

*Excellence in Partnership*

ISSUE 23  
OCTOBER  
NOVEMBER  
2017

## MEMBERS' ACTIVITIES NEWSLETTER



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

*Special  
Edition*





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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 رؤية لمستقبل مشترك

*Excellence in Partnership*

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



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

### FOREWORD



**Harris Geronikolas**  
President



**Rashad Mabger**  
Secretary General

Dear Reader,

This 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.





## “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)





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

### Special Contribution & Support



غرفة تجارة الأردن  
Jordan Chamber of Commerce



غرفة قطر  
QATAR CHAMBER



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CHAMBER OF COMMERCE, INDUSTRY & AGRICULTURE  
OF TRIPOLI & SOUTH LEBANON

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**Photos of the "5th Arab-Hellenic Economic Forum",  
November 29-30, 2016**







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



## 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  
of 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**

CEO & Co-Founder, 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



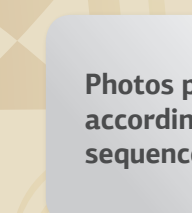
**Mr. Vassilios Linakis**

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.

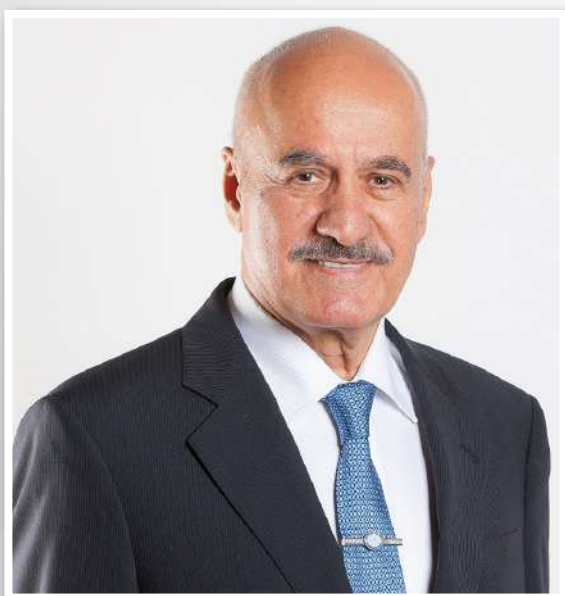


# INTERVIEW

H.E. Mr. Suleiman J Al-Herbish - OFID Director-General

## An Interview with OFID's Director-General Suleiman J Al-Herbish

*We would like to welcome at our Forum a distinguished guest and keynote-speaker, H.E. Mr. Suleiman Jasir Al-Herbish, who has been a very effective Director-General and CEO of the OFID (OPEC Fund for International Development) since 2003. H.E. Mr. Al-Herbish is known to be a supporter of people-centered development and has been very vocal on the issue of energy poverty alleviation, a cause that forms the central pillar of OFID's strategic plan. Under his leadership, OFID has offered massive financial aid, targeting mainly, the least developed countries.*



Director-General, OPEC Fund for International Development (OFID), Austria,  
H.E. Mr. Suleiman J Al-Herbish



**Uniting against Poverty**

involved. OFID has evolved from a temporary account with limited resources and ambitions into a pioneering international development finance institution of considerable substance, presence and influence. By the end of 2016, we had committed more than US\$20 billion in support of more than 3,600 development operations across 134 countries. Considering our modest size, this is an outstanding achievement.

It's been an extraordinary journey. There have been economic crises to navigate, geopolitical shifts, commodity price volatility, wars and natural disasters. But OFID has weathered every storm, repositioning itself to keep its work relevant and meaningful. This has involved embracing new financing instruments and building a more diverse partnership network. There's also been financial and operational restructuring, systems' modernization and institutional capacity building—all designed to ensure OFID remains a strong, modern and agile organization into the future.

**Q Which areas / sectors do you cover and what are the requirements / criteria for project funding?**

**Q Your organization has reached a remarkable status as an effective development institution. Please share with us your journey since inception.**

**A** OFID is the development finance institution established by the Member States of OPEC in 1976 to provide support to developing countries. The organization works within the spirit of South-South cooperation alongside the international donor community to stimulate economic growth and alleviate poverty in developing countries.

Last year, OFID celebrated its 40th anniversary. During the four decades since our inception, we have undergone a remarkable transformation that is a real source of pride to all



*Annual Award for Kenya Centre of Excellence*

**A** All developing countries, with the exception of OPEC Member Countries, are in principle eligible for OFID assistance. The least developed countries, however, are accorded the highest priority. For a project to be funded by OFID, it has to be a priority for the respective country, in addition being viable economically, socially and environmentally.

OFID provides financing to build essential infrastructure, strengthen social services delivery and promote productivity, competitiveness and trade. The organization's work is people-centered, focusing on projects that meet basic needs—such as food, energy, transport, clean water and sanitation, healthcare and education. OFID aims to encourage self-reliance and inspire hope for the future. Our main consideration is the social, economic, and environmental viability of a development project or program and its contribution to poverty alleviation and development in the Partner Country.

Concessionary financial assistance is extended for public sector operations in the form of loans. OFID also supports trade financing and finances private sector activities in developing countries. In addition, the organization provides grants in support of technical assistance, various aid projects, research and similar activities, and humanitarian relief. OFID also contributes to the resources of other development institutions whose work benefits developing countries.

In terms of sectors, OFID focuses on the energy-water-food nexus approach to sustainable development, which is furthered by our participation in the transport sector. This approach recognizes the dynamic and complex interlinkages between energy, water and food, and recognizes transport as an enabler. At the core of this approach is the belief that, as sectoral issues, energy, water and food cannot be considered in isolation from one another. Policies across these sectors must be aligned if we are to achieve sustainable development and



# INTERVIEW

H.E. Mr. Suleiman J Al-Herbish - OFID Director-General



*Jordan Refugee Equal Dreams*

energy access for all. The nexus approach forms the central pillar of OFID's Corporate Plan 2016–2025.

OFID has assumed a lead role in global energy poverty alleviation efforts, following a direct mandate from its Member Countries in 2007. Working with like-minded partners, including the United Nations Sustainable Energy for All (SEforALL) initiative, OFID was instrumental in securing an explicit goal for energy in the UN's 2030 Agenda for Sustainable Development and the Sustainable Development Goals (SDGs). The institution is committed to using all resources at its disposal and pursuing all viable solutions in a bid to make modern energy universally available.

The strategic framework for these activities is OFID's Energy for the Poor Initiative, which is funded through a revolving endowment of US\$1 billion, a sum pledged by the institution's supreme body, the Ministerial Council, in its June 2012 Declaration on Energy Poverty.

**Q OFID often works as a catalyst for cooperative efforts in various development projects. It is unique in its range of projects and its commitments to ongoing**

**support. Could you please elaborate on the mechanism for project follow-up?**

**A** We're conscious of the catalytic benefits to be gained from collaborating closely with like-minded institutions. Cooperation allows for mobilizing significant amounts of financial resources, manpower and skills, and helps avoid wasteful duplication of effort. The development challenges facing the world today can only be overcome if people, organizations and nations work together.

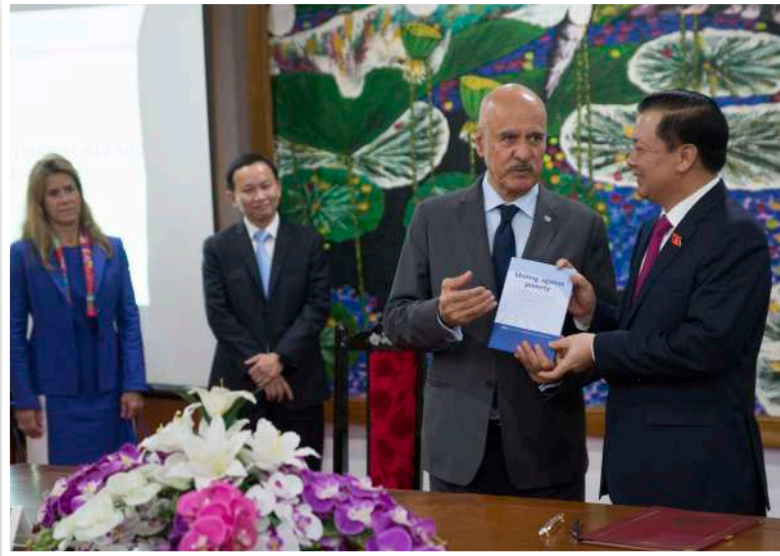
All public sector operations, for example, are co-financed with the Partner Countries and frequently with other donors, including regional development banks, and, in particular, the bilateral and development institutions of the Arab Coordination Group, which brings together 10 multilateral and bilateral financing institutions. In keeping with the principles of the Global Partnership for Effective Development Cooperation, OFID works with sister and other organizations to streamline joint efforts and procedures, and to maximize results.

Our projects are planned and implemented following a structure that ensures relevant information is constantly available so that informed decisions can be made at key stages.

Each project is designed to achieve maximum development impact in line with the 'Focus on Effectiveness' objective in OFID's Corporate Plan. More specifically, our Project Cycle details operational plans for beneficiary countries that outline goals, priority sectors, proposed action plans and programs, as well as issues, constraints and risks, and ways of mitigating them. Every project passes through the phases of identification, preparation and appraisal before it is submitted to the Governing Board for approval. Once approved, projects require signature and ratification to become effective; only then may disbursement begin. Public Sector project implementation takes place over several years. If a Private Sector or Trade Finance loan is involved, implementation is often quicker. Project completion generally reflects full loan



*Vietnam Road Building*



*Vietnam Loan Signing*

disbursement, at which point a Project Completion Report is produced.

Post Evaluation is a phase of paramount importance. It involves an in-depth analysis of the project and provides a realistic assessment of the contribution made toward a country's overall socio-economic development.

**Q Under your leadership and guidance, OFID has worked with many organizations that have similar objectives. How valuable has this been throughout the years?**

**A** It's impossible to overestimate the importance of working with other DFIs. OFID has joined forces with many partners, including the World Bank Group, regional development banks such as the Asia Development Bank, the African Development Bank and the Inter-American Development Bank. We have also signed and renewed MoUs with various institutions over the last few years.

But our belief in the importance of cooperation goes way back. OFID played a significant role in the establishment of the International Fund for Agricultural Development (IFAD), for example, to mobilize resources for agricultural development

in the poorer regions of the world. We channeled US\$861.1 million in contributions from OPEC Member Countries towards the agency's initial capital and first replenishment. Since IFAD's creation, OPEC Member States have maintained their support, contributing to additional replenishments of its resources. OFID has also given a further US\$20 million as a special contribution from its own resources.

**Q Would it be safe to assume that some funded projects have not performed as you had planned or hoped? If so, what are the reasons and how does OFID navigate the challenges to ensure optimal results?**

**A** Not surprisingly, all of OFID's projects begin with clear and specific objectives and targeted returns. To safeguard these goals and the interests of our Partner Countries and beneficiaries, we focus on key critical success factors. This is one of the most important aspects of OFID's day-to-day work: to ensure that we follow-up on our operations (please also see my answer to question 3).

Partner Countries define their own strategies, development



# INTERVIEW

H.E. Mr. Suleiman J Al-Herbish - OFID Director-General

priorities and, of course, the development projects they want OFID to support. We encourage community consultation and participation, and review project design thoroughly. We also consult with experienced co-financiers and experts, and our vast experience is very important in predicting outcomes. We carefully quantify project risks and adhere to strict standards to ensure each project is justifiable from an economic, technical, social and financial standpoint. We also give due consideration to environmental impact and management considerations. During project implementation, OFID remains in constant communication with project implementation units for monitoring and supervisory purposes. We provide encouragement and guidance, ensuring procedures are adhered to. In short, we provide the necessary conditions for our projects to be implemented efficiently to maximize the impact of our financing.

Finally, after completion, OFID receives feedback in the form of a Project Completion Report, which focuses on any lessons learned to improve the implementation of future projects.

OFID enjoys a high level of repayments through all its financing mechanisms. Non-performing loans are less than 3 percent of the outstanding, meaning the repayment rate of loans through disbursement is 97 percent.

**Q What is the impact of declining oil prices on OFID's capacity for project funding?**

**A** OFID's operations are entirely independent of oil price volatility.

**Q How does OFID help alleviate the suffering of refugees, especially in the Middle East?**

**A** OFID dedicated the whole of 2016 – our 40th anniversary – to raising awareness of the plight of refugees, worldwide.

The organization works hard to keep migration and all its related issues in the international spotlight.

Our Special Grants Program for Palestine is a permanent agenda item for our Governing Board. Palestine has received more grant assistance from OFID – on a cumulative basis – than any other country. We have, for example, supported the Al-Quds University in Palestine, which provides for the higher education needs of the Palestinians, since 1998.

In 2014, following a personal invitation from Palestinian President Mahmoud Abbas, I led OFID's first mission to Palestine. The mission provided a valuable opportunity to better understand the complicated situation on the ground. Several grant agreements were signed with both new and long-established partners.

We are planning another OFID mission to the West Bank. It will include several high-level meetings with partner agencies and a number of grant agreements will be signed. We also aim to make field visits to some of OFID's flagship projects, and visits will include inauguration ceremonies of new health, education and energy facilities. A meeting with President Abbas—to brief him on the mission's key events and on new commitments—is also planned.

Earlier this year, OFID approved two emergency aid grants to help meet the health and food needs of approximately 67,000 people in Syria and Yemen. The funds will support activities being carried by the IFRC – the International Federation of Red Cross and Red Crescent Societies (Syria) and the ICRC – the International Committee of the Red Cross (Yemen).

But these are merely recent examples. OFID has worked with the United Nations Relief and Work Agency for Palestine Refugees in the Near East, for example, since 1979, and we first began supporting the International Federation of Red Cross and Red Crescent Societies in 1997.



## BALLISTIC SENTRY BOXES

Security. The greatest necessity of the modern era. EUROtrade addresses this great need with the best housing solution for the safety of the people who work for our own safety. With our state-of-the-art bulletproof constructions, certified for their ballistic resistance, we offer effective protection against any attack, providing at the same time comfort and functionality. With our full range of products as well as our capacity to create customized bulletproof solutions we can meet every particular safety need and technical requirement, both for private or public use in civil or in combat environment.



ASPIS



ASPIS SEPTAGON



TITAN



SPECIAL APPLICATION



# NEWS FROM THE ARAB EMBASSIES



## Fazewell



H.H. Sheikh Abdullah bin Zayed Al Nahyan with H.E. Mr. Sultan Al Ali, guests and the staff members of the Embassy of the U.A.E. during the inauguration of the new Embassy's premises in July, 2016.

It has been full four years since His Excellency Sultan Mohammed Majed Al Ali, assumed his duties in Greece, as the Ambassador Extraordinary and Plenipotentiary of the United Arab Emirates. During this period, His Excellency has extended his ties and contacts with the Greek Government's Officials, businessmen and people of Greece in every level. He has established fruitful contacts and relations with the Arab community and businesses, as well as amicable cooperation with his peers, the Arab Ambassadors.

During his tenure, His Excellency was the driving force behind the inauguration of the new Embassy's compound, a great accomplishment in itself. Simultaneously, he



From left: H.E. Ambassador Sultan Al Ali with Mr. Rashad Mabger, Secretary General, AHCCD, November 2017

# Dear Ambassador



*H.H. Sheikh Abdullah bin Zayed Al Nahyan with H.E. Mr. Sultan Al Ali, guests and the staff members of the Embassy of the U.A.E. during the inauguration of the new Embassy's premises in July, 2016.*

has greatly contributed to the expansion of the existing friendly relations between Greece and the United Arab Emirates which demonstrated itself in a continuous exchange of government- level visits, in formation of various joint committees, in the flow of the Emirates' investments into Greece and the flourishing business cooperation in various sectors.

His Excellency is married with four children, holds a BA degree in Literature, Media and Public Administration and his professional diplomatic career at the Ministry of

Foreign Affairs of the United Arab Emirates, spanned over three decades.

We, at the Arab Chamber of Commerce, would like, on this occasion, to reiterate our utmost appreciation for His Excellency's support, which he never hesitated to render to our Chamber, no matter what the event or activity.

We wish him every success in his future professional and personal life and look forward to meeting him soon again.

All the best, dear Ambassador.





### *Welcoming the Libyan Chargé d' Affaires*



*Mr. Matoug Aborawi*

*M*r. Matoug Salem Aborawi assumed his duties as the Chargé d' Affaires of the Embassy of Libya in Athens, on September 26, 2017. Prior to that, Mr. Aborawi was the Deputy Head of the two Americas Directories at the Libyan Ministry of Foreign Affairs. Mr. Aborawi was appointed at the Libyan MFA in 1997. Throughout his diplomatic career, he had served his country at various international organizations and in Latin America countries, specifically in Brazil and Argentina. He had participated in various specialised meetings in relation to his country's cooperation with South America in bilateral and multilateral level.

Mr. Aborawi holds a Bachelor degree in Political Science from the University of Tripoli in 1991 and a Diploma in Political Science in 1998.

Mr. Aborawi is a passionate poet. He wrote several poetries under the title "Embarrassing positions" published by "Tala House" in Tripoli 2001 and "Cry under oppression", which was published in the Spanish language by "Milo Printings" in Buenos Aires 2014. He is as well a story writer and he has published two stories under the title "Decades of absurdity" and "Years of marginalized soldier".

We, at the Arab-Hellenic Chamber, welcome Mr. Aborawi and look forward to work and cooperate closely with him in order to enhance Greek-Libyan relations in all business levels.

We wish Mr. Aborawi a pleasant stay in Greece.



## Farewell Mrs. Khawly



*From right: Mrs. Mirna Khawly, the Chargée d'Affaires of Lebanon with Mr. Rashad Mabger, Secretary General, AHCCD*

**A**fter three fruitful years in Greece, quite a noticeable presence and active interaction in both diplomatic and social life in Athens, Mrs. Mirna Khawly, the Chargée d'Affaires of Lebanon to Greece, has concluded a very intensive and productive tenure, serving successfully her country.

During this period, she has maintained excellent relations with the Greek state officials, businessmen and the Greek people, which greatly contributed to further enhancing existing friendly relations between the two countries.

In recognition of her diplomatic work, she was promoted to a position of the General Counselor to Lebanon in Los Angeles, USA. **Congratulations Mrs. Khawly!**

Mrs. Mirna, as we all call her, holds a BA degree in Political Science from Lebanon University and prides

herself in a successful career with the Ministry of Foreign Affairs, spanning almost two decades. She made her first diplomatic steps as an Attaché and continued to serve her country as First Secretary and Charge d'affaires at the Embassy of Lebanon in Bahrain and at the Embassy of Lebanon in Sofia, Bulgaria. At her country's Ministry of Foreign Affairs, she also successfully served in the position of a Deputy Director at the International Organization Desk (Human Rights Division).

We would like to express our in-depth gratitude to Mrs. Mirna Khawly's support of the Arab Hellenic Chamber and seize this opportunity to wish Her Excellency all the best in all her endeavors.

Best of luck in the future Mrs. Mirna and keep in touch.





### *Welcoming Mrs. Sekainy, Chargé d'Affaires of The Sudan*



*Mrs. Safa Sekaini, Chargée  
d' Affaires of the Sudan*

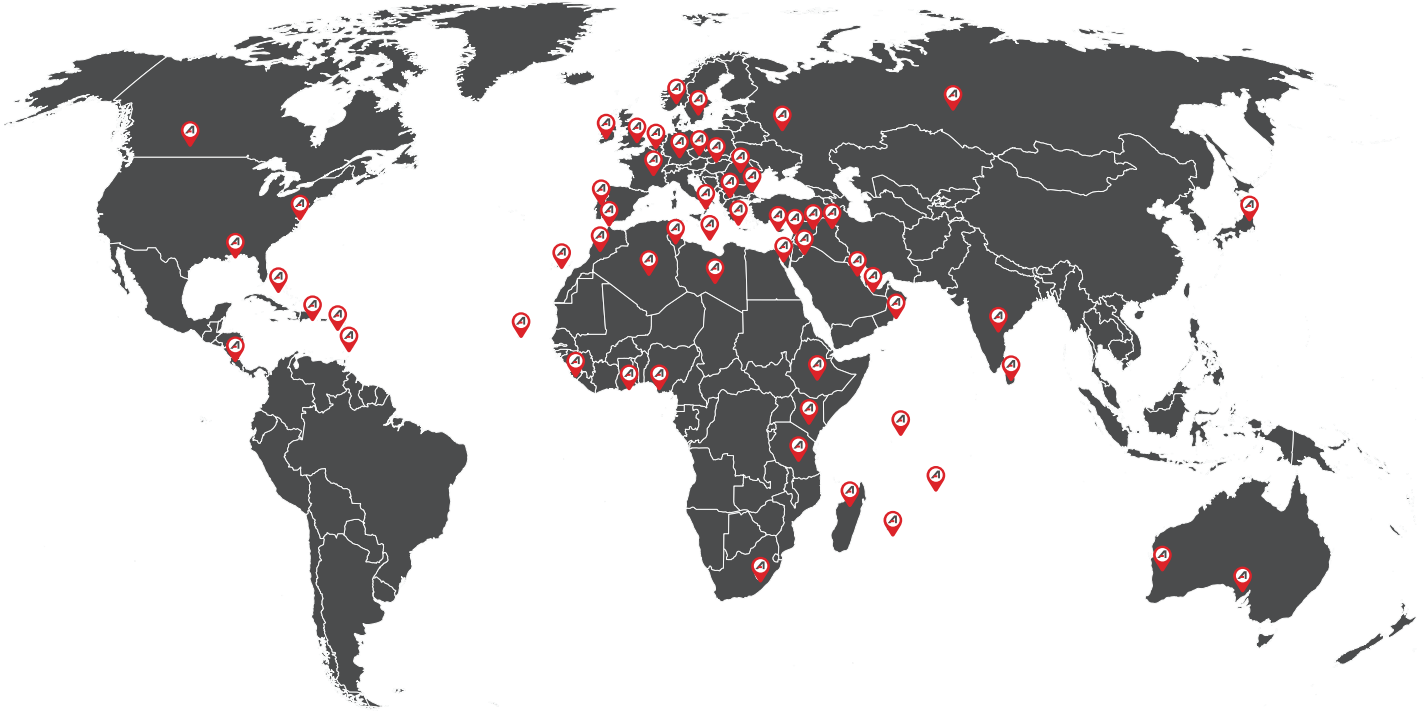
It's with great pleasure that we welcome Mrs. Safa Mohammed Sekainy as the new Chargée d'Affaires of The Sudan. Prior to coming to Greece, Mrs. Sekainy served at the Sudan's mission in African Union where she was in charge of legal matters and was a part of the team that led the campaign for her country to win a seat in the elections of the African Union commissions which took place in January 2017. Mrs. Sekainy was also working for ten years as a legal advisor at the Ministry of Justice. Her Excellency holds a 2011 LLM degree from Africa University in Zimbabwe and her fields of studies include Intellectual Property as a Tool for Development Trademarks, Geographical Indications, Industrial Designs and Transfer of Technology.

She also holds a 1999 LLB from the University of Khartoum and a postgraduate diploma from University of Juba in Sudan in the field of Legal translation and International Relations from the University of Khartoum. Mrs. Sekainy is married and has two daughters and two sons.

We seize this opportunity to assure Her Excellency of our support in pursuing enhancement and expansion of the Sudanese-Greek relations in all business levels.

Welcome to Greece, Mrs. Sekainy.

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# INTERVIEW

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

## The Success Story of a Family Business. An Interview with Mr. Athanasios Martinos



**Q** Mr. Martinos, you are a founder of the Eastern Mediterranean Maritime Ltd. (Eastmed), and were recently the recipient of the top honor by the Hellenic Institute for Marine Technology (ELINT) for your major contributions to the global shipping sector. Would you share with us the course of “Eastmed”’s journey, the milestones and challenges you have faced?

**A** “Eastmed” was part of our family shipping group Thenamaris until 1990. It was set up as a separate entity on 1/1/1991 after a friendly fleet distribution agreement. Since then, we have been managing Oil Tankers, Dry Bulk Carriers and recently small Container Feeder vessels.

**Q** You are now a successful Managing Director and main shareholder of “Eastmed”, with an outstanding track record in the shipping community and an excellent reputation that is consistently growing. Would you share with us the company’s future plans, goals and objectives?

**A** The objective of “Eastmed” is to operate a versatile medium size fleet of ocean going commercial carriers as above, giving quality service to our clients with a loyal and motivated staff.

**Q** You have been included last year in an impressive album of rare photographs, documents and biographies compiled by Messrs. S. Kargakos and P. Spyropoulos, that capture the journey of 25 leaders of contemporary Greek shipping. Some of

*We are very pleased to host at our Forum, Mr. Athanasios Martinos, who is widely reputed in Greece as a master in the field of shipping. He is the Managing Director in Eastern Mediterranean Maritime, and thanks to his solid expertise in the ocean transportation business, his company continues to rank among the most successful and stable companies in the Greek shipping.*

*On a more personal note, he is one of Greece’s most respected businessman, who is known for being true and generous with his counsel on shipping matters.*



"Great Lady" ( Valletta - Malta )

the young businessmen mentioned there, show high activity in the fields of environment. They established innovative environmental solutions for shipping industry, i.e. emergency environmental response services, oil spill response, wreck removal and water treatment services. What is your point of view on the environmental issue?

**A** One of the objectives of today's shipping companies is to protect the sea environment, to contribute in maintaining clean seas.

To be cost competitive we have to economize on fuel consumed, which is our highest cost category.

For business continuity purposes, we have to renew our fleets with technologically advanced eco ships.

**Q** Mr. Martinos, you are ambitious, inventive and face the future with passion and deep enthusiasm for

new challenges ahead. In your opinion, how would the future maritime industry be affected, should new trade routes be opened, e.g., revival and reconstruction of the ancient "Silk Route" or the routes from the North Pole via "Transpolar Sea Route" ("Northeast Passage" and "Northwest Passage") which will bypass some key straits?

**A** The 'Silk Route' promoted by China is mostly overland, although the Chinese use big containerships for their exports from China to Europe. The 'North Sea Passage' will be used mostly by large Gaz carriers to connect the Eastern Siberia gaz fields with North Europe. Presently it is too costly to build commercial ships for this route.

**Q** Greek Shipping industry has offered many significant achievements. It is an important part of Greek history



# INTERVIEW

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



*"Agios Gerasimos" ( Bosphorus Bridge )*

**and it contributes to its economy and development. It has so far maintained an outstanding role in the maritime sector worldwide and proved its resilience to challenges and competition. Will the Greeks, in your view, maintain their lead as the “masters of the seas”?**

**A** The Greeks were successful commercial navigators since the Classical Antiquity times. We have a long-time tradition and know-how in maritime commerce. The Greek owned fleet is half the capacity of the European Union commercial fleet and 15% of the world fleet.

I am quite certain that the Greek success in shipping will last for a long time due to our long-term commitment and know-how.

**Q** German ex-Minister of Finance, Mr. Wolfgang Schaeuble, made the following statement on 1 June 2017: “the Greek Government did not abolish tax privileges for Greek shipowners”. We would like your comments on this statement, please.

**A** German ex-Minister of Finance, the respected Mr. Wolfgang Schaeuble stated “The Greek Government did not abolish tax privileges by Greek shipowners”. However, his compatriot German shipowners pay only tonnage tax (lower than Greeks) and do not pay any income tax. Same like Greek owners. Maybe Mr. Schaeuble did not remember this in a recent interview when he repeated the statement.

**Q** In spite of the negative impact the international economic crisis had on the maritime sector, it also presented itself as a business opportunity for some ‘bald’ ones, as they say. You are an epitome of creativity, invention and perseverance and have successfully managed to maintain the company’s status, throughout this crisis and even expand the fleet of “EASTMED” by acquiring a number of second-hand vessels. Would you share with us ‘the recipe’ for Martino’s successful ship management and your business philosophy?



**A** Since 2009 we are in a period of rather depressed/low freight rates for Tankers and Dry Bulk vessels. Most Greek shipping companies, including ourselves, took advantage of the low values to renew their fleet with eco ships. However, profitability of the Greek merchant shipping is still low.

There were not many Greek shipping companies' failures due to a conservative policy of low indebtedness. The above applies to "Eastmed", as well as others.

**Q** Taking it the other way around, how far do you think that the Greek maritime sector has contributed to overcoming the Greek crisis and what measures should the Greek Government consider to enhance the role of the Greek maritime industry as one the most important pillars of the Greek economy?

**A** The Greek maritime sector has contributed to the Greek economy during the crisis years of 2009/2017

although shipping was also in depression (less so than the Greek economy), as follows:

- (a) Maintaining full employment of available Greek crew; i.e. no contribution to Greece's high unemployment figures.
- (b) Hiring an increasing number of young Greek cadets.
- (c) Increasing the employment number of Greek shipping operations shore staff.
- (d) Increasing the annual tonnage tax and the special taxes to some €300 million.
- (e) Through the big shipping foundations (Niarchos, Onassis, others) making available vast sums of money for health, educational and welfare purposes.

The Greek governments have always supported the shipping sector and there is a good and close cooperation between our Union of Shipowners and the Greek authorities.

The only challenge comes from the European Union Competition Commissioner Mrs. Vestager, but hopefully a solution will soon be found.



# MYTILINEOS

A major business organisation operating in Greece and internationally, MYTILINEOS is active in the EPC and construction sectors through METKA, in the Metallurgy and Mining sector through Aluminium of Greece, and in the Energy sector through Protergia.

The Company's strong international presence in 30 countries establishes it as a global leader, as its exports to markets abroad account for more than 2% of total Greek exports, benefiting significantly the national economy and conveying a strong message to international investors for its commitment to continuous growth.

The history of MYTILINEOS goes back to the early 20th century. MYTILINEOS Group was founded in Greece in 1990, having evolved from an old family-run metallurgy business operating already since 1908. In 1995, MYTILINEOS was listed in the Athens Exchange and its share is today a constituent of the FTSE/ATHEX Large Cap Index tracking the top 25 companies ranked by market capitalisation. The corporate transformation of MYTILINEOS Group and the integration of its other subsidiaries (Aluminium of Greece, METKA, Protergia) into the new corporate entity, enhanced operational flexibility and further strengthened its market position and financing capabilities.

The new corporate structure marks for MYTILINEOS the successful completion of a crucial strategic step forward towards the company's transition into a new era, as it has shielded itself effectively against the constantly changing conditions and has affirmed its prospects for further growth, in the face of increasing competition in the global markets.

Faithful to the business strategy and to its vision for continuous evolution and development followed for more than three decades, MYTILINEOS today stands out for its unique and modern employment model, its active social profile, the innovative mechanisms it adopts for business growth, its strategic investments in state of the art solutions for the upgrading of its operations, and the successful consolidation of its presence in global markets.

At the same time, as a responsible corporate citizen, it constantly pursues continuous business excellence and the adoption of best practices, balancing business growth with social responsibility and the protection of the environment.

## BUSINESS UNITS

MYTILINEOS is a globally competitive player in the EPC (Engineering-Procurement-Construction) projects sector. With the trading name of METKA, the MYTILINEOS EPC & Infrastructure Business Unit undertakes and implements turn-key energy projects, providing a complete range of engineering, procurement and construction services and successfully penetrating developing markets abroad, with projects under way simultaneously in the markets of Europe, Turkey, the Middle East, Asia and North Africa, as one of Greece's major exporters. From the time of its establishment to this day, METKA has been constantly developing its know-how, its human resources and its production capacity. As a result, the company today ranks among the top global contractors for energy projects and is internationally recognised for its reliability, flexibility and ability to successfully carry out highly demanding projects in the energy sector. At the same time, the company is adapting its model for further growth, addressing its clients' and society's new needs, becoming actively involved in the shaping, financing and final form of the projects it undertakes, offering the high level of specialisation and the multifaceted expertise which have established it as one of the most competitive contractors globally.

MYTILINEOS is also a leader in the Metallurgy sector, with the trading name Aluminium of Greece – the largest vertically integrated alumina and aluminium producer in the European Union and one of Greece's healthiest growing industrial companies. The company's international business activity, in cooperation with DELPHI-DISTOMON, is a driving force for the national economy as well as for the development of the Greek periphery. Aluminium of Greece has completed 50 years in operation and 10 years of successful growth in Greece, with over €600 million of investments in the technological upgrade of its plant's facilities and the improvement of output and productivity. This was one of the largest private investments to be carried out in Greece recently.

MYTILINEOS is also firmly established in the Electric Power market. The Power & Gas Business Unit, where the Company is active through Protergia, brings under the same roof the management of all MYTILINEOS energy assets and activities. The Company today is among the leaders of the private-sector initiative in the electric power market and is the largest independent electricity producer in Greece, with a portfolio of energy assets totalling more than 1,200 MWh of installed capacity, which accounts for over 13.5% of the licensed thermal plant production capacity operation in the country. As a private producer of electricity with investments in high-tech power plants, PROTERGIA has an in-depth knowledge of the electricity market and is constantly engaged in carrying out environment-friendly investments, thus contributing to the Greek economy and to employment. PROTERGIA is also active in the supply of electric power, providing electricity to businesses, professionals and households and aiming to meet the customers' requirements for competitive prices and modern, reliable services.

The company's activity in the Energy sector is strengthened by the Natural Gas activity, which secures its supply with natural gas on competitive terms, thus enabling it to enhance the Company's energy profile and, at the same time, achieve remarkable organic growth. M&M Gas, a private joint business venture of MYTILINEOS and MOTOR OIL active in the supply and trading of natural gas, is the company that effectively launched the liberalised Greek natural gas market, delivering the very first private liquefied natural gas (LNG) cargo in Greece.

Today (2016 data), MYTILINEOS has 2,817 direct and indirect employees, €637.9 million of exports, €28.9 million of environmental expenditures, 5,002 suppliers, 25 industrial production units & RES-based power plants, €91.7 million of investments, and €1.45 million of social expenditures. The Company's dynamic business growth is inextricably linked to the principles of Corporate Responsibility and Sustainable Development. For MYTILINEOS, Sustainable Development is synonymous to seeking business excellence with dedication to its vision and with respect for society, the environment, its people and its shareholders. The Company's sustainability policy is founded on the harmonious coexistence of its business activities with the needs of the local communities where its operations are based. In this framework, MYTILINEOS is actively supporting major initiatives based on the global sustainability goals established by the United Nations.

For more details,  
please visit the Company's website:  
**[www.mytilineos.gr](http://www.mytilineos.gr)**





save  
the date!

March 22,  
2018



## “Doing Business in the Arab World”

The Arab-Hellenic Chamber is organizing in Athens, for the second consecutive year, the Workshop on **“Doing Business in the Arab World”**.

Last year’s successful event has been productive and memorable. It proved to be a valuable experience for everyone and has, therefore, created the base for yet another function with wider businessmen participation from

Algeria, Jordan, Kuwait, Lebanon Libya, Oman, and other Arab countries.

The sessions will be followed by extensive B2B meetings between the participating Arab businessmen and the representatives of Greek companies from all the business sectors.



*Do not miss this opportunity!*





# MEDITERRANEAN SHIPPING COMPANY GREECE

MSC Greece S.A. was founded in 1994. Within a short period of time, the business attained a leading position in the liner shipping industry in Greece, operating today with regular weekly calls in four ports in Greece: Piraeus, Thessaloniki, Volos and Heraklion.

MSC Greece focuses in particular on the Red Sea and Persian Gulf Markets, where a number of Greece's important trade partners are located. MSC's TIGER Service is a dedicated direct container service connecting the port of Piraeus with King Abdullah Port in Saudi Arabia and Jebel Ali in the UAE, from where MSC offers dedicated weekly feeder services to other Red Sea and Persian Gulf destinations. The TIGER Service operates 10 vessels, each with a capacity of 14,000 TEUs, and delivers the fastest transit time in the market.

A number of other factors help make MSC a high-quality provider in the Greek transportation market:

- Weekly connections to MSC's global network
- Continuous fleet upgrades to ensure our vessels are modern and environmental-friendly
- 250 specialized staff in Piraeus, Heraklion and Thessaloniki serving customers personally and directly

MSC Greece is also the ship agent for MSC Cruises, which has services calling in various Greek ports (visit [www.msccruises.com](http://www.msccruises.com))

To find out more, contact your local MSC office.

**+30 210 4145500** or [grc-sales@msc.com](mailto:grc-sales@msc.com)

**[msc.com](http://msc.com)**



## A New Business Alliance between the Palestinian “Pharmacare” & the Greek “Genepharm” on Maltese Ground



*Standing from left: the President of Group H.R., Consolidated Contractors Company, Mr. Souheil Sabbagh, the President of Palestine Greece Association, Mr. Marwan Abdul Hamid, the Dean of Arab Ambassadors & Ambassador of the State of Palestine, H.E. Mr. Marwan Toubassi, the Representative of the President of the State of Palestine, H.E. Mr. Nabil Saath, the Prime Minister of Malta, H.E. Mr. Joseph Muscat, & the Secretary General of the Arab-Hellenic Chamber, Mr. Rashad Mabger.*



A Palestinian-owned Malta-based pharmaceutical company “Pharmacare Premium Ltd.” has teamed up with a Greek pharmaceutical company “Genepharm S.A.”, a member company, for the development of two oncology generic medicines for global market. Manufacturing will be in

Pharmacare Premium site in Malta for sale in the EU, MENA Region, Latin America and various other countries.

The signing of the agreement took place at the EU-Arab World Summit, on November 09, 2017 and it was presided by H.E. Prime Minister of Malta, Mr. Joseph Muscat.

The Chairman of the “Pharmacare Premium Ltd.”, Mr. Bassim Khoury thanked the Maltese PM for the assistance he provides to businesses and for being pro-business.

“Pharmacare plc”, also known as “Dar Al Shufa” was founded in 1985 in Palestine”. It exports to the EU, Russia and ex-Soviet States and various other countries. It has invested in Malta since 2010 in building “Pharmacare Premium Ltd.”, a state of the art oncology facility. It also has a small stake in Iraq Pharmaceutical Industry, IPI, the Baghdad based manufacturing site.

“Genepharm S.A.”, is known as “Genepharm”, a member of our Chamber, was established in 1967. It has an experienced management team in the areas of product development and is one of the leading generic companies in Europe and around the world. “Genepharm” is focused on forging strong and long-lasting relationships with its partners. “Generic plus” products will be key to its success in the future and their aim is to be the supplier chosen for their quality generic products. It has an extensive customer network with over 200 partners in 70 countries and is currently active in 93 countries worldwide.

This is a true example of fruitful Euro-Arab business cooperation where Greeks, Malteses and Palestinians complementing each other and bringing assurances for the realization and success of such joint partnerships between Arabs and Greeks.

*From left: the CEO of “Genepharm S.A.”, Mr. Evangelos Anagnostopoulos, the Representative of the President of the State of Palestine, H.E. Mr. Nabil Saath, the Prime Minister of Malta, H.E. Mr. Joseph Muscat, & the Secretary General of the Arab-Hellenic Chamber, Mr. Rashad Mabger.*





# "The Last Note"

## Another Success Released by the "Tanweer Group"



Four years after the successful and award-winning "Little England", Pantelis Voulgaris, director of the remarkable and well received films "Brides", "With Heart and Soul", "The Striker with No 9", "Stone Years" returns to the big screen with "The Last Note". In his new film, Voulgaris deals with one of the most important chapters of modern Greek history: the execution of 200 Greek resistance fighters by the German occupiers on May 1st, 1944 in Kaisariani, as reprisal for the Greek Resistance ambush against Nazis.

Pantelis Voulgaris, with Ioanna Karystiani ("Little England", "Brides") who wrote together the script, will take us to the concentration camp of Chaidari, the period before Labor Day (1st May), and will introduce us to the people behind the tragic events.

Leading character of the story is the 34-year-old Napoleon Soukatzidis, a Cretan with Asia Minor origin, who fought and was held in prisons and exiles since 1936.

"The Last Note" stars Andreas Konstantinou ("Ouzeri Tsitsanis", "Little England") as Napoleon Soukatzidis, German actress André Hennicke ("A Dangerous Method", "Pandorum", "The Fall") as Karl Fischer and



Scene from "The Last Note"

the Greek-American actress Melia Kreiling ("Tyrant", "The Last Tycoon", "The Borgias") as Hara Lioudaki. Alongside them we will see a great number of well-known and new actors such as Tasos Dimas, Enea Camati, Vassilis Koukalani, Loukas Kyriazis, Michalis Aerakis, Dimitris Kalogerakis, Konstantina Chatziathanasiou, Manolis Mavrakis, Giwrgos Karamalegkos, Io Asithianaki, Manolis Psaroudakis and Vassilis Syrrros.

The new film by Pantelis Voulgaris, "The Last Note", combines story and fiction. It is a cinematic "memo" of remembrance, modesty and reflection. "The Last Note" was released in cinemas on October 26 by "Tanweer".



From right: The Prime Minister of the Hellenic Republic, Mr. Alexis Tsipras with Mr. & Mrs. Samaan



From Left: Mr. Samaan with the Prime Minister and his spouse.



From left: the director, Mr. Pantelis Voulgaris, Mr. & Mrs Samaan with their daughter Dima & the CEO of OTE, Mr. Micheal Tsamaz.



The cast of "The Last Note"





Archirodon is a large international contracting group with 58 years of experience in more than 30 countries around the globe, mainly in the Middle East, North Africa & Caspian regions.

Archirodon construction activities focus mainly on EPC Energy, Marine & Offshore, Infrastructure and Defense & Security projects, including among others

Power & Desalination plants, Terminals for Oil & Gas and Petrochemical Facilities, Port and Container Terminals, Offshore Structures, Roads, Bridges, Railroads and Diplomatic & Defense Facilities.



Having earned its reputation for more than half century as a reliable and respected international contractor in the areas of engineering, procurement and construction, Archirodon aims at executing EPC projects worldwide, creating high added value to all of its project stakeholders.

Archirodon was established in 1959 and started its professional life by building the ports of Benghazi in Libya (1961) and subsequently the port of Beirut in Lebanon (1962). At that time, the company found out that significant business opportunities were available in the Arab world. Hence, Archirodon entered into the construction market in Saudi Arabia and the United Arab Emirates and among its early projects had been the construction of the multi- million dollar seaports of Jeddah and Dammam, other major ports in Saudi Arabia, main ports in the United Arab Emirates, and numerous other important infrastructure works.

ALGERIA | BAHRAIN | CYPRUS | EGYPT | GREECE | IRAQ | KAZAKHSTAN | KUWAIT | LIBYA | MAURITIUS

In the 1980s Archirodon, while still upholding its reputation as one of the top marine contractors internationally, further developed into a general contracting group, diversifying into other fields including roads, bridges, railroads and industrial facilities. Since the mid-90's, Archirodon has started giving emphasis to the market sectors of Oil & Gas, as well as, Power & Desalination, completing a number of large-scale projects such as the different stages of the Shoaiba Combined Cycle Power Plant (14x370MW) Project and the Ras Al Khair Desalination Plant (1mil m3 daily output), which is the largest in the world. During the last years Archirodon has expanded its operations into Iraq, Kazakhstan, Mauritius and Morocco and is ready to further expand into other countries as well, providing turnkey solutions in the Oil & Gas and Power & Water sectors.

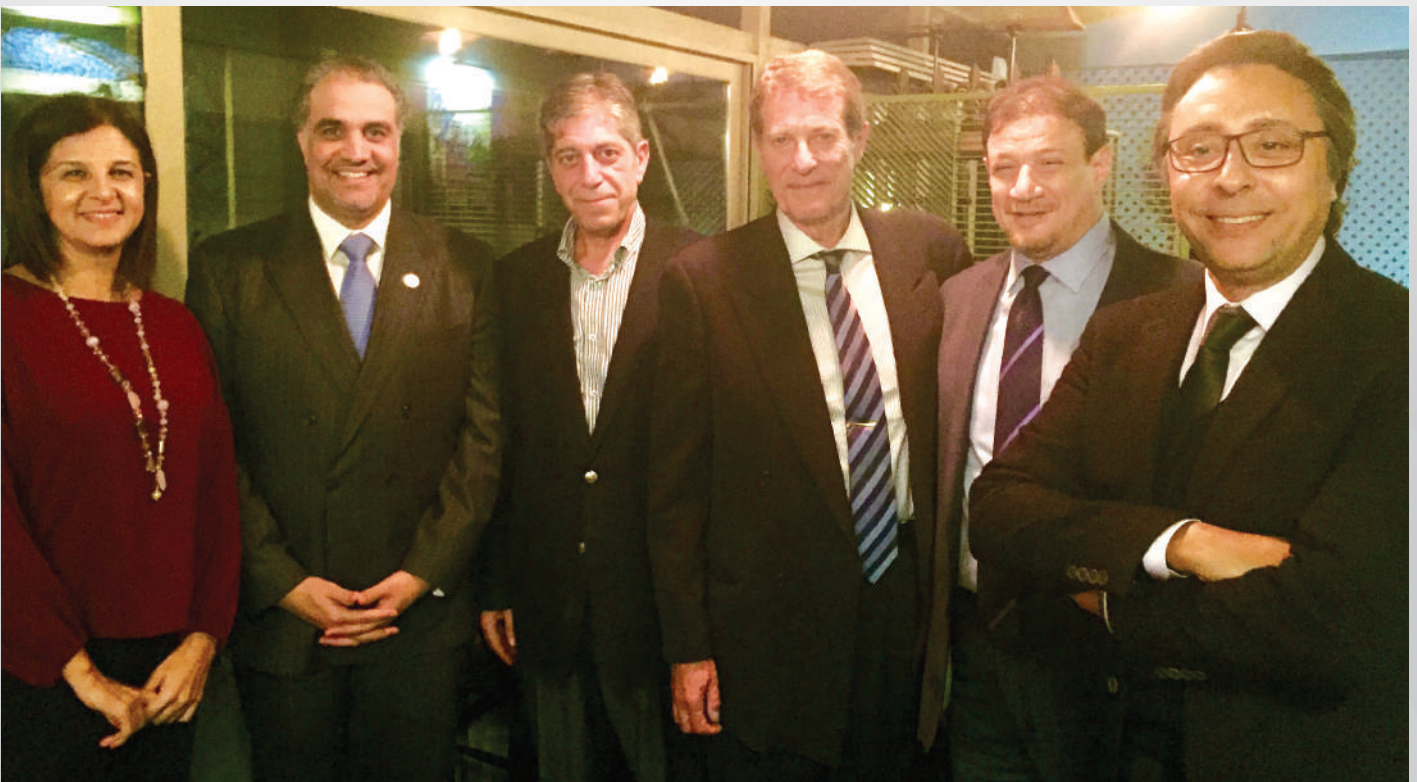


Today Archirodon is an EPC player with capabilities in many geographies across 4 continents. The company is present, through various branch offices and/or project sites, in Algeria, Bahrain, Cyprus, Egypt, Greece, Iraq, Kazakhstan, Kuwait, Libya, Mauritius, Morocco, Oman, Qatar, Saudi Arabia, Switzerland, The Netherlands, U.A.E. and U.S.A.





## Global Aviation's Dinner



*From left: the Chargée d' Affaires of the Embassy of Lebanon, Mrs. Mira Khawly, Ambassador of the State of Qatar, H.E. Mr. Abdulaziz Ali Al-Naama, the Dean of the Arab Ambassadors & Ambassador of the State of Palestine, H.E. Mr. Marwan Toubassi, CEO of Global Aviation & member of the AHCCD, Mr. Markos Tsakanis, Ambassador of Kuwait, H.E. Mr. Saud Faisal Saud Aldaweesh, & Ambassador of Morocco, H.E. Mr. Samir Eddahre.*

In an initiative by the Arab-Hellenic Chamber, the Global Aviation S.A. Greece hosted a dinner party on Wednesday, October 25 2017, attended by His Excellency the Dean of the Arab Ambassadors along with Their Excellencies Arab Ambassadors, Chargés d' Affaires and Counsellors of accredited missions to Greece. Among the invitees were also the 1st and the 2nd Vice President and the Secretary General of the Arab-Hellenic Chamber. Other guests comprised 24 students from multiple Arab countries, who are presently undergoing commercial pilot training program at the premises of the Global Aviation S.A. in Megara. Their studies last for 2 years and the students acquire the qualification of pilots and co-pilots in their respective countries.

This initiative is organized in the framework of the activities programmed for the forthcoming weeks and months and consist of visiting Arab businesses operating in Greece and encompasses activities of Arab community across Greece.

The Arab-Hellenic Chamber seizes this opportunity to express its appreciation to the President and Managing Director of the Global Aviation S.A., Mr. Markos Tsaktanis for sponsoring and hosting this dinner and to the Dean of Arab Ambassadors and all Arab Ambassadors for their continuous support for the Arab-Hellenic Chamber's events and activities.



*The Dean of the Arab Ambassadors while delivering his welcoming speech.*

*Arab students of Global Aviation*





## The 51st International Fair of Algeria

The 50th International Fair of Algerian (FIA) under the theme "50 years under the service of the Algerian Economy" will be held from 08 to 13 May 2018 at the "Palais des Expositions" under the high patronage of the President of the Republic of Algeria, H.E. Mr. Abdelaziz Bouteflika.

The International Fair of Algeria, since its inception in 1964, considered to be one of the major economic events of the year and this year will be its 50th anniversary. The FIA is one of the highlights regarding the exchanged experiences, business relations, industrial and commercial partnership projects.

Russia is the guest of honour of the 50th edition. Since its creation, Russia has been amongst the first countries, which took part in this event. It is estimated that 30 Russian companies representing industry and technology sectors will participate along with the Ministry of Commerce and Industry of Russia and the Algerian-Russian Business Council in the exhibition area of 700 m<sup>2</sup>.

Along with the FIA, there will be a series of conferences with the following subjects:

"Promotion of Non-Hydrocarbon Exports",

"The Role of Fairs and Exhibitions in the National Economy",

The event will feature 411 national exhibitors, including 79 public sector companies and 354 foreign companies representing 32 countries with a total surface area of 5,181 m<sup>2</sup>. Turkey with a surface area of 1,085 m<sup>2</sup> represents the highest foreign participation, followed by China with an area of 531 m<sup>2</sup>, demonstrates the interest of these two countries for the Algerian market and their willingness to develop their investments with Algerian businessmen in various economic sectors.

**For more information and registration, please visit the website of the Algerian Fairs & Exhibition Company: [www.safex.dz](http://www.safex.dz) or contact: +213 021.21.05.40 / 021.21.06.30.**





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E: info@katradis.com - www.katradis.com





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

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

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

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

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

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

#### **Contact:**

Irodou Attikou 12 A str., 151 24 Maroussi, Athens  
**Tel. :** + 30 210 8094000, **Fax :** + 30 210 8094444,  
**Internet:** [www.moh.gr](http://www.moh.gr), **E-mail:** [info@moh.gr](mailto:info@moh.gr)



# Success lies in every drop

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





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The very high intensity of solar U.V. radiation, in the Mediterranean region, in Africa, etc., inspired us to design **Prisma Collection** and **Ammos Collection** with color shades which are at least three times more resistant than standard powder coatings.

By using **NEOKEM** superdurable powder coatings **Sahara & Mesogeios** of **Prisma Collection** and **RAL** superdurable powder coatings of **Ammos Collection** for Hotel's Aluminum Facades, Doors, Windows, Blinds, Pergolas, Railings, Garage Doors, etc. we offer:

- A wide range of modern classic and popular color shades
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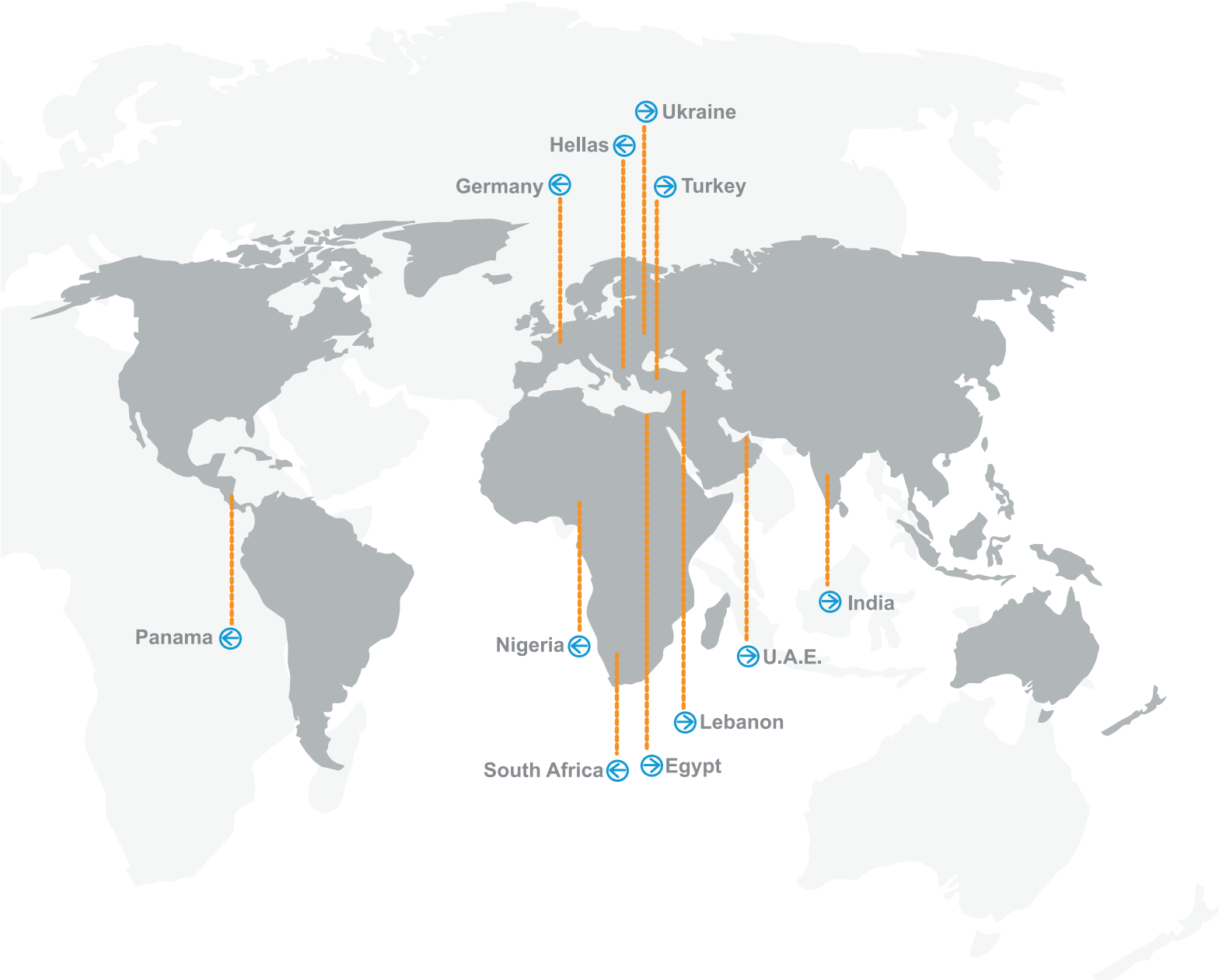


Phoenix Register of Shipping S.A. is the Hellenic Classification Society, established in 2000 in Piraeus, Greece, known also as PHRS.

The Society is dedicated to the classification of ships and floating units as well as to the implementation of statutory surveys and issuance of relevant certificates, acting as RO/RSO on behalf of several Flag Administrations, from which it has been recognized to act so.

PHRS maintains a dedicated network of branch offices and exclusive surveyors worldwide, as well as within the Hellenic region, thus achieving global coverage and effective response 24/7.

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## HAFEZ GROUP

**Hafez Group**, founded in 1959,  
Active and a leader in the following fields:

I- **Power & Energy:** Turbines, Generators, Alternators, Static and Variable Generator Excitation, Plant Automation, and Design Build Complete Conventional Power Plants.

II- **Hydropower Business Area:** Installation, Engineering, Know-How, Plant Assessment, Rehabilitation, Site and Plant Management, Commissioning, Testing, Implementation of Tailor-made solutions.

III- **Engineering Services in Oil & Gas, Water Treatment, Infrastructure Projects:** Design and Planning Constructions, Consultancy, Procurement, Project Management, Supervision up to Start-up.

IV- **Pulp and Paper:** Design, Supply & Build of Complete Systems.

V- **Environmental Technology**

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- **Energy from waste**

VI- **Power Transmission Overhead Lines**

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Hafez Group has catered to several industrial groups, governmental institutions and independent investment bodies, offering engineering and services of the highest standards and reliability.

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### CONTACT DETAILS

#### HAFEZ GROUP

**A:** Arz Street, Nassar Nassar Bldg, 4th Fl., Saifi, Zip Code 2029 7316, Beirut, Lebanon

**T:** +961 1 583788 **F:** +961 1 446167 **E:** info@hafezgrp.com

**Contact Person:** Mr. Henry Victor Hafez **Title:** Chairman

**Professional Affiliations:** Vice President of Austro-Arab Chamber of Commerce

Vice President of Arab-Hellenic Chamber of Commerce

Vice President of Committee for Trade Agreements



## **ATHENS INTERNATIONAL AIRPORT “ELEFTHERIOS VENIZELOS”**

The Athens International Airport “Eleftherios Venizelos”, one of the most modern and functional airports in the world, opened in March 28th, 2001, marking the onset of a new era for air transport in Greece.

The Airport Company, “Athens International Airport S.A.” (AIA), was established in 1996 as a Public-Private Partnership with a 30-year B.O.O.T. (Build-Own-Operate-Transfer) concession to build and operate the airport. AIA is a privately managed company, with the Greek State holding 55% of shares, while the private shareholders collectively hold 45%, and has undertaken successfully a series of very important roles, i.e. manager of the airport, employer, and responsible corporate citizen.

Thanks to its favourable geographical location at the cross-roads of three continents, state-of-the-art infrastructure and top-notch service, the Athens International Airport has earned the trust of passengers, as well as numerous international distinctions and awards. Today, it constitutes one of the major gateways to South-Eastern Europe and forms a unique entrepreneurial entity of economic and social development in the Attica basin. Over 13,000 people are employed as part of a large airport community, which consists of more than 300 companies closely connected to AIA and constitutes one of the biggest employment engines in Greece. As proven by the Athens University of Economics and Business relevant study (2013), the airport contributes to the national and local economy by 2.63% of the GDP.

During its 16 years of successful operations the airport served more than 239 million passengers through 2.9 million flights. AIA offers its airline partners one of the most innovative and integrated incentives programmes, to ensure the sustainability and further growth of both domestic and international traffic. The Athens International Airport, however, is far more than just a gateway to South-Eastern Europe; aiming at continuous growth, AIA develops its extensive real estate assets, conducts large-scale commercial activities, and exports the company’s pioneering know-how in the IT sector. Besides its aeronautical and non-aeronautical activity, AIA remains always committed to its role as a responsible corporate citizen, introducing and implementing a range of programmes, actions and special CR initiatives for society at large with a special focus on its neighbouring local communities.

With over 70 distinctions throughout the 16 years of its operation, distinguishing it as one of the best airports in the world across its diverse range of activities, the Athens International Airport maintains one of the best airport terminals in Europe, equipped with state-of-the-art systems, featuring user-friendly orientation and comfortable waiting areas, offering top quality services, and making each moment at the airport a pleasant experience for the travellers, their meeters and greeters, and the airport’s visitors, who are frequently surprised with an unexpected programme of live events in the terminal area. According to the surveys conducted at the airport, our passengers and visitors highly appreciate the airport’s ambience, the courtesy of staff, the fine offers of over 120 quality shops, restaurants & cafés in the Airport Shopping Centre, as well as an attractive and highly convenient Retail Park located within the Airport compound.

Strategy, Plan, Action.  
That's how we decide on our next move.



J. WALTER THOMPSON ATHENS

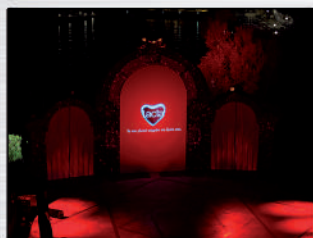
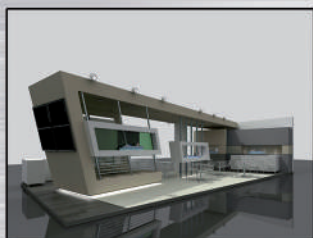




# PRO ELECTRO

## EVENT PRODUCTION

**NO LIMITS**  
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**PROELECTRO LTD** was founded in 1997 by Paris Komninos. The goal was to develop a creative, long lasting and customer care focused company with the primary objective being to allow our clients to focus on the overall project, with the utmost confidence that their needs are being met by qualified professionals.

**ALL IN ONE INTEGRATED SERVICE PACKAGE** - Taking into consideration the special needs of every individual project in the industry of Congresses, Exhibitions and Events, PROELECTRO LTD offers its expertise and gives you the advantage of dealing with **ONE SUPPLIER - ONE CONTACT**, a '**ONE-STOP-SHOP**' approach for all creative, technical, technological services, saving you precious time and money.

**PROELECTRO LTD** also offers expertise in every aspect of the Electrical Construction Industry. Our highly motivated support team, designs electrical systems, provides engineered plans and after approval, builds the project to the customer's satisfaction while delivering safe, cutting edge, hassle free projects for its customers.

At **PROELECTRO LTD** our philosophy is very simple, we believe in providing the highest quality of services and workmanship. Our primary objective is to allow our clients to focus on the overall project, with the utmost confidence that their needs are being met by qualified professionals. Using our experience and creativity we design and implement projects that meet and exceed our clients goals through personalized service and a high degree of flexibility and know how. We combine solid engineering with real world practicality, while maintaining a spirit of creativity resulting in a safe and efficient design and project.

**PROELECTRO LTD** contracting, works to develop long term relationships with its clients, based upon the trust that can be earned only through performance. We strive to use our experience and creativity to design and implement projects that meet and exceed our client's goals. We accomplish this by delivering personalized service and a high degree of flexibility and know how.

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Theodora 10A, Metamorfosi Attikis, GR-144 52

T: +30 213 0020 750 F: +30 213 0020 767

E: [sales@proelectro.gr](mailto:sales@proelectro.gr)

### BRANCH OFFICE NORTHERN GREECE

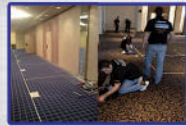
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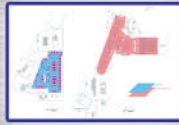




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## **FLOOR DEMARCATION & ELECTRICAL SUPPLY**



## **EXHIBITION DESIGN & ARCHITECTURAL PLANS**



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## **BACKSTAGE DESIGN & CONSTRUCTION**



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## **DIRECTIONAL SIGNAGE POSTS**



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- Interactive displays & multimedia equipment rentals
- 3D mapping & architectural projection
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- Virtual & augmented reality
- Special constructions - Custom built solutions  
*Limitless capabilities in any scale construction in doors or outdoors*
- Exhibitions & trade shows  
*Custom stand design solutions*
- Staging design & construction

**WORLD WIDE SERVICES**

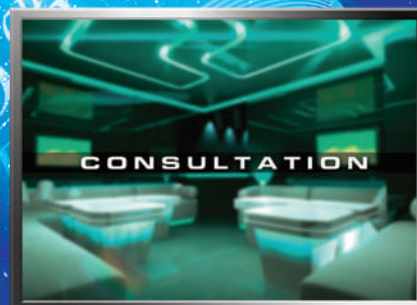
**2500sqm WAREHOUSE**



# **PRO ELECTRO**

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E: sales@proelectro.gr

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# NEW MEMBERS

1. METALOUMIN S.A.
2. GIOVAS S.A.
3. WELCOME GLOBAL
4. DEL MONTE S.A.
5. NUTRIA S.A.

## METALOUMIN S.A.

**METALOUMIN S.A** is an aluminum extrusion industry established in Greece since 1969, producing its own standardized series of domestic and industrial aluminium profiles for Doors & Windows and special profiles tailor made to customers' specifications.

Our advanced aluminum profile systems include the **Thermo systems** for optimum thermal and noise insulation complying with the highest standards and accompanied by complete metal and non metal accessories.

Since 2009, Metaloumin S.A has specialized in the study, production and manufacturing of **photovoltaic mounting systems** for all photovoltaic applications, providing the appropriate **quality certificates** and high quality anodization for extra corrosion resistance.

Metaloumin S.A. having designed particular systems for the prevailing weather conditions in multiple countries has completed **projects in more than 20 countries** and operates a subsidiary in Zambia.

Indicative **prominent projects** Metaloumin has completed are the following:

- Anodized lighting systems in Riyadh, Saudi Arabia
- New Dubai Airport
- Dubai, multiple industrial roofs
- Panama PV installation
- Chile, altitude of 4.250m, PV installation
- Abu Dhabi Al Hayl island PV installation
- Architectural systems in Qatar
- Sports City in Amman, Jordan

**For further information regarding Metaloumin's products and activities, you can visit the company website:**  
[www.metaloumin.gr](http://www.metaloumin.gr).



Halat Al Hayl Island, United Arab Emirates



Martifer project , Argolida - Greece



Kozani - Greece



### CONTACT DETAILS

**METALOUMIN S.A.**

**Contact Person: Mrs. Valia Sgardeli**

**Title:** Exports Manager

**A:** 20 St. Fanouriou str., 136 78, Acharnai, Athens, Greece

**T:** +30 210 24 63 630

**F:** +30 210 24 64 471

**E:** [export@metaloumin.gr](mailto:export@metaloumin.gr)

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



## GIOVAS S.A.

**GIOVAS S.A.** company activate itself in manufacturing and trading of consumer products in Greece and Europe and Middle East.

The biggest part of GIOVAS's activity concerns exclusive designing, manufacturing of licensed products and distribution of many brands for bags, toys, school and office. We have created 2 major brands for our products.

- 1) GIM for preschool products and toys
- 2) Back Me Up (BMU) for teenager products.



The school products and the gift items that we manufacture and distribute in the Greek, European and Middle East market have the advantage of authenticity and the seal of supremacy of international signals that we represent.

At the same time, we ensure that all of the products have suffered the strictest qualitative control, so that provide the absolute safety in their users, either these are children or adults.

Our company has strong co-operation with companies like No Fear, Disney, NBA, Nickelodeon and many more.



**giovas**  
group of brands

### CONTACT DETAILS

#### GIOVAS S.A.

**A:** 22 Konteri Str., 18541 Piraeus-Greece,

**T:** +30 210 48 32 684

**F:** +30 210 48 33 945

**E:** e-mail: [info@giovasgroup.com](mailto:info@giovasgroup.com)

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

## WELCOME GLOBAL

**WELCOME GLOBAL** is a leader in training middle managers and employees to deliver memorable experiences for your company's clients. Our specialization is for the hospitality industry (hotels, restaurants, airlines, health & sports clubs, travel agencies, rent a car companies, museums etc), and for any other service-oriented organizations where service excellence is an absolute requirement.

We have been honored to cooperate with internationally reputed brands. Our training methodology is unique and high impacted. For us, each training is a "unique journey" into knowledge and experiences.

Our programs are delivered on-site and are instructor-led so that to enhance the emotional engagement of the participants and to allow room for constructive communication and results. Our experienced trainers deliver the programs in a motivating and engaging way. We are sure that our programs bring the improvement in skills and also the behavioral changes that you require for your business's success.

Our specialized training programs include:

### For Middle Managers

- SuperLead (masterclass in leadership)

- Luxury Leadership
- Cultural Intelligence in Leading People
- Employee Engagement
- Well Being in the Work Place
- Train the Trainer

### For Line Employees

- Welcome Service Excellence
- Luxury Service for the Elite Travelers
- We Welcome the World – Protocol and Manners for Guest's Nationalities
- Handling Guest's Complaints
- Refined Communication for Hospitality – spoken English, body language

### For Sales Maximization

- Handling Client's Inquiries to Maximize Sales
- Inspiring Proposals
- Selling Luxury
- Handling Client's Objections
- Negotiations for Sales

We look forward to welcoming your people in our trainings!



### CONTACT DETAILS

#### WELCOME GLOBAL

**A:** Rodopis 57, Vrilisia, 15235, Greece

**M:** +30 69723 15571

**E:** [hello@welcome-global.com](mailto:hello@welcome-global.com)

**W:** [www.welcome-global.com](http://www.welcome-global.com)

**Contact Person: Mrs Vania Kamtsiou**

**Title: Senior Trainer & Founder**

**Tel.:** +30 210 32 49 085



## DEL MONTE HELLAS S.A.

**DEL MONTE HELLAS S.A.** is located to a total area of 121.000m<sup>2</sup> with main production as per below:

- Canned fruits & tomatoes (peaches, fruit cocktail, tomato paste, chopped tomatoes and prunes)
- Plastic pots (fruitini, fruit express and vegetables)
- Flexible bags (Chopped tomatoes, pizza sauce and tomato paste)
- Aseptic drum (peach concentrate and tomato concentrate)

Raw peaches are harvested from mid-July to mid-September while raw pears from mid-August to end September. Daily throughput on peaches is 560t and for the pears 88t.

Product is stored brite and then labelled against actual orders. Warehouse capacity is for 1.609.000 common cases. Last years it has established as biomass plant that uses peach pits directly out of the production process without drying for its needs. Other facilities referring to health and safety as per below:

- Offices: office building, to accommodate the Administration departments (543 square metres).
- Personnel Utilities: Shift reception area, changing rooms and complete rest rooms (489 square meters).
- Cafeteria: Comprised of indoors and outdoors space (516 square metres and 800 square metres) respectively, to accommodate seasonal and permanent employees during break time.
- First Aid Station: Fully equipped station (31 square metres), employing a nurse during each shift. Supervised by a Physician doctor. 97% of volume produced is exported to Europe, Middle East and Far East while local market has almost 3% of the total sales.



### CONTACT DETAILS

**DEL MONTE HELLAS S.A.**

**T:** +30 2410 971031

**F:** +30 2410 971124

**E:** [delmontehellas@freshdelmonte.com](mailto:delmontehellas@freshdelmonte.com)

## NUTRIA S.A.

**NUTRIA S.A.** was founded in 1991 in Agios Konstantinos, Fthiotida, Nutria started as a typical olive mill. In 1994 Nutria created a small bottling unit and started exporting Greek extra virgin olive oil.

Today, after 25 years of experience and consecutive investments, Nutria is a highly sophisticated company with a vertically integrated unit that manufactures and packs extra virgin olive oil, olive oil classic, olive pomace oil and seed oils in all varieties of packaging. Our work force numbers about 60 employees and our products are exported to more than 30 countries worldwide.

Nutria can cover all categories of oils as follows:

**EXTRA VIRGIN OLIVE OIL** (conventional, organic, P.D.O. Kalamata from Peloponnese, P.D.O. Sitia from Lasithi, Crete, P.D.O. Kolymvari from Chania, Crete, P.D.O. Krokees from Lakonia, Peloponnese, P.D.O. Kranidi from Argolida, Peloponnese, P.G.I.

Lesvos & exclusive: unfiltered, monovarietal, 0.3% acidity, early harvest / agourelaio), **VIRGIN OLIVE OIL, OLIVE OIL, OLIVE POMACE OIL, SEED OILS** (sunflower oil, corn oil, soy bean oil), **BLENDED OILS** (salad oil: extra virgin olive oil with sunflower oil, frying oil etc.)

Nutria bears 4 own brands of products:

- **Ionis**
- **Ionia**
- **Mytholio**
- **Nutria**

Apart from its own brands, an important part of Nutria's production consists of PL products that are destined for distributors and supermarket chains both in the Greek market and abroad.

**Discover more at [www.nutria.gr](http://www.nutria.gr)!**




### CONTACT DETAILS

#### NUTRIA S.A.

**A:** Factory : 162nd km Athens-Lamia national road, Agios Konstantinos, Fthiotida, 35006, GREECE  
Athens branch: 10 Kodrou str., Neo Psychico, 15451, Athens, GREECE

**T:** +30 210 32 49 085

**F:** +30 210 32 13 518

**Contact Person: Mr Nikos Zavakos ([nzavakos@nutria.gr](mailto:nzavakos@nutria.gr))**

**Title:** Exports manager

**Tel.:** +30 210 32 49 085

**E:** [nutria@nutria.gr](mailto:nutria@nutria.gr)

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



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Engineering & Management Consultants







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

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