Excellence in Partnership

SSUE24 ECEMBER2017 ANUARY2018

MEMBERS' ACTIVITIES NEWSLETTER





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FOREWORD



Harris Geronikolas

President



Rashad Mabger Secretary General

Dear Readers,

The series of our Chamber's activities for 2017 was concluded with the convening of the 6th Arab Hellenic Economic Forum which was preceded, among others, by two major events, the "Workshop on Doing Business in the Arab World" and the "2nd Iraqi-European Business & Investment Forum". On this note, we would like to extend our warm appreciation to all our members and non-members for their kind and encouraging words of support.

Looking forward to this year's events, we are setting foot in 2018 with the convening of the **2nd Workshop on "The Culture of Business and Doing Business in the Arab World" on March 22, 2018**. This event is designed to provide the Greek business community with insight, information and knowledge on the business environment in the Arab world and to facilitate their presence and business expansion to the area.

The Workshop will include addresses by Experts, Arab Ambassadors and Greek Economic and Commercial Counsellors of the Greek Embassies in Algeria, Egypt, Iraq, Jordan, Lebanon, Libya, Morocco, Oman, Qatar, Saudi Arabia, Syria, Tunisia, the United Arab Emirates and Yemen.

The second scheduled activity is the upcoming **business trip to Jordan, Iraq and Lebanon, on March 23, 2018**. All three countries have attractive markets and present themselves as excellent business opportunities for the Greek companies. The value of Greece's exports to these three countries, for the past three years, has been on the rise which comes as no surprise given the fact that Greek companies have been successfully establishing themselves in the markets around the world, mainly due to their positive business attitude, their high-quality products and competitive prices. Consequently, with the right approach, there is a great potential for further expansion in the afore-mentioned countries.

Jordan and Lebanon have common characteristics, such as good working environments, newly emerged business hubs and centres for commercial redistribution. **In the case of Iraq**, the business opportunities are limitless, especially in the area of re-building the country's infrastructure. Similarly, Greek businesses should not miss an opportunity to enter into negotiations with Iraqi businessmen with regard to the transfer of their know-how in domains such as food processing industry, energy, building material and maritime. We, at the Chamber, in coordination with Federations and Chambers of Commerce in the three countries, will ensure the arrangement of B2B meetings for every participating businessman in the sector they are interested in. All in all, we have all the reasons to expect the most favourable outcome of this business initiative so **you shouldn't miss this opportunity to join us**.

"Three Markets, One Goal: Greek Business Delegation

IN ITS CONTINUOUS EFFORTS to offer distinguished services to its members and the Greek business community at large, the Arab-Hellenic Chamber is organizing a business delegation to **Jordan, Iraq and Lebanon, March 23 - 30, 2018.**

For the first time, our Chamber's delegation will visit 3 (three) different Arab countries and B2B meetings will take place in all business sectors between the Greek participants and their Arab counterparts.

The states of Jordan, Iraq and Lebanon (with a total population of about 52 million inhabitants) maintain strong commercial relations with Greece, with great potential for improvement in their trade balance.

It is noteworthy that the Greek exports to these three Arab countries for the years of 2015, 2016 and the first semester of 2017 have demonstrated significant



Opportunity-Potential-Growth" to Jordan, Iraq & Lebanon

increase. **Jordan**, with its stable market and diversified economy, is an important business hub for the wider Middle-Eastern region. **Iraq**, after years of instability, is once again "ready for business", while **Lebanon** continues to be one of Greece's closest trade partners and a major regional economic center.

Given the above, it becomes evident that the planned business delegation of the Arab-Hellenic Chamber offers a unique opportunity for the promotion of Greek products and services to the rising Arab market.

It is noted that the delegation is organized in cooperation with the Chambers of Commerce of the three aforementioned countries, thus providing the assurance of B2B meetings for every Greek participant with Arab company representatives in the sectors he is related with or interested in.

Pon't miss this opportunity to join us.



معديدة العربية اليمنانية التجارة والتنمية APABO-EAAHNIKO EПІМЕАНТНРІО EMПОРІОУ & ANAПТУΞΕΩΣ ARAB-HELLENIC CHAMBER OF COMMERCE & DEVELOPMENT





"Doing Business in the Arab Word"

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, Egypt, Iraq, Jordan, Lebanon, Libya, Morocco, Oman, Qatar, Saudi Arabia, Syria, Tunisia, United Arab Emirates, Yemen

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!



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"6th Arab-Hellenic Economic Forum" Quotes



H.E. Mr. Yiannis Dragasakis Deputy Prime Minister, Hellenic Republic

I would like to welcome you to our country and to congratulate the organizers of this Forum, which has become a tradition for the promotion of Greek and Arab relations.



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

We, the Greeks and the Arabs, go beyond friendly relations, as we have over years been like brothers. We are privileged partners, as far as both, the economic and the political cooperation is concerned.

I would personally like to thank the Arab-Hellenic Chamber which, for the secondtime, honors me with their invitation and congratulate them for their efforts in giving both, the Arab and the Greek business circles, an opportunity to regularly meet and come closer.



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

The prospect of construction and petrochemical projects, along with the interest of the Libyan companies to attend this Forum and participate in its B2B meetings is promising and we are sure that we shall reach practical conclusions that serve relations with Greece on all business levels. We would like to thank the Arab Hellenic Chamber for this invitation.



Mr. Tawfic Said Khoury Executive Vice Chairman, Consolidated Contractors Company (CCC), Greece

The Arab participation at this
Forum is yet another indication of
a serious and sincere wish on the
Arab side to increase and enhance
our trade exchange and investment
with the Greek side... There is a
call for optimism as we are lately
witnessing an increase of Arab
investment flow to Greece. This
is due to visits exchange that has
contributed towards the creation
of trust and business relations.



H.E. Mr.
Suleiman Jasir
Al-Herbish
Director General,
OPEC Fund for

OPEC Fund for International Development (OFID), Vienna, Federal Republic of Austria

The Arab Greek relations go back centuries in history through which a bridge of wisdom and knowledge that extend between Baghdad and Athens.

Therefore, it's my honor to participate in this important event with the aim of exploring investment opportunities and the incentives towards the creation of a new economic reality between the two regions.



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

It's a great honour to be here today and to moderate this very special panel of the start-up businesses.

Greece and the Arab World: Envisioning a Shared Future



H.E. Mr. Marwan Emile Toubassi Dean of the Arab Ambassadors, Ambassador of the State of Palestine, Greece

I call upon all of you to exert efforts in order to explore the business opportunities, enhance the existing partnerships and creating new ones. You will thus fulfil your social responsibility towards your societies and contribute towards the improvement of living standards and creation of job opportunities for our youths in the Arab World and Greece.



Amb. Dr. Kamal Hassan Ali Assistant Secretary General, Head of Economic Affairs, League of Arab States, Egypt

The Arab League, through its auspices of this Forum, works with the Union of Arab Chambers and the Arab-Hellenic Chamber towards enhancing the relations with Greece. We look forward to a fruitful result and successful conclusion of this Forum.



Mr. Mohamed Abdo Saeed 1st Vice-President, Union of Arab Chambers, Lebanon

The presence of more than 185
Arab businessmen in this Forum
is a clear indication of this
successful tradition established
by the Arab-Hellenic Chamber. My
congratulations to all the Joint
Arab Foreign Chambers for their
activities across the World which
are becoming our source of pride
at the Union of Arab Chambers.



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

The Forums that are organized by the Arab-Hellenic Chamber, as well as by other Arab Joint Chambers, aim at the creation of networking. We should, therefore, all work in parallel for the creation of a mechanism to identify the investment opportunities which will eventually result in the realization of networking and contribute towards a greater flow of investments between Greece and the Arab World.



Mr. Mohamed Abdulkarim Al Raeid President, Federation of Libyan Chambers of Commerce, Libya

Congratulations to the Arab
Hellenic Chamber for its efforts
in the convening of this Forum...
Libya is witnessing stability and
security at the moment, and by
being the so-called "Gate to Africa",
along with its close proximity to
Greece, it can play an important
role in widening our cooperation in
many business sectors and explore
the investment opportunities that
our country has in abundance.



Mr. Hussein Shraim BD Member, Jordan Chamber of Commerce, Jordan & BD Member, AHCCD, Greece

I wish to thank the Arab-Hellenic Chamber for this Forum which is considered a good example, building on the successes of the previous Forums. Jordan is a land of opportunity and is located in the heart of MENA that offers a skilled workforce, a good quality of living and competitive business advantages. Think of investing in Jordan.

These quotes have been done on a free translation basis





"6th Arab-Hellenic Economic Forum" Quotes



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

Thank you for giving me the opportunity to address this distinguished audience of Arab
The Greek Businessmen. I would like to express my gratitude for this invitation to the Arab-Hellenic Chamber, and express my appreciation to the Union of Arab Chambers and the Federation of Iraqi Chambers of Commerce.



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

There is no shortage of projects in the Arab World, not today and not tomorrow, and the projects that will be realized in Libya, Syria, Iraq and Yemen are a clear indication that the issue is not the projects but the project financing. Therefore, there must be a workshop in project financing in the Arab World. Thank you for this opportunity and for establishing this Forum as an annual tradition.



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

From here, we express today our desire to cooperate with every country. We are here to explore the needs of our societies with openness and tolerance because through this we achieve peace which will enable us to focus on the development of our resources in the Arab World and play a constructive role from Tripoli, the Economic Capital of Lebanon. We welcome you as partners.



Mr. Athanasios Martinos Managing Director, Eastern Mediternaean Maritime Limited, Greece

Thank you for honouring me with an invitation to speak at the 6th Arab-Hellenic Forum...It's the first time that I take part in the Arab-Hellenic Forum and I was impressed by the quality of the event and by the high level of participation. I hope it will become a tradition that will strengthen the ties between the Greek state, the Greek businessmen and their Arab counterparts.



Mr. Yannis Triphyllis Member of Executive Committee, Hellenic Chamber of Shipping, Greece

We would like to thank you for the invitation and express that it is a great honour to address you today. The history of shipping, with respect to the economic relations between Arabs and Greeks, goes back as far as 1500 BC, and successfully continues till our times, without any significant interruption.



Mr. Charalampos Simantonis President, Hellenic Shortsea Shipowners Association, Greece

I would like to express my sincere thanks to the Arab Hellenic Chamber for inviting me for the second time in a row, to represent ENMA. The establishment of the first Greek-Arab Shipping Academy in Greece constitutes another step towards the strengthening of the relations between Greece and the Arab world.

Greece and the Arab World: Envisioning a Shared Future



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

I would like to congratulate the Arab-Hellenic Chamber on the organisation of this Forum which, I believe, is even better than last year, as I see a greater participation from the Arab world which is very important to us, here in Greece.



Mr. George Xiradakis Founder & Managing Director, XRTC Business Consultants & President, Propeller Club, Greece

I warmly congratulate the organisers of the Arab-Hellenic Forum. I should mention here, that my friend, the Secretary-General, has started the preparation for this Forum last spring, in order to secure the present participation and the composition of the panel consisting of esteemed personalities.



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

It's a great pleasure and honour to address an audience in which there are so many good friends.



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

I would like to congratulate, from my side, the organizers of this very interesting and successful event.



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

I would like to express our gratitude to the organizing committee for honouring us by extending an invitation to the Ministry to take part in the 6th Arab-Hellenic Forum and also, be part it's the esteemed panel.



Mr. Ioannis Theodoropoulos

Executive Vice President, Corporate Division SingularLogic Software Technologies & CEO, Senseone, Greece

It's a great honour to take part in the 6th Arab-Hellenic Forum. I would like to thank the Chamber for the invitation they extended to us.

These quotes have been done on a free translation basis





"6th Arab-Hellenic Economic Forum" Quotes



Mr. Vassilios Linakis Co-Founder & Technical Director, Linakis Digital, Greece

Thank you for the invitation and for the opportunity given to me to address this very interesting subject of digital technologies.



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

Today we would like to thank the Arab Hellenic Chamber for its constructive efforts to organize this Forum with such distinguished audience.

Greece and the Arab World: Envisioning a Shared Future

NEWS FROM THE ARAB EMBASSIES





Welcoming Lebanon's New Ambassador H.E. Mrs. Dona Barakat





The Arab Hellenic Chamber is pleased to welcome Ambassador Dona Barakat, the newly appointed Ambassador of Lebanon, to Greece. Her Excellency, who presented her credentials to H.E. the President of the Hellenic Republic, Mr. Prokopis Pavlopoulos, on January 24th 2018, has an impressive record of services and experience of over three decades at the Ministry of Foreign Affairs of Lebanon, in various diplomatic posts. Ambassador Barakat started her career in 1983 as Head of Consular Section at the Embassy of Lebanon in Cyprus. She then excelled to be 1st Secretary at the MFA of Lebanon and at her country's Embassies in Brussels Belgium and Paris. In 1996, Mrs Barakat was promoted to the position of Counsellor at her country's Embassy in Paris and then as Consul General at the General Consulate in Dubai, UAE, Since 2012, Mrs. Barakat has been the Director of Economic Affairs at the Lebanese MoFA, at the Ambassador's rank, and she has been certified as a Team Leadership coach.

H.E. Mrs. Barakat has represented her country in various committees and international organisations, including being a member of her country's Delegation to the UN General Assembly in 2013, 2014, 2015.

Ambassador Barakat is a founding member of the Lycée Libanais Francophone de Dubai and Honorary President of the Amicale of Saint Joseph University. She holds several degrees, of which a Master's in LLM, Advanced studies in International Law and other degrees from University Saint Joseph, Beirut. She has attended several professional seminars and courses and she has published several papers related to Law and Politics. Mrs. Barakat speaks fluently Arabic, English and French. She was born in Montreal, Canada. She is married to Kamal Turk, with one daughter, Swin June. We warmly welcome Ambassador Barakat to her new post, we assure Her Excellency of our level best of cooperation and would like to wish her a fruitful, productive and pleasant stay in Greece.

NEWS FROM THE ARAB EMBASSIES

Welcoming U.A.E.'s New Ambassadoz, 91.E. Mz.Mohamed Meez Abdalla Yousif Alzaeesi





The Arab Hellenic Chamber has the pleasure of welcoming H.E. Mr. Mohamed Meer Abdalla Yousif Alraeesi, the newly appointed Ambassador of the United Arab Emirates to Athens. Ambassador Alraeesi, who presented his credentials to the H.E. the President of the Hellenic Republic, Mr. Prokopis Pavlopoulos, on January 24th 2018, has a long-standing experience in the military and diplomatic domains which stretches over a period of 28 years. Starting his career as the Chief of the Technical Supply Division of the Air Force in 1991, he then went on to become the Military Attaché at the UAE Embassy in France in 2001. In 2006, he was appointed Deputy Commander of Military Works.

His diplomatic career started as his country's Ambassador to the Republic of Belarus in June 2008. In 2010, he was appointed Ambassador to France and, in August 2014, Ambassador Alraeesi was appointed Undersecretary of the Ministry of Foreign Affairs and International Cooperation.

His Excellency has participated in many international conferences and meetings in his various capacities. He holds a Master's degree in Military Strategy from Paris and, apart from his native Arabic, he is fluent in English and French.

We, at the Arab Hellenic Chamber, would like to assure His Excellency of our full cooperation in all business aspects towards strengthening the existing friendly relations between Greece and the United Arab Emirates. We would like to seize this opportunity to wish all the best in his assignment and a pleasant stay in Greece.



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WETIX SUDAN is a 4-day event being held from 17th March to 20th March 2018 at the Khartoum International Fair in Khartoum, Sudan.

The exhibition will showcase innovation and merger of technologies in Renewable energy, Green Technology, Water, Irrigation, IT, Digital Media, Smart/Digital Cities and many more. WETIX-SUDAN will bring together the leaders from around the world on one common platform and will serve as a catalyst for international companies to showcase their technologies to the African market.



NEWS





Commercial Pilot and Cabin Crew Training Programs

The evening of the 14th of December 2017 was a special one for everyone at Global Aviation SA, as we celebrated 20 years since the academy's incorporation in 1997. More than 450 good friends, including students, graduates, business partners, employees and associates, joined us in Grand Bretagne Hotel in Athens to celebrate 20 years of pioneering, innovation, growth and ultimately success that propelled a small family business into an aviation training powerhouse in the region and the leading pilot academy in Greece.







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As Global Aviation's founder Markos Tsaktanis said in his welcoming speech, the road to success was not always paved with roses, but everyone at Global Aviation worked hard, fought selflessly and remained loyal to the company's founding principles. This is merely the beginning of the journey for Global Aviation and we would like to thank everyone who has helped make this organisation more than an academy, more than a company, a family that we are all proud of.

For more information on Global Aviation, please visit: **globalaviationsa.com**







NEWS









Food and Beverage Our Chamber at the 5th EXPOTROF Exhibition

The 5th EXPOTROF opened its doors from the 26-29th, January 2018 at the Olympic Fencing Centre in Hellenikon, offering a unique culinary experience to its guests. It was organized by RM International, a leading company in the exhibition and events industry. In its 26-year presence in Greece, RM International has organized over 50 leading exhibitions that have won the preference of over 1,000,000 visitors. The opening ceremony took place on January 26, 2018 with political entities and market agents.

More than 300 Greek small producers with know-how, great products and vision, as well as Greek companies with a strong position both in the domestic and international markets joined EXPOTROF, recognizing that this leading exhibition is a pole of attraction for all professionals in the Food and Beverage industry.

5th EXPOTROF raised the bar even higher, investing in extroversion and vital business meetings. During 5th Food and Drink Exhibition, EXPOTROF CONNECT was also held, where individual business meetings took place, and enabled Greek producers to get in touch with representatives of major companies in their country as well as in international markets.

5TH EXPOTROF 2018

JANUARY 26TH – JANUARY 29TH
OLYMPIC FENCING CENTER, HELLENIKON, ATHENS, GREECE
www.expotrof.gr #expotrof18



- 1. WELCOME GLOBAL
- 2. ENERGOPOIISI
- 3. CHROMOCHARTIKI S.A.
- 4. ENERGIERS
- 5. INSOL S.A.
- 6. FARMA SINGIRIDOU EIRINI
- 7. THRAKON S.A.
- 8. MEDIFORM S.A.
- 9. DIOPAS S.A.



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WELCOME GLOBAL now offers a suite of training programs & services exclusively for the members of the Arab-Hellenic Chamber of Commerce:

Trainings For Sales

- Sales and Negotiations Techniques (3-days)
- Strategic Selling (2-days)
- Selling Luxury Products and Services (2-days)
- Communication Skills for Sales (2-days)
- Up Selling, Cross Selling and Add on Selling (2-days)
 Trainings For Customer Service
- 7 Steps to Service Excellence (2-days)
- Handling Client's Complaints (2-days)
- Refined Communication: spoken, written, body language (2-days)

Trainings & Services For Social Media

- Social Media Masterclass: Facebook, LinkedIn, YouTube, Pinterest, Instagram, Google Plus
- Facebook Marketing
- Google AdWords
- E-mail and Mobile Marketing
- Website construction & E-shops

We would be delighted to provide you with additional information and offer you a privileged proposal.





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ENERGOPIISI S.A. provides top quality and result oriented investment services with an exceptional track record, both for local and global Corporations, including State Owned Enterprises and Companies listed in the world's most prestigious stock markets. Our diversified team of experts, include a broad range of top notch professionals that deliver seamless results to cover every clients' needs and ensures high value-adding, result-oriented and efficient, state-of-the-art advisory, through comprehensive portfolio of services.

ENERGOPIISI S.A. undertakes the whole procedure of obtaining the Golden Visa Greece, acting as a one-stop shop through property purchase as a sole and long term experienced investment consultant.

- Property research, evaluation and proposal
- Legal, technical and financial advisory
- Completion of the property acquisition
- Visa processing for international investors
- Property management, including maintenance to ensure optimum functionality, high quality refurbishment works, and professional leasing services

Other Areas of Expertise:

Renewable Energy Investments

Mergers & Acquisitions - Corporate Transformations

Project Management

Golden Visa Greece - Long-term Residence Consultancy

Cross Border Deal structuring

Drafting, Implementation and Completion of Business Plans





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CHROMO CHARTIKI

Graphic Arts & Envelopment Applications

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CHROMOCARTIKI S.A. was founded in 1998. The last **20 years**, we design, produce and envelope **promotional items** and product **collections**.

We strive and work hard to achieve high quality in our products. Thus, we have implemented systems to guarantee excellent quality in our products. The Certifications we have as a company are the following: ISO 9001:2008, maintaining quality control on our products and procedures, to ensure satisfying our clients' needs and demands and the criteria and standards our company sets, ISO 22000:2005: maintaining quality control on products in order for them to be suitable to come in direct contact with food. **ELOT 1801**: 2008: to ensure health and safety of our personnel and also be able to process the constant legislation changes to adapt and adjust accordingly. SEDEX: We are a SMETA member, following rules and procedures to ensure business ethics through our entire function. EMAS: We have been certified for implementing the Eco - Management and Audit System, ensuring environment's protection.

Our products are stickers, cards, playcaps, magnets, metal tags, collectible product lines, board games etc.

Our products are suitable for **contact with food** and are **part of promotional mechanisms** and **inserted in food** and confectionery products such as ice creams, yogurts, croissants, chips, biscuits etc.

We have extensive know how on the food sector and we have the capacity to produce large quantities of products in short time periods and at the same time achieving to provide our clients with competitive prices.

Our design department, has vast experience in creating promotional mechanisms, that will fit costumers' demands, generate and increase sales percentage for clients product.

We can support the implementation, of any mechanism regardless the demands, due to the wide range of products we can produce.

These capacities make us unique in the market.

Discover more at www.chromochartiki.gr



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ENERGIERS was founded in 1981 in Thessaloniki by Mr Knis Athanasios & Mrs Knis Efthalia. The company's main field of activity is the design, production and distribution childrens's clothes. The product portfolio consists of 3 age ranges, both for boys & girls:

Newborn:0-18 m Junior: 1-5 years old Kids:6-16 years old.

In total Energiers develops 800 styles per season covering all categories and activities of children's life (Casual Line-Sports Line-Boutique line-Basic Line-Nightwear-Swimwear & beach accessories).

From design to development, Energiers has the ability and the facilities to maintain a high level of clothing quality for all its collections. With 3 different locations (Anthokipon, Riga Feraiou, Peiraios), spread in 6 floors and 5,600sq.m. in total, our commitment to quality sewn textile products shows through the entire process. From pattern drafting to cut, sewing and ironing, and from material sourcing to order picking -quality control's final stage, everything takes place in our facilities, which are equipped with state-of-the-art machinery, in order to meet the market's current demands

In recent years with the incorporation of the second generation, there has been a rapid growth of the company creating an extensive network of 400 wholesale affiliates and 20 corporate stores. Nowadays, Energiers SA has a leading position in the field of children's clothing and built firm foundations and a strong reputation thanks to the excellent combination of the top quality of its products, its unique service and its optimal price policy.





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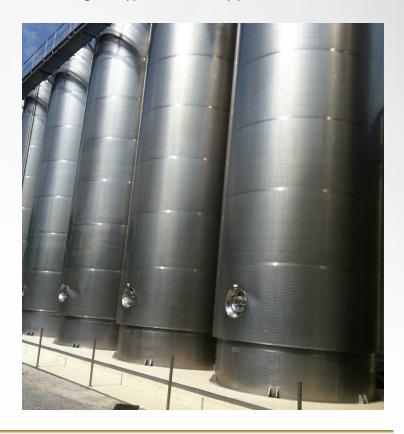




INSOL LTD is leader in the dairies sector equipment in Greece and word wide, starting from milk reception until ready packed product. Our services include white and feta cheese production line, hard and semi hard cheese production line, Greek traditional yoghurt line and all kinds of machinery regarding milk and dairy plants, furthermore we have the possibility to provide to our customers full know how for every type of dairy products.

INSOL LTD has a dynamic policy and managed to accomplish itself as a leader in the industrial sector, receiving intensively wide spectrum and complex know-how projects. The projects regard study, planning, manufacturing and delivery of equipment for industries emerging in dairy - food, cheese making.

- Study and production of automation lines
- Planning of these
- Manufacturing the machinery
- Installation of the equipment
- Testing the operation of the electronic/ mechanical equipment
- Delivering equipment in complete and regular operation
- Guarantee for all offered services and equipment
- Maintenance, repair and continuous technical support
- The "know-how" and the experience to provide full technological support for the ready product





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THE COMPANY FARMA – SINGIRIDOU EIRINI founded in 1997 in Kalochori Thessaloniki.

We are the only producer in Greece for bird mixtures. We can produce any mixture (for pigeons, birds, parrots, rabbits, rodents, etc.) we asked for (also with Private Label) always in accordance with the regulations and directives of European Union. Our production capacity with our new automatic machinery is 5 tonnes/hour. In 2017 we started the new small packaging line. Our storage capacity (with the 4 new silos and the new warehouse) is around 5000 tns.

In 2016 we started the new production of economy Dog food/ Cat food. The range cover adult, puppy, energy for dogs and 2 tastes for cats. In our range also are accessories for all pets.

Our business philosophy based in 3 important sectors: premium quality, prompt delivery, customer support. By these 3, and our experience we export in 25 countries and in 700 shops in Greece.

We participate in several fairs such as Interzoo, Pets Today, Zootechnia etc





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THRAKON is a multinational company that develops, produces and trades ready mix mortars, tile adhesives and grouts, external thermal insulation systems, plasters, repairing, flooring and waterproofing systems and a sister company to YTONG which produces and sells lightweight and concrete blocks worldwide.

The success of THRAKON over 54 years is based on experience, reliable, quality product with best quality and price.

Being one of the largest research and production companies in building materials, paints and varnishes industry, THRAKON has the ability to provide integrated services and solutions for a wide range of applications. This ability, combined with YTONG products and services, are the main pillars of the Group's success. The product categories cover entirely applications in new buildings as well as repair and renewal operations, everything a building needs! The main product categories are:

- Microcement
- Plasters & Renders
- Waterproofing
- Flooring Screeds
- Tile Adhesives & Grouts
- ETICS & Facade Products
- Repairing Mortars
- Paints





The ranges of leading brands includes:

Building Materials Professional

THRAKON operates a continuous and reliable business strategy for clients and is proud of the successfully completed projects worldwide, on both private and public sector on variety of projects, including: **Residential**, **Leisure**, **Commercial**, **Hospitality**, **Industrial**, **Healthcare and other**.



THRAKON will participate in the BIG 5 SAUDI exhibition, which will be held from 5 to 8 March at the Jeddah Center for Forums & Events. We will be glad to welcome you to our Stand 2C29 - Hall 2, and introduce you all company's products and services.



Hall 2 - Stand No 2C29 ***THRAKON**



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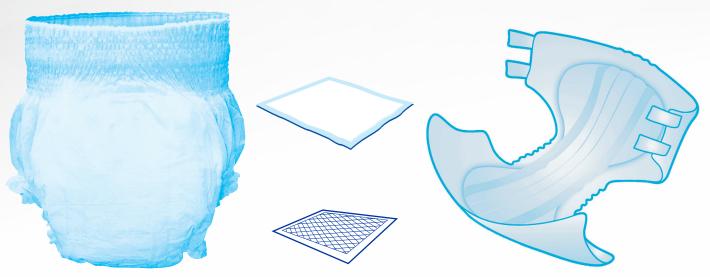
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OUR COMPANY, MEDIFORM S.A. founded in 1994, is providing customers with a complete private label service. We have developed processes that give the flexibility to accommodate the varying needs of the different markets.

We are a family business in Greece, with two manufacturing lines of all-in-one diapers and bedpads. The vision of the owner, a professional with more than 30 years of experience in the field of incontinence, has enabled us to develop a competitive advantage by delivering a fully customized product providing full commitment to our clients.

While our company's main focus is the international markets, we have a comprehensive distribution network in Greece, supplying hospitals, clinics, care homes and supermarkets among others. We have expanded our presence to more than 20 countries in Europe, Middle East, and Africa, providing solutions to Retailers, with private label or branded products, as well as to other producers under their own brands.





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DIOPAS S.A.

The company DIOPAS S.A was founded in 1958 and at first was an import net company from the Far East. Gradually it evolved and then started the construction of ready nets for fishing.

In 1993 DIOPAS S.A after the start of fish farming in Greece began the construction of fish farming cages for fish farming In 2014, after the advent of the new generation to the company DIOPAS SA, proceeded to vertical integration of its production, buying yarn and after appropriate process longer manufactures nets, as pieces or rolls in any dimensions.

DIOPAS S.A manufactures nets with knot and without knot, with Nylon, Dyneema, Uhmwpe, PE and Polypropylene Yarn, manufacture all types and sizes of net cages, protective nets

from attacks by birds and large fish, vaccination and sorting bags, shading nets, protective nets, Sport nets etc. The company also repair nets for fish farming and makes Antifouling treatment for fish farming nets.

It also has all the supporting materials for fish farming as threats, ropes, net pens e.t.c DIOPAS S.A is certified ISO 9001: 2000, has full strength testing laboratory of nets in terms of tension and friction.







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- 1. EVOIKI ZIMI
- 2. TERRA CRETA
- 3. HELP PHARMACEUTICALS S.A.
- 4. SALFO S.A.
- 5. ALUMINCO
- 6. DOPPLER S.A.
- 7. ATHENS INTERNATIONAL AIRPORT
- 8. WEBSTER UNIVERSITY ATHENS
- 9. SKAGIAS



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Kunefe the new product of Evoiki Zimi S.A.

Evoiki Zimi S.A. has been in the export business for more than 20 years and expands every year its geographical distribution. Evoiki Zimi S.A. has targeted the Arab World with halal products specially produced for the Arab Market. Our brand new product "**Kunefe**" has already shown great success. "**Kunefe**" is made with fillo kataifi of Zimi Psachnon which is widely distributed to Arab countries. **Fillo kataifi** of Zimi Psachnon is very

easy to use; its fibers are elastic and absorb the syrup very well, it gives a unique result after baking (colour and appearance) and it is ideal for cooking and for making pastries. "Kunefe" is a crispy, cheese-filled dessert made with fillo kataifi based on traditional recipe. A ready to bake product that is served hot, pour the ready-made syrup found inside the packaging (cold) on the hot Kunefe and enjoy this delicious dessert.









You are welcome to visit us and to introduce you our products to the following exhibitions for the year 2018:

GULFOOD 18-22 February 2018 DUBAI WORLD TRADE CENTER Hall: 2 Dairy Stand No: F2_5



FOODEXPO 10-12 March 2018 INTERNATIONAL FOOD AND BEVERAGE EXHIBITION METROPOLITAN EXPO, ATHENS Hall: 3, Stand No: B16/C15



ARTOZYMA THESSALONIKI 24-26 February 2018





FOOD & HOTEL ASIA Singapore 24-27 April 2018



Singapore Expo & Suntec Singapore 24 - 27 April 2018 | Tuesday - Friday

PLMA's WORLD OF PRIVATE LABEL AMSTERDAM, 29-30 May 2018 RAI EXHIBITION CENTER



FOODEX JAPAN 6-9 March 2018



SIAL PARIS 21-25 OCTOBER 2018





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MADE in GREECE AWARDS 2017

Terra Creta double awarded in a ceremony that was organized recently by the **Greek Academy of Marketing**, in Athens.

FIRST AWARD in the category **Agricultural Product Excellence** and an important distinction for the category **Exports Excellence** of Agricultural Products.

Both are very important recognitions of our commitment for Quality Excellence, Innovation, Continuous Improvement and Export Orientation.



Two precious awards for Terra Creta's olive mill, in the recent SEDIK competition, in Greece

While our **quality oriented and modern olive oil extraction methods** were awarded SILVER, a similar award was given for the transparency and the efficiency of our Extra Virgin Olive Oil carefully developed and targeted distribution in the global market.



Introducing an impressive new limited edition product from Terra Creta SA, is available already in some countries or through our company.

The first and only **Greek Koroneiki Grand Cru** extra virgin olive oil, proudly produced from carefully selected olives harvested at the ideal time by farmers working closely with Terra Creta in the Kolymvari area.











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Impressive presence by HELP S.A. at CPHI 2017 in Frankfurt

For yet another year, HELP S.A. had an impressive presence at the biggest worldwide pharmaceutical Exhibition, CPHI placed in Frankfurt on the 24 – 26th of October 2017.

HELP S.A. presented its stand at Hall 9 where it managed to arrange a profound number of B2B meetings, with great success during the 3 days' exhibition. Also, HELP S.A. presented some of its unique products such as Abilar which is an advanced wound healing salve for cuts,

sores, burns or ulcers in human skin (diabetic foot) and its collagen menu specialties for joints, bones, skin, hair and nails. Additionally, some of the latest OTCs products were placed in order to be checked by potential clients.

Lastly, HELP S.A. had the chance to introduce also a great range of services that can provide, such as Manufacturing Science and Technology Services, New Formulation developments, Significant Expertise in multiparticulates (pellets) & solid dosage formulations.







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www.arabhellenicchamber.gr

SALFO S.A.

We are proud to announce that SALFO has been awarded a milestone transportation project in KSA. The principal scope of this project is the development of a full National Parking Management Plan for the Kingdom of Saudi Arabia that will formulate the overall National Master Parking Strategy System for the whole country. The study will involve research in 20 cities with population more than 200,000 inhabitants and will address all issues of parking behavior in order to elaborate an efficient centralized parking management, control and information system for the KSA.

The Plan will include the assessment - and revision, as necessary - of all the existing parking systems in KSA. The assessment

concerns: conducting passenger intercept surveys, gathering data on daily movements, collecting archived system data that documents in and out counts at the lots, as well as conducting a series of interviews with the stakeholders. Based on the research /surveys results, we will develop a unique environment of applications for GEO-data based parking management system with the use of a properly calibrated mathematical model. Through the use of Variable Message Signs [VMS], these systems can provide motorists with real-time information about parking availability at appropriate decision points on their route so that they can make an informed decision about where to park.





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Aluminco reduces its carbon footprint

We are welcoming 2018 with a strong sense of responsibility, taking action on the greatest challenge of the 21st century: how to truly prosper within the natural limits of our planet.

ALUMINCO contributes to tackling the climate challenge, by reducing the carbon footprint of its products.

Our vision for producing lower CO2 footprint is becoming a reality by joining the leading companies targeting and planning to produce materials with lower CO2 footprint: IKEA, APPLE, ALUMINCO, BMW, TOYOTA, COCA COLA, NISSAN as UC RUSAL, the world's leading aluminum producer affirms in its official press release.

CO2 footprint matters!

Nowadays, companies follow a major trend to reduce the carbon footprint of their products.

A carbon footprint is historically defined as the total set of greenhouse gas emissions caused by an individual, event, organisation, or product, expressed as carbon dioxide equivalent. Aluminum is part of global efforts to increase environmental safety and mitigate risks to climate change.

Aluminium is part of global efforts to increase environmental safety and mitigate the climate change risks. The production of aluminium is one the most environmentally friendly processes across the metals and mining industry. Aluminium can be endlessly recycled while keeping its distinctive properties. Moreover, it is used to produce energy efficient transport and construct eco-friendly buildings.

Aluminium, the metal of the future!

The development and future of mankind relies on it. The increasing world population needs more roads and buildings as well as a sufficient amount of crafts and vehicles to carry the soaring number of passengers. It is aluminium that makes it all possible.



WE WISH ALL THE MEMBERS
OF THE ARAB-HELLENIC
CHAMBER OF COMMERCE
AND DEVELOPMENT A BRIGHT,
HAPPY AND PROSPEROUS
NEW YEAR!



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Doppler S.A.

Doppler S.A. is an export oriented company specializing in the customized design, development, manufacturing and distribution of high technology lift solutions. The company was founded in 2000 in Polykastro Industrial Park and now has subsidiaries in Italy, Cyprus, Germany, China, India, Romania and Dubai and it constantly expands its activities.

Our export activity extends internationally in more than 60 countries including Northern and Eastern Europe, the Balkans, Russia, Asia, Middle East, Africa and Oceania. Our vision is to obtain a significant share in the global elevator market while maintaining the high quality in products and services.

Products:

- Complete Lift Packages
- Lift Components
- Lift spare parts
- Escalators
- Moving Walks
- Parking Systems
- Robotic Parking Systems

Focus Series- Homelift category appliances

DOPPLER's new lift series is here to Focus on your needs.

Ideal for Low / Medium rise buildings, Private Villas & Properties, Limited Shaft requirements and Modernization Market.

Key points

- ▶ Indoor / Outdoor usage
- ▶ Concrete shaft or Aluminum / Steel structure
- ▶ Emergency operation: UPS operated
- ▶ Fully Automatic Doors / Semiautomatic landing door and bus type car door available upon request
- ▶ Automatic calls
- ▶ Single phase power supply (0.4m/s speed) LPH

- ▶ Three phase power supply (0.63m/s speed) LPH
- ▶ Single entrance / Through car layout arrangements LPH
- ▶ Single entrance / Adjacent entrance / Through car layout arrangements LH- LW
- ▶ Low pit and headroom appliance
- ▶ Ease of installation (Guides at one side)
- ▶ Ease of maintenance
- ▶ Conformity with EN81-20/50, EN81-21 & EN81-1
- ▶ DIRECTIVE 2014/33/EU

Find out more about our products at our website www.doppler.gr





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Athens International Airport S.A. (AIA)

In view of the opening of the new Muscat terminal, Athens International Airport S.A. (AIA) and Oman Airports Management Company have entered -as of August 2017-into a framework agreement for the provision of on-the-job training to the personnel of OAMC.

Within an intensive full week programme, the curriculum covers a broad spectrum of functions. including airfield and terminal operations, BHS systems, infrastructure maintenance, environmental and property management.

Within the context of the curriculum, the trainees experience the workings of an actual international airport environment. The programme has been tailored to offer the participants a high degree of familiarization with the modern industry best practices; in this spirit, they are fully exposed to AIA's in-house expertise that have established the Athens Airport company as one of the most successful airport operators worldwide.

Until now, seventy-six (76) trainees from the Muscat and Salalah airports have already concluded their training. For more than a decade, Athens International Airport has been successfully supporting airport operators around the world through the offering of training and consulting services.





Since its opening in March 2001, Athens International Airport has achieved a very positive track record highlighted by numerous awards for a variety of activities. Among them, AIA's operational efficiency, airport marketing, and year-long systematic efforts for environmental protection / energy saving to reduce its ecological footprint, have been widely recognized.

Having completed a full renovation upgrade project in its terminal areas in 2017, Athens International Airport offers a total new passenger experience focusing on functionality, comfort, and modern design. In terms of traffic and connectivity, Athens International Airport recorded an all-time high traffic performance in the previous year. With 21.74 million passengers, the airport's passenger traffic surpassed the previous year's traffic by 1.7 million (+8.6%), an outcome mainly driven by the strong growth of the international market (+12%).

Athens International Airport S.A. -established in 1996 as a Public-Private Partnership with a concession to build and operate the airport- is a privately managed company, with the Greek State holding 55% of shares, while the private shareholders collectively hold 45%. The airport company has undertaken a series of pivotal roles, i.e. airport manager and employer, and, importantly, that of a responsible corporate citizen.







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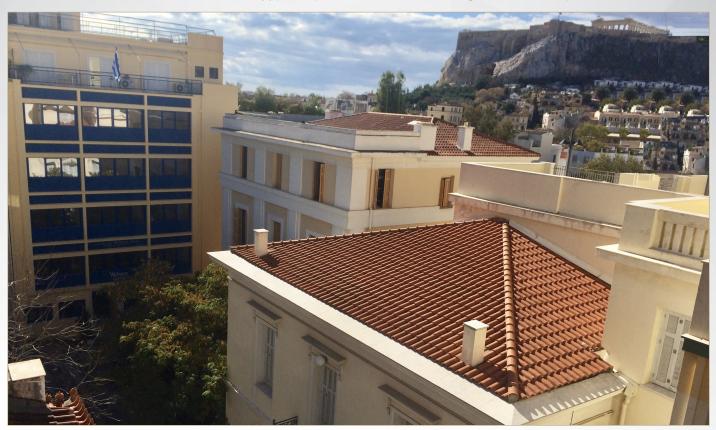
Webster Athens: Chart your path. Achieve your goals.

Advance your current career or embark on a new one. With campuses on four continents, students from nearly every country in the world, and an international faculty, Webster is a school with a vision to join theory and practice, encourage creativity and scholarship, and foster a lifelong desire to learn and actively serve communities and the world.

Explore the Bachelor and Master programs offered at the Athens Campus of Webster University!

Next intake is March 15 and registration period has started. We will be happy to see you in our premises and discuss with you your future academic plans and professional aspirations!

Best wishes for a happy new year of success, knowledge, and creativity!







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SKAG @ INSIGHTS X, OCTOBER 2017, NUREMBERG, GERMANY

SKAG attended for the 2nd year in a row "Insights-X" the International stationery exhibition which takes place in Nuremberg, Germany.

For once again the show witnessed tremendous success with over 5500 visitors attending and over 300 exhibitors exhibiting.

Deals were made for co-operation with companies from various countries, including the Middle East and N. Africa. SKAG has firmly established itself as a leader in the global stationery market with innovations, and despite the crisis in Europe, shows how a company which invests in such times and thinks positively, can come out a winner!

For more information, please contact us below.







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Publications of the ARAB-HELLENIC CHAMBER











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