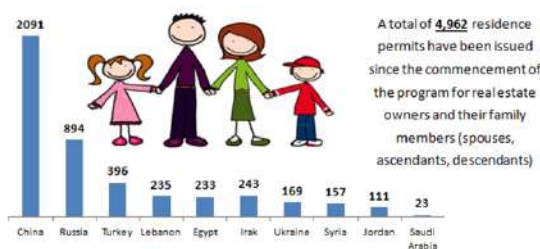
All of the above are the Government's means to attain its target for job creation and sustainable economic growth.

The latest economic data are supportive of the recovery in domestic demand and positive employment developments. Public finances are performing better than expected and the overall macro outlook remains positive. Moreover, the completion of the 2nd review on 15th June 2017 strengthened financial and investment markets' sentiment, especially following implementation of 140 prior actions over the last few months. As a result of the positive economic developments, the Greek sovereign returned to capital markets on July 25th after three years. Greece placed a new benchmark € 3 billion five-year bond with a yield of 4.625%. Therefore, it came with no surprise during summer 2017, that S&P and Moody's raised Greece's sovereign bond rating to B-. Moreover, currently the sovereign is engaged in a € 30 billion bond swap, which is extremely positive news as maturities are extended.

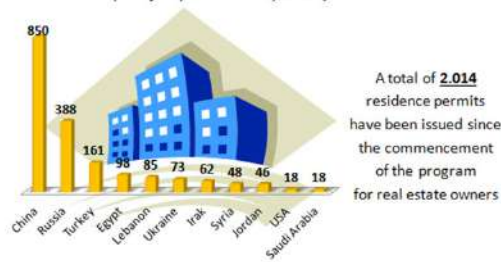
At this time Greece offers a unique proposition that combines the advantages of a developed country, with the opportunities for growth usually associated with emerging economies. Greece presents a unique investment proposition, as it incorporates:

- **Timeless competitive advantages**, pertaining to its location at the crossroads of three continents - a natural Gateway to Europe, along with a wealth of natural resources
- **Developed Country status**, an active member of all key international institutions, an established democracy (since 1843) with rule of law, and a highly developed infrastructure

**Number of residence permits for real estate owners & family members issued per top 10 countries of origin**  
(as of September 30, 2017)



**Number of residence permits for real estate owners issued per top 10 countries of origin**  
(as of September 30, 2017)



● **Great Growth Potential**, as a market opening up to investment, with market consolidation and opportunities to acquire assets and run operations at highly competitive costs, in all key high growth sectors.

A plethora of investment opportunities lie in the following sectors:

**Tourism:** Tourism is a central pillar of the Greek economy, as the sector contributes 18,6% to GDP & 23,4% to total employment in 2016. Tourist arrivals grew for a 4th year in a row, breaking an all time record, reaching 24.8m, while receipts reached €13.2bn. The target is for 35m arrivals in the next few years, a 40% increase.

**Energy:** Greece is emerging as a regional energy hub due to its capacity to produce electricity via Renewable Energy Sources & unexplored hydrocarbons, along with its location, which is ideal for the transportation of energy from Asia to Europe.

Many options exist in the Greek energy sector as upcoming International Tenders for the exploitation of hydrocarbons Offshore blocks, major Grid interconnection projects and 19 strategic energy projects “Projects of Common Interest” (PCIs) in the electricity and natural gas sectors are currently underway.

**Food and agriculture:** Food and agriculture is one of the major export sectors for Greece, with a strong presence in the European and a growing presence in other markets. The sector’s movement towards branded products vs. no-label ones is expected to benefit the sector strongly. Early next year Enterprise Greece is to strongly assist this effort at an international level.

**Logistics:** The country is emerging as a major logistics hub and is developing its capacity to capture increased trade flows to Europe. The Logistics sector in Greece accounts for almost 10% of GDP. Investments in the sector such as the Privatisations of Piraeus port, the 14 Regional airports and the Thessaloniki port are expected to further boost the industry in the next several years.

**ICT:** The ICT sector is one of the most significant in the Greek Economy, driven mostly by the demand for automation and digitalization in the Greek public and private sector. Complementary to this is the focus that has been placed on the support of ICT initiatives through dedicated publicly- and privately-run structures (incubators, R&D centres, co-working spaces etc.).

**Life Sciences:** this industry has been developing at a vigorous rate, with new start-up and spin-off companies increasingly pursuing international R&D collaborations for the development of competitive, technology-based products and services. Essential to this dynamic growth is the Greek R&D infrastructure, which includes internationally renowned Research Institutes, research teams and University Research Groups. There are several Greek companies already competing successfully in the international pharmaceutical markets, with a strong shift towards R&D, innovation and marketing. Greece has the potential for competing in the “middle market” of medical tourism, which is considered a fast growing sector internationally during the last decade.

#### **Fast – Track law**

In order to attract high calibre large investments into the Country, special legislation has been introduced which accelerates the licensing process of investment projects that fulfil criteria mainly related to the size of capital expenditure and/or employment. Such projects appreciate shorter approval times, reducing drastically the implementation period of the investment. Approximately euro 3 billion of such projects have been approved to date and an additional euro 3.5 billion are currently in the pipeline. The outlook is for the pipeline for such projects to build up in the near future.

#### **‘Golden Visa Program’ for Real Estate Investors**

Three years ago Greece introduced a residence permits’ program for real estate investors regarding properties with a minimum value of €250,000, providing a strong incentive to non-Schengen country citizens to acquire real estate property in Greece.







# elounda<sup>SA</sup>

## REAL ESTATE





## **Session 2**

INVESTMENT  
OPPORTUNITIES:  
INCENTIVES  
& FACILITATIONS



# Moderator

## H.E. Dr. Khaled Hanafy

*Secretary General, Union of Arab Chambers, Lebanon*

Dr Khaled Hanafy is the Secretary General of the Union of Arab Chambers and Professor of Economics and International Business. He held several Governmental, academic, business and consultancy positions, most recently Minister of Supply and Internal Trade in Egypt, Chairman of Internal Trade Development Authority and Dean of College of International Transport & Logistics, in the Arab Academy for Science, Technology & Maritime Transport. He was awarded "The Best Minister" for two consecutive years according to top surveys, in recognition of developing a New Food Subsidy System serving more than 70 million Egyptians.

Dr Hanafy had a remarkable contribution in developing the Egyptian internal trade, through launching a number of initiatives that were reflected in developing internal trade and in making it more efficient. These initiatives include: "Egypt's Food Industries", "Consumer Complexes E-Linking Project", "Gameeti Project", "Internal Trade and Logistics Zones" and "Upgrade The Egyptian Storage Capacity".

Dr Hanafy was the Chief Editor of the Economic constitution of Egypt. He was Chairman and board member of several holding companies in the private and governmental sectors. He participated in and headed a number of consultancy projects for the Arab League, the World Bank, the International Monetary Fund, the World Trade Organization, the United Nations, the International Labor Organization and the European Union. He was also an Economic Advisor for the Federation of Egyptian Chambers of Commerce and provided consultancy services to several national & multinational organizations.

He holds MSc degree in Regional Development and PhD degree in International Trade. He also holds many diplomas in International Trade, & Business Administration from top American universities. On the academic level, Dr Hanafy - is a Professor of Economics and International Business and has a wealth of profound publications.



# Keynote Speaker

## Admiral Abdelkader Darwish

*Vice Chairman, General Authority for Suez Canal Economic Zone, Egypt*

Admiral Abdel Kader Darwish has a long and in depth experience in the maritime and port industries. He has held various key positions as head of Maritime sectors and under his administration he restored the seat of Egypt in the Council of the International Maritime Organization.

He has held the position of the Chairman of the Board of Directors of Alexandria Port Authority where he was assigned to set the strategic plan for the port till 2030.

Admiral Darwish has also been the Chairman of the Board of Directors of Damietta Port Authority, where he was assigned to set and develop optimal policies to improve the port productivity restarting the liquid terminal royalty.

He has as well served as Chairman of the Board of Directors of River Transport Authority where he facilitated traffic in navigation road from Alex to Cairo.

He has also served as a defense attaché in Germany and the United Kingdom and has served the Naval Forces.

Admiral Darwish holds an MBA in International Transport and Logistics from the Arab Academy for Science, Technology and Maritime Transport as well as a Masters Degree in Maritime Studies from the Military Naval Academy.

He has attended high level of Maritime courses and training in the United States, UK and Spain. He has served several high level positions in both the Ministry of Transport and the Ministry of Maritime Transport.

**SCZ**one  
Suez Canal Economic Zone  
الهيئة العامة للمنطقة الاقتصادية لقناة السويس



## Speaker

### Mr. Elias Athanasiou

*CEO, Enterprise Greece, Greece*



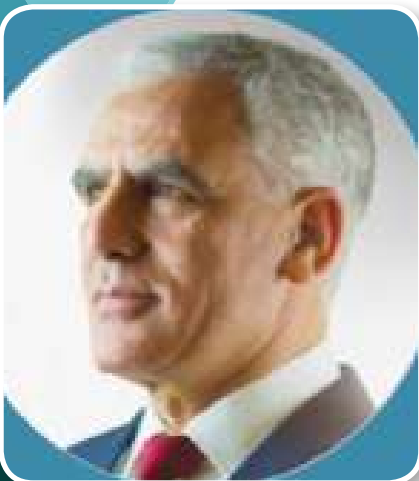
Elias Athanasiou was appointed CEO of Enterprise Greece in May 2017. He has more than 20 years of experience working in the private sector in various industries, including insurance, finance and gaming & leisure. During his professional career he has worked for major multinational corporations, being part of the senior management team at the headquarters overlooking global businesses and international expansion. He has been involved in complex international transactions, mergers & acquisitions, fund raising through local and international capital markets (equity, straight & convertible bonds), working closely with various Stock Exchanges around the Globe and major international corporate and investment banks. Moreover, he has worked on green field business development projects and exports to more than 40 international markets, spanning throughout all continents. He holds a B.Sc. in Marketing from ULV California Summa Cum Laude, a M.Sc. in Finance from the University of Strathclyde and the international professional investment accreditation, CFA.



## Speaker

### Mr. Mohamed Abdulkarim Al Raeid

*President, Federation of Libyan Chambers of Commerce, Libya*



A passionate leader with a long track record of management in the Libyan market.

Experienced in establishing and running award winning businesses, including Al-Naseem Food Industries company which won many awards including, but not limited to Golden Star Award (B.I.D New York, 2010), and the Platinum Award for best trade mark (Switzerland, 2010).

Insightful knowledge of business and the Libyan social and economic structure.

- Member of Libya's Parliament (House of Representatives).
- President of Federation of Libyan Chambers of Commerce & Industry.
- Chairman of the Board of Directors of Al Naseem Food Industries Co.
- Shareholder & Member of the Board of Directors of Al-Najma Company for Refining & Filling Vegetable Oils.
- Shareholder & Member of the Board of Directors of HUDHUD Worldwide LOGISTICS.
- Shareholder & Member of the Board of Directors of AL-TAKADUM Company for the supply & installation of industrial equipment.
- Shareholder & Member of the Board of Directors of Al-ZAHIRA Company for Importing Foodstuffs

# Speaker

## Mr. Hussein Shraim

*BD Member, Jordan Chamber of Commerce, Jordan @ BD Member, AHCCD*

Hussein joined the Jordan Chamber of Commerce board of directors when he was appointed as the chairman for the Zarqa'a Chamber of Commerce back in 2013.

As a board member at the Jordan Chamber of Commerce; Hussein represents the Chamber as a Member of Arab-Hellenic Chamber of Commerce & Development and also a Member of the Executive Committee of the Arab-Hellenic Chamber of Commerce & Development.

Hussein is also a Member of the Jordanian - Kazakhstan Joint Technical Committee of Commerce.

Hussein is very active in his local community; he is the President of the Jordanian Society for the Prevention of Road Accidents in Zarqaa'a and a Member of the center for studies, consultation & continuing education at the Hashemite University.

Since 1986 he managed his private company, "Sadeddin Shraim Sons Co." which specializes in Building Material and Construction.



# Speaker

## Mr. Fotis S. Kokotos

*Managing Director, Elounda Real Estate Development @ Board Member, Elounda S.A. Hotels, Greece*

Fotis Kokotos is a Greek tourism and development entrepreneur, managing director at Elounda Real Estate Development, and member of the board at Elounda SA hotels & Resorts, the family hotel business where he has worked since his schoolboy years. He practices design and construction of tourism-related projects (hotels, spas, conference facilities, etc.) while at the same time investing in the construction of holiday homes. He was elected to the board of SETE, the Tourism Enterprises' Association, in 2014, and appointed to the board of Marketing Greece. He graduated first in his class from Athens College, and also holds a First-class degree in Natural Sciences from Cambridge University in the U.K. and a MSc in Civil and Environmental Engineering from UCLA in the U.S. He's fluent in English, proficient in German, comfortable in Italian, while also conversational in Spanish and French. He served in the Army Special Forces as a paratrooper. As a water polo athlete he won the British universities' 1996 league. In 2017, he was elected president of the Crete Golf club and academy. He often writes in the press on tourism and environment issues, and has run for Greek and European parliament in 2012 and 2014 with 'Drassi', a centrist-liberal party, member of ALDE. Born in 1974, he's a father of three girls.











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

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


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



**Consolidated Contractors Company**  
**[www.ccc.me](http://www.ccc.me)**



# company profile



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

## Markets

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

## Scope of Services

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

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

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



**Consolidated Contractors Company**





## Subsidiaries & Associate Companies

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

## Mission

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

## Core Values

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

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

## Social Responsibility

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







## Consolidated Contractors Company

P.O. Box 61092 • Amaroussion 151 10, Athens  
Tel: (30) 210-618-2000 • Fax: (30) 210-619-9224 • www.ccc.me

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

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

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

### Fields covered:

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

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

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

### Principal Operating Group Members

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

### Associate Companies

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



Khazzan Gas Project, Central Processing Facilities - Oman



Opera House - Dubai, UAE

## MAJOR PROJECTS EXECUTED OR IN PROGRESS

### ► ALGERIA

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

### ► AUSTRALIA

- APLNG Pipelines, Queensland

### ► BOTSWANA

- North South Carrier 2 Water Transfer

### ► EGYPT

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

### ► IRAQ

- First Commercial Production Gas Plant - Slug Catcher

### ► JORDAN

- King Hussein Cancer Center Outpatient Tower & East Tower

### ► KAZAKHSTAN

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

### ► KUWAIT

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

### ► MAURITANIA

- 16.6 MW Solar Photovoltaic (PV) Power Plant

### ► MOROCCO

- Design & Build of School, Sales Center for Artisanal, Social Cultural & Sports Center, Motels & Mosque

### ► NIGERIA

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

### ► OMAN

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

### ► PAPUA NEW GUINEA

- PNG LNG Project - EPC5B Komo Airport & Infrastructure

### ► QATAR

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

### ► SAUDI ARABIA

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

### ► SENEGAL

- VDN 3rd Section Road, Golf Club - Tivaouane Peuth Intersection

### ► THAILAND

- Fourth Transmission Pipeline EPC2

### ► TURKMENISTAN

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

### ► UAE

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









**BB Energy**

**BB Energy (BBE) is among the world's leading independent energy trading companies, with consolidated experience in trading, operations, chartering, logistics, storage, refining and financing.**

With approximately 17 million metric tonnes (MT) of physical crude oil and petroleum products traded in 2015, BBE is one of the most active gasoil, gasoline, fuel oil and bitumen traders in the Mediterranean, Middle East and North Africa.

We continue to benefit from strong knowledge of the markets where we operate. This, combined with our logistics expertise and commitment to Middle Eastern values, allows us to meet our clients' needs with reliable and innovative solutions.

We are now capitalising on our hardearned expertise and long-standing commercial relationships by entering new markets and expanding certain business lines. Our portfolio of global trading flows continues to expand.

## **OUR HISTORY**

We began our commodities business in Lebanon in 1937, starting out as a grain and asphalt trading company.

In 1963 we started commercialising oil in Lebanon. At first, we were primarily involved in the local marketing of oil products and the importation of bitumen. Six years later however, during 1969, we began trading oil in the Mediterranean, Red Sea and Arabian Gulf.

Since the 1980s, we have built strong links with the Middle East and cemented our position as an industry pioneer in the Mediterranean. We subsequently entered the Black Sea, Asian and US markets.

Today our trading activities span across the five continents and we have offices in eight strategically positioned locations.

## **OUR TRADING PLATFORM**

We have global trading hubs in London, Singapore and Dubai. Each one is staffed by experienced traders specialised in crude oil and petroleum products, including middle distillates, gasoline, fuel oil and bitumen. Our traders are supported by shipping, finance and operations specialists located in different offices.





**AL SRAIYA**

HOLDING GROUP

WASHINGTON DC

LONDON

MUNICH

WARSAW

ISTANBUL

ANKARA

DOHA

DUBAI

MUSCAT

**INNOVATION  
AROUND THE  
WORLD**

### ENGINEERING GROUP

AL SRAIYA TRADING & CONTRACTING  
AL SRAIYA STRABAG  
ZUEBLIN INTERNATIONAL  
BADR CONTRACTING & TRADING  
STRABAG QATAR  
CIRCLE QATAR

### HOSPITALITY GROUP

MILLENNIUM HOTEL - DOHA  
COPTHORNE HOTEL - DOHA  
KINGSGATE HOTEL - DOHA  
THE TOWN HOTEL - DOHA  
STAYBRIDGE SUITES HOTEL - LUSAIL  
PRESIDENTIAL APARTMENTS - LONDON  
EDWARD HOTEL PADDINGTON - LONDON  
MOWBRAY COURT HOTEL - LONDON  
MARRIOTT HOTEL - MUNICH  
CLUB QUARTERS HOTEL - WASHINGTON DC  
THE WESTIN - WARSAW  
EDARAT HOSPITALITY LEISURE SERVICE

### INDUSTRIAL GROUP

BIN SRAIYA READYMIX & CRUSHERS  
DOHA BETON READYMIX  
SIMSIMA TILES BLOCKS & INTERLOCK  
CLIC QATAR  
QATAR WIRE COMPANY  
PROCHEM TECHNOLOGY

### TRADING GROUP

SIMSIMA ELECTRICAL SHOP & CONTRACTING  
MEAC WATER SYSTEMS  
GULF & WORLD TRADERS  
TAWRID QATAR  
SIMSIMA REAL ESTATE & INVESTMENT  
SIMSIMA TRADING AND CONTRACTING  
INNOVATION RENEWABLE ENERGY  
NASSER RASHID TRADING AND CONTRACTING

### GENERAL SERVICES GROUP

NRK TRANSPORT & GARAGE  
PREMIUM CLEANING  
PREMIUM RENT-A-CAR  
NAYCOM QATAR  
ALEPH QATAR  
IFP QATAR  
HASOOB TECHNOLOGIES  
MACRO QATAR  
QUALITY RESOURCE HOUSE  
FIRST INSURANCE SERVICES  
AL SRAIYA CARPENTRY  
AMERICAN SERVICE CENTER  
INTERNATIONAL SPECIALIZED DENTAL CENTER



P.O. Box 3082 Doha Qatar

T: +974 4441 1800 F: +974 4444 2264

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

Al Sraiya Holding Group, established in 1975, has built its core on “innovation”, earning its rank as one of the top holding group in Qatar. Offering a range of integrated services that cater to the infrastructural development of Qatar, the Group diversified itself through individual groups of companies (Industrial, Trading, Engineering, Hospitality and General Services), each operating independently and specializing in its field of expertise.

**Having competed and grown in the past 40 years, Al Sraiya Holding Group has taken the lead as one of the most influential local companies in Qatar. Continuously up-taking some of Qatar's largest projects, the brand has rapidly claimed and foregrounded itself amongst many successful projects, proving cost-effective management, uncompromising quality and dedication to customer service.**

Al Sraiya's brand name has already earned the recognition it deserves due to the projects it has accomplished. Companies under the Holding Group such as Al Sraiya Trading & Contracting, Badr Contracting and Trading, Simsima Cement Tiles and Block Factory, Al Sraiya Consulting & Engineering, BinSraiya Readymix, Doha Beton and Clic Qatar have acted as main contractors for clients such as Ashghal, undertaking the construction of towers in Dafna and Lusail City, New Doha International Airport (NDIA) and Doha's New Port, in addition to buildings for the Government and local authorities. The companies have also provided building equipment, tools and machinery for the completion of major landmarks such as Barwa Commercial Avenue, Hamad Medical City, the American School of Doha, Al Jassim Tower, G45 building and many others. Moreover, Al Sraiya's joint ventures with multinational companies in the fields of consultancy, food processing, landscaping and facility management further consolidate Al Sraiya Group as a major player in the Qatari economy. Constantly monitoring the market for new opportunities, Al Sraiya has formed successful partnerships with major regional groups, global technology and market leaders including Zublin International, Strabag, Macro and IFP, a major partner that has already made headlines more than once for organizing the country's largest construction exhibition, “Project Qatar” with Al Sraiya participating as the Integrity Sponsor since the first edition.

*creating lifestyles*

WITHIN NATIONS



Following our great success in the market, Al Sraiya holding Group, launched Al Sraiya Hotels & Hospitality Group to manage their chain of hotels locally and Internationally. Their aim is to be one of the leading hospitality companies in Qatar by achieving remarkable growth and innovation in this field. Combining our managerial skills, passion and efforts, they are committed to excellence in providing you with outstanding services.

Al Sraiya Hotels & Hospitality Group currently owns three operational internationally branded hotels in Qatar that are part of Millennium Hotels and Resorts: Millennium Hotel, Copthorne Hotel, Kingsgate Hotel and a local branded hotel, The Town Hotel Doha. Our international Operational Hotels includes Mowbray Court Hotel London, Presidential Serviced Apartments London, The Edward Hotel Paddington London, The Marriott Hotel in Munich Germany, The Westin Hotel in Warsaw Poland & The Club Quarters Hotel in Washington DC USA.



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





## GEORGE ALEXANDER GROUP OF COMPANIES

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### A group with dynamic presence

George Alexander has been active in the field of wild animals and birds since 1985. Dr Alexander is quite successfully involved, both in Greece and abroad, mainly in trading activities as well as in the provision of consultancy services in the field of his expertise having created an extended network of associates and always aiming to new forms of cooperation always characterised by the prestige and consistency of the Alexander Group of Companies.

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mail: [info@georgealexander.gr](mailto:info@georgealexander.gr), [www.georgealexander.gr](http://www.georgealexander.gr)



In 2005 the Group GEORGE ALEXANDER established KITHARON PLC. It is a prototype enterprise involved in the slaughter, standard packing and marketing of animal and poultry meat.

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G.A. was established in 2002 and registered in Portugal. Its scope of activities is the production and marketing of biologically produced veterinarian medicines.

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The company was established in 2004 with the trading activity as its main objective. The company markets a full range of cosmetics products made of natural ingredients and leather products of wild animals' skins (deer, roebuck, ostrich, crocodile, snake, boar)

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Construction company based in Alexandria, Egypt. The company was established in 2015.

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## Besix Profile

Since first going into action in 1909, the BESIX Group has over the years grown into a multidisciplinary company with a leading position in its markets: construction, property development and concessions. BESIX Contracting specializes in construction, infrastructure and marine works, often in contracts with a high level of complexity. In Benelux and France, the Group's regional affiliates BESIX Infra, Belemco, Cobelba, Jacques Delens, Vanhout, Wust and Lux TP ensure a strong presence and a local approach. With Franki Foundations, West Construct, Socogetra, Sanotec and Van den Berg, the Group offers specialist niche solutions for the building market like deep foundations, geo-engineering, road construction, water treatment and cable and pipeline construction.

Backed by our experience in our home markets, we have built up strong positions outside Europe. A typical example is the Middle East, where over a 50-year period we have built up an impressive portfolio. This diversification in activities and geography pays off by reducing our risk exposure.

In 2016 the Group achieved sales revenues of over EUR 2.4 billion. The Group employs more than 14,000 persons in 20 countries across 4 continents.

### Specialties

*Construction, Buildings, Civil Works, Marine Works, Sports & Leisure infrastructure, Industry, Water treatment plants, Real Estate, Concessions & Assets, Engineering, BIM, and High-rise buildings*

**Website:** <http://www.besix.com>





## Background

The Institute of Energy for SE Europe (IENE) was founded in Athens in 2003 by a group of independent scientists, business executives and energy professionals active in the energy sector in various countries of SE Europe. The prime objective being the creation of a broad platform for the discussion and analysis of major energy issues and the provision of factual and unbiased information.

Now well established the Institute is a non-profit and non-governmental organization which works closely with various international and European organisations but is setting its own agenda, which includes research programmes and studies. With good working links in all countries of the region IENE provides a suitable platform for the discussion and analysis of the crucial energy and environmental issues which confront the broader S. E. European region.

Today IENE covers developments in the following main core countries of SE Europe: Albania, Bosnia and Herzegovina, Bulgaria, Croatia, Slovenia, Cyprus, Former Yugoslavian Republic of Macedonia, Greece, Kosovo, Montenegro, Romania, Serbia and Turkey. Non core countries which IENE follows regularly include Syria, Lebanon, Israel, Egypt, Libya, Algeria, Italy, Hungary and Moldavia.



## IENE's Mission and Vision

IENE's primary **mission** is to promote a broader understanding of the key energy and environmental issues in the SE European region and provide a suitable platform for the exchange of views and information, open to professionals, companies, stakeholders and others who are actively involved in the energy sector.

IENE's **vision** is to establish itself as the leading energy think tank in the region and at the same time develop a highly credible and worthwhile range of services covering research, assessment studies, sectorial surveys, educational activities, event organisation and networking. These services to be offered primarily to its members, but also to government and industry and other stakeholders.

Through its work paradigm, IENE aspires to become one of the leading energy institutes in SE Europe. To this end, it works closely with energy experts and policymakers and established academic centers in the various countries of the region. As part of its mission IENE participates actively in public consultations in the different countries but also at European level while it is committed to developing high level research and analysis capabilities, with the involvement and cooperation of leading energy experts from all different countries of the region. The timely dissemination of information and analysis is an integral aspect of IENE's work with the aim of facilitating the understanding of central policy and complex technical issues thus helping to promote public debate.

## Goals and Objectives

The establishment of a serious and dispassionate dialogue on SE Europe's numerous energy and environmental issues is seen as part of a democratic policy making process to which IENE is fully committed. Furthermore, IENE wishes to actively contribute to the formulation of realistic energy strategies and policies across and beyond the region. The adoption of policies which lead to the rational use of energy is seen as a key objective for IENE. These policies need to focus on rationalizing the production and utilization of conventional and renewable sources of energy. Furthermore, IENE believes that every effort must be made to utilize to the highest degree possible the region's extensive indigenous energy resources and thus lessen its dependence on fuel imports of all sorts. Thus IENE aims to contribute to the implementation of the European Union's sustainable development strategy that combines energy security, social and economic development with environmental protection.





## **Session 3**

ENERGY,  
CONSTRUCTION  
& BUILDING MATERIALS

# Moderator

## Dipl. - Ing. Mouddar Khouja

*Secretary General, Austro-Arab Chamber of Commerce, Austria*

Mouddar Khouja, born in 1966 in Syria, is the elected Secretary General of the Austro-Arab Chamber of Commerce since 2009.

Prior to this position, he held various high-level management positions at Tel IT Telecom, Cicso Professional Services, One Connect and Siemens Austria and was Managing Director and Shareholder of Baraka Financial Products, an enterprise specialised in Islamic Banking. In addition to his professional performance, he is a well-known and respected invitee and speaker at official conferences, delegations and expert hearings on topics of Migration, Integration, and Tolerance.

Mr. Khouja received his Master's degree in "Computer Science" at the Technical University of Vienna, Austria.

Selected activities:

- Overall Management of International Conferences and Forums on various topics:
  - o Dual Apprenticeship and Vocational Training System
  - o Energy, Renewable Energy
  - o Water
  - o Transport
  - o Food & Agro Industry
  - o Health Care
  - o Tourism
- Speaker & chair at various international economic forums and panel discussions: Arab Chambers; UNIDO; ministries etc.
- Speaker at several expert hearings in the Austrian Parliament
- General Coordinator of Pan-European Conference with involvement of EU-Presidency, Austrian Ministry for European and International Affairs and Austrian Municipalities
- Participant /part of delegation in various state visits of Austrian Federal President Dr. Heinz Fischer to Arab countries
- Management and Coordination of media & press events
- Author and editor of press comments
- Programme manager of several conferences in Central and Eastern Europe
- Participant of various conferences of the Arab Thought Forum, representing the European Youth with Arab Origin
- Member of Austrian OSCE Delegation to the "Tolerance Implementation Meeting- 12-13 June, 2006 Almaty, Kazakhstan"
- Speaker at the Transatlantic Dialogue on Islam & Integration: Strategies to Counter Radicalization; June 28-29, 2007 Washington, DC / USA
- Programme management and coordinator of several visits for Arab ministers in Austria





## Keynote Speaker

### H.E. Mr. Mohammed Alderajy

*Former Minister of Industry, President of Iraqi Development Organization, Iraq*



#### Education

- MEng in Civil Engineering, London South Bank University, United Kingdom (2000 – 2001)
- BEng in Civil Engineering, Baghdad University, Iraq (1992 – 1993)

#### Professional Experience

- Minister of Industry and Minerals (since 6 July 2015)
- Elected Member of the Iraqi Council of Representatives in the province of Baghdad with 80,000 votes in Baghdad province (2014)
- Minister of Housing Reconstruction in Iraq (2010)
- Elected Member of Iraqi Council of Representatives, Liberal Party leader with 18,000 votes (2010 - 2011)
- Team leader of "Energy City" project in Doha, Qatar (2007 -2008)
- Project Manager in the Municipality of Brent, North-West London (2008 – 2009)
- Director of Special Civil Works Project in Wembley Stadium
- Network Engineer of a company based in London, administrative sector (1999 – 2003)
- Director of 10th District of Bandits Amey Company in Wolverhampton, United Kingdom (2002 – 2004)
- Senior Engineer in Alndar Contracting Company (2001 – 2002)
- Director in Arish Engineering & Construction company, Libya (1997 – 1999)
- Engineer in General Contracting Company



شركة إتحاد المقاولين  
Consolidated Contractors Company

## Speaker

### Dr. Saleh S. Jallad

*Financial Consultant, CCC, Greece @ BD Member, AHCCD*



Dr. Jalad is the financial consultant for Consolidated Contractors Company in Greece. He is the Chairman and CEO of the Middle East Petroleum and Energy Publications and Publisher of the Middle East Economic Survey "MEES".

Dr. Jalad has published the "Fables of Kalilah and Dimnah" among other numerous publications and papers.

He is the Board Member of several professional organizations.

He holds a PhD in Economics & Banking, from University of Notre Dame and a BA in Economics from the American University of Cairo.

Honorary Member, Hellenic Literary Society (Athens, 1997).

He is married and has two children.



# Speaker

## Mr. Touffic Dabboussi

*President, Chamber of Commerce, Industry & Agriculture of Tripoli @ North Lebanon, Lebanon*

- President of “Dabboussi Group Holding”
- President of the Chamber of Commerce, Industry and Agriculture of Tripoli and North Lebanon
- President of the Mutual Fund for the Members of the Chamber of Commerce, Industry and Agriculture in Lebanon
- President of the Business Incubation Association in Tripoli – BIAT
- President of the Board of Trustees of the Conciliation and Arbitration Center in Tripoli and North Lebanon
- Vice President of the Federation of Chambers of Commerce, Industry and Agriculture in Lebanon
- Promoter of the initiative “Adapting Tripoli, The economic capital of Lebanon”



غرفة التجارة والصناعة والزراعة  
Chamber of Commerce Industry & Agriculture  
of Tripoli & North Lebanon  
أحد مراكزناش وخدماتناش



# Speaker

## General Dr. Eng. Mustafa Kamel Hadhoud

*Chairman, Agricultural & Rural Development S.A.E., Egypt*

General Dr. Eng. Mustafa Kamel Hadhoud holds a PhD in chemical engineering in the field of polymers and petrochemicals from the Military Academy in Brnochikselovskaya. He teaches at the Military Technical College and some Egyptian universities. He supervised more than 65 master's and PhD degrees and published 60 scientific researches and 40 research projects in the military factories and the Arab Organization for Industrialization. He Worked as Director of the Armed Forces Research Center in the Ministry of Military Production and Governor of Beheira Governorate and currently Chairman of the Egyptian Company for Agricultural and Rural Development one of the Agricultural Bank of Egypt.



الشركة المصرية للتنمية الزراعية والريفية  
Egyptian Company for Agricultural & Rural Development S.A.E.  
أحدى شركات البنك الزراعي المصري





## Speaker

### Dr. Ghassan Ejeh

*Senior Vice President – BESIX Group*

*Director of Six Construct UAE and BESIX SANOTEC SA*

*Director of Ajman Private Sewage Company*

*Director of SAFI Water Company*

*Past President of International Desalination Association  
and Water reuse (IDA)*



Ghassan Ejeh is an industry veteran having over 45 years' experience in construction and water related projects.

He has spearheaded Six Construct's successes in Middle-East and North Africa to become one of the leaders of the construction and water industries.

He served as President of IDA, Board member of several water and construction companies and Vice-Chairman of the Arab Belgian Luxemburg Chamber of commerce.

He gained world attention as he advised several governments in ME on water related issues, especially in the field of water reuse and aquifer storage, the most famous being the development of the first ever retail BOT project in the ME with the Government of

Ajman. He has chaired several conferences and presented numerous papers on IWRM Desalination, Water reuse and IWPT topics.

Ghassan Ejeh was awarded the decoration of Commander of the Order of Leopold II in view of his outstanding services to Belgian industry, improving understanding with Arab world, for environmental credentials and most important on significant contributions and work with Water industry and Desalination.

He is a civil engineering graduate from UMST (Manchester University) along with a post graduate work on Marine structures in Brussels, Belgium.

# Speaker

## Mr. Costis Stambolis

*Deputy Chairman @ Executive Director, Institute of Energy for South Eastern Europe (IENE), Greece*

He is the founder and managing editor of Energia.gr, Greece's foremost energy portal in operation since 2001. He is also a founding partner (2003) of the Institute for Energy of SE Europe (IENE) while he currently serves as its Executive Director and Deputy Chairman. Costis Stambolis studied Physics, Architecture, and Management in the U.K. He holds a Graduate Diploma in Architecture and Energy Studies (AA Dip. Grad) from the Architectural Association and a professional practice license as Architect-Engineer from the Technical Chamber of Greece. He also holds a Master's degree from the University of Oxford (Said Business School) on Strategy and Innovation.

Over the last 40 years he has carried out worldwide a wide range of projects in the energy field as an independent energy consultant focusing on solar building technology, regional planning, natural gas and energy market analysis. He has also many years' experience as a technical journalist contributing articles among others to the Financial Times and the Financial Times Newsletters, Kathimerini and Imerisia newspapers, and to the Financial Mirror (Cyprus). He has published extensively in the technical press and in learned journals and he has authored and co-authored several publications on energy related issues. His latest publications include the Greek Energy Directory 2016 published by energia.gr and the SE Europe Energy Outlook 2016/2017 published by IENE. On several occasions he has acted as advisor on energy policy issues to the governments of Greece and the UK but also to international organizations, including the EU, the World Bank, UNICEF, UNESCO and the IEA.







## XRTC Profile

XRTC Business Consultants Ltd. has been active since its establishment (1999) in Shipping Finance and in the provision of advisory services to maritime companies. XRTC has been a commercial representative of international banking groups in the Greek Shipping Market, such as the French banking institutions Credit Lyonnais and Natixis, as well as a consultant to National and International Organizations and international shipping companies.

The Company has secured and organized with great success a large number of shipping loan agreements under various forms, through cooperation with International Banking Groups since its establishment.

Since 2009, XRTC cooperates with Chinese banking groups that are interested in investing in Greek Shipping Market. The company managed for the first time ever to secure the financing of a Greek interest Shipping Company, directly from the Chinese banking group China Development Bank.

XRTC's staff has knowledge and experience on a worldwide level, by offering high quality services throughout the duration of a transaction. The Company's Research and Development Department based on its knowhow is able to analyze in depth all the matters of International Shipping. As a consultant in Ferry Markets the company has undertaken many projects in Greece and abroad for both ship financing and further market development. XRTC cooperates with the largest export credit agencies in the world.

XRTC has been honoured by International and Greek firms for its contribution to the development of Shipping and Ferry Market; such as Lloyds Greek Shipping Awards 2010 as the "Best Shipping Financier of the Year" and the award by Transport Finance as the "Best Deal of the Year for Export Credit".





## Profile

### **Eastern Mediterranean Maritime Limited (EASTMED)**

offers seaborne transportation services to the energy, industrial and agricultural sectors. Our reputation has been built on the quality services we provide to our customers, over the 42 years of our operation by linking supply and demand regions of the world, with shipping operation excellence.

Our solid expertise in the ocean transportation business helps our customers to execute their strategy, create new opportunities and improve their performance against peers.

By operating a fleet of world class tankers we move crude oil and its products across the globe. We cooperate with the petroleum industry players and provide midstream services to equity producers, refineries and traders.

We also work together with leading food and grain processing companies, helping them to transport safely and efficiently bulks of agricultural products from the farms to the markets of the world.





ARGO



EASTERN MEDITERRANEAN MARITIME LIMITED

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E-mail: [email@eastmed.gr](mailto:email@eastmed.gr)



# SPC GREECE

## Shortsea Promotion Center

Το Ελληνικό Κέντρο Προώθησης NMA (SPC Greece) ιδρύθηκε το 1998 και είναι ένα από τα ιδρυτικά μέλη του Ευρωπαϊκού Δικτύου NMA (European Shortsea Network-ESN). Το Ελληνικό Κέντρο Προώθησης έχει αναλάβει δύο φορές τη προεδρία του Ευρωπαϊκού Δικτύου και μαζί με το Ισπανικό Κέντρο Προώθησης, εκπροσωπεί το Δίκτυο στο European Sustainable Shipping Forum. Το 2015 το ESN αποκτά νομική μορφή και το SPC Greece είναι μέλος του Διοικητικού Συμβουλίου.

Το Κέντρο συμμετέχει σε όλες τις πρωτοβουλίες του Δικτύου, ενώ καθοριστική υπήρξε η συμβολή του στη διαμόρφωση

του περιεχομένου της Διακήρυξης των Αθηνών (Ιούνιος 2014), στην οποία αναγνωρίζεται η ανάγκη περαιτέρω ενίσχυσης της NMA σε Ευρωπαϊκό επίπεδο.

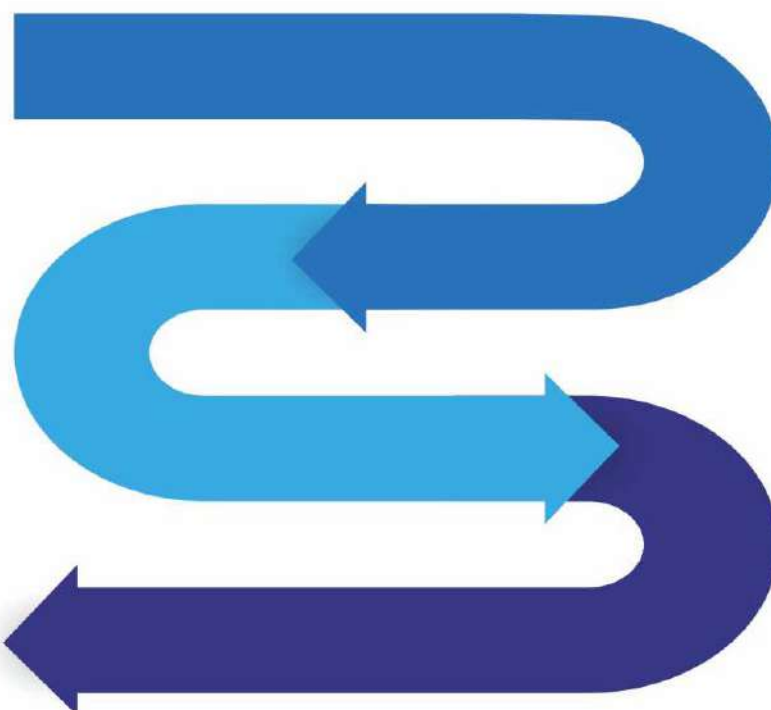
Από το 2012 το Ελληνικό Κέντρο έχει αναπτύξει και εφαρμόζει ένα ολοκληρωμένο πρόγραμμα προώθησης της NMA σε όλους τους εμπλεκόμενους εταίρους με πρωταρχικό στόχο τη μετατόπιση μεταφερόμενων όγκων από τους οδικούς άξονες στους θαλάσσιους διαδρόμους.

**Το πρόγραμμα αποτελείται από τρεις βασικούς άξονες και περιλαμβάνει:**

Συμμετοχή σε Ευρωπαϊκή έρευνα μέσω της οποίας αναζητούνται αειφόρες λύσεις με στόχο τη βελτίωση της αποτελεσματικότητας του στόλου NMA.

Δράσεις ενημέρωσης και δικτύωσης με εμπορικούς εταίρους με στόχο την αντιμετώπιση επιχειρησιακών προβλημάτων για την καλύτερη ενσωμάτωση της NMA στο εγχώριο μεταφορικό δίκτυο.

Δράσεις προβολής, διαλέξεις και παρουσιάσεις στην ακαδημαϊκή κοινότητα.



Το **SPC Greece** λειτουργεί υπό την Ένωση Εφοπλιστών Ναυτιλίας Μικρών Αποστάσεων **ΕΕΝΜΑ**,  
Ακτή Μιαούλη 81, 185 38, Πειραιάς  
Τηλ.: 210 4526236 | Mail: [info@shortsea.gr](mailto:info@shortsea.gr)





ΕΝΩΣΗ ΕΦΟΠΛΙΣΤΩΝ ΝΑΥΤΙΛΙΑΣ ΜΙΚΡΩΝ ΑΠΟΣΤΑΣΕΩΝ  
HELLENIC SHORTSEA SHIPOWNERS ASSOCIATION

The Hellenic Shortsea Shipowners Association (HSSA) founded in 1940 under the name of "Mediterranean Cargo Vessels Shipowners Union", is the association representing shortsea shipping activity in Greece. HSSA aims at promoting the interest of the Hellenic Shortsea Shipowners and improve the competitiveness and performance of the Greek SSS fleet while promoting shortsea shipping as an efficient and environmental friendly mode for Europe.

**“ Our vision is the Hellenic Shortsea Shipping to become significant part of the European Shortsea sector ”**

**Member of the European Sustainable Shipping Forum  
Board Member of the European Shortsea Network**

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





# Hellenic-Arab Maritime Academy

Exceptional  
Maritime Studies  
for an **International Career**



Hellenic-Arab Maritime Academy is the first private maritime academy founded by City Unity College and Arab Academy for Science, Technology and Maritime Transport in collaboration with Arab-Hellenic Chamber of Commerce and Development preparing Merchant Shipping graduates to serve as Officers in the maritime Industry offering academic programs for Master Mariners and Engineers. Specifically the Maritime Academy offers a four-year BSc in Maritime Transport Technology and BSc in Marine Engineering where students acquiring also the Certificate of Competency (COC) as 2nd Mate and 3rd Engineer respectively.

The Academic program is enhanced by hands on experience, variety of drills practice on training voyages, in participating on board merchant foreign ships or on board the training ship AIDA IV.



Developing  
a sustainable  
**Blue** growth

## Hellenic Maritime Career Center HMCC,

targets to attract young people and experienced workers and fill existing skills' gaps by supporting actions that will increase employability in key Blue sectors of the region: Maritime Transport (shipping, ports, ship-repairs and shipbuilding), cruise and nautical tourism, aquaculture and offshore oil and gas.

Assisting the graduates of the Hellenic-Arab Maritime Academy to start their maritime careers through targeted and advanced education and/or training initiatives (including career guidance);

Retrain and up-skill workers employed in other sectors and/or people currently unemployed for a job in the blue economy, Expand skills of people currently employed in the blue economy to progress in their career and/or to facilitate their mobility to other maritime jobs.

Offering the different Courses needed in all Blue Career Sectors with Collaboration with the Hellenic Arab Maritime Academy.

HMCC is working is collaborating with the Maritime Career Center MCC of the Arab Academy for science and technology and maritime transport AASTMT in Egypt, also with the International Forum for Maritime Transport IFMT.

In benefits of the mentioned Collaboration with MCC & IFMT, the Hellenic Maritime Career Center will have direct Cooperation with the Members and the partners of IFMT and MCC such as United Arab shipping Company UASC, DP World, Interiorient Ship management Company and many other Multinational Companies.





The Navigation and Marine Engineering Departments are considered to be the most specialized Departments of the Arab Academy for Science, Technology and Maritime Transport which awards specialized certificates in the field of Maritime Transport. Throughout its glorious history of more than twenty years, these departments had been pioneering in the field of maritime education and training, which culminated in its obtaining Quality Certificate ISO 9001 in September 1994. No wonder, the countries of the European Union (EU) and the countries which have achieved an advanced status in the Maritime Field recognized the Certificates of Competency (COC) accredited by the Egyptian Authority for Maritime Safety.



## Offered Undergraduate and Postgraduate Programs: BACHELORS

- BSc in Marine Engineering Technology + COC 3rd Engineer
- BSc in Maritime Transport Technology:
  - Maritime Safety and Environmental Protection +COC 2nd Mate
  - Shipping & Port Operations + COC 2nd Mate
  - Offshore Operations Technology + COC 2nd Mate

## MASTERS

- MSc in Hydrographic Surveying Program
- MSc in Ship Operation & Marine Safety Program

In collaboration with:



“Knowledge, research, continuous learning, lifelong education, development and mutual support are ideas and concepts we respect and deal with responsibly. **At City Unity College, we embrace our students** all together and each one of them individually, **unleashing** their potential, exploring their skills and ideas, at the same time identifying their personal and professional goals.”

Harris Geronikolas  
President of City Unity Educational Group

**City Unity College's mission** is to offer high level education and training, focusing on the student and result-oriented, so that each graduate can become a competent and specialized member of their professional community.

City Unity College (license no. 108276/IA) offers in cooperation with distinguished Universities (Cardiff Metropolitan University, Université Lille 2 - Droit et Santé, Educons University, Arab Academy for Science, Technology and Maritime Transport) accredited academic programs in undergraduate and postgraduate levels in the following areas:

- Business Management
- Psychology
- Computer Science
- Hospitality & Tourism Management
- Sports Sciences
- Maritime Studies

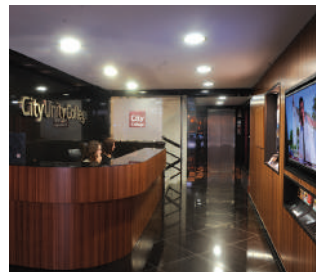


### Facilities

- Modern classrooms
- Audiovisual equipment
- Fully equipped computer labs
- Electronic and print library
- 2 Campuses in downtown Athens
- A 4star Hotel located at Vouliagmeni, the "Greek Riviera"

### Student services

- Career Center
- Career Days
- Academic and technical support
- Social activities
- Free software
- Student exchange program
- Participation in research projects



Collaborating Universities:



Cardiff  
Metropolitan  
University

Prifysgol  
Metropolitan  
Caerdydd



Arab Academy for Science,  
Technology & Maritime Transport



+30 210 3243222  
info@cityu.gr  
www.cityu.gr





الغرفة العربية اليونانية للتجارة والتنمية

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



6<sup>ο</sup> ΑΡΑΒΟ-ΕΛΛΗΝΙΚΟ ΟΙΚΟΝΟΜΙΚΟ ΦΟΡΟΥΜ

المنتدى الاقتصادي العربي اليوناني السادس

6<sup>th</sup> ARAB-HELLENIC ECONOMIC FORUM

Athens, 29-30 November, 2017

# اليونان والعالم العربي روية لمستقبل مشترك

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## **Session 4**

MARITIME &  
PORT INDUSTRIES



## Moderator

### Mr. George Xiradakis

*Founder & Managing Director, XRTC Business Consultants & President, Propeller Club, Greece*



George Xiradakis graduated from the Nautical Marine Academy of Aspropyrgos-Athens and he holds a diploma in Commercial Operations from City of London Polytechnic and an MSc in Maritime Studies from University of Wales.

In his banking carrier (1991-1998) he served as Vice President of Credit Lyonnais Shipping Group and Head of European Shipping finance activities and as Head of Greek, Indian and Middle East Shipping. In 1999 he founded XRTC Business Consultants and since then he has been the Managing Director of the Company. XRTC acted as Commercial Representative of the French Banks Credit Lyonnais (up to 2004) and Natixis (up to 2008). Since 2009, XRTC has been working closely with the Chinese ship finance market. In 2011 XRTC signed a Financial Consultancy Agreement with China Development Bank. XRTC has won the Greek Shipping Financier of the Year by Lloyd's List Greek Shipping Award 2010.

Mr. Xiradakis is a member of the Board of Directors of Paragon Shipping Inc (NASDAQ: PRGN). He also serves as the President of the Board of Governors of the International Propeller Club of the United States – International Port of Piraeus; he is also the General Secretary of the Association of Banking and Shipping Executives of Hellenic Shipping and a Board Member of the China-Greece Friendship Association. He is also member of Marine Club of Piraeus, HELMEPA, Member of the Mediterranean Committee of China Classification Society, Greece-China Chamber and member of President's Advisory Council of American College of Greece. Mr. Xiradakis was member of the Board of Directors of DryShips Inc. (NASDAQ: DRYS) from 2008 up to November 2015, also was a member of the Board of Directors of Aries Maritime Transport, which has since changed its name to NewLead Holdings Ltd (NASDAQ: NEWL). Mr. Xiradakis also served as Chairman of the Board of Directors of Hellenic Public Real Estate Corporation and the first President of the National Center of Port Development.

# Keynote Speaker

## Dr. Christos Lampridis

*General Secretary of Ports, Port Policy and Maritime Investments, Ministry of Maritime Affairs & Insular Policy, Greece*

He was born in 1970 in Piraeus. He holds a doctoral degree in Economy and Administration. He studied Business Administration at the University of Piraeus and postgraduate studies in Design and Transport Policy at the University of Newcastle upon Tyne in Great Britain.

He completed his doctoral thesis on the subject of the Port Economy and Administration in the Department of Maritime Studies of the University of Piraeus.

He has worked as an economist- researcher in consultant companies and has collaborated with the Research Centre of the University of Piraeus on studies related to transport. He has taught Organization and Management of Ports and Transport Economics at the undergraduate and graduate levels and has been involved with professional training in the port sector.

His scientific work focuses on Quality Management issues in ports and European port policy, while his works have been published in international scientific journals and have been announced in international scientific conferences.

From April to August 2015 he was Director of the Office of Minister in the Ministry of Maritime Affairs and Insular Policy.

In January 2016 he was appointed Secretary General of Ports, Port Policy and Maritime Investments in the Ministry of Maritime Affairs and Insular Policy where he continues till today.



**HELLENIC REPUBLIC**  
Ministry of Digital Policy,  
Telecommunications and Media



# Speaker

## Mr. Athanasios Martinos

*Managing Director, Eastern Mediterranean Maritime Limited, Greece*

Born in Athens on 12.2.1950

Studied Economics at Queen Mary College, London University – Graduated from Athens University with a BSc in Economics in 1974.

Managing Director of own family ships management companies from 1971 to date.

Presently Managing Director of Eastern Mediterranean Maritime Limited managing a fleet of 70 Tankers and Dry Bulk Carriers and Container Vessels  
Married with Marina with two daughters Georgia and Marina-Matthildi



**EASTERN MEDITERRANEAN MARITIME Limited**







## Speaker

### Mr. George D. Pateras

*Chairman, Hellenic Chamber of Shipping, Greece*

**Born:** London, UK

**Education:**

Westminster School, London

University of Newcastle upon Tyne; BSc, Marine Engineering

MIT, Boston; MSc, Naval architecture & Marine Engineering

World Trade institute: Diploma, Maritime law

Plymouth Uni; PhD International Logistics, Supply Chain & Shipping Management

**Boards & committees:**

Board member, Hellenic Seamen's Pension Fund (1984-1993)

Board member, OLYMPIC AIRLINES (1991-1993)

Board member, Hellenic Chamber of Shipping (1986 – 2015)

Board member Union of Greek Shipowners (1983 - 2004)

Board member of HELMEPA (1996 – 1998)

Chairman: Bahamas Shipowners' Association (2011- 2015)

BSA representative on International Chamber of Shipping (2011-2015)

Chairman, Hellenic Chamber of Shipping (2016 –

Permanent advisor, (AMSCC), HELLENIC MINISTRY OF DEFENSE (2002-

Vice Chairman: NATO, PBOS now TG(OS) (2000 -

Chairman: Hellenic War Risks Insurance S.A. (2002-

Board member, Hellenic War Risks Association (2002-

Board member, Bahamas Shipowners Association (2015-



## Speaker

### Eng. Tahsin Ali Shehadeh

*Secretary General, Syrian Chamber of Shipping, Syria*

Graduated and obtained a degree from Damascus University in Civil Engineering in 1984. Later, worked at Governmental Development and Renovation Company which was and still in charge of the building and construction of Ports in Syria.

Started sea-life business in 1992 based on family heritage and the maritime living atmosphere I was originally raised in. I soon purchased my first vessel and supported by my persistence and confidence in the ability to extend my business I was given the prowess to hold on and prosper. Consequently, I established my own company, TSCO Ship Management; consisting of five vessels ultimately operating under my direct responsibility.



# Speaker

## Dr. Mohammed Bokhari

Chairman & CEO, Al-Zakir Bokhari Group, BD Member, AHCCD, Saudi Arabia

**Company:** Al-Zakir Bokhari Group

**Current Position:** Chairman

**Board Members of the following Associated Companies:**

Oriental Commercial & Shipping Co. Ltd. – Saudi Arabia

Mutual Marine Services Al Mushtaraka Ltd. – Saudi Arabia

Al Bokhari Shipping, Trading & Industry Int'l Co. Ltd. – Saudi Arabia

Marine Services Co. Ltd. – Saudi Arabia

Sohar Shipping, Transport & Trading Agencies L.L.C. – Oman

Star Marine Limited – Dubai – UAE

Orient Shipping Limited – Egypt

PIL Egypt – Egypt

Pacific Properties – Egypt

PIL Logistics Centre – Egypt

**Professional Membership:**

Member, Maritime Committee – Jeddah Chamber of Commerce & Industry

Former Member of the Board of Directors of Saudi Ports Authority

Former Member, Young Presidents' Organization (YPO)

Member, Minaret Business Organization (MBO)

Member of the Board of Directors, Arab-Hellenic Chamber of Commerce & Development - Athens



# Speaker

## Mr. Charalampos Simantonis

President, Hellenic Shortsea Shipping Association, Greece

Charalampos Simantonis is the President of the Hellenic Shortsea Shipowners Association since 2012 and President and Managing Director of MedFerry Co. He studied maritime economics in the Instituto Univeritario Navale di Napoli and has been active in the shipping since 1980.

In 1989 he established his first shipping with passenger vessels and since 1992 he has been active in tramp shipping with shortsea vessels. Mr. Simantonis is also member of the Board of the Hellenic Chamber of Shipping and of Seamen Pension Fund (NAT), as well as member of RINA's Ship-owners committee and BCA Academic committee.







# TANWEER

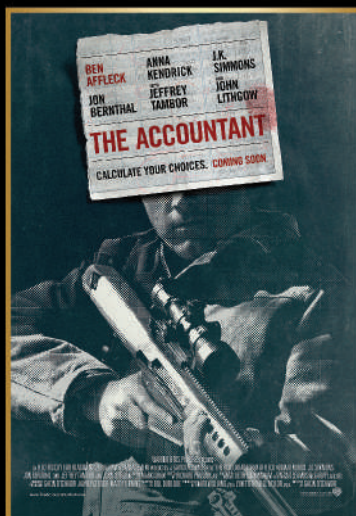
*Tanweer Group, founded by Joseph Samaan in 1985, is a leading aggregator of entertainment content in India and SAARC, Middle East, Greece, Cyprus, Turkey, Central and Eastern Europe and South East Asia. It provides quality theatrical films and TV products for more than 30 years, from all major Hollywood producers and Studios. It has a successful operation in several areas of the entertainment industry including content production, post production, distribution, licensing.*

## India and SAARC:

- 5 branches in India and Saarc (Mumbai, Delhi, Chennai, Pakistan and Bangladesh)
- Releases over 40 films theatrically per year
- A library of more than 550 titles, including The Hunger Games, Non Stop, Silver Linings Playbook, The Artist, The Transporter Refueled, Collide
- Release of all Major Studio blockbusters in SAARC, such as Man of Steel, The Hobbit, The Amazing Spider-Man 2, Captain America, Fast & Furious 7

## Middle East:

- 6 branches and post production studios in the Middle East (Dubai, Kuwait, Amman, Cairo, Damascus and Beirut)
- Represents for TV Disney, Discovery, Gusto TV etc.
- Distributes Hollywood and Bollywood productions
- Among the first companies to establish a branch office and studio in Dubai Media City, the global "media hub"
- Owns and operates translation, subtitling and dubbing facilities for films and TV series





# A LEADING FORCE IN THE ENTERTAINMENT INDUSTRY

## Turkey:

- Focus on theatrical distribution for Hollywood & Bollywood films
- Line-up for Turkey includes Nightcrawler, A Monster Calls, Now You See Me 2, Gold, Hell or High Water and Sea At War
- More than 300 titles in the catalogue for the Turkish Pay and Free TV

## Malaysia and South East Asia:

- Joint Venture with Vision Plus, one of the largest distributors of international content in Asia
- Recent Acquisitions include The Last Face and A Monster Calls

## Greece and Cyprus:

- Since 2014 Tanweer has released over 50 theatrical titles including Snowden, Fading Gigolo, Nightcrawler and Chef
- From January 1<sup>st</sup> 2015, it is the local distributor of Warner Bros. Pictures for the Greek market
- Recent WB releases include Fantastic Beasts and Where to Find Them, The Accountant, Suicide Squad, Batman v Superman: Dawn of Justice and Creed
- Co-produced films with Cyprus (Home Sweet Home) and Sweden (Sune in Greece)

## East Europe:

- Strategic partnerships with leading distributors in most of the Eastern European countries including Poland, Romania, Bulgaria, Croatia, Slovenia, Serbia and Czech Republic
- Released the film INTOUCHABLES in Poland, Romania and Bulgaria

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



# Singular Logic<sup>™</sup>

Follow us...  
we know the way!

[www.singularlogic.eu](http://www.singularlogic.eu)

# Our Vision

"To become the preferred, innovative, client-centric, provider of technology experience, maximizing stakeholder value"

## The company at a glance

SingularLogic, the largest software vendor in Greece, offers world-class, integrated technology solutions to the private and public sector, in South East Europe, Middle East and Africa.

Activities include the development and distribution of business Software products, the study, design and implementation of integrated IT solutions and services for both the private and public sector, as well as the distribution and support of well-established international IT products.

SingularLogic is member of the Marfin Investment Group and employs highly skilled personnel, specialized know-how, a broad product portfolio, a large customer installed base with 40.000 SME clients and 700 large enterprises, a dynamic national distribution network and more than 400 successfully implemented IT projects in the public and private sector.

In addition, SingularLogic operates through direct subsidiaries in Cyprus, Bulgaria and Romania, having set the foundation for substantial development in the region.

## Our Values

- ▼ Innovation
- ▼ Adaptability
- ▼ Synergy
- ▼ Fairness
- ▼ Initiative



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**Saudi Arabia.**

**United Arab**

**Emirates.**

**Cyprus.**

**Italy.**

**Germany.**

## A leading digital agency

We are a leading Greek digital agency with 12 years experience in top online and web related domestic and international projects. Our mission is to provide our clients with a cutting edge digital presence.

## Services

Digital Strategy & Consulting  
UX & Creative Design  
Website Design & Development  
Smartphone/Mobile Application Development  
Long-term Support

## Experience in various industries

We have a diverse portfolio of digital projects for over 20 leading accounts in various industries including banking, airlines, tourism, electronics, non-profit organizations and pharmaceuticals. Some of our top accounts are: Eurobank, Alpha Bank, Piraeus Bank, Olympic Airways, Aegean Airlines, Grecotel Hotels & Resorts, European Parliament, ActionAid, Bayer and Boston Scientific.

## 95% Customer satisfaction

We take great pride in offering the highest level of service to our customers, a business value which is clearly underlined by the growing list of important accounts and 95% customer satisfaction rate, reported in the online research. Our team of highly specialized professionals is committed to excellence, complying with ISO21500.

## International awards

Ongoing distinctions in domestic and international design and digital awards are endorsement in choosing us as partner. We have earned Red dot awards, European Design awards, the German Design Council distinction, Ermis design and digital awards, Sitecore International Innovation award, WebX awards, and EBGE awards.

## Sitecore & Microsoft partners

We are a Sitecore Gold Implementation Partner and a Microsoft Silver Partner for Cloud Services. These partnerships are the result of a strategic decision to invest in knowledge and know-how in platforms and digital ecosystems which can cater to the most demanding client's needs.



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## **Session 5**

DIGITAL & TECHNOLOGICAL  
ADVANCEMENTS-  
CREATION OF  
NEW ECONOMIC REALITIES



# Moderator

## Prof. Dr. Haris Lambropoulos

*Board Member, Athens Chamber of Commerce & Industry, BD Member, AHCCD, Greece*

Prof. Haris LAMBROPOULOS: Born in 1962; he holds a Ph.D. in Economics from the London School of Economics & Political Science. Since 1993 he is elected faculty member (Assistant Professor with tenure in the field of Human Resource Economics) at the University of Patras; while since 2006 he is Counsellor elected (member of the Board of Directors) of the Athens Chamber of Commerce and Industry (ACCI).

Also, he is President of the Institute of Research and Studies of the Union of Hellenic Chambers (UHC), Chief Counsel, Mentor and Coach of the Athens Start-up Business Incubator (THEA), Secretary General of the Pharmaceutical Forum of ACCI (EPHForT), Secretary of the Attica Regional Council for Research and Innovation, Member of the National Council for Education and Human Resource Development, and Secretary General of the International Chamber of Commerce National Committee for Greece – ICC (Hellas).

He has served as top executive, member of the Board of Directors and advisor in various companies, funds, organisations and foundations in the private and the public sector in Greece and abroad and Adviser to the Ministers of -Health & Social Solidarity, -Tourism Development and -Education. He has participated in official missions abroad as well as in various committees on a national, European, and international level; acted as Principal Consultant of the World Bank; recipient of various distinctions and scholarships and has extensive voluntary social work.





HELLENIC REPUBLIC  
Ministry of Digital Policy,  
Telecommunications and Media

# Speaker

## Eng. George Florentis

*General Secretary, Ministry of Digital Policy, Telecommunications  
& Media, Greece*



George Florentis, born in 1963 in Alexandria, Egypt, graduated the Averofeion High School in Alexandria in 1981. He got the diploma of the Department of Electrical Engineering at Alexandria University, Egypt in 1987 with cum laude.

He is founding member of Greek – Egyptian Friendship Association, which is the Secretary General since 1992. Since 1990 up to 1994 he has been member of the Greek Student Association's Administrative Council of Alexandria, Egypt.

Since 1989 he served in various posts for the Greek State, such as the Ministry of Foreign Affairs, the Ministries of Finance, Protection of the Citizens and Presidency of the Government as well, and the Region of Attika.

From 1995 to 2012, he was adviser for Greek diaspora policies at the World Council of Hellenes Abroad (SAE).

From February 2015 to December 2016 he was counselor to the Secretary General for Media and Communication Lefteris Kretsos.

Since January 2017 he was head of the Secretariat of Migration and Refugee Policy's Communication.

Since July 2017 he is member of the Steering Committee of the Cyprus Egypt Greece Collaborative Innovation Network.

Since September 2017 he is the General Secretary of the Ministry of Digital Policy, Telecommunication and Media.

He has been awarded with the Grand Cross of the Order of Saint Savvas and the Cross of the Apostle Mark of the Patriarchate of Alexandria and all Africa.

George Florentis is father of two children, Konstandinos and Andriani Florentis.

# Speaker

## Mr. Stavros Krasadakis

CEO, SingularLogic Group of Companies, Greece

Stavros Krasadakis is SingularLogic's CEO. He has extensive experience in key managerial posts within large multinational companies. Before he joined the SingularLogic Group, he held the position of Chief Executive Officer at HYGEIA Hospital in Albania. Previously, he has acted in management roles for numerous Greek companies such as Fujitsu Siemens Computers, Best-e of Germanos Group of Companies, Elliniki Epistimoniki, Dow Jones Telerate and Kalofolias Group of Companies.

Stavros Krasadakis holds a BSc and MSc in Political Science and Communication from the University of Vienna as well as an MA in Business Administration from the Hellenic Management Association. Mr. Krasadakis is fluent in English and German.

SingularLogic



# Speaker

## Mr. Ibrahim Barham

Chairman & CEO, SAFAD Group, Palestine

Mr. Barham is a business man & IT specialist and entrepreneur. Mr. Barham brings more than 25 years' experience in the private sector and has expertise in ICT regulations and financial management. He is the founder of Safad, a leading IT company, and founder of two additional IT companies named CallU (leading Internet Service Provider), and NextLevel Technology Systems "NTS, and a founding member of Abraj Real Estate Company. Mr. Barham served as the Chairman for the Palestinian IT Association (PITA) between 2000-2005. and as a Board member for the Palestinian American Chamber of Commerce and the Chairman of Paltrade (Palestine Trade Center) between 2013-2017. He is also a board member of the Palestine Monetary Authority (PMA). Mr. Barham holds a B.Sc in Electrical Engineering and an MBA from Birzeit University.

جمعية الصداقة والتعاون الفلسطينية اليونانية  
ΣΥΝΔΕΣΜΟΣ ΦΙΛΙΑΣ ΚΑΙ ΣΥΝΕΡΓΑΣΙΑΣ ΠΑΛΑΙΣΤΙΝΗΣ ΕΛΛΑΔΑΣ  
Palestinian Greek Friendship & Cooperation Association







## Speaker

### Mr. Vassilios Linakis

*Co-Founder & Technical Director, Linakis Digital, Greece*



Vasilis Linakis is an experienced professional specializing in strategic business planning, technical solutions' design, and business management. He is the co-founder and technical director at LINAKIS DIGITAL, a leading Greek agency, handling some of the top Greek and international digital projects. His company works with enterprise clients to develop their digital strategy, design and develop cutting edge websites, mobile applications and Digital Transformation projects.

Vasilis holds a bachelor's degree in Mathematics and Computing and a Master of Science in advanced methods in Computer Science, both from Queen Mary University of London.

He earned his senior experience at Forthnet, one of the largest entertainment and communications providers in Greece, listed in the Athens Stock Exchange, that brought internet and satellite pay TV in Greece, where he held the position of eBusiness Director.

His entrepreneurship led him to venture his own company to provide solutions from concept to end product in the digital world. The company had a rapid growth, employing now more than 35 highly specialized professionals and serving clients like Eurobank, Alpha Bank, Piraeus Bank, Olympic Airways, Aegean Airlines, Grecotel Hotels & Resorts, Bayer, Boston Scientific, European Parliament.

# Speaker

## Mr. Mohammad Tahboub

CEO, Bayanat Co. @ Board Member, Jordan Chamber of Commerce, Jordan

Mohammad Tahboub is a Board Member in the Jordan Chamber of Commerce, representing the ICT Sector in Jordan. He is also a Board Member on the Arab Irish Chamber of Commerce, representing Jordan.

During his career, as a Board Member in JoCC and Int@j, Mohammad Tahboub served on different committees and team in Jordan and the Middle East region, focusing on developing the ICT sector in Jordan, building business channels, increasing ICT Exports, developing successful business models, and strengthening regional business ties. Tahboub had key contributions to the ICT Sector strategy in Jordan 2013 – 2015.

Tahboub' wide vision and position amongst his peers prepared him to be a great influencer and a business figure in the ICT sector in Jordan. A mastermind that conducted success in big and strategic e-Government and Private-Sector projects during the past years.

Mohammad Tahboub is the CEO and Co-Founder of Bayanat; a successful IT Solutions Provider in Jordan and the Middle East Region. With his 20 years of rich experience in the global ICT field and solid management skills; Tahboub has led Bayanat through a quick path towards success, regional expansion and recognition, to become the preferred partner for most of the prestigious technology vendors in the region, in addition to a Worldwide Oracle Platinum Partner, CMA Partner, Intuition Partner, and Exus Partner.





## **Greece... A country you have to visit!**

Greece is the land of rich culture, great hospitality, amazing food and infinite sunny beaches. From the ancient times, Greece had always had great relations with the countries of the East and this is apparent to the cultural similarities that can be found between Greece and the Arab world.

## **Feel like home...**

Truth be told, hospitality is what Greeks are best at. The Greek Tourism Sector is one of the strongest and the tourism infrastructure is state-of-the-art. Hotels, luxury resorts, villas, furnished apartments and more. For couples or families, for business or leisure, Greece offers facilities that cater every need. Just take your pick and enjoy the hospitality.

## **Vitamin Sea...**

Greece can rightfully boast of having some of the best beaches in the world, and most of them are sandy and shallow, thus perfect for children of every age. You can either find the perfect secluded beach that makes you feel king or queen of the world or enjoy endless beach parties, dancing till the small hours.

## **The party here never ends...**

In Greece, your list of entertainment options will never be empty. Theaters, cinemas, operas, exhibitions and festivals, museums for adults and children, water parks, botanical gardens, cruises, concerts, restaurants, bars, pubs, cafés, casinos are only some of the suggestions you can explore to make your trip a life experience. As for the nightlife, the choices are infinite. Vacationing in Greece is an endless party; come and dance the night away!

## **Shop to your heart's content...**

If you are interested in shopping, in Greece you will surely find something that you will love. A variety of stores, outlets and malls gives the visitor the opportunity to shop to their heart's content. There is a great selection of the most high-value brands and haute couture stores from Greek and International companies, where you can take advantage of the VAT-free rates and enjoy the stores' special discount seasons, four times per year, and save up to 70%.







### **Food for the soul...**

One thing you should know about Greeks is that they love food. In Greece, you will have the chance to taste a variety of International cuisines, apart from the traditional Greek one of course, and in Athens you may also find a good selection of Halal restaurants.

### **Travel through time...**

Don't miss the opportunity to visit at least one of the numerous museums and archaeological sites in Greece. You can catch glimpses of Ancient Greece almost everywhere as the rich heritage and culture of this country attracts the visitor. Visit the museums, travel in time and get to know the history of Greece. It will surely enchant you.

### **Make Greece your home...**

Greece is ready to welcome you. You can invest in the Greek real estate and acquire a house property in Greece. According to the new Greek law of 2013, foreign citizens with a house property in Greece are provided with a Residence Permit. So take the leap from visitor to resident now!

### **Exchange vows of eternal love...**

A wedding in Greece is a dream wedding! Let the mesmerizing sea and the romantic sunset be the background of the happiest day of your life. Don't worry about the organizing; just take your other half and enjoy the first days of your life together.

### **Greece awaits you...**

Greece looks forward to welcoming all visitors and provide them a life experience like no other by catering to their every need and letting them experience the marvelous present through a magnificent past.

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# Publications of the ARAB-HELLENIC CHAMBER



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## Greece and the Arab World: Envisioning a Shared Future



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