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ISSUE 27  
JULY  
2018

## MEMBERS' ACTIVITIES NEWSLETTER

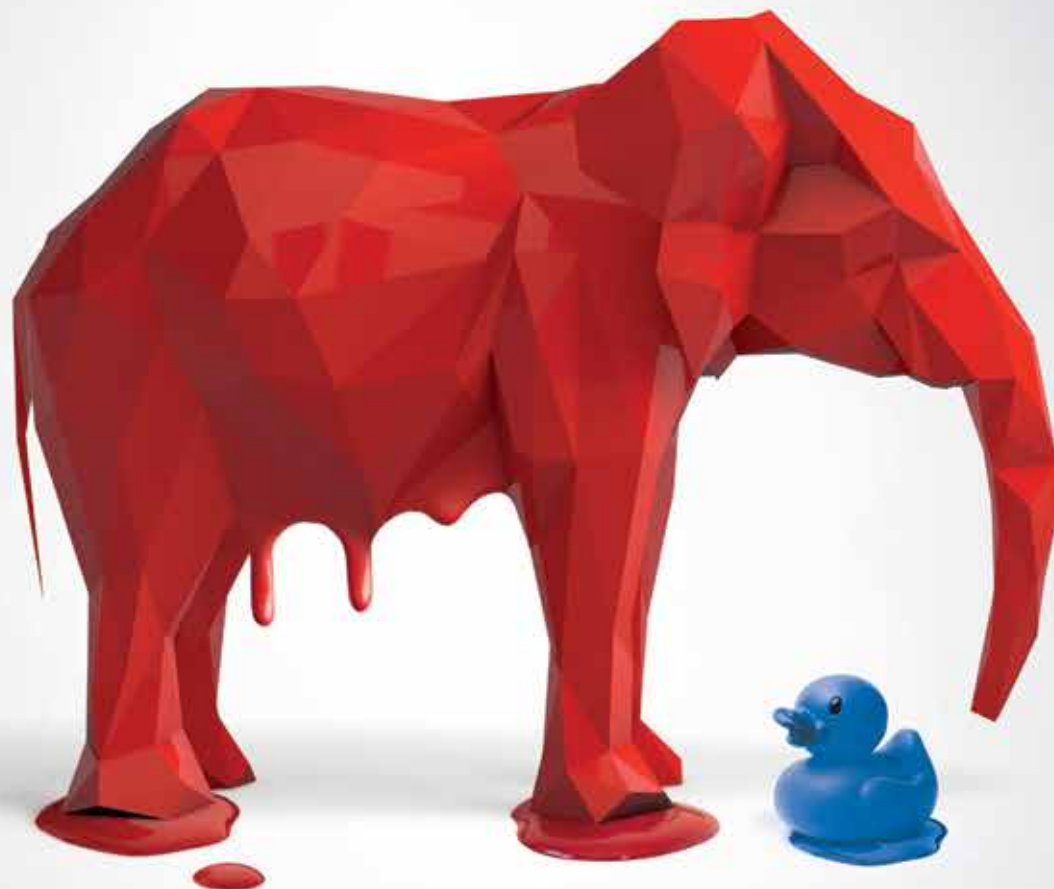


منتدى الأعمال والاستثمار العراقي - الأوروبي السنوي الثالث  
3<sup>rd</sup> Annual Iraqi-European Business & Investment Forum  
Athens, 11-12 July, 2018

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# Special Edition

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Athens, 11-12 July, 2018

## FOREWORD



**Harris Geronikolas**  
*President*



**Rashad Mabger**  
*Secretary General*

Dear Reader,

The 3<sup>rd</sup> Annual Iraqi-European Business and Investment Forum is a vote of confidence to the Arab-Hellenic Chamber and to its high standards for delivering well-organized and successful events, from Baghdad Chamber of Commerce, one of the major chambers in the Arab world and our partner and main sponsor of this event. We pride ourselves on providing high-quality services to our members and non-members in Greece and the Arab world.

Our main focus in this year's Iraqi-European Forum is on the reconstruction of Iraq, an issue that has taken significant dimensions and importance from the side of the Iraqi Government and has been met with enthusiastic response from more than 85 countries, with the participation of major international and regional organizations, among which is also the World Bank. The reconstruction of Iraq represents yet another opportunity to be seriously considered by the Greek businessmen who can get engaged in exploring the potential of this plan and enter into partnerships with the Iraqi businesses. Considering the number and high-calibre of Iraqi participants, we are calling upon the Greek businesses to join us in this initiative and take part and benefit from the direct B2B meetings organized during this event in all business sectors.

On another note, our Chamber's flagship annual event, the "7<sup>th</sup> Arab-Hellenic Economic Forum", which will be convened on 29-30 November 2018 under the title "Greece and the Arab World: A New Agenda for Growth", will be presented this year in a new and innovative format, in terms of topics and partnerships. Some of these topics are maritime and port industries, for which we will be joining hands with professional maritime societies from Greece and the Arab world. The other key topic of the forum will be entrepreneurship and start-up businesses, an issue that can be looked upon in terms of its success and potential of creating partnerships between Greek and Arab entrepreneurs in various business fields. These two main issues will be the focal points of the Forum, having construction, engineering, building material and food-processing industry sectors also analysed and promoted as they reflect the strength of both sides and present opportunities for joint ventures and partnerships. We are looking forward to a selective and diversified participation of businessmen from the Arab world.

We are currently bracing ourselves for a series of selective events and activities marking the 40<sup>th</sup> anniversary since the establishment of the Arab-Hellenic Chamber. With four decades of serving the Arab – Hellenic relations in all business levels, our Chamber has gained the respect and trust of the Greek and Arab business communities and we are looking forward to continue providing our level-best of services to our members and non-members alike.

In the meantime, we wish our participants in the 3<sup>rd</sup> Iraqi – European Forum every success in their meetings and networking and hope that the presentations will prove useful for their businesses and future endeavours.







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



منتدى الأعمال والاستثمار العراقي - الأوروبي السنوي الثالث  
3<sup>rd</sup> Annual Iraqi-European Business & Investment Forum  
Athens, 11-12 July, 2018

## 3<sup>rd</sup> Iraqi – European Business & Investment Forum “Iraq & Europe: Towards a New Era” Athens, 11-12 July 2018

Under the auspices



HELLENIC REPUBLIC  
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### General Outlook:

Building on the success of the two previous events, the Arab-Hellenic Chamber is convening of the "3<sup>rd</sup> Annual Iraqi-European Business and Investment Forum" on 11-12 July 2018 in Athens, Greece, in cooperation with Baghdad Chamber of Commerce.

Iraq's recent achievements and victory on eradicating terrorism and the positive political developments have come to enhance Iraq's international status and to pave the way to a new era towards the reconstruction of Iraq. Many countries, along with regional and international organizations, have expressed interest in the participation in this enormous project while, the Iraqi private sector, represented by the Federation of Iraqi Chambers of Commerce and Industry, is playing an instrumental role in attracting international companies to enter into partnership with their Iraqi counterparts. This Forum comes to emphasize the leading role of Baghdad Chamber of Commerce, in its pursuit to create business partnerships between the Iraqi private sector and the European partners.

The topics and deliberations of this Forum will have direct relevance to the reconstruction of Iraq and the modernization of its infrastructure, energy and petrochemical sectors, with the allocation of sessions on investment, banking system and legislation in Iraq, as well as vocational training and HR development. B2B meetings will follow in all business sectors.

### Venue:

Athenaeum InterContinental Hotel, Athens (5-star hotel)

**Working languages:** Greek, Arabic and English (with simultaneous interpreting)



## الغرفة العربية اليونانية للتجارة والتنمية

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

## منتدى الأعمال والاستثمار العراقي - الأوروبي السنوي الثالث

3<sup>rd</sup> Annual Iraqi-European Business & Investment Forum

Athens, 11-12 July, 2018

### Level of Participation

Ministers and State Officials from Iraq and Greece, Iraqi businessmen and similar participation from the Greek side, with representation of some European companies.

### B2B meetings

B2B meetings will cover all business sectors, the indicative list of which is as follows: Engineering, Constructions, Building Materials / Petroleum Industry & Services / Energy, Electric Products / Agri-Food, Food-Processing Industry / Pharmaceutical Products, Cosmetics / Real-Estate, Tourism / Shipping, Transportation, Logistics / Telecommunications, Information Technology / Security Products & Systems / Textile, Clothing, Jewels, Accessories

### Program

#### Wednesday, 11<sup>th</sup> July 2018

20:00 Arrival & Welcome Drink  
20:30 Opening Ceremony  
21:00 Cocktail

#### Thursday, 12<sup>th</sup> July 2018

08:30 Registration & Coffee  
09:30 Opening Remarks  
09:35 Keynote Speech  
09:50 1st Session "Iraq's Re-construction Plans & Projects"  
11:00 Brief Review and Presentation of the business sectors of the Iraqi Delegates  
11:15 Coffee break & Networking  
11:45 2nd Session "Sustainable Energy & Petrochemical Industry"  
13:00 3rd Session "Investment, Banking System & Legislations, Iraq"  
13:30 Finger food & Networking  
14:15 4th Session "Vocational Training and Human Resources Development"  
15:30 Coffee break & Networking  
16:00 B2B meeting in all business sectors  
19:00 End of Forum's works

#### Friday, 13<sup>th</sup> July 2018

- Continuation of B2B meetings by direct arrangements between the delegates themselves.
- Field trips to factories and installations to those interested from the Iraqi or European delegations, which will be arranged by the Arab-Hellenic Chamber upon request.
- Tour for the Iraqi and European participants to the Athens landmarks and Acropolis Museum or one-day trip to three Greek islands (Hydra, Poros and Aegina) with direct arrangement for timing and cost by MIDEAST Travel, our Hospitality Desk sponsor.





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 ARAB-HELLENIC CHAMBER OF COMMERCE & DEVELOPMENT



**منتدى الأعمال والاستثمار العراقي - الأوروبي السنوي الثالث**  
**3<sup>rd</sup> Annual Iraqi-European Business & Investment Forum**  
**Athens, 11-12 July, 2018**

With the support of:



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& the Arab-European Joint Chambers



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## PROGRAM

### Wednesday, 11<sup>th</sup> July, 2018

20:00 Arrival & Welcome drink

#### 20:30 Opening Ceremony:

Introduction:

- **Mr. Rashad Mabger**, Secretary General, Arab-Hellenic Chamber of Commerce & Development
- **Mr. Harris Geronikolas**, Chairman, Arab-Hellenic Chamber of Commerce & Development

Guest Speakers:

- **Mr. Jaafar Rasool Al-Hamadani**, Chairman, Federation of Iraqi Chambers of Commerce & Chairman, Baghdad Chamber of Commerce, Iraq
- **Mr. Tawfic S. Khoury**, Executive Vice Chairman, Consolidated Contractors Company (CCC), Greece
- **Mr. George Moschovis**, Deputy Head of the Representation of the European Commission, Greece
- **H.E. Eng. Sharwan Kamel Alwaeli**, Advisor to the President of the Republic of Iraq, Iraq
- **H.E. Prof. George Katrougkalos**, Alternate Minister, Ministry of Foreign Affairs, Greece

21:00 Cocktail

### Thursday, 12<sup>th</sup> July 2018

08:30 Registration & Coffee

09:30 Opening Remarks by: **Mr. Rashad Mabger**

09:35 Keynote Speaker: **H.E. Dr. Thikra Alwash**, Mayor of Baghdad, Iraq

#### 09:50 1<sup>st</sup> Session: Iraq's Re-construction Plans & Projects

Moderator: **Eng. Raad Braich**, CEO, Raali Engineering Group & Board Member, Baghdad Chamber of Commerce, Iraq

Speakers:

- **Dr. Mustafa M. A. Al-Hiti**, President, Rebuilding Fund for Areas Affected by Terroristic Operations (ReFAATO), Council of Ministers, Iraq
- **Mr. Salar Mohammad Ameen**, Vice Chairman, National Investment Commission (NIC), Council of Ministers, Iraq
- **Dr. Dara Jaleel Al-Khayat**, Chairman, Kurdistan Federation of Chambers of Commerce & Industry & Vice President, Federation of Iraqi Chambers of Commerce, Iraq
- **Eng. Fahad Amar**, Corporate Ethics Compliance Officer & Manager of Technical Support (Sales & Proposals – Oil & Gas and Pipelines), Consolidated Contractors Company (CCC), Greece
- **Mr. Philippe Dessoy**, General Manager, Business Development Manager, BESIX Group SA, Belgium



**11:00** Brief Review and presentation of the business sectors of the Iraqi Delegates

**11:15** Coffee break & Networking

**11:45 2<sup>nd</sup> Session: Sustainable Energy & Petrochemical Industry**

Moderator: **Dr. Saleh S. Jallad**, Financial Consultant, Consolidated Contractors Company (CCC) & Publisher of Middle East Economic Survey (MEES) & Board Member, Arab-Hellenic Chamber, Greece

Speakers:

- **Mr. Fawaz Saadi**, Managing Director, AL Nukhba-OFS FZCO, Basrah-Iraq & the Representative Office in Dubai, UAE
- **Mr. Azad Abdul Khalik Hasan**, EGPS & DGPS Manager & Massgroup Holding, Kurdistan, Iraq
- **Mr. Costis Stambolis**, Deputy Chairman & Executive Director, Institute of Energy for South Eastern Europe (IENE), Greece
- **Dipl. Ing. Christos Pronios**, Manager - New Applications, Mechanical Engineer, EUROSOL HELLAS S.A., a Subsidiary of EUROSOL GmbH, Greece
- **Dr. Sotiris Kapellos**, Chairman, Hellenic Association of Photovoltaic Companies (HELAPCO), Greece

**13:00 3<sup>rd</sup> Session: Investment, Banking System & Legislations, Iraq**

Moderator: **Mr. Qaisar Hijazin**, Secretary General, Arab-Belgium -Luxembourg Chamber of Commerce, Belgium

Speakers:

- **Dr. Abdulateef Nayyef Abdulateef**, Deputy Chairman, State Consultative Council, Iraq
- **Mr. Wadea Al Handal**, Chairman, Iraq Private Banks League (IPBL), Iraq
- **Dr. Ayoub Sabir Hasan**, General Director of Administration & Finance, Ministry of Planning, Kurdistan Region, Iraq

**13:30** Finger Food & Networking

**14:15 4<sup>th</sup> Session: Vocational Training & Human Resources Development**

Moderator: **Mr. Abdulaziz Al-Mikhlaifi**, Secretary General, Arab-German Chamber of Commerce, Germany

Speakers:

- **H.E. Mr. Herbert Scheibner**, Former Minister of Defence of the Republic of Austria, Member of the Board of Directors of the Austro-Arab Chamber of Commerce (AACC), CEO Scheibner Business Development GmbH
- **Dr. Katja Petereit**, Human Resources & Organisational Development Expert, Senior Management Consultant of Access Germany Iraq (AGI)
- **Assistant Prof. Dr. Eng. Ibtesam R. K. Al-Saedi**, Communication Eng. Dept., University of Technology (UoT), Baghdad, Iraq
- **Mr. Maytham Khedheyer Al-Yasiri**, Board Member, Baghdad Chamber of Commerce, & Commercial Director, Access Made Safe Co., UAE, Basrah Branch, Iraq
- **Mr. Panos Makrygiannis**, President of the Board, Scientific Association for Technological Education and Training, Greece

**15:30** Coffee break & Networking

**16:00** B2B meetings in all business sectors

**19:00** End of Forum's works



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## KEYNOTE SPEAKERS, MODERATORS



**Rashad Mabger**  
Secretary General  
Arab-Hellenic Chamber of  
Commerce & Development



**Harris Geronikolas**  
Chairman  
Arab-Hellenic Chamber of  
Commerce & Development



**Jaafar Rasool Al-Hamadani**  
Chairman, Federation of Iraqi  
Chambers of Commerce &  
Chairman, Baghdad Chamber of  
Commerce, Iraq



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



**Eng. Raad Braich**  
CEO, Raali Group  
& Board Member, Baghdad  
Chamber of Commerce  
Iraq



**Dr. Mustafa M. A. Al-Hiti**  
President, Rebuilding Fund for  
Areas Affected by Terroristic  
Operations (ReFAATO), Council of  
Ministers, Iraq



**Salar Mohammad Ameen**  
Deputy Chairman  
National Investment Commission  
(NIC), Council of Ministers, Iraq



**Dr. Dara Jaleel Al-Khayat**  
Chairman, Kurdistan Federation of  
Chambers of Commerce & Industry  
& Vice President, Federation of Iraqi  
Chambers of Commerce, Iraq



**Azad Abdul Khalik Hasan**  
EGPS & DGPS Manager &  
Massgroup Holding  
Kurdistan, Iraq



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



**Dipl. Ing. Christos Pronios**  
Manager - New Applications,  
Mechanical Engineer  
EUROSOL HELLAS S.A., a  
Subsidiary of EUROSOL GmbH,  
Greece



**Dr. Sotiris Kapellos**  
Chairman  
Hellenic Association of  
Photovoltaic Companies  
(HELAPCO), Greece



**Abdulaziz Al-Mikhlafi**  
Secretary General  
Arab-German Chamber of  
Commerce & Industry, Germany



**H.E. Herbert Scheibner**  
Former Minister of Defence  
of the Republic of Austria,  
BD Member, Austro-Arab  
Chamber of Commerce (AACC) &  
Owner & CEO, Scheibner  
Business Development GmbH



**Dr. Katja Petereit**  
Human Resources &  
Organisational Development  
Expert, Senior Management  
Consultant of Access Germany  
Iraq (AGI), Germany



**Assistant Prof. Dr. Eng. Ibtesam R. K. Al-Saedi**  
Communication Eng. Dept.,  
University of Technology (UoT),  
Baghdad, Iraq

# Iraq and Europe: Towards a New Era

## FORUMS AND SESSIONS' SPEAKERS



**George Moschovis**  
Deputy Head of the  
Representation of the  
European Commission in Greece



**H.E. Eng. Sharwan  
Kamel Alwaeli**  
Advisor to the President of the  
Republic of Iraq



**H.E. Prof.  
George Katrougkalos**  
Alternate Minister  
Ministry of Foreign Affairs,  
Greece



**H.E. Dr. Thikra Alwash**  
Mayor of Baghdad, Iraq



**Fahad Amarín**  
Corporate Ethics Compliance  
Officer & Manager of Technical  
Support (Sales & Proposals –  
Oil & Gas and Pipelines)  
Consolidated Contractors  
Company (CCC), Greece



**Philippe Dessoy**  
General Manager, Business  
Development Manager  
BESIX Group SA, Belgium



**Dr. Saleh S. Jallad**  
Financial Consultant, Consolidated  
Contractors Company (CCC) &  
Publisher of Middle East Economic  
Survey (MEES) &  
BD Member, Arab-Hellenic Chamber



**Fawaz Saadi**  
Managing Director,  
AL Nukhba-OFS FZCO,  
Basrah-Iraq & the Representative  
Office in Dubai, UAE



**Qaisar Hijazin**  
Secretary General  
Arab-Belgium -Luxembourg  
Chamber of Commerce, Belgium



**Dr. Abdulateef Nayyef  
Abdulateef**  
Deputy Chairman,  
State Consultative Council, Iraq



**Wadea Al Handal**  
Chairman  
Iraq Private Banks League  
(IPBL), Iraq



**Dr. Ayoub Sabir Hasan**  
General Director of Administration  
& Finance, Ministry of Planning,  
Kurdistan Region, Iraq



**Maytham Khedheyer  
Al-Yasiri**  
Board Member, Baghdad Chamber  
of Commerce & Commercial  
Director, Access Made Safe Co.,  
UAE, Basrah Branch, Iraq



**Panos Makrygiannis**  
President of the Board of  
the Scientific Association  
for Technological Education  
and Training, Greece

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\* photo placement according to Forum's program



## Reconstruction Fund for Areas Affected by Terroristic Operations (ReFAATO)



Reconstruction Fund for areas affected by terrorist operations

### Who is ReFAATO?

- Established by Gol in 2015/ under the umbrella of Council of Ministers

### Objectives:

- Reconstruction and rehabilitation of the areas affected by terroristic operations and alleviation of the impacts of terrorism there.
- Rehabilitate infrastructure
- Compensating the wasted development opportunities to achieve the national, social and humanitarian objectives of Reconstruction.

**Vision:** To build confidence between Iraqis and their State on the one hand and between Iraq and the international community on the other.

**Message:** Rebuilding cities infrastructure, and human spirits, as well as sustain the economic cycle in areas affected by the terrorist operations through the following dimensions:

### Strategy Dimensions:

1. The social dimension: Renewing the social contract between the state and citizens in the liberated areas, as well as rebuilding credibility and confidence.
2. The economic dimension: To perpetuate the economic wheel in the affected areas in cooperation with the relevant parties.
3. Physical dimension and services: Reconstruction of public and private infrastructures, facilities and the private affected by Terrorist Operations.

### Duties:

- Coordination with the governorates to prioritize the projects.
- Working on bringing grants, donations, aids, and loans from countries and organizations.
- Contracting and supervising the implementation of contracted projects according to the active legislations.
- Following up the implementation of reconstruction projects funded by loans or grants to the sectorial ministries.
- Submit the required plans for reconstruction and put the required policies to reach the country objectives for development of the affected areas.

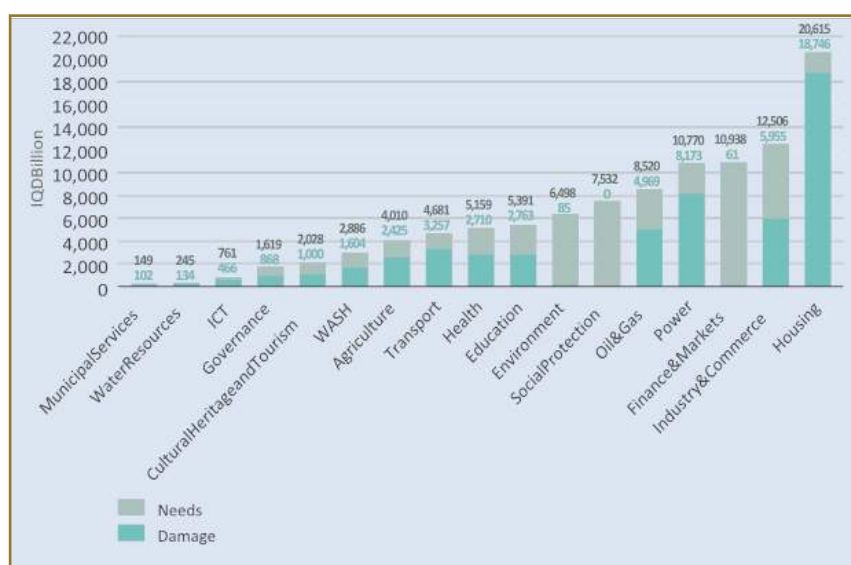
### The activities of ReFAATO for the years (2016, 2017, 2018)

#### Projects funded by federal budget:

- Year of 2016: (152) projects for a total cost \$16,666,666.
  - August/ 2017- May/ 2018:
- Fully completed projects: (60) projects  
 Projects completion of more than 50% : (97) projects  
 Total cost of completed projects fully and partially \$ 76,381,822.

#### Damage and Needs Assessment of Affected Governorates

According to DNA issued by MoP and WB Dec.2017



TOTAL DAMAGES ACROSS ALL SECTORS IQD53.3 TRILLION (US\$ 45.7 BILLION)

# Profile of ReFAATO



## ReFAATO Projects

### Health Sector

Number of projects( 7)  
Total Cost \$431,640  
Total number of beneficiaries 256,000

### Education Sector

Number of schools 57 schools  
Total cost \$36,815,346  
Total number of beneficiaries 51,300 students

### Number of Bridges

3 bridges  
Total cost of \$1,639,344  
Total number of beneficiaries 450,000

### Municipal facilities

13 Projects  
Total cost of \$7,330,010  
Total number of beneficiaries 900,000

### Electricity Sector

Number of switches and convertors supplied 1296  
Total cost of \$6,685,737  
Total number of beneficiaries 250,000

### Higher Education Sector

35 Projects  
Total cost \$12,367,280  
Total number of beneficiaries 257,750

### The Road Sector

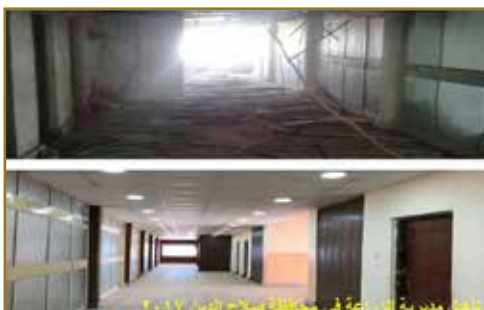
Total 203,7 km length  
Total cost \$14,473,571  
Total number of beneficiaries 2,870,036

### Water Sector

112 projects  
Total cost of \$9,738,000  
Total number of beneficiaries 1,500,000

### Other Projects

6 Projects  
Total cost \$733,856  
Total number of beneficiaries 625,000





## History of Baghdad Chamber

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

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

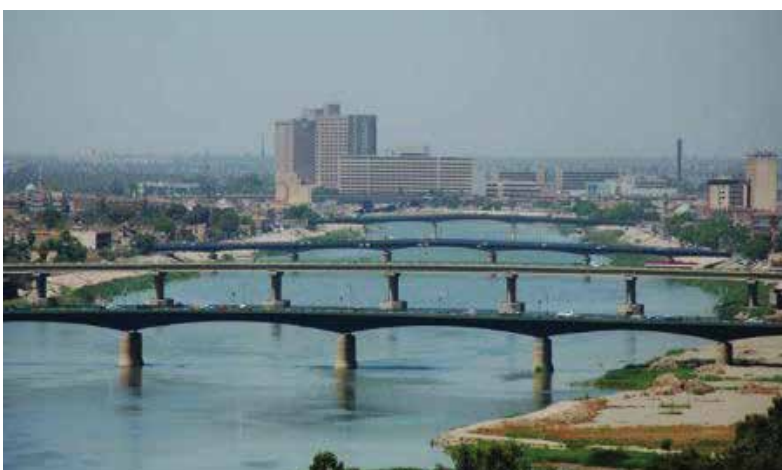
**Phase 2:** 1968 – 1983: During this period two laws were enforced Law no.129 of 1969 followed by law no. 45 of 1973 in which the socialist sector was entrusted with the responsibility to administer the Iraqi chambers of commerce side by side with private sector.

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

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

## Services offered by the Chamber:

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





# Chamber of Commerce



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

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



## Contact Details

### BAGHDAD CHAMBER OF COMMERCE

Mustansir Str.-P.O. Box 24168 - Almsarif,  
Baghdad, Iraq

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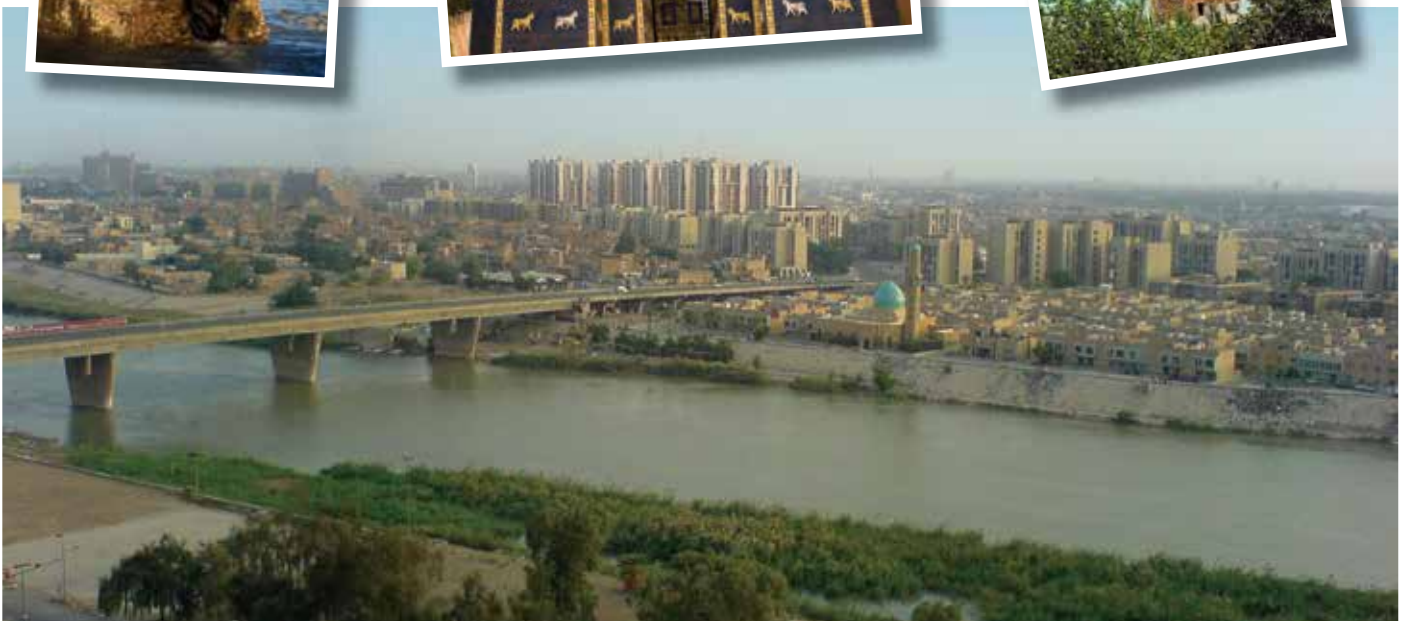
# Profile of Federation of



The Federation of Iraqi Chambers of Commerce is an economic and professional organization aiming to care and organize the private commercial and economic activity and to reinforce its role in the process of development. It is considered as the biggest economic organization in Iraq since it is supervising of (18) Chambers of commerce all over of Iraq that each province has a Chamber including the three Chambers of Kurdistan Region Irbil, Sulaimaniyah and Duhok.

It enjoys moral personality and it is practicing its financial and administrative independence.

It is established according to the Law no. 43 for 1989 and according to that it is controlled by a Board of Directors consisting of Chairmen of Chambers and represented by the elected Chairman of the FICC.





# Iraqi Chambers of Commerce

## Aims of the Federation of Iraqi Chambers of Commerce

- Cooperation with industrial and commercial Chambers and their economic and professional organizations. It is aiming to reinforce and develop bilateral trade relationships and to consolidate of foundations of Arab Economic Unity.
- Establishment of relationships with Arab and foreign chambers, organizations and its counterparts and contribution to them.
- Organization and participation in the exhibitions inside and outside of Iraq in coordination with the relevant bodies.
- Participation in the meetings, conferences and forums related to the promotion and practice of trade.

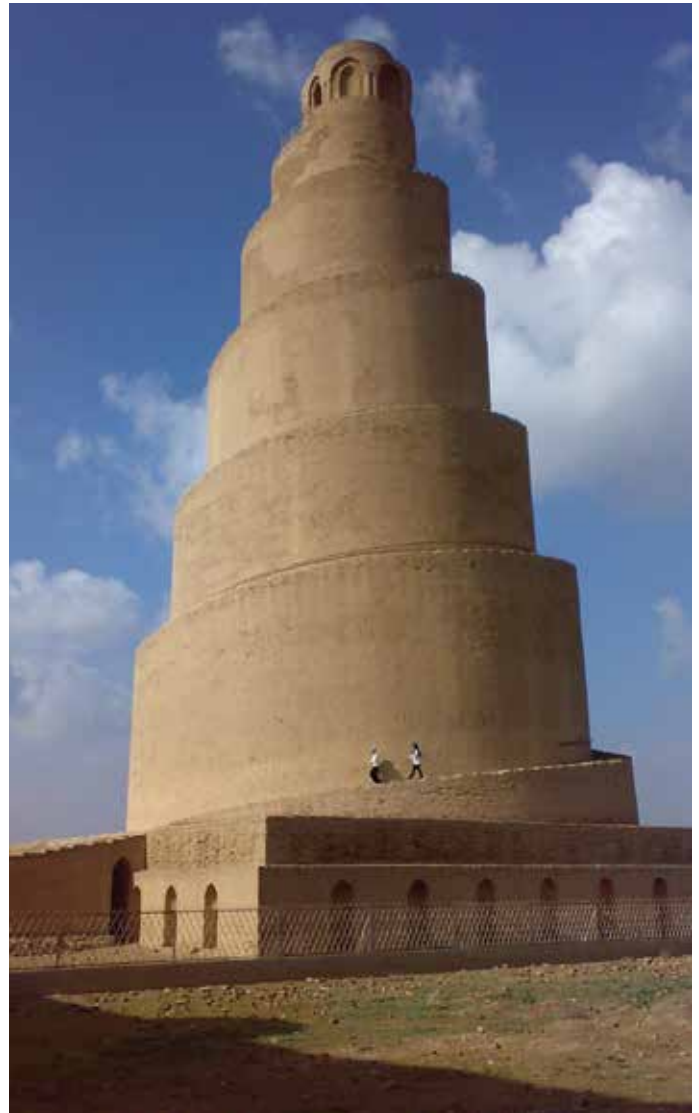
## Contact details:

FEDERATION OF IRAQI CHAMBERS OF COMMERCE

Sa'adoun Street – PO Box 3388, Baghdad – IRAQ

Tel: 00964 1 7198056/ 7199741/ 7199831, Fax: 00964 17171872

ficcbaghdad@yahoo.com, <http://www.ficc.org.iq/>











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

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

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



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



# company profile

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

## **Markets**

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

## **Scope of Services**

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

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

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



**Consolidated Contractors Company**





## Subsidiaries & Associate Companies

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

## Mission

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

## Core Values

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

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

## Social Responsibility

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







## Consolidated Contractors Company

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

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

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

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

### Fields covered:

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

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

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

### Principal Operating Group Members

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

### Associate Companies

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



*Khazzan Gas Project, Central Processing Facilities - Oman*



*Opera House - Dubai, UAE*

## MAJOR PROJECTS EXECUTED OR IN PROGRESS

### ▶ ALGERIA

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

### ▶ AUSTRALIA

- APLNG Pipelines, Queensland

### ▶ BOTSWANA

- North South Carrier 2 Water Transfer

### ▶ EGYPT

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

### ▶ IRAQ

- First Commercial Production Gas Plant - Slug Catcher

### ▶ JORDAN

- King Hussein Cancer Center Outpatient Tower & East Tower

### ▶ KAZAKHSTAN

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

### ▶ KUWAIT

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

### ▶ MAURITANIA

- 16.6 MW Solar Photovoltaic (PV) Power Plant

### ▶ MOROCCO

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

### ▶ NIGERIA

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

### ▶ OMAN

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

### ▶ PAPUA NEW GUINEA

- PNG LNG Project - EPC5B Komo Airport & Infrastructure

### ▶ QATAR

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

### ▶ SAUDI ARABIA

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

### ▶ SENEGAL

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

### ▶ THAILAND

- Fourth Transmission Pipeline EPC2

### ▶ TURKMENISTAN

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

### ▶ UAE

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





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**O.F.E.T.**, the Tsetis Group of Pharmaceutical Companies consists of two dynamic companies, **UNI-PHARMA S.A.** and **INTERMED S.A.**



**OFET**

GROUP OF PHARMACEUTICAL COMPANIES



Pharmaceutical Laboratories S.A.



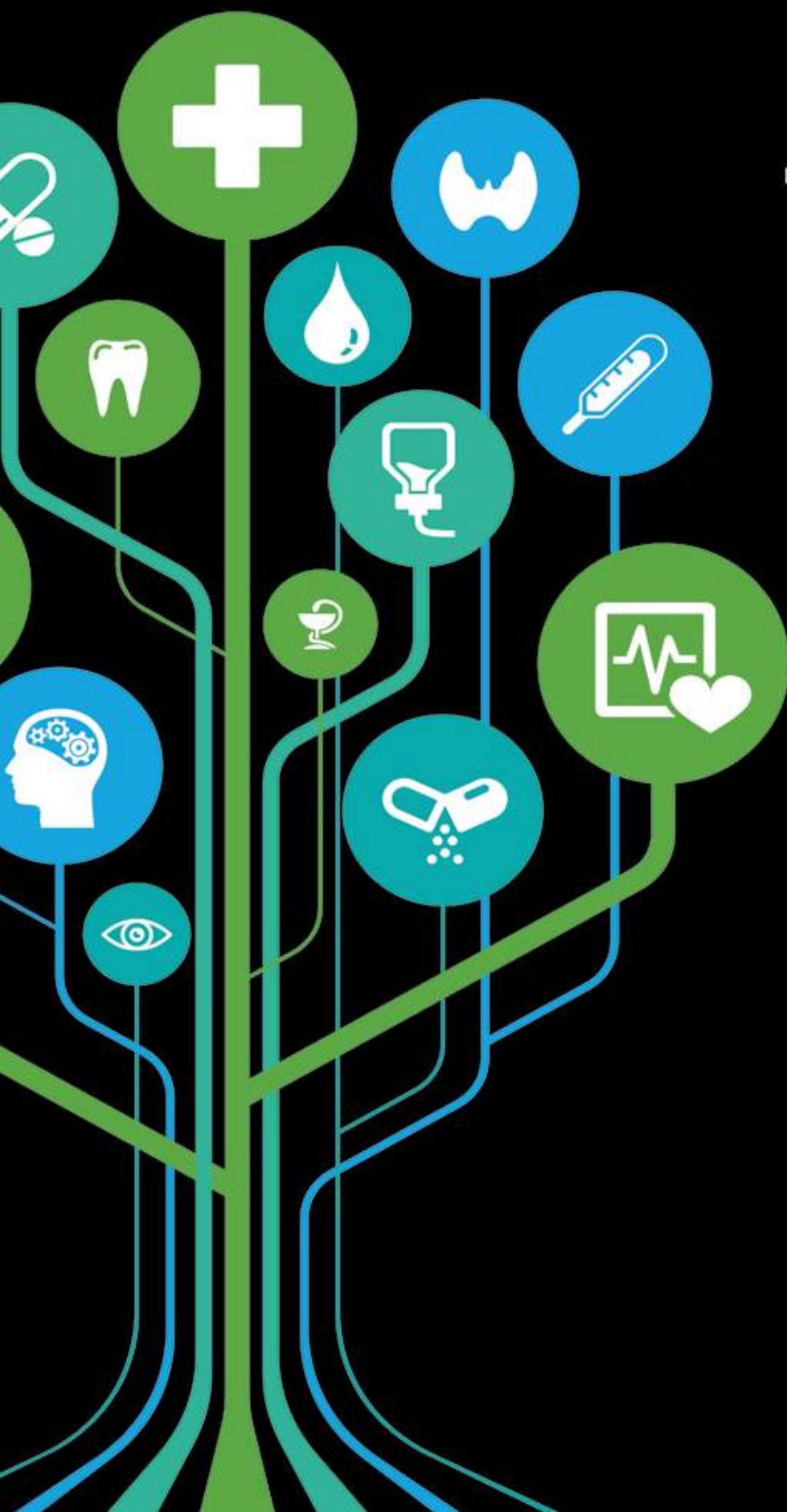
**UNI-PHARMA S.A.** was founded in 1969, with the scope of producing innovative pharmaceutical products. Uni-Pharma researches, develops, manufactures and markets pharmaceuticals of the highest quality and effectiveness, covering all major therapeutic categories.

[www.uni-pharma.gr](http://www.uni-pharma.gr)

**INTERMED S.A.** was founded in 1996. During its operation, it has proven its successful course, by introducing innovative dermocosmetics, pharmaceutical and parapharmaceutical products.

Intermed develops and manufactures high quality products covering all major health care categories (Oral, Dermocosmetic, Gynecological, Pediatric, Nutritional etc.).

[www.intermed.com.gr](http://www.intermed.com.gr)





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INTERMED S.A. Pharmaceutical Laboratories, 27 Kalyftaki str., GR 14564, Kifissia, GREECE, Tel.: +30-210-62 53 905, [www.intermed.com.gr](http://www.intermed.com.gr)



# ATHENS INTERNATIONAL AIRPORT S.A.



Since March 2001, Athens International Airport keeps offering high-level services, having earned the trust of airlines, passengers, partners and stakeholders. Having welcomed more than 265 million passengers at its premises, and over 3 million flights in these 17 years of operations, the airport keeps creating significant benefits for tourism, the national economy, and Athens as a destination. 2017 was a historic best performance year for the airport, both in terms of traffic, as well as in terms of financial performance, while the airport continues in 2018 its dynamic growth, for a fifth consecutive year.

2017 in numbers: 21.7 million passengers, and a growing network offering direct connections to 137 destinations (103 international) operated by 60 airlines in 53 countries. Developments for the airport and for Athens's connectivity were noteworthy, highlighted by the addition of direct long-haul connections with New York, Singapore, and Beijing. At the same time, all airlines increased significantly their operations out of Athens, with new destinations and more flights.

During 2018, traffic continues its positive course, with 10.5 million passengers and double-digit growth (+11.1%) during the first six months of the year. This dynamic trend clearly continues during this summer period, with 5 new airlines, one new airline based in Athens, 24 new destinations, new flights to 26 already served destinations, and 320 new weekly flights.

Key contributors to this positive outlook remain AIA's renowned developmental strategy, with one of the most comprehensive and innovative airline incentive schemes internationally, and its strategic focus on the promotion of "destination Athens" through strategic actions, initiatives and synergies.

Having recently been awarded by the ACI World as Best Airport in Europe, in terms of service quality and passenger satisfaction, Athens International Airport continues, during 2018-2019, its investment programme of aesthetic, functional and operational enhancements in its premises.

While being the 1st Carbon Neutral Airport in Greece, and operator of one of the largest (on a 160,000 square metres area) unified PV installations at an airport worldwide, AIA implements a multi-faceted range of activities, ranging from real estate development, large-scale commercial activities, and exporting the company's know-how in the IT&T sector. The airport's competitive advantages showcase the significant presence of Athens International Airport among the family of leading world airports. At the same time, the airport always remains committed to its role as a responsible corporate citizen, introducing and implementing a range of programmes, actions and special CR initiatives, for the local communities and society at large.

#### **AIA's competitive advantages can be summarized as follows:**

- 24-hour operations , two independent runways and ample airside and terminal capacity
- No delays on the ground or in the air
- State-of-the-art technology and equipment
- Highest standards in safety and security
- Advanced cargo facilities
- Attractive incentive schemes and marketing support packages for the airlines

Thanks to its top-notch services, AIA has earned more than 80 significant international distinctions and awards. Today, with more than 300 companies, and 13,000 employees approximately, the airport community constitutes one of the biggest employment engines in Greece. As proven, by the Athens University of Economics and Business most recent study, the airport's contribution to the national, regional and local economy equals to 2.63% of the GDP.





**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).

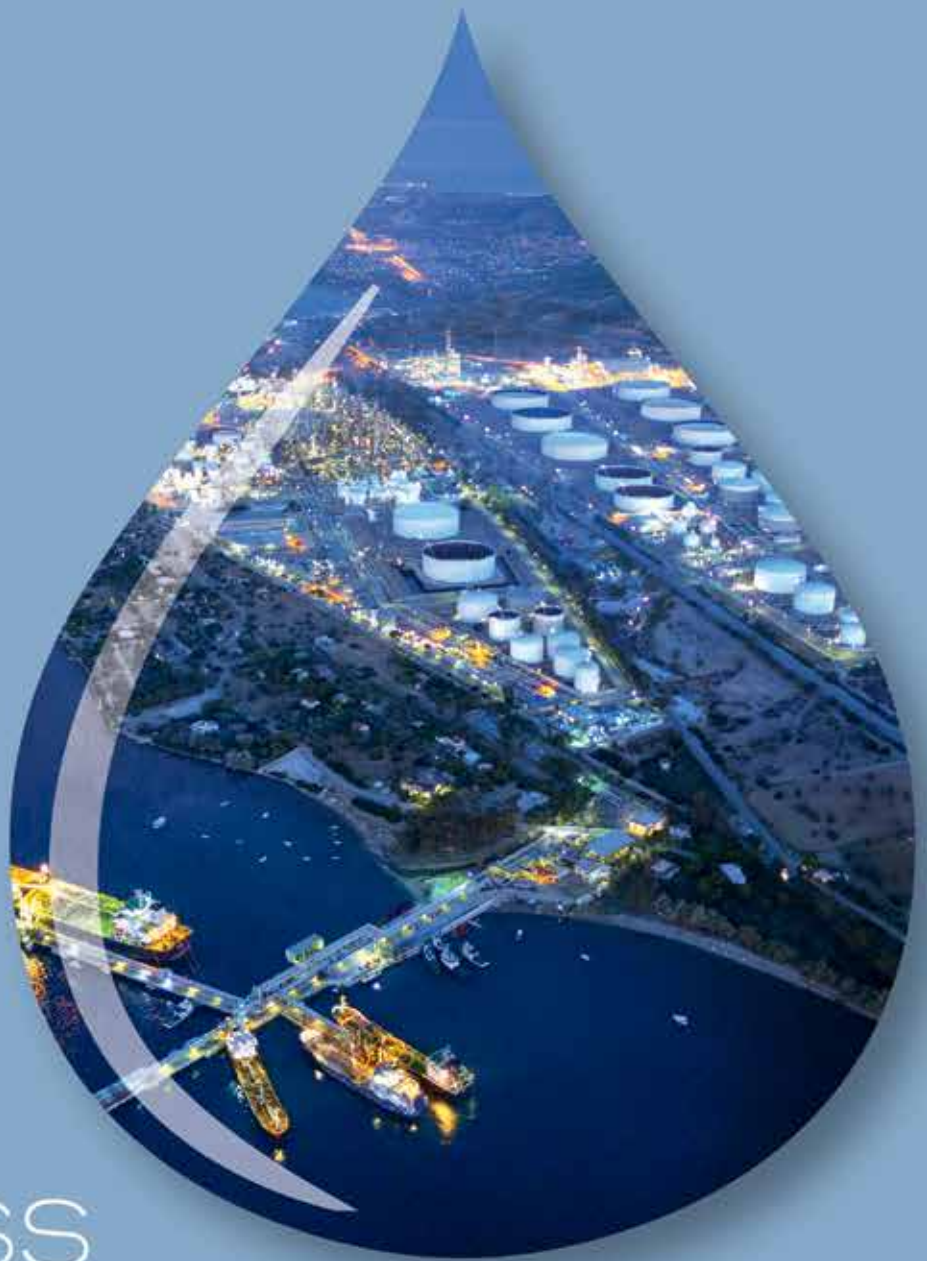
MOTOR OIL's vision is to be a leading oil refiner and oil products marketing enterprise in Greece and the wider Mediterranean region. The company enjoys long-term relationships with its customers as its products meet the most stringent quality standards and specifications. It is the only Greek refinery 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.



منتدى الأعمال والاستثمار العراقي - الأوروبي السنوي الثالث  
3<sup>rd</sup> Annual Iraqi-European Business & Investment Forum  
Athens, 11-12 July, 2018

WITH CONTRIBUTION &  
SUPPORT BY:



## Erbil Chamber of Commerce & Industry

1- Erbil Chamber of Commerce & Industry was established on July, 7th 1966.

2- In 1995, by a decision of the Kurdistan Regional Government, the Union of Iraqi Industries, Erbil Branch joint to Erbil Chamber of Commerce to become "Erbil Chamber of Commerce & Industry."

3- Our Chamber in cooperation with Sulaymani and Duhok Chamber of Commerce formed and founded Kurdistan Federation of Chambers of Commerce & Industry that was on February, 3, 2007 to supervise the three Chambers of Commerce & Industry in the Region.

4- Erbil Chamber of Commerce & Industry is professional economic organization with a moral personality in administration and finance independence, it aims to develop the commercial and industrial activities at the level of the governate and to achieve its aim, it does the following:

- a- Registration of Trade Name.
- b- Acts as referee or participate in arbitration to solve disputes.
- c- Issuing certificates of origins.
- d- Provision of Advisory services.

### Board of Directors

- › Board of Directors of the Chamber consists of 15 members; the duration of the membership is 4 years.
- › The election should be by secret ballot, and the candidate shall be the national of the region.
- › Members affiliated are: Traders, Companies, Brokers and Small industries project owners.

### Organizational Structure

Chamber sections:

- › Administration and financial sections – Contributions and Guarantee section - Auditing section – Industrial section – Relationship section – Media section.
- › The chamber also has six versions of the guide, which include the titles and activities of the foreign and national companies.
- › In addition to the officially registered affiliated members where their number is estimated to read more than thirty-six thousand.





# WITH CONTRIBUTION & SUPPORT BY:



منتدى الأعمال والاستثمار العراقي - الأوروبي السنوي الثالث  
3<sup>rd</sup> Annual Iraqi-European Business & Investment Forum  
Athens, 11-12 July, 2018



## Duhok Chamber of Commerce and Industry

Was founded in 1978. Directly after the foundation, the chamber started activity and opened membership chances for the area businessmen. At that time, we had only few members due to the small geographic area and limited volume of trade. After 1991, when free economy system came to into force, tremendous bounce occurred to all aspects of activities and number of members.

### Objectives of the Chamber

As all other sister chambers in Iraq, our main mission is to organize and develop the trade and industry of the area. For this we:

- Register trade markets and file them into the official records.
- Determine the custom and usage of making business in the territory.
- Act as arbitrator or share in arbitrations for business disputes from related committees and assign experts and representatives.
- Issue certificates of origin for Iraqi goods. Issue and certify business documents.
- Form Committees form members or others to inspect assets. Organize documents and assign experts for law courts and state departments if required.
- Collect, classify and publish price lists for main local market products and prepare booklets to spread business consciousness raise career level.
- Determine financial capacities and organize guarantees.
- Study the economical conditions and suggest formulas for development.

### Activities of the Chamber

In addition to our basic duties, we have always arranged and are still arranging miscellaneous activities like:

- Active Consulting Services for state departments connected with the area commercial and industrial life which play significant role in raising the economical standers in all aspects.
- The success of the chamber in being a basic side in making integral vital decisions for businessmen benefits and development of local economy.
- Organizing professional seminars, meetings and conferences about main economical elements as custom regulations. Tax laws and related handicaps.

- Assigning business delegations to visit international fairs and share in conferences that help in developing trade and industrial culture and mentalities. And opining ne investments horizons and cause successful enterprises to rise.
- Support and assist businessmen in their bad days and defend them rill the end.
- Spreading of economy conscious among enterprises with all means we have.
- Visiting factories, offices, workshops and other businesses centres to closely understand the current problems and take necessary measures at all private and state levels to find the right solutions.



In addition to the above, the chamber supported and encouraged all investments throughout the governorate an activity that helped in boosting:

### A-Touristic Activities:

This sector showed significant development. Currently we have about 160 motels and tents of modern hotels in Duhok, Besides, new restaurants touristic parks and other centres were opened.

### B-Industrial Investments

The chamber has always encouraged local and foreign investments for manufacturing in all useful sectors.

### C-Food Industry

Our support to food sector caused brilliant jump in agricultural activities which in turn raised employment and reduced unemployment rates

NUMBER OF COMPANIES IN DUHOK: 1570

NUMBER OF FACTORIES IN DUHOK: 470

NUMBER OF CHAMBER MEMBERS: 23770

### CONTACT DETAILS:

Duhok Chamber of Commerce & Industry  
Duhok-IRAQ - Kurdistan Region  
P.O.Box : 169  
Malta Street -Duhok-Iraq  
E-mail: info@duhok-chamber.com  
Website: www.duhok-chamber.com





منتدى الأعمال والاستثمار العراقي - الأوروبي السنوي الثالث  
3<sup>rd</sup> Annual Iraqi-European Business & Investment Forum  
Athens, 11-12 July, 2018

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## Sulaimany Chamber of Commerce & Industry

Sulaimany Chamber of Commerce & Industry as an industrial and economic organization is one of the representatives of Iraq's private sector business. It's a member in Kurdistan Union Chamber of Commerce and Industry and Federation of Iraqi Chambers of Commerce and Industry.

It was founded and given authority to work per Act 14 in the Parliament of Kurdistan in the year 1993 of the last century. The aim of the Chamber is to represent KRG's private sector and help to continue expanding its economy.

Originally founded in 1967, our Chamber today prides itself in having more than fifty thousand members and hav-

ing played a very relevant role in flourishing Sulaimany's economy and industry.

It has sixteen Board Executive Members, including the Chairman. Eleven elections have been held, which means the current body is eleventh body in the history of the Chamber.

Each term of the election is four years, but the Union of Chambers of Commerce and Industry has the power to extend each term based on their consensus.





# The Best Pilot Training Academy in Greece

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Athinon Avenue 98 | Athens, 10442 | [global@globalaviationsa.com](mailto:global@globalaviationsa.com)





## The European Commission Representation in Athens

The European Commission Representation is part of the Commission's network of representative offices throughout the Member States of the European Union. It is the Commission's voice in Greece and aims to communicate EU affairs at both national and local levels. The Head of the Representation, Mr George Markopoulitis, represents the European Commission in Greece and reports back to the Commission on developments in Greece.

To this end, our team has the following functions:

### **Communicating**

- Providing information on European affairs both to the media and to the general public. The Press Team keeps national and local media up to date with developments in Brussels and is an important contact point for journalists.
- Providing the general public with free access to information about the European Commission and the European Union through publications, multimedia facilities and educational visits. The Communication team is on hand to deal with specific queries while the Representation stages events to promote the political priorities of the Commission. Information is also provided through the Representation's website and social media accounts, namely, facebook, twitter, instagram, youtube and flickr.

### **Going Local**

- Supporting a countrywide network of EU information providers (the so-called network of Europe Direct Information Centres) in municipalities, universities, local libraries, business information centres etc.

### **Networking and Listening**

- Gathering information and keeping the European Commission headquarters informed of various political, social and economic developments in Greece.



Within the scope of its activities, the Representation is open to forms of cooperation with partners beyond the European Union and, more specifically, in the Arab world and will explore the possibility, in the framework of a future Access to Finance event, to set-up B2B with local interlocutors.

### **Get in touch!**

**Website:** [https://ec.europa.eu/greece/home\\_el](https://ec.europa.eu/greece/home_el)

**Facebook:** <https://www.facebook.com/EURepresentationGreece/>

**Twitter:** <https://twitter.com/EEAthina>

**Instagram:** [https://www.instagram.com/ee\\_athina/](https://www.instagram.com/ee_athina/)

**Youtube:** <https://www.youtube.com/user/EURepresentationGR>

**Flickr:** <https://www.flickr.com/photos/eugreece/>





# INTERVIEW

Interview with Dr. Katja Petereit, Access Germany Iraq (AGI)

## Not oil, not gas, not gold! Discover the most valuable natural resource with AGI!

*Dr. Katja Petereit is founder and director of the German consulting company Access Germany Iraq (AGI). AGI has been serving Iraqi experts and businessmen since 2009 to develop their most valuable resource for economic success: the skills of management and staff.*



Dr. Katja Petereit, Director



**Q:** Dr. Katja, how do you see the chances of rebuilding Iraq?

**A:** Excellent, because Iraq has a lot of intelligent and well qualified people. They work hard to build a modern, prosperous and peaceful Iraq.

**Q:** Well, that sounds optimistic. And where do you see the challenges?

**A:** The value of people, of the human resources of Iraq, is still not appreciated enough. There is a strong belief in Iraq that modern infrastructure and technology is needed to build a modern country. But this has not happened in the last decade – and will not happen I assume – until a modern human infrastructure is build first.

**Q:** What do you mean by human infrastructure?

**A:** Where professional managers and experts know how to implement visions in reality. And where management systems exist so that operations are well-organized and the staff cooperates effectively and happily to reach common goals.

**Q:** You said at the beginning that there are many qualified people in Iraq. Why hasn't this human infrastructure been established yet?

**A:** Because there is a lack of knowledge how to do it. Leaders and businessmen often are engineers. The education system in Iraq focuses strongly on science. The engineering education is predominately technical. There are many excellent engineers, but they have not been taught at university how to manage. Not the operations of a modern factory or with international standards. And the engineering curriculum certainly doesn't teach how to professionally manage the staff – the human resources – to reach performance excellence.

In addition, there are still few study programs such as Organizational Development or Human Resources Management offered at Iraq universities. So there aren't many studied specialists, who could professionally take care of these tasks in factories or companies.

Therefore, there is a need for advanced executive training, especially for active, senior industry managers who wish to grow their successful companies and compete at national and international level.



**Q: What does AGI offer to Iraqi senior industry managers?**

**A:** We offer exactly the trainings that senior executives need to modernize and manage factory operations! This includes a full cycle of topics:

- Business Analysis, how to assess the current status of a company and identify chances to increase productivity
- Business Transformation and New Business Model Development
- Strategic Management
- Innovation Management
- Finance and Investment Planning
- Industry 4.0 and Digitalization,
- Human Resources Management
- Leadership and Social Competence
- Business Process and IT Management
- Quality Management
- International Business Relations

**Q: How can AGI deliver so many topics? This requires many trainers and experts!**

**A:** Germany has a long tradition of management training. In order to lead world-class companies, German business owners and factory managers all attend regular trainings. And there are many training institutes for German executives. AGI selects the best trainers and industry experts and customizes training programs to fit exactly the needs of its Iraqi clients.

**Q: This already answers my questions: “Why should an Iraqi businessmen attend a training with AGI and not any other international academy?” – AGI customizes the programs exactly to the needs and situation of the Iraqi clients, right?**

**A:** Yes! We do not only use standard materials that can be found in management books. We discuss with our Iraqi clients what exactly they wish and need to learn and then prepare a program. It is a co-creation so that the client gets what will be really useful for his company and situation in Iraq.

**Q: How do you know about the situation in Iraq? AGI is based in Germany.**

**A:** AGI has been working in Iraq since 10 years now. The company was built by myself and Iraqi friends. We have a vast network in several cities. I travel there frequently.

**Q: So you do not only offer the trainings in Germany but also in Iraq?**

**A:** Of course! It is very important not only to teach in a class-room but have the chance to visit the clients companies and conduct active workshops there. Likewise in Germany, our trainings take places in our beautiful villa in the city of Bonn, but also with excursions to German companies, etc.

**Q: German trainers travel to Iraq?**

**A:** Yes. I love Baghdad. And when I tell other trainers about my experiences there, they trust and agree to join me.

**Q: One last question: What will your speech at the European-Iraqi Business Conference 2018 be about?**

**A:** I will give a deeper insight about the benefits of professional human resources and organizational development in industry, and some examples of the training topics which we talked about before. Actually, I will share the secret behind the “Quality made in Germany” with the other participants: Germany is a poor country. We have no oil, no gas, no gold. So we need to develop what we have: humans. How to do this, will be the red thread of my speech.



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IMANTOSIS

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### 3D Scanning Cost Saving Benefits

- Lower cost as-built & Topographic surveys
  - Reduction / elimination of costly "return visits" to the site
  - More accurate, complete as-builts for retrofit design projects
- That means:
- 1) Less construction rework - no interferences / no fit up problems
  - 2) Ability for factory -fabrication instead of field - fabrication
- Reduced facility downtime & accuracy means :
    - 1) Fast , unobtrusive scene capture
    - 2) Minimal field fit up, field fabrication & field rework.

As Built Survey **AGEMAR** complex



# 3D Scanning Services

## 3D Scanning Services

- 3D Terrain model production
- 3D Contemporary Construction as-built Model
- Oil & Gas infrastructure survey & monitoring
- Pipeline network inspection
- Real Time surveillance
- Mine surveying
- Aerial inspections

IMANTOSIS team is an Architectural Based Firm, with primary focus on Detailed 3D Documentation. Based in the Hellenic Region, operates worldwide, providing services of mixed survey techniques, using cutting edge technologies. Our products and processed derivatives depict the real environment, wherever it is, terrestrial, aerial or underground, in high accuracy 2D illustrations and 3D visualization.

The products IMANTOSIS team provides, are essential in Industrial inspection projects, Construction regimentation, Property development, Heritage restoration studies, Urban planning, Agriculture inspection and Maritime vessel services.



# The Arab-Hellenic Chamber in brief



## الغرفة العربية اليونانية للتجارة والتنمية

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

### The Chamber

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

### Objective

The objective of the Chamber is to develop and promote economic, trade and cultural relations between Greece and the Arab world.

### Primary Goals

The Arab-Hellenic Chamber works towards and encourages the creation of new partnerships and Joint Ventures and promotes the flow of investments between Greece and the Arab World. The Chamber works alongside Arab Federations and Chambers of Commerce towards elevating the trade balance between Greece and the Arab world.

Based on its contacts, information database and networking expertise, the Chamber assists in bringing the Greek and Arab business communities together, through exchange of information, experience and know-how.

### Activities

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

### Services

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

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

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

*Excellence in Partnership*



## TURN-KEY ENERGY SOLUTIONS AROUND THE WORLD

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[mytilineos.gr](http://mytilineos.gr)



## 45<sup>th</sup> Session of Baghdad International Fair

In a serious step to contribute the construction of the Iraqi economy and under the patronage of the Prime Minister, the State Company for Iraqi Fairs and Commercial Services organizes the **45<sup>th</sup> session of Baghdad International Fair** in order to promote the Iraqi economy in all sectors and areas and support reconstruction and building to achieve the public interest at this time and for future generations.

This is an invitation to all nations, companies, industrialists, traders, interested parties and all citizens to participate and join this important economic gathering and visit the fair halls and direct sales on Baghdad International Fair ground during the period from **10 to 19 November 2018**.

In order to obtain the most important opportunities to enter the Iraqi market, this fair will provide a platform to promote your products and the definition of the quality of your goods and ways to use them to meet the Iraqi needs of the different materials and services offered and create a clear and updated image of the local markets and also to be acquainted with the Iraqi government authorities with the potential and quality of your companies to secure their needs. In this regard, the management of the Baghdad International Fair will overcome all obstacles and provide the necessary facilities to ensure a successful participation.





www.arabhellenicchamber.gr

Ministry of Trade  
State Company for Iraqi Fairs &  
Commercial Services

**45**

Under the slogan  
We are Determined to Build  
& Reconstruct as we were Determined  
to Liberate & Achieve Victory

**The 45<sup>th</sup> Session of  
Baghdad International  
Fair**

**10 – 19  
NOVEMBER  
2018**

  **ufi**

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**pharma s.a.**

pharmaceuticals, logistics  
and medical technologies

# PHARMACEUTICALS



**Michael Panou,**  
President & CEO

## INTRODUCTION

MP PHARMA is an officially certified company in the field of pharmaceutical logistics and medical technologies. MP PHARMA is based in Thessaloniki, Greece since 2011 and exports all kinds of pharmaceutical derivatives.

The rapid development of its expansive nature is based on the solid structure of the company and the deeply experienced workforce and administration.

Mr Michael Panou as the President and CEO is an established professional with over 40 years of experience in the field. His deep experience derives through ownership of business ventures in the sector of pharmaceutical logistics since 1977.

## Contact Details

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Thessaloniki, Greece

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Fax: +30 2310 483441

Website: <http://mp-pharma.gr/>

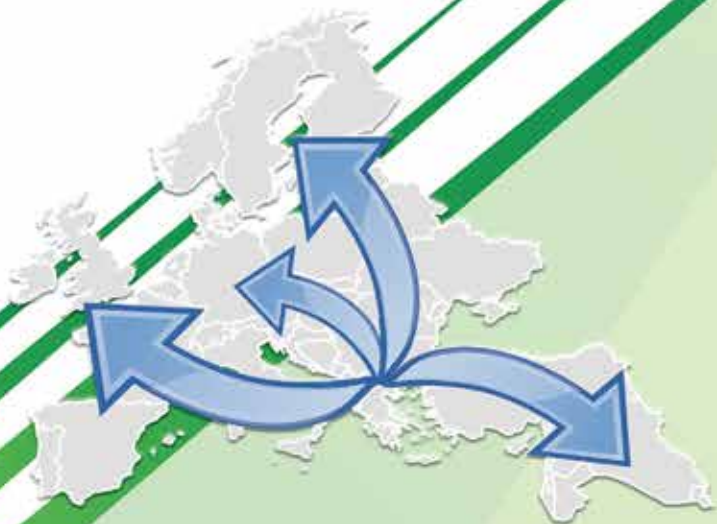






**pharma s.a.**

pharmaceuticals, logistics  
and medical technologies



### EXPORTS

Exports are the corporation's most powerful asset by 90%. 90% of exports are products of globally established firms, whereas 10% are of Greek firms.

MP PHARMA mainly exports in Europe and secondarily in the Middle East, while the company holds an annual approximate average of 3% on national general pharmaceutical exports.



### WORKFORCE - ASSOCIATES CUSTOMERS - SUPPLIERS

Internal workforce consists of more than 25 employees. The company is indeed certified by the Greek Pharmaceutical Organization, while it also possesses certification of ISO 9001:2015.

During its short presence, MP PHARMA SA became one of the fastest developing companies in sales and storing pharmaceutical products. The company is supplying products to more than a 100 customers globally, accessing to a wide network of approximately 120 suppliers.



### MISSION

The development of services and sales related to pharmaceutical and medical products in Greece and abroad.

### VISION

To be one of the top companies that offer integrated solutions within the Greek market and further markets abroad

### AWARDS

Diamonds of the Greek economy 2015, 2016 & 2017

**MP PHARMA S.A.**

*"Adaptability and market knowledge, recipe for success"*



# OUR MEMBERS AT POSIDONIA 2018



## HAMA: Greece's 1st private accredited Maritime Academy rejoices Posidonia participation

The Posidonia 2018 fair, the global maritime industry's top exhibition, has been again the showcase for the world's shipping community and the dominance of the Greek cluster.

For the students of the **Hellenic Arab Maritime Academy (HAMA)**, the first Accredited Private Maritime Academy in Greece, participating in the exhibition by sharing **booth 2.539** of the **Arab Academy for Science Technology & Maritime Transport (AASTMT)**, it was a great opportunity to taste the magnitude of both Greek and international shipping and feel the importance of their choice to follow a career in the maritime business.

From June 4 to June 8, over 2,000 exhibitors from 92 countries presented new technologies, products, services and subjects of a diverse offering through their exhibitors' stands and discussions in conferences and panels as crowds of over 22,000 people flocked the premises of the Athens Metropolitan Expo. This was an exhilarating experience for HAMA's students as they had a chance to mingle with shipping executives and recruiters in search for a new generation of Merchant Marine Officers with the comprehensive knowledge and the proper experience for a career in the industry.

HAMA representatives and cadets presented to their guests the Academy's competitive advantage from its cooperation with AASTMT, the second ranked maritime academy in the world.



(from left) Mrs. Maria A. Vestarki, Head of Public Relations & Events Section, AHCCD, Mrs. Argyro Manoli, Academic Programs Director (HAMA), Capt. Ahmed Youssef, Director of International Forum for Maritime Transport (AASTMT), Mr. Harris Geronikolas, Chairman of the Board, AHCCD, Mr. Rashad Mabger, Secretary General, AHCCD, Capt. Kazem Agamy, Director of International Forum for Maritime Transport



Mr. Ferry Adamhar (center), Ambassador of the Republic of Indonesia in Athens, Mr. Chris Kontoveros, Corporate Senior Vice President Kontoveros S.A, Capt. Kazem Agamy, Director International Forum for Maritime Transport (AASTMT), Capt. Ahmed Youssef, Director of International Forum for Maritime Transport, Mrs. Argyro Manoli, Academic Programs Director (HAMA).



Capt. Ahmed Youssef, Director of International Forum for Maritime Transport (AASTMT), Mrs. Natasa Pilides, Cyprus Deputy Minister of Shipping, Mrs. Argyro Manoli, Academic Programs Director (HAMA)



HAMA team with representatives of the University of Aegean



HAMA team with representatives and students of the University of Piraeus



HAMA students and team with Mrs Aikaterini Papakosta

# OUR MEMBERS AT POSIDONIA 2018

## Phoenix Register of Shipping S.A.

Phoenix Register of Shipping S.A. participated at Posidonia 2018 with an dynamic open type stand located at Hall 2.

Our executives and partners got a chance to catch up and our stand became the meeting point for business meetings, new cooperations and our experts were able to offer guidance and advice regarding many issues related to our activities. Below you may find some photos of our Posidonia 2018 Participation:

Also, to top of our most successful and fruitful Posidonia participation so far, a few days later the performance lists of Paris MoU have been announced ranking PHRS at the 11th best per-

forming recognized organization and the 1st Greek Classification Society to make it into the HIGH performance rank in the history of Paris MoU. Below you may find the Performance list for the years 2015-2017:

Effective from 1 July 2018

Recognized Organization performance table 2015-2017

Recognized Organization	IMO entry	Inspections	Certificates	Lost certificates lost	Maritime / High Level	Accident Factor	Performance Level
American Bureau of Shipping	1001	1,486	3	133	91	1.93	High
Lloyd's Register	18	11,514	5	237	121	1.61	
DNV GL AS	270002	16,024	16	103	230	1.38	
Bureau Veritas	810	11,326	23	233	203	1.26	
Russian Register of Shipping	1001	1,342	1	31	11	1.75	
Register Belém Noelle	8104	4,071	10	37	64	1.05	
Nippon Kaiyokai	5001	8,383	14	184	141	1.54	
China Classification Society	1001	834	1	29	30	1.58	
Turkish Lloyd	75	121	1	16	5	1.00	
Russian Maritime Register of Shipping	10012	1,013	12	14	47	0.96	
Phoenix Register of Shipping	10011	611	2	12	2	0.55	
International Towing Bureau	10018	376	9	18	1	0.24	Medium
Indian Register of Shipping	1001	45	0	1	0	0.15	
Polish Register of Shipping	1001	494	6	11	4	0.37	
Polish Register of Shipping	1001	513	1	4	0	0.19	
Polish Register of Shipping	1001	346	1	6	0	0.21	
Polish Register of Shipping	1001	34	0	4	0	0.23	
Polish Register of Shipping	1001	513	2	9	0	0.42	
Other	10011	334	6	10	2	0.25	
Maritime Corporation	1001	36	2	3	0	0.23	
Orion Bank of Shipping	1001	477	10	15	4	0.54	
Orion Bank of Shipping	10011	10	2	4	0	0.57	Low
Maritime Ltd - Georgia	1001	145	1	6	0	0.32	
Mediterranean Shipping Register	1001	344	1	3	0	0.84	
Maritime Bureau of Shipping	1001	102	4	5	0	0.35	
Register of Shipping (Morocco)	1001	15	1	4	0	0.46	
International Certification Services, ICS	1001	112	0	0	0	0.34	
Class	1001	212	0	0	0	0.36	
Bulgarian Register of Shipping	1001	119	4	6	0	0.19	
Columbian American Register	1001	119	7	7	0	0.19	
National Shipping Register Ltd.	1001	107	0	2	0	0.18	
International Register of Shipping	1001	216	16	10	1	2.46	Very Low
Shipping Register of Ukraine	1001	536	28	17	0	2.84	
Phoenix Shipping Register Ltd.	1001	75	6	4	0	0.34	





# OUR MEMBERS AT POSIDONIA 2018



## Qatar Airways Official Airline of Posidonia 2018 International Shipping Exhibition



Mr. Rashad Mabger, Secretary General, AHCCD, H.E.  
Mr. Abdulaziz Ali Al-Naama, Ambassador of the State  
of Qatar to Greece and Mr. Alexandros Michalopoulos,  
Commercial Manager Greece & Cyprus, Qatar Airways

Qatar Airways participated at Posidonia 2018, the world's most prestigious biennial shipping trade exhibition, scheduled to be held from June 4-8 at the Athens Metropolitan Expo.

The airline was welcoming Posidonia visitors to an exceptional journey of sounds, tastes and images at the stand where the prestigious cabin crew was hosting a Demo of the Qatar Airways' new "First in Business" Suite Business Class Seat with the opportunity to experience the airline's signature Qatari hospitality and enjoy its award-winning Business Class comfort. Also, Qatar Airways hosted a cocktail, giving guests the chance to taste the Business Class menu which is served aboard QR aircrafts.

Mrs Theresa Cissell, Qatar Airways Country Manager for Greece & Cyprus commented "We are delighted to participate once again in the world's premier shipping event allowing us to highlight the expansion plans of the airline and its network and reinforce our commitment to the shipping industry. This prestigious event provides a unique opportunity to share and exchange our insights with high quality corporate and key industry associates and showcase Qatar Airways' hospitality."



### CONTACT DETAILS:

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Fax: +30 210 9525543

*Going places together.*  
[qatarairways.gr](http://qatarairways.gr)

# OUR MEMBERS AT POSIDONIA 2018

## WIMA at POSIDONIA 2018

At this year's POSIDONIA Exhibition in Athens, WIMA – the Worldwide Industrial and Marine Association, participated for the 4th consecutive time with an especially stylish stand of one hundred and fifty square metres. Within WIMA's booth, six of our company-members had corporate stands and over twenty company representatives were hosted, presenting their activities in such a way that added a friendly bustle of cooperation to the overall ambiance of WIMA's participation.

Among the esteemed guests that visited the Association's stand were Mr. Kouroumplis - Minister of Shipping and Insular Policy, Mr. Plakiotakis - Maritime Chief of Staff of the N.D. political party, Mr. Veniamis - President of the Greek Union of Ship-owners as well as a host of visitors from the maritime

sector who had the opportunity to get to know WIMA and understand its scope and function. Constructive meetings were held and future cooperation discussed between WIMA members and maritime representatives, several of whom expressed a vivid interest in joining the Association's ranks.

On Thursday, June 7th 2018, WIMA held a cocktail party to honour the 12th anniversary of the association's founding, where members and friends gathered to celebrate 12 productive years of friendship and business solidarity in the maritime field.

*We look forward to another successful participation in 2020!*



WIMA's Board of Directors. From left: Mr. Papamanolis, Mr. Kordatos, Mr. Kokkinis, Mr. Athanassopoulos, WIMA's President Mr. Hajjefremidis, Mrs. Chassoura, Ms. Giordamli and WIMA's VP, Mr. Drakopoulos.



WIMA's Board of Directors together with other members of the Association.



Mr. Kouroumplis, Minister of Shipping and Insular Policy together with WIMA's President Mr. Elias Hajjefremidis and other members of WIMA's BoD.



WIMA's President together with Mr. Veniamis, President of the Greek Union of Ship-owners



WIMA's 12th Anniversary Party hosted at our stand at Posidonia 2018





## 3<sup>rd</sup> EU Arab World Summit Shared Horizons

**OCTOBER 29-30, 2018**

MEGARON, The Athens Concert Hall, Athens, Greece

UNDER THE HIGH PATRONAGE OF THE EUROPEAN PARLIAMENT



**EUROPEAN  
ELECTIONS**  
23-26 May 2019  
#EUElections2019

with the cooperation of



with the support of



For the third consecutive year, the Summit aims to act as a unique forum of dialogue and a platform for bringing together political and economic leaders to discuss regional and global challenges that impact directly on our security and economic prosperity.

Heads of European and Arab countries, European Commissioners, prominent business people and delegations from both regions, are expected to attend this year's Summit that will play host once again to an audience of more than a thousand delegates.

The 3<sup>rd</sup> EU-Arab World Summit enjoys the endorsement of H.E. the Prime Minister of the Hellenic Republic and the support of the Hellenic Government.

### FOR MORE INFORMATION, PLEASE CONTACT

Ms. Mary Tsatsi

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EU Arab World Summit

9 Karneadou St., 106 75, Athens, Greece

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

### ORGANIZERS



SYMEON G. TSOMOKOS S.A.



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### COMMUNICATION SUPPORTERS





## Dinner - Announcement of the 3<sup>rd</sup> EU-Arab World Summit



*Mr. Symeon Tsomokos, Owner of SGT S.A. and Chairman & Organizer of Delphi Economic Forum, H.E. Prof. George Katrougkalos, Alternate Minister of Foreign Affairs of Greece, and Mr. Tawfic S. Khoury, Executive Vice Chairman of Consolidated Contractors Company (CCC)*



*The high-level attendees and hosts of the dinner*

On 14 June 2018, on the occasion of the announcement of the **3rd EU-Arab World Summit (29-30 October 2018)**, **Mr Tawfic Said Khoury**, the Chairman of Al-Iktissad Wal Aamal Group and Executive Vice Chairman of Consolidated Contractors Company (CCC) hosted a top-level dinner at the Galaxy Restaurant of the Hilton Athens Hotel.

The dinner was attended by **H.E. Prof. George Katrougkalos**, Greece's Alternate Minister of Foreign Affairs and **Mr. Constantinos Michalos**, Chairman of Athens Chamber of Commerce & Industry, along with other dignitaries and businessmen.

At the brief dinner ceremony, **Mr. Symeon Tsomokos**, Owner of SGT S.A. and Chairman & Organizer of Delphi Economic Forum, delivered a short speech thanking Mr Khoury for his earnest endeavour to support this important event. He further elaborated on the ongoing arrangements for the above mentioned 3rd Summit, and expressed his gratitude to its devout supporters, among which were also the Athens Chamber of Commerce & Industry and the Arab-Hellenic Chamber of Commerce & Development. Mr Khoury, from his side, during his speech at the dinner, re-affirmed his commitment to enhancing the existing friendly relations between Greece, the EU Member States and the Arab World.

The opening ceremony was concluded by the addresses of Mr. Michalos who also expressed his full support of this event and H.E. Prof. Katrougkalos who welcomed all the initiatives and effort exerted to back this event which, he firmly believed, would eventually result in a fruitful outcome and would be of benefit to all parties concerned.

The Arab-Hellenic Chamber, as a Supporting Organization, seizes this opportunity to express its wishes for a successful event.



# SPECIAL INSERTION



## REVADE Exhibition in Algeria



The Arab-Hellenic Chamber is pleased to announce the convening of the **3rd International Waste Recovery and Valuation Exhibition (REVADE)**, Algiers, 8-11 October 2018, as informed by the esteemed Embassy of the Republic of Algeria in Athens. The Exhibition is organized by the Algerian Chamber of Commerce and Industry (CACI), with the National Agency of Waste.

The exhibition will be held under the theme “the circular entrepreneurship, a lever for developing waste management” and it aims at promoting entrepreneurship in the field of recycling, recovery and waste processing, as well as encouraging investment and the creation of new companies, using the latest equipment and technologies.

*For more information, please visit:*  
[https://revade.dz/en/home\\_en/](https://revade.dz/en/home_en/)

# CALL FOR EXPRESSION OF INTEREST IN TUNISIA



## Call for Expression of Interest in Tunisia



شركة البحيرة للتطوير والاستصلاح والاستثمار  
SOCIÉTÉ DE PROMOTION DU LAC DE TUNIS



### INTERNATIONAL CALL FOR EXPRESSION OF INTEREST N°02/2018 PRESELECTION OF INVESTORS FOR THE DESIGN, THE DEVELOPMENT AND THE MANAGEMENT OF A BUSINESS AND TECHNOLOGY QUARTER ON THE BANKS OF THE NORTHERN LAKE OF TUNIS IN PARTNERSHIP WITH THE SPLT

La Société de Promotion du Lac de Tunis "SPLT" (The Development Company of the Lake of Tunis) is a Tunisian Saudi limited company of urban planning and real estate development, in charge since 1983 of an important project related to the urban development on the shores of the northern Lake of Tunis (totaling 1300 hectares). As part of its new development strategy, SPLT intends to expand its classic activity of real estate and land sales to the development of innovative real estate projects, which are likely to:

- Have a positive impact on the image of the urban areas and the city of Tunis,
- Optimize the use of the unique property assets at its disposal,
- Enhance its operating and financial performance by capitalizing on its solid experience and taking full advantage from its potential and new opportunities.

In this regard, SPLT is launching this call for expression of interest for the preselection of professional and financial investors who have the capacity and the willingness to develop in a win-win partnership a **wide-ranging real estate project of a Business and Technology Quarter**.

#### SUBJECT OF THE CALL FOR EXPRESSION OF INTEREST

This call for expression of interest aims to preselect investors for the design, development and management of a business and technology quarter project on a gross plot of 14 hectares (allowing the development of a built-up area of 105 000m<sup>2</sup>GIA) located in the North East zone of the Lake. The project must take place in accordance with the applicable urban regulations as well as the technical and environmental standards (below the site plan of the land plot).

This call is open without any restrictions to all Tunisian and Foreign Investors (legal entities) with solid and proven references in real estate development or in investing on high value added activities or in innovative activities with high economic potential to ensure the opening of the city of Tunis on its Mediterranean environment.

The investors must enjoy a good notoriety, strong and proven line-up in the field of responsible investing and a financial strength. They must have an original approach in considering the development of economic projects that would be beneficial for the country, the city and the future partners.

It is clear that the purpose of such project aims to accelerate the rhythm of the development of the Tunis Lake shorelines, to better valorize the Tunis northern lake banks and SPLT land stock and to guarantee the sustainability of the company.

#### WITHDRAW AND DEPOSIT OF APPLICATIONS

The Investors interested in this call are invited to withdraw the tender documents from the SPLT headquarter located at the Lake of Tunis Lac - Rodrigo de Freitas Street 1053 Tunis or to download it from the website [www.ami.splt.tn](http://www.ami.splt.tn) as of the date of the publishing of the present notice.

Please send Tenders in sealed and confidential envelopes, to the GEO of SPLT, by express mail, registered letter, or delivered by hand to SPLT Office in the address listed above. The envelope must bear the words « **Do not open: preselection documents - Call for expression of interest for the design, development and management of a Business and Technology Quarter** ». The deadline for receipt of tenders is Tuesday September 18, 2018 at 5 pm Local time (as evidenced by the central registry of SPLT).

For more information, please contact SPLT: Phone +216 71 861 800 / +216 71 861 579 - Fax +216 71 860 922.



Plot concerned by the present call for expression of interest

The Embassy of the Republic of Tunisia in Greece has announced that the Development Company of the Lake of Tunis, SPLT, Tunisian Saudi limited company of urban planning and real estate development, is seeking investors for a project related to the development of the shores of the northern lake of Tunis.

In this regard, SPLT is launching an international call for expression of interest which is intended for professional and financial investors who can develop in a win-win partnership a wide ranging real estate project of a Business and Technology Quarter.

**The deadline for receipt of tenders is Tuesday September 18, 2018 at 5 pm Local time**

**(as evidenced by the central registry of SPLT).**

**For more information, please contact SPLT:**

**Phone +216 71 861 800 / +216 71 861 579 -**

**Fax +216 71 860 922.**



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the date!



7<sup>ο</sup> ΑΡΑΒΟ-ΕΛΛΗΝΙΚΟ ΟΙΚΟΝΟΜΙΚΟ ΦΟΡΟΥΜ  
المنتدى الاقتصادي العربي اليوناني السابع  
7<sup>th</sup> ARAB-HELLENIC ECONOMIC FORUM  
Athens, 29-30 November, 2018

## Greece and the Arab World: A New Agenda for Growth

The convening of the “7th Arab-Hellenic Economic Forum” under the title “Greece and the Arab World: A New Agenda for Growth”, on **November 29-30, 2018** in Athens, comes at a time of big changes in Greece and the Arab world. Greece is successfully managing its exit from the economic crisis and has finally a potential for achieving economic growth. Some Arab countries start emerging from a long period of instability and turmoil and head towards reconstruction and modernization of all their infrastructure, while other Arab countries are pursuing a strategy for diversification of resources and successfully cope with the new economic trends. All this suggests a new agenda for the future cooperation between the Arabs and the Greeks, with a focus on the transfer of technology and know-how and on the increase of investment flow between the two sides.

The two main topics of the 7th Forum will be the potential of maritime and port industries of both sides and the Greek success story of start-up businesses. We will be joining hands with professional maritime societies in Greece and the Arab world, which will enrich the deliberations and discussions and hopefully conclude to practical results in this Forum.

Presentations and deliberations at this Forum will also tackle the traditional business sectors with emphasis on points of strength of the Arabs and Greeks in order to enhance the business relations between them.

The Arab-Hellenic Chamber will ensure high-calibre businessmen representation from across the Arab world and from every business sector, in order to enrich the networking, the deliberations and B2B meetings in general.

## PHOTOS FROM THE 6<sup>th</sup> ARAB-HELLENIC ECONOMIC FORUM



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

*Mr. Harris Geronikolas, Chairman of the Board of AHCCD, H.E. Mr. Yannis Dragasakis, Deputy Prime Minister and Minister of Economy & Development of Greece, Mr. Tawfic S. Khoury, Executive Vice Chairman of CCC and Mr. Mohammad Abdo Saeed, 1st Vice-President of Union of Arab Chambers, Lebanon, and President of Yemeni Federation of Chambers of Commerce and Industry*



*Mr. Abdul Azim Weiss, Owner and CEO of Weiss Hellas - Interna S.A. and Vice-President of AHCCD, Mr. Harris Geronikolas, Chairman of the Board, AHCCD, Mr. Tawfic Said Khoury, Executive Vice Chairman of Consolidated Contractors Company (CCC), Greece, and Mr. Rashad Mabger, Secretary General of AHCCD*

*Overall view of the sessions*







*Excellence in Partnership*

# *Your Gateway to the Arab World*

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

## Our Secretary General at International Propeller Club event



On May 29th, our Secretary General attended the Ceremonial Members' Day Meeting of 2018, organized by the International Propeller Club, Port of Piraeus, on the occasion of Posidonia 2018.

The event was met with enthusiastic response by the Greek community of shipowners and yachting club members and was attended by the Honorary President of the Club and Ambassador of the USA to Greece, Mr. Geoffrey R. Pyatt, who presented the Members' Award of Excellence to the Union of Greek Shipowners, Mr. Theodore E. Veniamis.

Our Chamber is honoured by the invitation of the prestigious International Propeller Club and its association with its President, Mr. George C. Xiradakis, who has been an exciting and eloquent speaker in our events and a good friend.

*We are looking forward to a continuous and fruitful cooperation with the Club in the future.*



*Mr. Xiradakis, President of International Propeller Club, offering the Members' Award of Excellence to Mr. Theodore E. Veniamis, President of the Union of Greek Shipowners, with the Ambassador of the United States to Greece and Honorary President of the Club, Mr. Geoffrey R. Pyatt.*



*Mr. Veniamis and the Chamber's Secretary General, Mr. Rashad Mabger*



*View from the reception that followed*



# SPECIAL INSERTION

## COOPERATION OF TWO AHCCD MEMBERS



## Tsaoussoglou S.A. undertakes Archirodon project in their Jeddah offices

The project consisted of offices for 17 managers and 40 operative workstations, meeting rooms and cabinets.

Tsaoussoglou S.A. was involved from the early stages of the project, beginning to end; consulting the client on furniture design based on the client's budget, designing the interior of the offices and presenting them in 3d renders. Once the selection was made we supplied the furniture to Jeddah as well as taking care of installation. However, our work does not end after installation; we take great pride in our after sales service. We offer to all of our clients 5 to 10 years guarantee, taking care of any maintenance issues.





**CONTACT DETAILS:**

**TSAOUSSOGLOU S.A.**

**Contact Person: Mr. Ioannis Semertzidis**

188 Leoforos Kifisias Avenue, Athens Greece, 154 51

tel: +30 2106774100, mob: +30 6946086768





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**NEW  
MEMBERS**

1. SOLIN S.A.
2. NANOVIIS
3. BEAUTY N HEALTH
4. TSAOUSSOGLOU S.A.
5. LIBER S.A.
6. EVGE S.A.
7. ARTE CONSTRUCTIONS LTD.





## CONTACT DETAILS

### SOLIN S.A.

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**Solin S.A.** is a European production company based in Greece where we produce and develop plastic pipes and fittings over 30 years. It's one of the oldest and biggest companies of its kind in the region, with a wide range of products. In a cooperation with the affiliate company P. Blatzas S.A. we offer integrated solutions in the construction & civil engineering industry as well as other sections where heating, sanitation & drainage systems are implemented. We also provide solutions for greenhouses' heating, geothermy, solar systems, cooling and irrigation.

Solin SA is a family business that invests consecutively in his good reputation throughout family's ethical values and client satisfaction. We do have presence and participate to international well-known exhibitions promoting our innovating products, such as Solidrains (bathroom drainage system patented by Greek institution) and we are always eager to open new horizons in the field.

Solin has already extended its market growth & penetration worldwide and at the moment more than 55% of the total production is delivered abroad.

Our top-selling products are PEX-b, PPR, PE-RT, PB.

The factory and the main warehouses cover a total plot of 35k sqm and are located in the city of Volos (Industrial area). Solin SA and Blatzas SA headquarters are located in Athens.

The company and its products are certified by established international institutes and Solin commits to always deliver high quality products that have undergone rigorous controls defined by the respective international standards.

*Kindly visit our website: [www.solin.gr](http://www.solin.gr) to browse through our products and business solutions/applications.*





# Special Edition NEW MEMBERS

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



**NANOVIIS**

*Innovative NanoTechnologies*

## CONTACT DETAILS

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

**NanoViis** is a nanotechnology-based company founded and incorporated in Greece. By using nanotechnology, we manage to create more functional, clean, hygienic and environmentally friendly products to solve daily problems. Surfaces on which the Nanotechnology has been used have unique properties. It sounds almost unbelievable, but the science of nanotechnology may be the right tool for the creation of “smart” materials. All products we offer were invented, produced and tested in Greece and meet highest expectations. Our aim is to provide customers a wide range of different nanotechnological products with advanced chemical and mechanical properties.

In 2017, NanoViis was awarded as the Best Startup Company in Greece with the Hermes Award. The company is currently in over 200 locations in Greece and in 4 overseas countries.

In 2018 NanoViis managed to export specialized products for cleaning petroleum wastewaters from oil fields in the Norwegian Sea. Now, 90% of its annual turnover comes from exports.

Other representative products are water repellents for concrete, stones, ceramics, walls, wood and cleaning products for every surface.





## CONTACT DETAILS

### BEAUTY AND HEALTH IKE

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**BEAUTY AND HEALTH IKE** is a new company producing cosmetics, dietary supplements and products with a solid future production infrastructure and medical products.

Its technological infrastructure is sufficient in the manufacturing-processing, private label products which is an attractive proposition for those entrepreneurs who do not have the technological support of quality and quantity to produce their products in a secure environment with guaranteed performance. The fact that it is located in the Isthmus of Corinth - Kazarma, in the center of mainland Greece with 1,637 m<sup>2</sup> of building facilities, a well-equipped chemical laboratory, cosmetic and drug production rooms, spacious warehouses and loading areas and just 40 minutes away from Athens (capital of Greece).

In addition to product processing, BEAUTY AND HEALTH has as a basic principle, the development of leading and innovative products, providing formulations for the production of quality cosmetics for the face, body, personal hygiene with environmentally friendly ingredients and according to the regulations of the respective laws of the EU. The forms of cosmetics that can be prepared and packaged are: creams, emulsions, gels, sunscreens and oils, lotions, perfumes, powders, shampoos and foam baths.

Delivering our products under optimum processes due to the exceptional conditions of our facilities, using natural ingredients, we are ready to work on any challenge.

Yours sincerely  
GALATIS KOSTAS  
Co-owner



## tsaoussoglou s.a.

TOTAL OFFICE SOLUTIONS

### CONTACT DETAILS

#### TSAOUSSOGLOU S.A.,

**A:** 188 Leoforos Kifisias Avenue, Athens  
Greece, 154 51

#### Contact Person:

**IOANNIS SEMERTZIDIS**

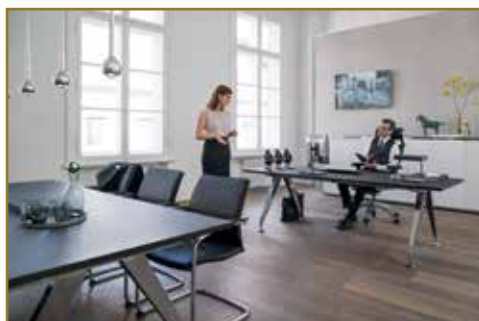
**T:** +30 210 6774100

**M:** +30 6946 086768

**Tsaoussoglou S.A.** operating since 1925 has been established in the Greek market as a leading force within the furniture industry. The basic principle upon which we operate can be summarized as following; the creation of comprehensive and modern solutions for today's workplaces combined with high quality products and unmatched customer service.

Customer service is the cornerstone of our operations; we provide flexible, bespoke solutions to fully satisfy customer needs. Our unwavering commitment to offer high quality products, always accompanied by quality certifications, combined with our long term guarantee has allowed us to add in our portfolio some of the biggest projects in the office sector while equipping some of Greece's top performing companies.

Our success is driven by our people and their commitment to get results the right way—by operating responsibly, executing with excellence, and applying innovative solutions at every step of the way.







## CONTACT DETAILS

### LIBER S.A.

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Pastida, Rhodes 85 106, Greece

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**E:** [info@aplos.eu](mailto:info@aplos.eu)

**W:** [aplos.eu](http://aplos.eu)

Our company was founded at the fall of 2015. **Liber S.A.** and "aplos" was at first an idea. We thought that by developing our region and by investing and supporting its neglected primary section in the department of dairy industry we would make a high quality product.

So the idea was born and came to life using our state-of-the-art dairy factory at the island of Rhodes, our homeland. We have invested in technologically advanced systems and equipment, aiming for products safety, while respecting the environment and its natural resources.

Our main goal was the production of safe and high quality dairy products, with innovative packaging which will make our consumers proud of their choice. And we did!

The same year, we received the Gold Pent awards for our packaging. And so we continued, creating and exploring the Mediterranean dietary and particularly our Greek heritage in yoghurt, milk and other dairy products that are excellent sources of proteins, minerals vitamins but also are associated to a series of health benefits.

"aplos" wants to share that knowledge of the balanced Greek diet and most importantly share our principles ...

Respect the consumers, the employees, the livestock and the environment, plus insuring product quality from farm to market shelf by certificated procedures and daily inspections. Proud for our local community and history in the dairy department.





## CONTACT DETAILS

### EVGE S.A.

#### Contact Person:

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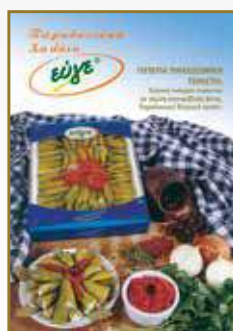
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Our company, "**EYGE S.A.**" is present in food retail since 1987. Our expertise is in traditional salads and dressings. Innovation is our company's driving point. Our operations include importing/exporting and distribution of merchandise, mainly towards Russia, Eastern countries, European Union countries, Asia and Qatar.

EYGE delivers supplies to many supermarkets, minimarkets, "gourmet & delicatessen" stores and frozen yoghurt stores. We also cater for many hotels, restaurants, cruise ships, yachts, sailboats, commercial ships and warships.

The company's facilities are certified with HACCP, ISO 22000:2005. The facilities consist of 3,500 square meters of units, equipped with state of the art units of manufacturing, standardizing and storing, as well as a whole fleet of refrigerated trucks, for safely transferring products and an expertly trained staff.





# Special Edition NEW MEMBERS



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



## CONTACT DETAILS

### ARTE CONSTRUCTIONS LTD

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**Arte Constructions Ltd**, is specialized in the field of electromechanical studies, structural, architectural and engineering design and construction management. The firm is registered in the Greek Ministry of Public Projects & Environment, in the second class for the building projects and also in the second class for the electromechanical projects.

The firm's project fields are

- 1) Design and Construction of Schools, Nurses and Hospitals
- 2) Green Renovations/ Building Energy Upgrade (Energy Saving Operations)
- 3) Regeneration of Villages

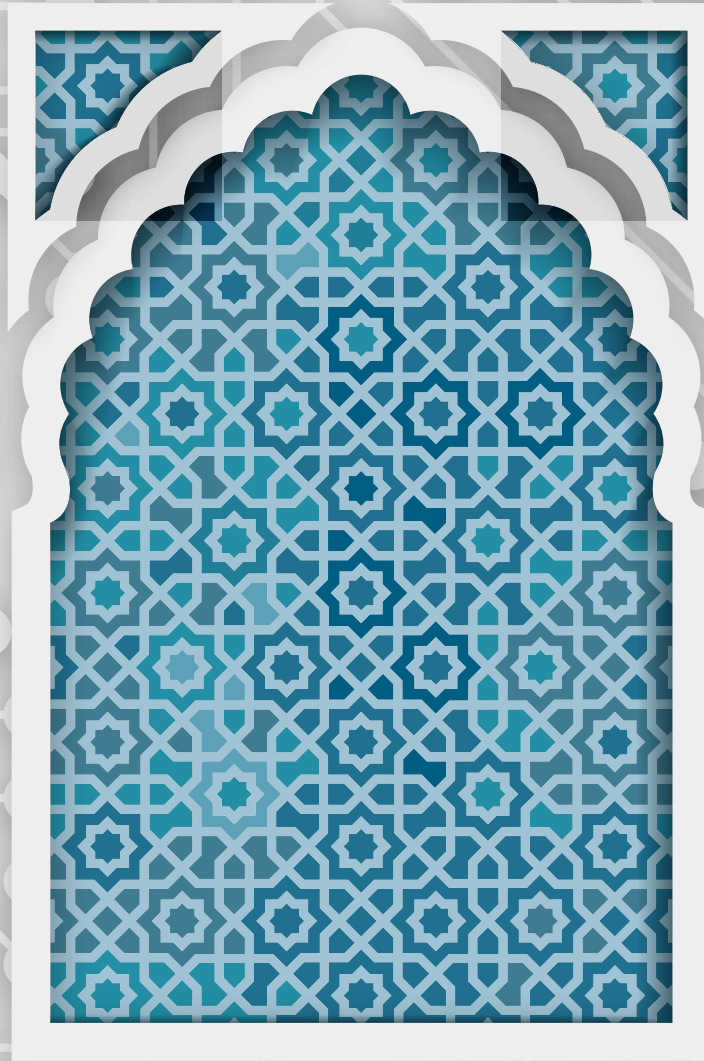
### *Some of our implemented projects are*

- 1) Engineering Design and Construction of Schools, Nurses and Hospitals
  - Construction of 2nd School and High-school of Poros,
  - Construction of 8th nursery school of Kamatero,
  - Construction of Petroupoli nursery school in city block 220,
  - Several interventions in the Hospital of Nikea ,
- 2) Green Renovations/ Building Energy Upgrade (Energy Saving Operations)
  - Green Regeneration in Municipality of Renti,
  - Design and installation of Photovoltaics in St. Theodore
  - Building energy upgrade of municipal building of municipality of Marathon
- 3) Regeneration of Villages
  - Regeneration of villages Kalloni- Evangelismos in municipality of Trizina
  - Regeneration of villages Agia Eleni, Driopi, Karatza, Trizina, Ano Fanari in Trizina
  - Regeneration of Vathy in Municipality of Methana
  - Regeneration of several villages in Chersonisos of Methana
  - Paving of municipality roads of Agistri



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