

ISSUE 29  
NOVEMBER 2018

# MAN

Members' Activities Newsletter

*Special Edition*



7<sup>ο</sup> ΑΡΑΒΟ-ΕΛΛΗΝΙΚΟ ΟΙΚΟΝΟΜΙΚΟ ΦΟΡΟΥΜ  
المنتدى الاقتصادي العربي اليوناني السابع  
7<sup>th</sup> ARAB-HELLENIC ECONOMIC FORUM  
Athens, 27-28 November, 2018



## *Congratulations, Mr. President!*



The Federation of Yemen Chambers of Commerce and Industry represented by its President, Mr. Mohammad Abdo Saeed, assumed the rotating presidency of the Union of Arab Chambers in September 2018 for two years' term.

Mr. Saeed is a prominent businessman. He is a Board Member of the internationally renowned Group of Hayel Saeed Anam, with a vast interest in different business sectors across the five continents.

Hayel Saeed Group, as a family business, has entered its third generation of Management with quite impressive results. The group's interest varies from several industrial factories in Yemen, Saudi Arabia, Egypt, Indonesia, Malaysia and the United Kingdom, to mention but a few. The group has commercial activities, ranging across different business sectors in Yemen and worldwide.

The best feat of the group, which was established by its founding father, Hayel Saeed and his brothers back in the 1930's in the Yemeni city of Aden, has at its core philosophy a corporate social responsibility, strong moral codes and *ethos*. This social responsibility is embodied in helping thousands of families in Yemen, covering tuition for students in need and treating hundreds of patients on their corporate expenses. Hayel Group has a unique way of looking at their social responsibility and this is, we believe, the secret of their success.

We, at the Arab-Hellenic Chamber, would like to assure Mr. Saeed of our full cooperation and wish him the best of results in his Presidency.

*Congratulations, Mr. President.*



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# 40 years of Excellence in Partnership

## FOREWORD



**Harris Geronikolas**  
*President*



**Rashad Mabger**  
*Secretary General*

The 7<sup>th</sup> **Arab-Hellenic Economic Forum** is the last event in the series of our Chamber's initiatives during the year 2018. While organizing this function, we strived for further improvement and managed to come up with an advanced version of the previous one, in terms of high-level Greek and Arab executive participation, the topics it will tackle and the arrangement for the B2B meetings in all business domains.

In the year ahead, we will be celebrating the 40<sup>th</sup> anniversary since the establishment of our Chamber - a journey full of success, but also failures. Throughout these four decades the Arab-Hellenic Chamber has remained loyal to its mandate to serve the Greek-Arab relations and to provide the best services to the business communities in Greece and the Arab world. Since its establishment, it succeeded in promoting many partnerships between both sides. The success of the Chamber should be attributed to the vision of the pioneers who helped establish this entity and along with the other member-companies in Greece and the Arab world, continue to maintain it to date. Our Chamber has come a long way and we now justly pride ourselves on the excellence of relations our Chamber has maintained with the Greek authorities and the Council of Arab Ambassadors in Greece and, last but not least, on attaining the well-deserved status of the most vocal and active chamber in Greece. However, there is always more and more hard work to be done and we at the Chamber feel very optimistic and fully energized to do much more so as the Arab and Greek businesses can benefit from its services to the fullest.

At the same time, our Chamber, which operates under the umbrella of the Union of Arab Chambers and cooperates with all the Federations and Chambers of Commerce in the Arab world, managed to maintain the closest and most fruitful relations with those entities as well.

In February 2019, we will organize a **One-Day Greek-Tunisian Business Gathering**, an event which will take place for the first time in Greece and will give the chance to Greek businessmen interested in the Tunisian market to have a first-hand opportunity to explore the opportunities Tunisia can offer to businesses in different sectors.

On 21st March 2019, the 3<sup>rd</sup> **Workshop on "Doing Business in the Arab world"** will take place in Athens, an event that has been gathering momentum and interest of Greeks and Arabs alike. This event will witness more geographical diversification and opening of new markets, especially with reference to Sudan, Somalia, Oman and Djibouti.

Taking advantage of the growing trade relations between Greece, Syria and Lebanon, in our pipeline, a business trip is planned for early April 2019. Both countries enjoy historical and strong commercial relations with Greece. This trip carries the seed of its potential for a fruitful outcome. This is a call to all members and non-members to join us on board.

In the coming year we will also organize, the traditional **4<sup>th</sup> Annual Iraqi - European Business and Investment Forum**. This Forum comes at a time when Iraq is witnessing growing demand in know-how in reconstruction business, but also in many other sectors, so we should anticipate interaction and positive results of the Forum.

We shall conclude next year's events and activities with the holding of the **"8<sup>th</sup> Arab-Hellenic Economic Forum", on 27-28 November 2019.**

In addition, to mark this special 40<sup>th</sup> anniversary year, few more activities and events are going to be organized, like a **Gala Dinner, cultural events and the publication of the 2<sup>nd</sup> Exports, Services and Investment Opportunities Directory**, exclusively for our members.

This issue of Members' Activities Newsletter (MAN) comes with a "new face" and a refurbished cover, which we hope will pleasantly mark the entrance to the 40<sup>th</sup> anniversary of our Chamber.

***Bon voyage to us all for our journey to future!***



## BUSINESS SERVICES & BEYOND

Business Strategy, Business & Master Plan,  
Performance & Operational Improvement,  
Network Design, Supply Chain,  
Project Management

## EXPERIENCE

260+ projects, industry, commercial, FMCG, health,  
defense, telecom, pharmaceutical, government

▼ services ▼

where to play and how to win  
business superiority



*simply ...beyond the BEST*

### BUSINESS STRATEGY SERVICES

decision making, business strategy development, reengineering and alignment business effort, profitability analysis, business valuation, business – marketing – sales – action plan

### HUMAN RESOURCES

recruitment - selection, job analysis - description - qualification, performance & metrics systems, training, appraisal & motivation systems, staff mentoring & coaching, ISO systems preparation

### PROCUREMENT

reengineering company's procurement division, contract management, performance metrics, item specification, tendering, item codification, group of companies procurement systems, e-procurement systems, RfP, RfI, RfQ, inbound logistics reengineering, subcontractor - supplier evaluation systems

### INVENTORIES

traceability systems design & implementation, inventory management, stock control systems, inventories cost reduction (20+ methods), forecasting systems, performance systems, reengineering product mix, spare parts management, inventory counting management & scheduling, material requirement planning (MRP), safety stock, multiechelon inventory systems development, dynamic & asymmetric inventories classification, item codification systems

### WAREHOUSE

warehouse layout design, facilities requirements, inventories layout design, operational cost cutting, storage areas codification, warehouse processes performance metrics, picking & order systems selection and running, storage systems selection & design, inventory systems counting management, design of cross-docking operation, activity profiling

### DISTRIBUTION

profitability analysis & performance metrics of the distribution network, fleet management systems selection, routing systems, loading & routing scheduling, cost analysis of distribution network, vehicle size & mix, reverse logistics network

### 3<sup>rd</sup> PARTY LOGISTICS & OUTSOURCING

costing systems (ABC, TDABC, TCS etc), 3PL sales development, new services development, 16+invoicing methods, contract management, 4<sup>th</sup>PL 5<sup>th</sup>PL environment, company culture development, customer techno-economic profile modeling, company diversification, customer satisfaction research, tenders

### SYSTEMS LOGISTICS & IT SYSTEMS

ILS, LSA, LSAR, FMEA, FMECA, supportability analysis, defense systems logistics, analysis & design IT, IT systems market analysis, business requirements analysis, systems specifications, mechanization & automation systems studies, contracts reviews, project management, configuration – assets management, systems automation project management

### TRAINING

seminars, certification programs, 90+ training courses for all above issues

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

### Under the Auspices:



HELLENIC REPUBLIC  
MINISTRY OF MARITIME AFFAIRS & INSULAR POLICY



### With Special Contribution and Support:



### General Outlook:

The “7th Arab-Hellenic Economic Forum” will be convened in Athens, Greece, on **27-28 November 2018**, under the title “**Greece and the Arab World: A New Agenda for Growth**”. This Forum comes at a time of positive changes in Greece and the Arab world. Greece is successfully managing its exit from the economic crisis, anticipating a period of economic growth, while some Arab countries start emerging from a long period of instability and turmoil, moving towards reconstruction and modernization of their infrastructure. At the same time, other Arab countries are pursuing a strategy for diversification of resources in order to cope with the new economic trends. All these positive indications suggest a new agenda for the future cooperation between Arabs and Greeks, based on the transfer of technology and know-how from Greece to the Arab world.

This Forum will give priority to sectors of importance for both sides, in maritime, port industries, energy and construction, with the association of professional organizations in these sectors. We are also aiming at enlarging the Arab participation to include, this time, Yemen, Somalia and Djibouti, with other Arab states in order to enrich the deliberations and networking in this Forum. The program will also include direct business meetings between the Arab visiting delegates and their Greek counterparts in all sectors of interest.





7<sup>ο</sup> ΑΡΑΒΟ-ΕΛΛΗΝΙΚΟ ΟΙΚΟΝΟΜΙΚΟ ΦΟΡΟΥΜ  
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7<sup>th</sup> ARAB-HELLENIC ECONOMIC FORUM

Athens, 27-28 November, 2018

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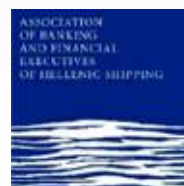
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Athens, 27-28 November, 2018

Supporters:



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Audiovisual Sponsor:



Communication Sponsors:



Online Communication Sponsor:



Organized by: Arab-Hellenic Chamber of Commerce and Development

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7<sup>ο</sup> ΑΡΑΒΟ-ΕΛΛΗΝΙΚΟ ΟΙΚΟΝΟΜΙΚΟ ΦΟΡΟΥΜ  
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7<sup>th</sup> ARAB-HELLENIC ECONOMIC FORUM  
Athens, 27-28 November, 2018



## Keynote Speakers, Moderators



**Rashad Mabger**

Secretary General  
Arab-Hellenic  
Chamber of  
Commerce and  
Development  
Greece



**Harris Geronikolas**

Chairman of the  
Board of Directors  
Arab-Hellenic  
Chamber of  
Commerce and  
Development  
Greece



**Tawfic Said Khoury**

Executive Vice  
Chairman  
Consolidated  
Contractors  
Company (CCC),  
Greece



**George Xiradakis**

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



**Prof. Dr. Ismail Abdel Ghafar**

President  
Arab Academy for  
Science, Technology &  
Maritime Transport  
(AASTMT), Egypt



**Charalampos Simantonis**

President,  
Hellenic Shortsea  
Shipowners  
Association  
Greece



**Yannis Triphyllis**

Member of Executive  
Committee  
Hellenic Chamber of  
Shipping, Greece



**Prof. Dr. Khaled Hanafy**

Secretary General  
Union of Arab  
Chambers, Lebanon



**Dr. Ahmad Tamer**

Director,  
Tripoli Port  
Lebanon



**Ioannis Alexopoulos**

Secretary General,  
Greece Marinas  
Association &  
Manager, - Astir  
Marina Vouliagmenis  
S.A., Greece



**Marwan El Yaman**

Secretary General,  
Lebanese Shipping  
Agents Syndicate  
Consultant to the  
President, Chamber of  
Commerce, Industry  
and Agriculture in  
South Lebanon



**Abdulaziz Al-Mikhlafi**

Secretary General  
Arab-German  
Chamber of  
Commerce  
GHORFA  
Germany



**Spyros Xanthis**

General Manager,  
Eurosol P&M GmbH  
(MENA region) &  
Board Member,  
Arab-Hellenic  
Chamber of Commerce  
and Development  
Greece



**Dr. Khalid Klefeekh Al Hajri**

Energy Expert &  
Board Member of  
Qatar Chamber



**Dr. Sotiris Kapellos**

Chairman  
Hellenic Association  
of Photovoltaic  
Companies  
Greece





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

## & Sessions' Speakers

### Dr. Thamer Al-Ani

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



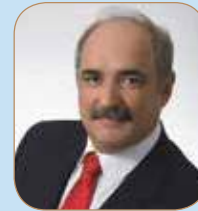
### Marwan Emile Toubassi

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



### Mohamed Abdo Saeed

President Union of Arab Chambers Lebanon



### Markos Bolaris

Deputy Minister of Foreign Affairs Greece

### Dr. Sara Algazzar

Dean, International Transportation Faculty Logistics Arab Academy for Science, Technology and Maritime (AASTMT) Egypt



### George Venizelos

Manager, Dry Chartering Department Eastern Mediterranean, Greece



### Eng. Tahsin Shehadeh

Secretary General Syrian Chamber of Shipping, Syria



### Nicholas G. Gerassimou

Board Member of the Hellenic Association of Maritime Law Board Member of the Hellenic Association of Maritime Lawyers, Greece

### Philippos Costopoulos

Managing Director Arkas Hellas Greece



### Capt. Mohamed Dalabieh

Secretary General Jordan Shipping Association Jordan



### Georgios Tozidis

CEO, Volos Port Authority S.A. Volos, Greece



### Eng. Ahmed Abdel Kader El Akkad

Chairman & CEO, Mahoney Shipping & Marine Services and Egyptian Feeder Services "Egy Feeder", Egypt

### Fahad Amarin

Corporate Ethics Compliance Officer Consolidated Contractors Company (CCC) Greece



### Najib Saleh El-Sabeihi

Chairman Roottech Co. Egypt & UAE based



### Marios Patsalides

Chief Business Development Officer J&P Avax, Greece



### Mohamed Muctar Abbasheikh

General Director Tawakal Well Drilling & Civil Engineering Somalia

### Nikolaos Papoutsis

President, Metron S.A. Greece



### Eng. Ahmed Zuhair

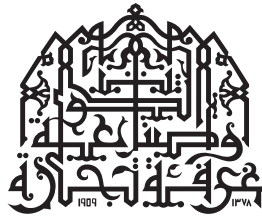
Project Manager Al-Yamama Engineering Company Basra, Iraq



### Athanasios Ntintis

Managing Director Rotoras Ltd. Greece

Photos placement according to the sessions' sequence.



## KUWAIT CHAMBER OF COMMERCE & INDUSTRY



*Kuwait Chamber of Commerce and Industry (KCCI) is a non-profit, non-government organization, and self - financed, with over 52,000 registered active Members.*

### **ROLE:**

*In addition to running regular operations and rendering member services, a major role of KCCI is to build up and reinforce bridges of communication between the Private Sector and the Kuwaiti economic administration by offering consultations, submitting proposals, voicing concerns of businesses, identifying their areas of interest and conveying their legitimate demands. Another role, as important, is to build*

*up and reinforce bridges of cooperation between Kuwaiti businesses and their counterpart business partners worldwide, with a view to establish and promote mutual business relations, attract direct foreign investments, as well as marketing the Kuwaiti economy and Kuwaiti products both regionally and internationally.*

*In its capacity as representative of the Private sector, KCCI plays supportive role for the business community at large both locally and internationally.*



*In the domestic area, it advocates for and promotes a bigger role of the more dynamic private sector through the much-needed economic diversification away from the dominant government-controlled oil sector. In its consultative capacity, it plays an active role by championing and endorsing laws that encourage and create market-friendly environment.*

*On the international front, KCCI leads and/or participates in Kuwaiti commercial/economic delegations to foreign countries, and receives foreign delegations visiting Kuwait as well. It organizes, sponsors/co-sponsors and takes part in various conferences, forums, seminars and other functions outside as well as inside Kuwait.*

## **BOARD OF DIRECTORS:**

*KCCI Board of Directors is constituted of 24 Members elected by the General Assembly for 4 years to serve on the Board and its committees as (unpaid) volunteers. Board Members represent various segments of the business community in the Private Sector. In addition to their participation in the full Board meetings, their skills and experiences are also utilized through their participation in the various Committees, with membership based on their respective business fields, professional backgrounds and education.*

## **BOARD COMMITTEES:**

- 1- Chamber's Bureau which acts as a "Steering Committee"
- 2- Membership & Registration
- 3- Industry & Labor
- 4- Trade & Transport
- 5- Finance & Investment
- 6- Public Projects & Housing

## **CENTERS:**

- 1- Abdulaziz Hamad AlSagar Development Center.
- 2- Kuwait Commercial Arbitration Center
- 3- Business Center

## **INTERNATIONAL / REGIONAL MEMBERSHIP**

- International Chamber of Commerce (ICC)
- World Chambers Federation (WCF)
- Union of Arab Chambers (UAC)
- Islamic Chamber of Commerce, Industry & Agriculture (ICCIA)
- Federation of GCC Chambers (FGCCC)
- Many Joint Arab-Foreign Chambers in various parts of the world.



**KUWAIT CHAMBER OF COMMERCE & INDUSTRY**

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## PROFILE OF BAGHDAD CHAMBER OF COMMERCE

### History of Baghdad Chamber

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

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

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

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

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

### Services offered by the Chamber:

- > Registration of commercial names and profiles in the commercial registry according to Law of trade no. 30 of 1984
- > Organizing the registration procedures according to the Chamber's statute
- > Determining the financial competency of members and organizing the guarantee
- > Studying the commercial and marketing situation in Baghdad and finding the best way to treat the obstacles
- > Specifying the prevailed trade custom and traditions in Baghdad
- > Coordinating the duties of commercial arbitration to settle commercial disputes where experts and representatives are nominated for this purpose opinions regarding the matters submitted to the chamber for arbitration can also be provided





The newly-appointed Board Members of Baghdad Chamber of Commerce with the President, Mr. Jaafar Rasool Al-Hamadani in the centre

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

#### Contact Details:

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

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*Greece is back on investors' radars, and with good reason. After shedding nearly one-third of its GDP since 2008, the economy is expanding once more with GDP up by 1.5% in 2017 and rising to 2.2% in 2018 H1, the strongest growth during the last 10 years. A clear proof that the Greek economy has been well past its turning point. Following the successful completion of the stability support program, earlier in August, Greece's investment and growth revival has been the result of the government's new National Development Strategy (NDS), which aims to establish a new investment-friendly environment and promote an export-oriented production model. This message has been well-received by international investors, leading to a nearly 30% increase in FDI performance during 2017, with FDI performance of 2018H1 already providing positive signs for another year of FDI growth.*



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www.enterprisegreece.gov.gr

## Tourism

Greece in 2017, for a 5th consecutive year, sets a new record in tourist arrivals, with 30.2 million Arrivals (7.4% y-o-y increase), Tourist receipts at €14.6 billion, essentially an Export champion sector for the Greek economy, with a contribution of 27,3% in GDP and 37,2% in employment (2017)

### Investment Opportunities

- » Integrated resorts
- » Medical tourism – Thalassotherapy
- » Marinas
- » Public and private real estate projects



## Economic outlook, snapshot

### SELECT ECONOMIC INDICATORS

	2015	2016	2017	2018 FORECASTS	2019 FORECASTS
GDP	-0,4	-0,2↓	1,5↑	2,0↑	2,0↑
Gross fixed capital formation	-0,7	4,7↑	9,1↑	-2,1↓	14,6↑
Exports (goods and services)	3,1	-1,8↓	6,8↑	8,4↑	5,7↑
Unemployment rate <sup>(a)</sup>	24,9	23,6↓	21,5↓	19,6↓	18,2↓
General government balance <sup>(b)</sup>	-5,6	0,5↑	0,6↑	0,6↑	0,6↑
Inflation (HICP)	-1,1	0,0↑	1,1↑	0,8↑	1,2↑

(a) as % of total labour force. (b) as a % of GDP • Source: Autumn 2018 Economic Forecast, European Commission

annual  
percentage change

## Food & Agriculture

The home of the **Mediterranean diet** is becoming a favorite to foodies from around the world, who enjoy the **highest quality ingredients** on offer

The most **dynamic industrial sector**, with **Annual Turnover of 25.2 %** and **Employment 33.6 % of Manufacturing Activity**, **Exports €5.5 billion / 19.5% of total exports (2017)**

### Investment Opportunities

- » Development of new livestock farms and new crop cultivations
- » Consolidation of smaller, organic producers with strong export potential
- » Packaging, export and marketing of traditional staples of Greek diet
- » Joint venture activities with domestic agricultural producers through contract farming



# ICT



From **start-ups** to **research centres** of global ICT giants, the ICT scene benefits from **highly-skilled personnel** and competitive costs

Between 2013-2016 more than **80 startups** have been created, absorbing approx. **€400 mn.** of funding

## Investment Opportunities

- » Call Centers/ Shared Service Centers, availability of English-speaking staff
- » Software development
- » ICT innovation and research activities

Net Foreign Direct Investment inflows during 2017 reached **3.2 bn Euros** a **28% y-o-y increase**

## Economic sentiment indicators IOVE and EASE-ICAP



# Logistics

Greece is emerging as a **major logistics hub** in the **EMEA region**, located on one of the busiest trade routes in the world, developing swiftly the **capacity** to capture increased **trade flows** to Europe

A **key node** in the “**New Maritime Silk Road**”, with a vast **investment plan** under deployment currently by **COSCO**

## Investment Opportunities

- » 3rd & 4th Party Logistics facilities
- » Intermodal Cargo centres

# Energy

Strong capacity to produce Electricity with abundant **RES**, availability of previously unexplored **onshore and offshore hydrocarbon reserves** and a strategic location right in the centre of evolving **new networks** for the transportation of energy from Asia and the Middle East to Europe, Greece is now emerging as a key **energy hub** in the EMEA region

**Total investment** in the **Energy Sector** is expected to reach **€25bn**, in the medium term

## Investment Opportunities

- » Electricity production, lignite deregulation and privatisation of assets
- » Renewable Energy Project development (Wind, Solar-thermal, Biomass, Small Hydro, Geothermal, Hybrid, etc.)
- » Grid interconnectivity projects (Cyclades, Crete, EuroAsia Interconnector)
- » Natural gas transmission, distribution and production



# Pharma & Health



Extensive R&D know-how, over **€150 mil.** invested in 2017, along with pharmaceuticals manufacturing have been well-established in Greece and exhibit world-class recognition and collaborations

A regional hub for **clinical trials**, as the majority of international pharmaceutical companies conduct clinical trials in Greece, with more than 2000 protocols run in 2017

## Investment Opportunities

- » R&D centers- manufacturing of generics
- » Elderly and Long Term Care services and infrastructure
- » Integrated medical tourism facilities
- » Clinical trials

# Cultural & Creative Industries (CCI) / Filming

CCI have shown great resilience during the crisis, as they actually continued to grow while stimulating creativity and innovation spill-overs in other sectors

The recent implementation of the cash rebate system for the production of audiovisual works in Greece is a decisive step towards attracting film, television, documentary, animation producers and digital games developing companies to invest in the Greek creative sector

## Investment Opportunities

- » Digital Design and Animation
- » Film Industry productions
- » Video and Computer Game







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

## **Qatar Chamber**

Established in 1963 by virtue of the Law No (4), Qatar Chamber of Commerce & Industry (QCCI) is one of the oldest chambers in the GCC countries. Its main role is to organise business interests and represent the Qatari private sector locally and globally as well as support the country's economic actors and productivity.

## **The Chamber's Competences**

- 1-** Expressing opinions – in an advisory capacity – on establishing and developing stock exchanges; ports, markets and fairs, as well as granting franchises related to public facilities and providing opinions on laws and decrees of an economic and financial nature.
- 2-** Issuing various types of certificates of origin for exported and re-exported goods and products.
- 3-** Attesting data and documents of individuals and companies, as well as signatures, stamps, certificates and contracts and other documents related to the commercial transactions that may be needed by the members of the chamber in order to accomplish their transactions inside and outside the country.
- 4-** Coordinating with members and concerned authorities to enhance and promote Qatar's economic relations, particularly by:
  - a) Hosting visiting trade delegations, and sending business trips abroad.
  - b) Holding local and international trade fairs and exhibitions, and participating therein.
  - c) Holding, contributing to and participating in conferences, symposia, and research and training programmes inside and outside the country.
  - d) Publishing magazines, newsletters, periodicals and any other commercial and scientific publications that help in preparing trade, economic and agricultural reports and studies.
  - e) Concluding cooperation agreements with similar unions, chambers, or bodies so as to enhance the cooperation and the commercial ties.
  - f) Preparing economic researches, studies and reports on the evaluation of the various economic sectors' performance, their orientation and development, as well as addressing the problems and difficulties they are facing.
- 5-** Compiling, classifying and publishing information and data for those who are interested in trade, industry and agriculture, as well as providing the government with all required data, information and views related to trade, industrial and agricultural issues in coordination with the competent authorities.
- 6-** Determining the commercial and industrial usages and terminology



Mr. Rashed Bin Nasser Al Kaabi  
Board Member



Mr. Saleh bin Hamad Al Sharqi  
Director General

**7-** Providing advise to the Chamber's members regarding legal, commercial, economic, or technical matters, supplying them with the available information and guiding them on how to follow the procedures and the means that may help them protect their rights and develop their businesses.

**8-** Contributing to the development the administrative and technical cadres in the economy and business administration. Looking for the necessary potentials and means to fulfill this objective, as well as contributing to the establishment of institutions, or centers for commercial and technical training and providing support and assistance for those who are sent abroad for scholarships.

**9-** Providing mechanisms of reconciliation, conciliation and arbitration to settle disputes presented by stakeholders, and mediating to settle disputes that might arise between the Chamber's members, or between them and other parties in order to reach amicable settlements.

**10-** Participating in local, regional and international events which are related to the Chamber's competences, as well as participating in committees formed by the governmental and non-governmental bodies with the aim of studying issues that are within the Chamber's objectives and competences, and all other issues affecting its members' interests.

## Services

### Membership:

- Commercial invoices Attestation & Issuance of Certificate of Origin
- Signature (Ratification – Cancelation – Edit)

### Business Sector Services:

- Hosting Foreign Companies & Delegations
- Organizing external visits to business owners
- Exhibitions
- Monitor private sector obstacles & propose appropriate solutions
- Hosting Seminars & Meetings with Officials

### Company Services:

- Hall Reservation for privet sector events.
- Issuance of ATA Carnet
- Issuance of TIR

### Legal and Arbitration Services:

- Legal Consultations
- Amicable Settlement of Members Disputes
- Settlement of Commercial Disputes

### Information & Directories:

- Economic Reports
- Providing companies and investors with relevant data and information
- Circulars

### Training & Development:

- Training Consultancy
- Training Courses

**Website: [qatarchamber.com](http://qatarchamber.com)**





غرفة تجارة الأردن  
Jordan Chamber of Commerce



*Senator Al Kabariti with the President of the Arab-Brazilian Chamber during the Arab-Brazilian Forum in Brazil*

## Jordan Chamber of Commerce

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

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

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

Main objectives of the Jordan Chamber of Commerce include:

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

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



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

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



#### **Contact Details:**

Jordan Chamber of Commerce

Tel: +962 6 5902040

Fax: +962 6 5902051

e-mail: [info@jocc.org.jo](mailto:info@jocc.org.jo)

P.O.Box: 7029 Amman 11118 Jordan

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





Mr. Ibrahim Mahmoud Al Araby  
Chairman – Cairo Chamber  
of Commerce



## CAIRO CHAMBER OF COMMERCE

### The Chamber's Services

- 1-** Communicating with foreign organizations inside and outside Egypt to encourage & increase the bilateral trade between Egypt and foreign countries.
- 2-** Finding appropriate contact between Egyptian exporters, importers and their counterparts abroad by making BtoB meetings and exchanging required correspondences and communications.
- 3-** Informing the Chamber's members about fairs, conferences, and bilateral trade opportunities (export-import) nationally and internationally.
- 4-** Setting up economic researches, studies, and monthly reports on various commodities to identify the market status, as well finding out solutions for problems which facing the commercial sector.
- 5-** The Chamber gathers many commercial branches activities, which represent all commercial sectors located in Cairo Governorate. These branches aim to discuss the difficulties that obstruct them and propose solutions to remove obstacles.
- 6-** Issuing various certificates such as: certificate of practice to obtain commercial register data, certificate of amendments added to commercial register, certificate of origin, and authentication of invoices.
- 7-** Resolving commercial disputes between Egyptian institutions amicably and also between Egyptian and Foreign companies by the Chamber's Arbitration and reconciliation department.
- 8-** Retail Academy: is an educational, training and guiding academy, which serves small and medium enterprises. It provides a wide variety of free training and development courses for the traders such as:
  - Sales and Marketing
  - Customer Service
  - IT and computing applications
  - Management and Business
  - Human Resources Development....etc
- 9-** Tamayoz Center:  
It is a commercial services center for providing services rapidly (one stop shop). It also aims to improve services introduced to the traders and businessmen by issuing Certificates of Cairo Chamber of Commerce, as well as gathers various government authorities such as:
  - Commercial Registry Agency
  - Notary register



- General authority for Export and Import Control
- General Tax Authority
- Customs Authority
- National authority of Social Insurance

### ISO 26000

Within the framework of the constant pursuit of Cairo Chamber of Commerce ( CCC ) towards excellence to ensure improving its performance, CCC obtained the ISO 26000 certificate which is an international standard that gives a guidance on social responsibility, which can be applied by all organizations in both the public and private sectors, through the following seven axes:

1. Subject to accountability
2. Transparency
3. Ethical behavior
4. Respecting the interests of parties concerned
5. Respecting the rule of law
6. Respecting the international standards of behavior
7. Respect of human rights

## Conference Hall

All conferences and different events that Cairo chamber organize held on it.

## Togar al Mahrousa Club

It is a sporting and social club which offers distinctive services for Cairo traders, located in New Cairo District on an area of 17000 m<sup>2</sup>.



### Contact Details:

Cairo Chamber of Commerce  
 4. Midan El Falaqi Square –  
 Bab El Louk – Cairo – Egypt  
 Tel: 27958261/ 27958262 /27948491  
 Fax: +202 2796 3603/+202 2794 4328  
 e-mail: [info@cairochamber.org.eg](mailto:info@cairochamber.org.eg)



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

*Fax: +20453317531*

*Tel: +2045/3318207*

*e-mail: behira.chamber@yahoo.com*

*www.behirachamber.com*



**FATHI EL-SAYYED MORSY**  
*CHAIRMAN*

I



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

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

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

II



① Issuing monthly reports on the economic and trade status in the Governorate.

② Working on solving the trade-related problems across the Governorate.

③ Setting, financing and monitoring policies for commodity outlets.

④ Coordinating with other authorities for the benefit of both traders and consumers.

⑤ Making suggestions in the aim of facilitating the businesses of traders.

⑥ Offering awareness campaigns, technical consultations and advice for traders.

⑦ Receiving foreign delegations to manage B2B meeting for the benefits of the traders of the Governorate.

⑧ Participating in all the committees relating to the economic and commercial activities in all the authorities.

⑨ Detecting the problems facing investment and trade in the Governorate.

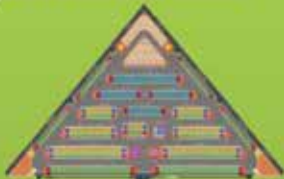
III



## Commodity Bourse & Vegetables and Fruit Bourse



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



### ① THE COMMODITY BOURSE

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

### ② THE VEGETABLES AND FRUIT BOURSE

It aims at extirpating random trade and providing job opportunities for the youth. It also aims at increasing the agricultural produce and decreasing the agricultural waste. The bourse is expected to avail the necessities of the local and the outer market.

IV

## COMMERCIAL DIVISIONS

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

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

V



Society for All

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

VI







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

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

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



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



# company profile



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

## **Markets**

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

## **Scope of Services**

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

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

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



**Consolidated Contractors Company**





## Subsidiaries & Associate Companies

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

## Mission

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

## Core Values

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

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

## Social Responsibility

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







## Consolidated Contractors Company

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

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

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

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

### Fields covered:

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

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

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

### Principal Operating Group Members

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

### Associate Companies

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



Khazzan Gas Project, Central Processing Facilities - Oman



Opera House - Dubai, UAE

## MAJOR PROJECTS EXECUTED OR IN PROGRESS

### ▶ ALGERIA

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

### ▶ AUSTRALIA

- APLNG Pipelines, Queensland

### ▶ BOTSWANA

- North South Carrier 2 Water Transfer

### ▶ EGYPT

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

### ▶ IRAQ

- First Commercial Production Gas Plant - Slug Catcher

### ▶ JORDAN

- King Hussein Cancer Center Outpatient Tower & East Tower

### ▶ KAZAKHSTAN

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

### ▶ KUWAIT

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

### ▶ MAURITANIA

- 16.6 MW Solar Photovoltaic (PV) Power Plant

### ▶ MOROCCO

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

### ▶ NIGERIA

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

### ▶ OMAN

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

### ▶ PAPUA NEW GUINEA

- PNG LNG Project - EPC5B Komo Airport & Infrastructure

### ▶ QATAR

- Sidra Medical & Research Center
- Laffan Refinery 2 - General Construction Work
- Barzan Central Contract, Package 1 - Process Area & 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





*the family company...  
...that cares*



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

## NEWS FROM THE ARAB EMBASSIES



### 6<sup>th</sup> Maysan International Fair and Conference on Energy, Construction and Investment

The Golden Falcon Company is organizing the 6th International Exhibition "Maysan International Fair and Conference on Energy, Construction and Investment", from 25 to 28 February 2019 at Maysan Oil Company Land, Maysan region of South Iraq.

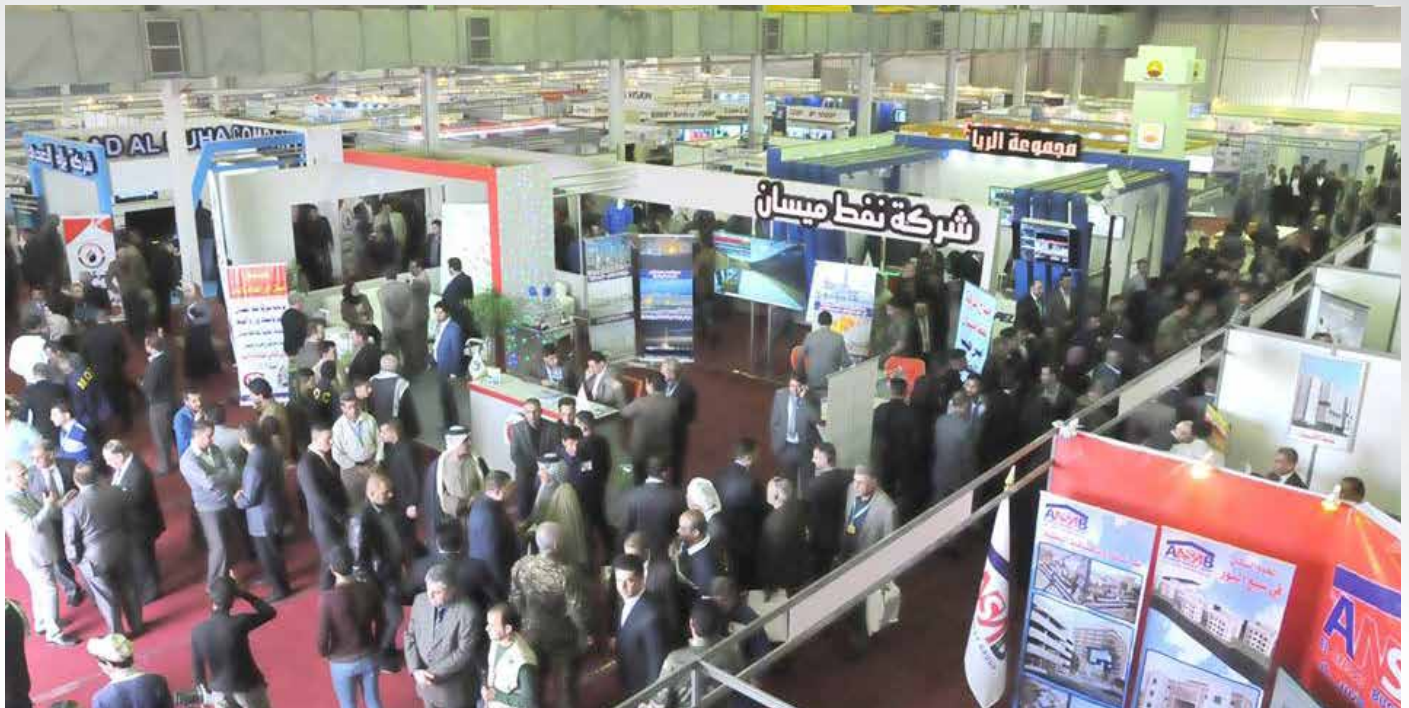
The exhibition deals with the sectors of energy, construction and investment.

*The interested parties can request more information from the organizers at:*

Tel: 00964-07901755296,  
00964-07702829999

e-mail: [info@goldenfalconfairs.net](mailto:info@goldenfalconfairs.net) and  
[azhar21hadi@yahoo.com](mailto:azhar21hadi@yahoo.com)

*Sources: Greek Ministry of Foreign Affairs & Embassy of the Republic of Iraq in Athens*





# NEWS FROM THE ARAB EMBASSIES



*Welcome,  
Mr. Ambassador!*

The Arab-Hellenic Chamber has the pleasure to welcome His Excellency Mr. Shorsh Khalid Said, the newly-appointed Ambassador of the Republic of Iraq to Greece. Ambassador Said is a familiar face at the Ministry of Foreign Affairs of Iraq. Prior to his arrival to Greece, he held the post of Deputy Foreign Minister for Financial, Administrative, Protocol and Human Rights and from 2010 to 2016 he was the Iraqi Ambassador to Ukraine. Among other positions he has held, is as Head of the European Department at the Ministry of Foreign Affairs in Iraq.



Mr. Said has participated in several platforms and international conferences representing his country, notable attending the 27th Session of the General Assembly of the United Nations. His Excellency the Ambassador also represented Iraq at the 2nd International Conference on “Religious and Cultural Pluralism and Peaceful Coexistence in the Middle East” that was held in Athens in 2017.

Mr. Said was the Chief of the Patriotic Union of Kurdistan (PUK) representation in Russia during the period of 1997-2007 and the Representative of the Kurdistan Regional Government (KRG) to Russia. Ambassador Said was also the editor in chief of “New Kurdistan” in Russian from 1999 to 2004.

Mr. Ambassador holds a Master’s degree in topography surveying from Gorny University, St. Petersburg, Russia. He is married and has two children.

The Arab-Hellenic Chamber seizes this opportunity to wholeheartedly welcome Mr. Said and assure him of our highest regard and best of intentions to cooperate with the Iraqi Embassy on every level towards the enhancing of existing friendly relations between Greece and Iraq. Mr. Ambassador, we wish you a fruitful and pleasant stay in Greece.



## NEWS FROM THE ARAB EMBASSIES



### *52<sup>nd</sup> Algiers International Fair, Algiers, Algeria, 18<sup>th</sup> – 23<sup>rd</sup> June, 2019*

Under the high patronage of the President of the People's Democratic Republic of Algeria, H.E. Mr. Abdelaziz Bouteflika, the 52nd Algiers International Fair will be held at the Exhibition Center of Algiers, 18th to 23rd June 2019.

The Algiers International Fair as a showcase of the Algerian national economy, offers to the foreign companies many opportunities to present their products to the Algerian market and to establish new business contacts and partnerships.

The previous edition of this fair has registered the participation of 413 national exhibitors and 271 foreign companies from 26 countries. This

strong presence of international companies at this event, each year, reveals that the Algiers International Fair is one of the most important economic rendezvous in Africa, with economic and commercial dimension.

For more information and registration, please visit the website of the Algerian Fairs and Exportation Company: [www.safex.dz](http://www.safex.dz) or send an e-mail to: [fia2019@safex.dz](mailto:fia2019@safex.dz)

*Source: Embassy of the People's Democratic Republic of Algeria in Athens*



**52<sup>e</sup>** **Alger** **FOIRE**  
**internationale**



## *Celebrating Algerian National Day*

Celebrating the 64th Anniversary of the Algerian Revolution, the Ambassador of Algeria in Greece, H.E. Dr. Noureddine Bardad-Daïdj, has held a reception at the old world luxury hotel “Grande Bretagne” on the 1st of November, 2018. On this occasion, he has welcomed a great number of distinguished guests among them, were the Alternate Minister of Foreign Affairs, H.E. Mr. Georges Katrougalos, Government officials, members of the Diplomatic Corps in Athens, business representatives, and intellectuals and friends of Algeria.

To mark the occasion, Dr. Bardad-Daïdj has delivered an opening speech in which he paid tribute to the memory of Algerian martyrs and all the combatants whose sacrifice has allowed the recovery of the independence and freedom of Algeria, noting that they should always be remembered as he recalled King of Sparta, Leonidas I's words engraved on the Greek monument at the site of the Battle of Thermopylae: « Stranger, bear this message to the Spartans, that we lie here obedient to their laws.»

The Ambassador of Algeria has also availed himself of this opportunity to congratulate the Hellenic Government with the outcome from the economic crisis, and also for the well dealing with the refugee crisis despite the economic and the financial situation, and in accordance with humanitarian principles and values.



# NEWS FROM THE ARAB EMBASSIES



## International Jordan Food Exhibition 2019



International promoters for marketing and organizing exhibitions has the honor to invite you to participate in the fourth edition of the international Jordan food exhibition (IJFE) 2019, which will be held from 03-07 April 2019.

It will be the largest international food exhibition in the Hashemite Kingdom of Jordan, to continue the success for its first, second and third successful editions.

IJFE is one of the best exhibitions in the Kingdom of Jordan in terms of the organisation and the expansion of participating companies.

This exhibition is considered as a great event in the food sector.

For more information, interested parties can contact:

Mr. Eyad Raja: +962 797146101

Miss Unfal Mahdi, +692 796662690

Tel: +962 6 5824568

Fax: +962 6 5824569

E-mail: [info@ipco.jo](mailto:info@ipco.jo)

URL: [www.ipco.jo](http://www.ipco.jo)

Source: Embassy of the Hashemite Kingdom of Jordan in Athens

<u>Products you will see...</u>	
<ul style="list-style-type: none"><li>- Meat and poultry</li><li>- Fish and seafood</li><li>- Dairy products</li><li>- Fruits and vegetables</li><li>- Bread, pastries and cereal</li><li>- chocolate and desserts</li><li>- drinks and non-alcoholic beverages</li><li>- Herbs, legumes and sauces</li><li>- Spices</li><li>- Detergents and cleaning tools related to food and drink</li><li>- Clothing and accessories related to food and drink.</li><li>- Plastic products for daily domestic use</li><li>- Refrigerated and frozen food</li></ul>	<ul style="list-style-type: none"><li>- Babies and infant nutrition</li><li>- Grocery Products</li><li>- Organic products and healthy food</li><li>- Canned and preserved food</li><li>- Cooking oils and fats</li><li>- Rice and Macaroni</li><li>- Dried food</li><li>- Cooking Equipment</li><li>- Office tools related to food and drink</li></ul> 



# NEWS FROM THE ARAB EMBASSIES



## *Dinner in honor of H.E. Mr. Soltan bin Saad Al-Muraikhi, State Minister for Foreign Affairs of Qatar*

H.E. Qatari Ambassador to Greece, Mr. Abdulaziz Ali Al-Naama, hosted a dinner party in honor of H.E. Minister Soltan bin Saad Al-Muraikhi, at the roof terrace of hotel Grande Bretagne, with a wonderful overlooking the Acropolis and the Parthenon. The dinner was attended by the Minister Delegate to the Head of Government, Kingdom of Morocco, Mr. Lahcen Daoudi and Their Excellencies Mr. Samir Addahre, the Ambassador of Morocco, Mrs. Dona Barakat, Ambassador of Lebanon, Dr. Nouredine Bardad-Daidj, Ambassador of Algeria, Mr. Fawwaz Al-Eitan, Ambassador of the Hashemite Kingdom of Jordan, Mr. Abdulla Ahmed Osman, Ambassador of the Sudan, Mr. Lassaad M'hirsi, Ambassador of Tunisia, Mr. Saud Faisal Saud Aldaweesh, Ambassador of Kuwait, Mr. Shorsh Khalid Saeed, Ambassador of Iraq and the Charge d'Affaires of Libya, Mr. Matoug Salem Aborawi. The dinner was also attended by Mr. Tawfic Khoury, Executive Vice President of Consolidated Contractors Company and Mr. Rashad Mabger, Secretary General of the Arab-Hellenic Chamber, along with staff members of the Embassy of Qatar.



*The dinner invitees*

Minister AL- Muraikhi is considered a friend of Greece and has served as an Ambassador of his country to Greece during the period of 2014-2016. This dinner was hosted on the occasion of his visit to Greece to attend and represent his country, Qatar, at the 3rd Euro-Arab Summit, convened on 29-30 October 2018.



*Mr. Tawfic S. Khoury, Executive Vice Chairman of CCC with Minister AL- Muraikhi*



*From left: Mr. Tawfic S. Khoury, Executive Vice Chairman of CCC, the Charge d'Affaires of Libya, Mr. Matoug Salem Aborawi, Minister Soltan bin Saad Al-Muraikhi and the Secretary General of the Arab-Hellenic Chamber*



*From left: The Ambassador of the Kingdom of Morocco, Mr. Samir Addahre, H.E. the Minister Mr. Lahcen Daoudi, the Ambassador of the Hashemite Kingdom of Jordan, Mr. Fawwaz Al-Eitan, the Ambassador of the People's Democratic Republic of Algeria, Dr. Nouredine Bardad Daidj, and Ambassador of the Republic of Tunisia, Mr. Lassaad M'hirsi*

# NEWS FROM THE ARAB EMBASSIES



## *Kuwait International Agro Food Expo 2019*



**Kuwait International  
Agro Food Expo**

**10 & 11 April 2019**

**KUWAIT INTERNATIONAL FAIR GROUND  
HALL 4A - KUWAIT**

**⊕ TIMINGS**

10:00AM - 01:00PM  
05:00PM - 08:00PM

The second edition of Kuwait International Agro Food Expo is being organized from 10 – 11 April 2019 at Hall 4A, Kuwait International Fairgrounds (KIF).

The Exhibition is organized under the auspices of the related Public Authorities of Kuwait with regard to agricultural affairs, fishery resources, food quality and nutrition.

The Exhibition focuses on the sectors of food products, technology, equipment and services, catering, hotel equipment, food quality control and food safety.

For more information, interested parties can contact the organizers via e-mail: [muktar@pineex.com](mailto:muktar@pineex.com) or visit <http://www.kuwait-food.com/2019/> or on +91 9110472512

The Greek businesses/institutions are requested to notify the MFA Directorate of their interest at [b08@mfa.gr](mailto:b08@mfa.gr)

*Source: Ministry of Foreign Affairs, Greece*





# NEWS FROM THE ARAB EMBASSIES



## 36<sup>th</sup> Session of International Fair of Khartoum

The 36th Session of the International Fair of Khartoum will take place from 21-28 January 2019 at the Fair ground in Khartoum, Sudan.

The International Fair of Khartoum is considered as a largest general trade Fair in the region in terms of regular annual organizing and thus it is one of the most important windows of trade exchange and promotion between Sudan and great numbers of Arab, African, European, Asian & Latin American countries. As we are foreseeing the prospects of a new future for Sudanese Economy around the world, it would be fair for the 36 Session of the International Fair of Khartoum to play the positive role in this process. On the basis of this concept, and as the International Fair of Khartoum has local & International economic demonstration, the participation in this session will

have a positive impact in the fields of investment, industrial, agricultural, commercial & services sectors.

For more information, please contact:  
Sudanese free zones & Markets Co. Fairs & Conferences Directorate

P.O. Box: 2366 Khartoum – Sudan

Tel: (+249-183) 263624/263662 -

Fax: (+249-183) 263637

Sudanese free zones & Markets Co. Fairs & Conferences Directorate

ifk.mrkm@sudanfreezone.com

www.sudanfreezone.com / www.khartoumexpo.com

*Source: Embassy of the Republic of the Sudan in Athens*



الخرطوم إكسبو  
Khartoum Expo



الاسواق الحرة للتجارة  
Free Zone Trading





JET OIL

GASOLINE

BASE OIL

GASOIL

LPG

LNG

BITUMEN

FUEL OIL

CRUDE OIL



# THIS IS WHAT WE DO

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

With approximately 19 million metric tonnes (MT) of physical crude oil and petroleum products traded in 2017, BBE is one of the most active gasoil, gasoline, fuel oil and bitumen traders in the Mediterranean, Middle East and North Africa.

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

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

## Our history

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

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

Since the 1980s, we have built strong links with the Middle East and

cemented our position as an industry pioneer in the Mediterranean. We subsequently entered the Black Sea, Asian and US markets.

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

## Trading activities

After decades of trading, we have cemented our position as an industry pioneer in the Mediterranean, the Red Sea and Black Sea regions. We have also built exceptionally strong ties with producers and end receivers worldwide.

Our physical trading activities cover key strategic geographical areas, serving as a network for national oil organisations, major oil corporations and independent trading companies and refineries.

We primarily trade crude oil and its full array of related products. However, we are also flexible enough to deal in more specialised offerings when the opportunity arises.

BBE has become more active in trading LNG and base oil worldwide and continues to supply LPG through term contracts.

We have spot and term purchase contracts with all our key trading partners.

## Personnel

BBE trading business employs over 250 professionals worldwide. The Group has been able to achieve a particularly high retention rate of its personnel through the years.

Having worked in the Group for more than 20 years, quite a few members of BBE's trading and operations teams have gained extensive experience. Their knowledge and commitment play a vital role in the day-to-day support of our trading activities. It is this long-term commitment to BBE that has prompted the strong sense of trust and respect within the Group.

This is mirrored on the outside and has made BBE one of the most respected independent oil trading companies today.

## Strategy

In order to capitalise on our established setup and trading network and infrastructure, we are now pursuing a growth strategy through geographical expansion, product diversification and acquisitions.



# STORAGE AND DISTRIBUTION

Our shareholders and BB Energy own and operate several oil storage facilities worldwide. The facilities are operated and maintained as per international standards followed by international oil companies. We also rent strategically positioned storage facilities to support our international trading activities and/or local distribution activities.

- LPG terminal and filling facilities in Bangladesh with annual throughput capacity of up to 150,000 MT
- We have two oil storage sites in Lebanon with a total capacity of 80,000m<sup>3</sup>
- 12,500m<sup>3</sup> bitumen terminal in Turkey
- 75,000m<sup>3</sup> diesel terminal in Mackay, Australia
- 137 retail stations in Lebanon under the Hypco brand
- 78 retail stations in Turkey under the Hypco brand
- 32,000m<sup>3</sup> refined products and 40 retail stations in Rwanda under the SP brand



## Lebanon Operations



Antillas terminal - Lebanon

In Lebanon, our Group shareholders are the major importers of gasoline and diesel to private sector, and also own and operate two storage facilities with a combined capacity of 80,000m<sup>3</sup>.

Hypco began trading in the early 70s and has been expanding ever since. With approximately 132 full service stations – located throughout Lebanon – Hypco currently has the second largest market share of the local retail market.

In 2014, Hypco opened the first, fully operational, eco-friendly 'green' station in Lebanon; the first in the Middle East.

The company is also the exclusive distributor of Shell Lubricants in Lebanon. With the technical assistance of Q8, Hypco has a licence to market Jet at Beirut International Airport

## Australia Operations



Pioneer Energy terminal - Australia

In March 2017, BB Energy completed the acquisition of Pioneer Energy Terminal in Mackay, Queensland from Morgan Stanley. Commissioned in 2015, Pioneer Energy is the largest diesel terminal in Mackay with storage capacity of 75,000 m<sup>3</sup> (3x25,000 m<sup>3</sup> storage tanks).

It is a state-of-the-art asset that incorporates the latest design and technology. For example, it is the only terminal in Mackay that has marine loading arms for safe, efficient and fast vessel discharge (3,600 m<sup>3</sup> per hour).

Since we acquired Pioneer, we have hired a

local commercial team and are now pursuing a sales strategy and building our track record in supplying Diesel to the Australian market. We have started supplying the wholesale market and have plans to supply the Coal mines in Queensland which are based on longer term tenders.

## Bangladesh Operations



Omera terminal - Bangladesh

In 2013, BBE invested in Omera Petroleum Ltd, an LPG terminal and bottling facility in Bangladesh along with local partner, MJL Bangladesh Ltd and FMO, a Dutch development finance institution. BBE is the exclusive supplier of LPG to the facility with throughput capacity of up to 150,000 MT per annum. The main storage site is at the port of Mongla and includes a jetty, receiving terminal, two storage spheres with capacity of 3,600 MT, bottling/filling plant and distribution centre.

The facility also includes three satellite stations with 450 MT storage capacity, bottling/filling, and distribution capabilities in Chittagong, Bogra and Gorashal/Dhaka. The company started commercial operations during April, 2015 and plans to double its storage capacity over the next three years.

## Turkey Operations



Maris terminal - Turkey

In Turkey, our Group shareholders own and operate a 12,500m<sup>3</sup>, state-of-the-art, storage facility in the port of Mersin which was specifically designed for the inland supply of hot bitumen to road contractors. This fully integrated facility is equipped

with its own dedicated berth as well as shorelines to the terminal. It also has a self-heating system which utilises fuel oil and/or LNG and offers loading directly into trucks. The facility predominantly serves the local market, with a throughput rate in excess of 50,000 MT of bitumen a year. However, we also use it to export to neighbouring Mediterranean markets.

In September 2016, the Group acquired 51% of Citypet (now rebranded Hypco), a retail and distribution business in Turkey with a fast-growing retail network.

Since then, we have expanded the retail and distribution network of Hypco Turkey, which currently counts 78 stations in Turkey and has plans to reach 100 stations by end of 2018.

## East Africa Operations



SP terminal - Rwanda

In April 2018 BB Energy entered into a strategic partnership with Grands Lacs Holdings Ltd, which is a group of oil marketing companies incorporated in Rwanda, Kenya and Tanzania. Amongst other, the group owns SP, the largest Oil Marketing Company in Rwanda with sourcing subsidiaries in Kenya and Tanzania.

SP's business is divided into several lines of business including:

- In excess of 40 SP branded retail stations (of which 30 are owned)
- the largest B to B business in Rwanda supply major commercial and industrial customers in the country
- HFO supply contract to all the power plants in the country
- the largest commercial storage facility
- the operation of the government

strategic stock of oil products in Rwanda. The SP terminal, which has a storage capacity of 32,000m<sup>3</sup>, with 30,000m<sup>3</sup> under construction, was commissioned in Oct 2015 and is a state of the art storage facility incorporating latest design and technology. SP is in the process of expanding its storage capacity by an additional 40,000m<sup>3</sup>.



**BB Energy**



## **ABOUT US**

Al Khashlok Group is a collection of global companies, with a portfolio stretching across several continents and diversified in multiple industries. The group has a solid reputation and a strong presence in the Middle Eastern, European, African and U.S. markets, with over 30 years of sophisticated and advanced investment and success.

Our core values of Integrity, Identity and Innovation allows us to move from stride to stride in any venture we devote ourselves to. This is achieved by utilizing our highly qualified, multi-disciplined and experienced team of professionals to monitor, manage and expand our interests and investments around the globe.

The Board of Directors is formed of Iraqi nationals, who have a profound experience in international business. Their conglomeration of tradition and innovation allows the group to strive both developed and emerging markets as well as being able to conceive creative solutions and strategies.

## **REAL ESTATE AND DEVELOPMENT**

Real Estate has always been a core investment for the group, due to the fundamental belief in its tangibility, its value and its purpose. Over the past few decades, the acquisition and management of high-value properties, in prime locations in global cities have been a key investment policy of Al Khashlok Group. Amongst the group's properties.



A criterion for any investment in real estate, for the group, is to ensure they are in unparalleled premium properties in prime locations depending on its respective use. This is to align with the group's core investment values of excellence, efficiency and elite. In parallel with investments of both residential and commercial property, the group enjoys substantial success in investing in hotel real estate. As with other real estate investments, these investments are serving the upper most market sectors of the industry, aligning itself to the first-class hospitality brands.

In addition to the acquisition of real estate, the group has a deep background in construction, where several board members have master's and PhDs in Civil Engineering. Therefore, the group undertakes in property development, both directly and indirectly, using their experience in either scenario. This allows the group to have a profoundly unique perspective in both developing and acquiring property, understanding the process from the design stage all the way to managing the asset. As construction is one of the most harmful industries to the environment due to its excessive carbon footprint, the group ensures that any project they undertake in has suitable and sufficient sustainability measures implemented.





### **MANUFACTURING AND TRADING**

With the family's origins being in manufacturing and trade, the group had a solid foundation and expertise to transmit that embedded knowledge into the global markets. Initially the family was running a window screen factory amongst other factories for decades in Iraq, the consensus amongst the would-be Board of Directors was to take their proficiency into a global scale. Thus, in 1990, 3 years after the group's founding, we began collaborating with a worldwide leader of the production and distribution of a variety of products. This significantly improved the group's portfolio and enhanced its worldwide reputation as a global player in logistics.

### **MEDIA PRODUCTION**

In 2003, Al Khashlok Group established the first democratic newspaper in Iraq, named Al-Fourat. For this scope it has built major printing facilities equipped with high-standard printing machines. The Group's founder, being socially active and concerned for the public welfare, visualized creating a large Media Entity representing free press in Iraq, post-Saddam. He established Al Baghdadia Satellite TV channel in 2005, [www. http://albaghdadiyagroup.com](http://albaghdadiyagroup.com), which was soon after transformed into a Media Group to be able to be at pace with the technological and social evolution. Al-Baghdadia is an independent and professional channel, which adheres to Iraqi national identity, and helps the restoration of national sovereignty by building a free, democratic system which recognizes the intellectual and political pluralism, ethnicities and religions. At the same time, it's an astute believer in one's individual fundamental freedoms and a defender of human rights. In 2012, Al-Baghdadia 2 launched which focused primarily on entertainment and the production of award-winning TV series and shows.



## TECHNOLOGY

Technology by our measures is an arbitrary word, as it is ever changing, exponential and unpredictable, what is high-tech today is redundant and antique tomorrow. Yet it is embedded in every industry which thereby requires businesses to be ever responsive, high-paced and moving forward in order to always meet a suitable criterion or left behind. Therefore, in Al Khashlok Group, it is our responsibility to conceive innovative solutions and ideas, not only to apply to our business but also create completely new ventures. In 2005, Al Khashlok Group established a new entity named Audio Video Solutions Ltd, specialized in sales, installation and distribution of AV equipment and integrated systems to media companies. The AV Solutions customer list includes the leading private and public-sector organizations. Major industry awards have recognized the company's commitment to product quality, customer service and support. AV Solutions has worked with and represents some of the industry's best manufacturers such as Sony, Canon and Funjinon.





**Tanweer Productions** specializes in scripted content, focusing on both film and TV productions.

Established due to the increased demand for local content in several of our markets, it already has a variety of feature films and TV series in pre-production.

We collaborate with distinguished producers to co-finance local productions for worldwide distribution.

Our strong development team, access to international formats and co-operation with large networks contribute to creating internationally appealing content.

## - IN PRE-PRODUCTION



### **Smyrna, my beloved** (Feature Film)

The powerful true story of the Great fire of Smyrna unfolds for the first time on the big screen. International cast (Vanessa Redgrave, Olympia Dukakis)



### **THE URBAN T** (TV Show)

13 episodes x 45 min

The famous Greek chef Vassilis Kallidis travels around the world visiting big cities and tasting local street food, while cooking Greek food to natives.

## - IN DEVELOPMENT



### **MAMAGERS** (SITCOM)

60 episodes x 35' min

A series that depicts contemporary motherhood and parenting in a comical way.



### **THE SCHOOL** (SITCOM)

60 episodes x 35 min

The daily life of a school that tries to keep up with appearances, but fails to do so dramatically



### **42C**

12 episodes x 45 min

20 year old Lena suffers from post-traumatic amnesia, but as her memory slowly returns the mystery behind her sister's death begins to unfold.



### **Calm Waters**

12 episodes x 45 min

Set on the wild mountains of Falakro in Northern Greece, a local policeman sets out to solve the case of a brutal murder.



IF YOU WANT  
TO LIVE  
THE ULTIMATE  
CINEMA EXPERIENCE  
DON'T GO FAR!

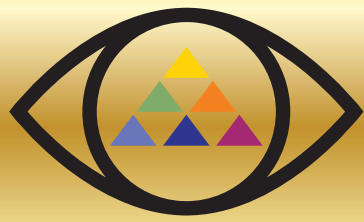


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# Tanweer

**Your partner for more than 30 years in:**

## **DISTRIBUTION**

### **Middle East & North Africa**

- For Theatrical, Pay, Free TV and digital content distribution
- Disney and Discovery representative for Free TV
- Clients: OSN, MBC, beIN, Abu Dhabi Media, Etisalat, FOX Channels

### **Greece & Cyprus**

- 40+ Theatrical releases and 60+ home video releases per year including Warner Bros. Studios, Universal, Hollywood independent and local films
- Library catalogue of 350+ titles such as: Invisible Guest, Molly's Game, Diana, The Call

### **India & SAARC**

- 20+ Theatrical releases per year and library catalogue of 550+ titles, including Limitless, Non Stop, Kung Fu Yoga, Silver Linings Playbook, Transporter Refueled, The Foreigner
- Clients: Netflix, Movies Now, Zee Entertainment, Star TV, Viacom

### **Turkey**

- Library catalogue of 400+ titles such as Now You See Me 2, Nut Job 3D, a Walk Among the Tombstones
- Clients: CGV- Mars, D-Smart, Digiturk, Tivibu, Star TV, Kanal D and Netflix





# A LEADING FORCE IN THE ENTERTAINMENT INDUSTRY

## CONTENT PRODUCTION

- Local films in Greece (Smyrna My Love) and Middle East (Torbal Rayeh Jayy)

## POST PRODUCTION

- 26 post production studios in Dubai, Cairo, Amman, Levant, Greece, India & SAARC providing premium localization services such as dubbing, subtitling and translating
- Tanweer's studios are in compliance with latest security guidelines required by Disney and the MPAA

## CONTENT MANAGEMENT AND CHANNEL PACKAGING

- Exclusive content aggregator for FOX-Rewayat

## CINEMA EXHIBITION

- TOWN CINEMAS: the only multiplex in Greece with 4K laser projectors in the heart of southern Athens

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





## Profile

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

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

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

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

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





ARGO



EASTERN MEDITERRANEAN MARITIME LIMITED

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

الغرفة التجارية العربية  
البلجيكية اللوكسمبورجية



Arab-Belgian-Luxembourg  
Chamber of Commerce

## THE ARAB-BELGIAN-LUXEMBOURG CHAMBER OF COMMERCE 40 YEARS AT YOUR SERVICE AND HOPING TO LIVE UP TO YOUR EXPECTATIONS THROUGH MANY MORE YEARS!!!

This year the Arab-Belgian-Luxembourg Chamber of Commerce is celebrating its landmark 40th anniversary. However, its founding goes back to many more years... Indeed, two persons played an essential role in the creation of the ABLCC. Dr. Buhran Dajani, Secretary General of the Union of Arab Chambers, a unique organization created in 1951 in Beyrouth and the first Arab organization to promote Arab economic development and integration. It represented the private sector in the Arab world through the network of all Arab chambers.

Three thousand kilometers away, in 1961, Mr. Emil-Guy Coulon, along with a group of businessmen, created « le Comité Economique belgo-arabe ». It thus became the Chamber of Commerce for the Middle East and North Africa.

Seven years later, in 1978, the Union of Arab Chambers and the Chamber of Commerce for the Middle East and North Africa founded the Arab-Belgian-Luxembourg Chamber of Commerce (ABLCC) that we know today.

Later on, the Grand-Duchy of Luxembourg integrated our board of Directors and became an important partner for the Arab-Belgian-Luxembourg Chamber of Commerce.

Besides, the ABLCC became a member of the General Union of Arab Chambers which was a natural step in strengthening economic relations between Belgium Luxembourg and the Arab world as well as establishing a real partnership based upon common interests. Since then, they have been working together on a daily basis.

Since its creation in 1978, our Chamber of Commerce has gained in reputation and influence. The ABLCC plays an essential role in the reinforcement of economic relations between Belgium, Luxembourg, and Arab countries and is considered as a reliable voice within the world of business.

Thanks to its 40-year experience in promoting trade and economic co-operation between Belgium, Luxembourg and Arab countries, the ABLCC offers its members a quality service tailored to their needs. What is more, its location in the very heart of Brussels, Capital of the European Union, is an additional trump card to reinforce



its role as an intermediary with European Authorities. In 1983, the first meeting entitled « Coopération Euro-Arabe sur les Exportations et Investissements entre les pays arabes et l'Europe » was organized in Brussels in collaboration with Arab joint Chambers with whom we have nurtured a privilege relationship.

### Unique Networking Opportunities

Since then the ABLCC has continued to forge ahead and its activities have grown and developed.

The ABLCC organizes regular and major events with government officials, the Belgian and Arab Diplomatic Corps, and leading figures from business communities in Belgium, Luxembourg, and Arab countries.

To companies seeking advice and assistance on how to succeed in Arab markets, this proves to be excellent opportunities for networking, sharing experiences, and building strong ties with their counterparts.







## Our major events

- › An annual workshop with all Arab and Belgian Ambassadors in the framework of the Belgian Diplomatic days
- › Multisectoral Economic Missions to Arab countries headed by Belgian Ministers
- › Lunch conferences with prominent Arab and Belgian personalities as guests of honour
- › Arab-Belgian-Luxembourg Economic Forum
- › Hosting of various Delegations from Arab States

## Our Regular Events

- › Business breakfasts
- › Roundtables
- › Seminar and conferences
- › Business workshops
- › B2B meetings

## Our Services

### Legalization of Commercial Documents

When exporting, it is important to present the correct documentation as errors can prove very expensive. In this matter, the ABLCC constitutes an important link in the certification procedure of your commercial documents destined for the Arab world.

### Visa Service and registration of Documents for Saudi Arabia

If you are traveling to the Kingdom of Saudi Arabia for any business purpose, you will need a visa secured quickly and efficiently. The ABLCC is delighted to provide a visa service to Belgian and Luxembourg citizens and persons legally residing in Belgium, Luxembourg, or Europe who want to undertake business travels to, or work in, Saudi Arabia.

### Translation Service

The ABLCC Translation Unit provides high quality translations from and to Arabic, French, Dutch and English.

Our translators are officially qualified and have a long-standing experience to handle commercial, financial, legal and technical translations. Benefitting from a long-standing experience, the ABLCC translation unit is well versed in the translation of all types of documents.

### International Trade Service

The Arab-Belgian-Luxembourg Chamber of Commerce will be pleased to assist you in planning, developing, and managing your business. On a daily basis, the ABLCC works closely with leaders throughout the Arab world, as well

as with high level decision makers in the Belgian and Luxembourg business community, and it serves as a point of contact for the national chambers of commerce in the 22 Arab countries.

## Strong Network

We should never underestimate how important it is to have a strong network of members to shed light on the importance of Arab-Belgian-Luxembourg relations but above all to confer us an increased visibility!

The ABLCC is strongly supported by the Union of Arab Chambers, the Arab diplomatic corps in Brussels, the Arab league, the Belgian Ministry of foreign affairs, the Belgian Regional Agencies for foreign trade (FIT, AWEX, BI&E), the Belgian Foreign Trade Agency, the Federation of Belgian Chambers, the Chamber of Commerce of Luxembourg, the Luxembourg Ministry of Economy, and the Luxembourg Ministry of Finance.

What is more, the ABLCC also enjoys an established network of official organizations and business leaders in Belgium, Luxembourg and Arab countries.

Moreover, we boast our ever-growing network of members, which sheds light on the importance of Arab-Belgian-Luxembourg relations but also confers each of our members a certain visibility and reputation with our official partners.

## Your business at the heart of our efforts

Whether your company is already active in the Arab world or just about to embark on this exciting challenge, the Arab-Belgian-Luxembourg Chamber of Commerce is willing to actively assist you to develop and manage your business. We put our in-depth knowledge of the economic and commercial world in Belgium, Luxembourg, and Arab countries, as well as our strong network of contacts on all level at your disposal.

The ABLCC encourages a bilateral cooperation. We help create opportunities for Belgian companies in the Arab world but we also offer our services to Arab companies willing to invest in Belgium and Luxembourg.

*For more information feel free to contact our team at [info@ablcc.org](mailto:info@ablcc.org) or +32 2 344 82 04*

# NEWS FROM THE ARAB FOREIGN JOINT CHAMBERS



## Our Secretary General attends the 9<sup>th</sup> Arab-German Energy Forum

The Arab-German Chamber of Commerce (GHORFA) convened the 9th Arab-German Energy Forum in Cairo, Egypt, on 24-25 October. The overwhelming participation with over 30 high-ranking speakers and more than 250 participants, reflected enormous mutual interest in Arab-German business relations in the energy sector. The high number of experts and decision makers from business, science and politics strongly contributed to the intensive exchange of information, experiences and constructive ideas that could contribute to Arab-German cooperation.

This event was attended by H.E. Mr. Mohammed Abdo Saeed, the newly appointed President of the Union of Arab Chambers, who delivered a speech, urging the importance of constant flow of investments in the energy sectors and further elaborating that the Arab world is in need of 227,000 megawatts by 2035. He expressed his appreciation for the partnership between Germany and the Arab world in the energy sectors, emphasizing that Germany can play a role in a sustainable energy future of the Arab world.

Other speakers also highlighted the excellence of relations between Germany and the Arab world and the role of the former to play in delivering its transfer of technology with regard to energy in the Arab world. The Ambassador of Germany to Egypt, Julius Georg Luy, mentioned in his speech that German companies follow closely the development and



*Mr. Mohamed Abdo Saeed, President of the Union of Arab Chambers, delivering his speech*

growth of the energy sectors in the Arab world and express their readiness as partners, to further assist in developing this sector, especially in the framework of the green energy policy. He also stressed the importance of the issue of transfer of technology in the energy sectors in the Arab world. It is worth mentioning that Egypt has very amicable and close relations with German companies in a variety of projects which is a testament to a successful cooperation of Arab countries with their German counterparts.

The Secretary General of the Arab-Hellenic Chamber was also among the attendees of this important event and would like to seize this opportunity to wish our sister chamber, the GHORFA, on behalf of the Arab Hellenic Chamber, the best of success in its future endeavors.

Congratulations to the Secretary General of GHORFA, Mr. Abdulaziz Al-Mikhlaifi for a job well done.



*From the Gala Dinner*



*Mr. Rashad Mabger on the right, with Mr. Mikhlaifi, Secretary General of GHORFA, with two delegates of the Forum*





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Al Sraiya Holding group has acquired a strong position in the hospitality field through its hotels in Qatar (Millennium Hotel, Staybridge Hotel, Copthorne Hotel, Kingsgate Hotel, The Town Hotel) UK (Mowbray Hotel, Presidential Serviced Apartments, The Edward Hotel), Germany (Marriot Munich), Poland (The Westin Warsaw), USA (Club Quarters Washington DC) and F&B sector in Turkey (MADO) and Goknur.

Furthermore, Al Sraiya Holding Group introduced The Scholar, the Educational Group that invests in Privates Schools.

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# MYTILINEOS

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

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

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

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

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

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

## BUSINESS UNITS

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



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

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

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

Today (2016 data), MYTILINEOS has 2,817 direct and indirect employees, €637.9 million of exports, €28.9 million of environmental expenditures, 5,002 suppliers, 25 industrial production units & RES-based power plants, €91.7 million of investments, and €1.45 million of social expenditures.

The Company's dynamic business growth is inextricably linked to the principles of Corporate Responsibility and Sustainable Development. For MYTILINEOS, Sustainable Development is synonymous to seeking business excellence with dedication to its vision and with respect for society, the environment, its people and its shareholders. The Company's sustainability policy is founded on the harmonious coexistence of its business activities with the needs of the local communities where its operations are based. In this framework, MYTILINEOS is actively supporting major initiatives based on the global sustainability goals established by the United Nations.

For more details,  
please visit the Company's website:  
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## **GEORGE ALEXANDER GROUP OF COMPANIES**

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### **A group with dynamic presence**

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





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

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

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

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

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## The President of the Union of Arab Chambers visit to our Chamber



On 30th October 2018, the newly nominated President of the Union of Arab Chambers, Mr. Mohamed Abdo Saeed, along with the Union's Secretary General, Prof. Dr. Khaled Hanafy, accompanied by Dipl.-Ing. Mouddar Khouja, Secretary General of the Austro-Arab Chamber and Dr. Gehan Saleh, Economic Advisor, Cabinet of the Prime Minister of Egypt, paid a courtesy visit to our Chamber. The staff was introduced to the visitors who each briefed the President about their role in the Chamber. The President and the Union's Secretary General expressed their appreciation for the staff's hard work and for their contribution to enhancing the AHCCD's unique standing and professionalism which changed fundamentally in the past few years, especially in relation to other joint chambers in Greece. He commended the Chamber

for maintaining amicable relations with the Greek authorities and for the role it plays, along with other sister chambers, in the region.

The President expressed good wishes for further success in all its current endeavors.

Our Chamber has been honored by this visit, especially because it marked the first ever visit of a President of the Union of Arab chambers to its premises.

We would like to send him our good wishes, as he begins his presidency, and express our hope to see him lead all Arab Chambers to great success.

***Best wishes for a successful tenure!***





*From left: SG Mr. Mouddar Khouja, SG Dr. Khaled Hanafy, Dr. Gehan Saleh, President Saeed and SG Mr. Rashad Mabger*



*The visitors to the premises of the Arab-Hellenic Chamber with the staff members and the Secretary General*



## Arab-Hellenic Chamber of Commerce & Development: 40 years of Excellence in Partnership

2019 marks a significant milestone in the operations of the Arab Hellenic Chamber– the 40th anniversary from its foundation. These passed years can be defined as a kaleidoscope of successes, failures, happy memories, strong relationships and warm friendships, while always maintaining our values and principles which are: ***Excellence in service, through innovation, by people who care.***

We have positively impacted on business relations between the Greek and Arab business communities by constant support and excellent service. We hope to continue to endure and add value for our communities on both sides, for our members and non-members alike and for the entrepreneurs who may seek our services and who we serve. Endurance, however, is not easy. Meaningful endurance is even harder. For an organization to endure 40 years and be relevant today is quite a feat. If we learned one thing from those years, it is that enduring requires remaining relevant and relevant requires meeting the needs of our members and our business communities. To be more relevant and more valuable today is an honor that goes to few.

We want to endorse innovation, but we also want to ensure that no one is left behind in the new developments and transitions. The way we live and work is rapidly changing and we are facing new challenges and are confronted with new demographic realities and fast technological developments. We are therefore aware, that further development will entail more commitment from our side - from the staff and the Board. We want to focus on diversifying our concepts, on elevating the trade balance in our communities and on committing to international trade relations and its objectives which are – contributing to job creation and generally improving the living standard of our communities. We have taken huge steps in that direction and are moving forward by adopting advanced form of trading, the cornerstone of which is the transfer of technology and know-how from Greece to the Arab world.

This year's milestone is not only an occasion to look back, but also to look ahead, and what matters most now is what we do next. During the year of 2019, we plan to embark on a series of activities, reflecting on our previous success and taking advantage of our vast database and our unique business network across the Arab world which will help us move

forward and will elevate us to new heights in our role and mandate to promote Greek-Arab relations.

Our Chamber has been loyal to its objectives and has earned a unique status and reputation for its integrity and quality services that it has been delivering to all its members and non-members in Greece and the Arab world. We have stories about overcoming challenges, that show the human face of our organization and our communities. We have also stories about significant milestones and successes of our organization that demonstrate its development and ethos. Our doors will always remain open for all businesses looking for new opportunities, innovation and expansion. We pride ourselves on our good record of successful activities, events, business deals, as well as our association with many outstanding Greek and Arab companies, along with our active relation with the Union of Arab Chambers, the Arab Federations and Chambers of Commerce and our sister Arab-foreign Joint Chambers.

The real measure of our achievements and excellence in partnership, however, is the growing list of our members and their testimonials. The entrepreneurs and businesses on both, the Greek and Arab sides of our communities are the heart of our endeavors and claim to be empowered, optimistic and enthusiastic.

The history of our Chamber is not only about business. It is also about people and we cannot find words to express our thanks and gratitude to everyone who has supported our Chamber throughout the years. Its successful growth is a direct result of a combination of its valued and resourceful staff, its effective Board, its loyal members and generous sponsors, who all played a significant role in helping AHCCD achieve its goals. We are inspired to move forward so we can further build on the foundations created since its establishment.

Before we conclude, we want to say that the road ahead will be challenging, as unpredictability will continue to rule, but we will continue to stay motivated to strengthen our capabilities and to spread understanding and good relations among all parts of our region.

***Bon voyage to us all for our journey to future!***





**14 February  
2019**



## **GREEK - TUNISIAN ONE-DAY BUSINESS GATHERING**



In our calendar for 2019 events and activities that coincide with the Chamber's 40th anniversary, the Arab – Hellenic Chamber is pleased to organize, with the cooperation of the Embassy of the Republic of Tunisia in Athens, a one-day business gathering and roundtable discussion in Athens, on 14th February 2019.

This business gathering will be the first of its kind to be organized by our Chamber for the two business communities to explore and network and enhance a business partnership in all business sectors.

Tunisia's geographic location and investment laws, skilled labour-market and its proximity to Europe and Africa make it an ideal destination for investment. Tunisia's FDI flow is quite encouraging, especially with regard to sectors such as energy, IT and tourism, sectors that have made quite positive strides, though the potential for further increase in other sectors are also attractive.

***Stay tuned for more details and information from our Chamber!***





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ARAB-HELLENIC CHAMBER OF COMMERCE & DEVELOPMENT

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## 2<sup>nd</sup> EXPORTS, SERVICES AND INVESTMENT OPPORTUNITIES DIRECTORY

2019-2020

On the occasion of the 40<sup>th</sup> Anniversary of its establishment, the Arab-Hellenic Chamber is pleased to announce the launching of its 2<sup>nd</sup> Exports, Services & Investment Opportunities Directory, exclusively for the Chamber's member-companies.

The objective of this Directory is to promote all our members' businesses in Greece to the Arab World and our Arab member-companies to the Greek market.

We have opted, as a premium file, to devote the main section to Greek real estate and property opportunities in Greece, as this sector is picking momentum in the interest shown by Arabs, especially with regard to the Golden Visa legislation. Companies in these sectors are encouraged to contact the Chamber for further details.

The Directory will be published during the first quarter of 2019.

*More information  
will follow soon!*

40 years of Excellence in Partnership





## Arab-Hellenic Chamber's Business Trip to Syria and Lebanon

Lebanon tops the list in trade balance with Greece and Syria has always been one of the traditional trade partners with Greece. These two markets represent a very good opportunity for Greek businesses to further explore the potential of increasing their promotion, taking advantage, at the same time, of what Lebanon and Syria can offer. The horizon for the creation for enhancing existing partnerships and enhancing new ones are unlimited. Based on our cooperation with the Federations and Chambers of Commerce in the two countries and our extensive database of business contacts, the planned B2B meetings will take place in all business sectors.

The program includes B2B meetings in Damascus for two days and back to Lebanon for another round of business meetings in all domains in Beirut and Tripoli.

The Arab-Hellenic Chamber is calling upon its members and non-members to save the date and soon will be announcing more details on this important business trip.



Arab Academy for Science, Technology & Maritime Transport

## A Visit to the Hellenic - Arab Maritime Academy

Mr. Harris Geronikolas, the President of the AHCCD & the President of the City Unity Educational Group which encompasses the Hellenic Arab Maritime Academy of City Unity College, received on 30th October 2018 at his office, a courtesy call from the Arab dignitaries, H.E. the Egyptian Ambassador, Mr. Farid Monib, the President of the Union of Arab Chambers, Mr. Mohamed Abdo Saeed, and Prof. Dr Ismail Abdel Ghafar, President of the Arab Academy for Science, Technology & Maritime Transport (AASTMT) in Egypt. Mr. Geronikolas gave a brief summary of the program and activities of the Hellenic-Arab Maritime Academy and elaborated on its syllabus and the facilities it offers to students from Greece, the Arab world and Africa. This visit was attended by the Secretary General of the Union of Arab Chambers, Prof. Dr. Khaled Hanafy, Dipl.-Ing. Mouddar Khouja, Secretary General of the Austro-Arab Chamber of Commerce, Dr. Gehan Saleh, the Economic Advisor at the Cabinet of the Prime Minister of Egypt and by our Secretary General, Mr. Rashad Mabger.



The delegates were offered the tour of premises and were able to explore the excellent facilities and technical equipment specifically designed for a better academic advancement of students and at the same time, enabling the Academy to carry efficiently its daily schedule. Mr. Monib delivered a warm speech to the students urging them to nurture attentiveness and responsibility and strive for excellence as the doors to remarkable new possibilities will then be open for them. Dr. Ismail also addressed the students, praising the specifically designed syllabus and innovative teaching methods, while he challenged them to look to the future and motivated them to take on the high standards and look forward to the opportunities that lay ahead.

The Arab-Hellenic Chamber prides itself on being part of the process of establishing this first Hellenic - Arab Maritime Academy in Greece, which represents another model of co-operation between Greece and the Arab world.







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

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**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).

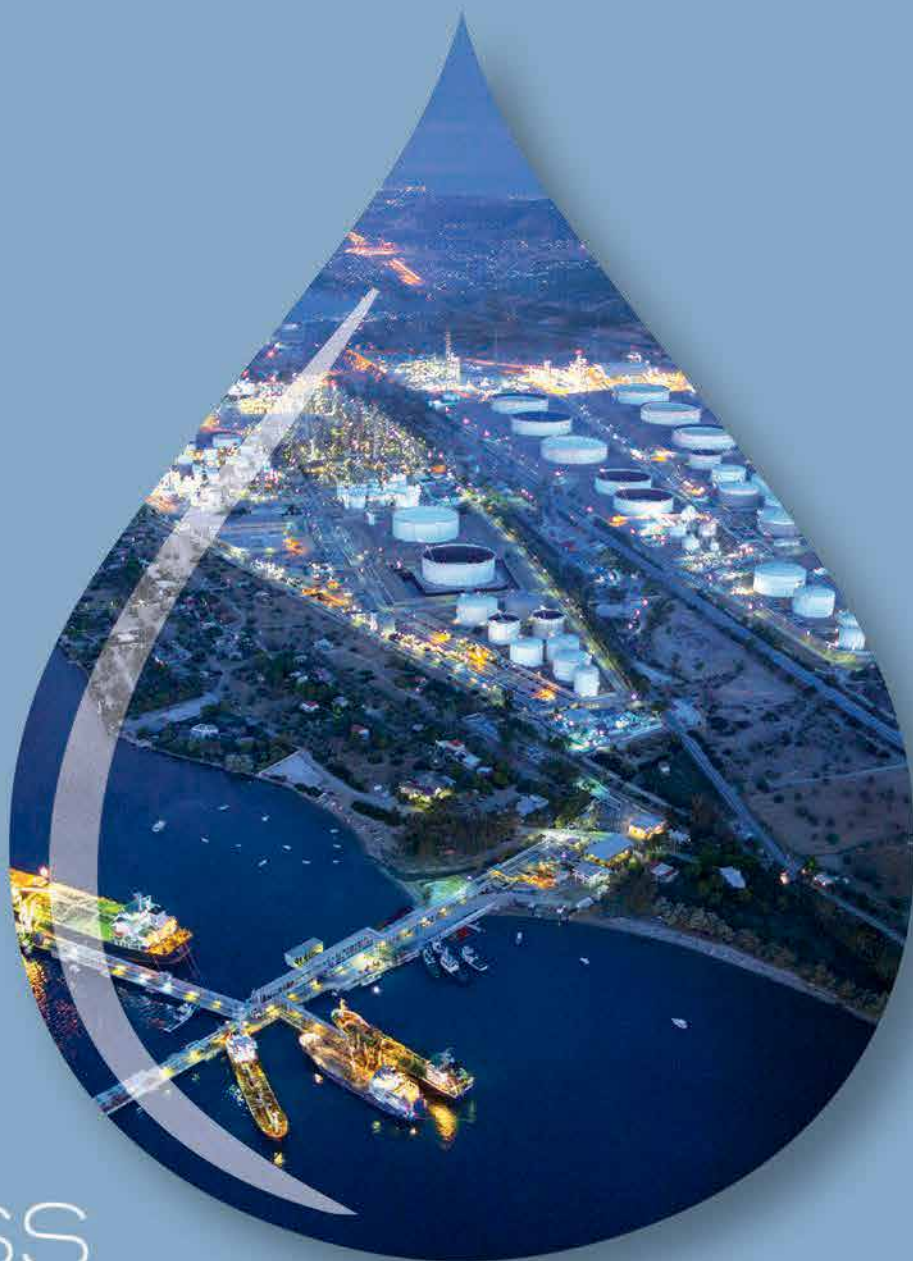
MOTOR OIL's vision is to be a leading oil refiner and oil products marketing enterprise in Greece and the wider Mediterranean region. The company enjoys long-term relationships with its customers as its products meet the most stringent quality standards and specifications. It is the only Greek refinery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

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Archirodon is a large international contracting group with 60 years of experience in more than 30 countries around the globe, mainly in the Middle East, North Africa & Caspian regions.

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

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



Having earned its reputation as a reliable and respected international contractor for more than half century in the Engineering, Procurement and Construction market, Archirodon aims to continue creating value to its stakeholders by executing complex EPC projects worldwide

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



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



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



# THE GROUP AT A GLANCE



## A STRONG PRESENCE IN THE CONSTRUCTION FIELD

The J&P-AVAX Group is one of the strongest construction groups in Greece, with significant presence on large-scale domestic and international projects. The Group is listed in the Athens Stock Exchange since 1994 and since then it is continuously developing, creating projects that combine aesthetics and functionality. In all its activities, J&P AVAX Group applies international management systems for Quality, Safety and Environment, which are certified by ISO 9001:2000, OSHSAS 18001 and ISO 14001 certificates respectively.

A unique characteristic of the group is adherence to its basic principles, which revolve around human needs, and serve aesthetics and efficiency.

## EXPANSION TO INTERNATIONAL MARKETS

With insight, correct judgment, and direct answers to today's corporate challenges, the J&P-AVAX Group has already laid the appropriate foundation for its enhancement in the fields of construction and concessions. Its goal is to grow its construction activities, mainly through the expansion of its participation in concession contracts and an increased role, of international markets in its projects.

In recent years, the Group has been characterized by its expansion into foreign markets.





## TRAINING AND DEVELOPMENT

The J&P-AVAX Group believes that the development of employee aptitude is an investment in people and the future of the business.

For this reason it promotes human resource training through multiple cycles of educational seminars in all the companies of the Group.

Additionally, during the course of the year, professionals of the Group are certified in specialized topics, such as international accounting standards, human resources management, market management and supplies, etc.

## VISION

The J&P-AVAX Group aims to consolidate its leading position as a construction and concessions managing company in the domestic market, while at the same time securing a significant share of revenue from international markets.

## MISSION

The Group's commitment is the creation of long-term value for its shareholders, through a well-diversified portfolio of activities, which will be based on the quality of the projects it executes, the maintenance of good relationships with clients, entrepreneurial creativity, technical experience and social responsibility.



**BUILDING THE FUTURE**

## J&P GROUP OFFICES / WEBSITES

<http://www.jp-avax.gr>

<http://www.mondotravel.gr>

<http://www.eteth.gr>

<http://www.volterra.gr>

<http://www.jpdevelopment.gr>

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

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 280 million passengers and over 3 million flights, 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. In 2018, growth continues dynamically, for a fifth consecutive year.

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 a strategic focus on the promotion of “destination Athens” through 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.

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.



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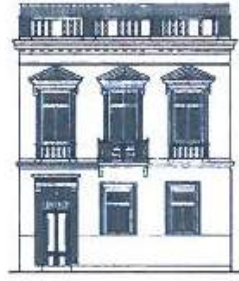
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## GERASSIMOU & PARTNERS LAW OFFICES



Gerassimou & Partners is a “Boutique” Law Firm in Greece operating its offices under international standards, providing its Greek and foreign clientele with the highest quality legal services and expertise.

Gerassimou & Partners Law Offices is one of the leading business and commercial law firm in Greece, situated in the heart of shipping and business industry, Piraeus, Greece. We are dedicated to provide a professional, responsive, personalized, attentive and cost effective range of services to our clients in the ever changing business environment in Greece and abroad.

Close business long-term relationships have been developed with a large number of the world’s leading international law firms, institutions and academics endeavoring to be always internationally updated, scientifically reliable and professionally effective.

### Nicholas G. Gerassimou

- *Piraeus Bar Association*  
*(Supreme Court)*
- *LLM Maritime Law (Soton)*
- *LLB University of Athens*

**Member** in numerous Associations, such as the Arab - Hellenic Chamber of Commerce & Development

**Board Member** of the Hellenic Association of Maritime Lawyers and the Hellenic Association of Maritime Law

**Legal Counsel** of the Board of the Hellenic Maritime Environment Protection Association (HELMEPA), and the Hellenic Shortsea Shipowners Association

The expertise areas of the firm concern mainly shipping, transportation and aviation law, commercial and corporate matters, cargo claims, insurance and marine insurance matters (P&I, total, partial and constructive total loss). The partners of the offices are experienced lawyers in litigation, arbitration and dispute resolution in a vast area of legal matters such as mergers and acquisitions, administrative law, civil and tort law, real estate and tax aspects.

The law firm has been involved in the formation of numerous companies, both in Greece and abroad, and undertakes the resolution of daily matters of such companies. Gerassimou & Partners Law Offices specialize also in the registration of vessels and yachts in various jurisdictions, such as Liberia, Panama, Marshall Islands, Cyprus, Malta, in the reflagging of vessels as well as in the conclusion of ship sale and purchase contracts and ship finance agreements.



# GERASSIMOU & PARTNERS

## LAW OFFICES



In the field of Energy and Environment, the Firm has grown rapidly in the last five years and provides a global range of activities and consultation advising on all aspects of the energy related projects with particular emphasis on the renewable energy field (solar, wind, hydro, biomass and geothermal) with great success to local and international investors.

In addition, the attorneys of the firm have been publishing numerous academic articles and interviews in national and international business and law journals. As regards to the current situation of the Greek and international maritime industry, the global maritime industry is expected to bring radical changes until 2030 as regards to the daily operation of the maritime companies. The improvement of technology and the automation of the contemporary systems have already affected the maritime industry throughout all its stages, from the shipbuilding to the manning of the vessel. 25 years ago a bulk carrier required approximately 28 seafarers onboard, whereas today 18 persons are adequate for the operation and navigation of the ship, due to the improvement of technology, robotics and automation". Furthermore, according to published statistics, the Greek shipowning fleet controls globally 30% of the tankers, 22% of the bulk carriers, 15% of LNG/LPG ships, 9% of the container ships. It is noteworthy that the Greek fleet represents more than 50% of the dwt of the total European fleet. Moreover, the age of the Greek ship-owned vessels has been reduced to 11,54 years, whereas the age of the ships with Greek flag has been also reduced to 13, 74 years, bearing in mind that the global average age of each ship is 14,81 years according to statistics of the EU.

Currently, the system for establishing representative offices in Greece for maritime companies registered in Marshall Islands, Panama, Liberia and other flags of convenience is attractive to investments due to the flexibility and ease of implementation, in accordance with the provision of the Laws 27/75, 814/78, 2234/94 and 3752/2009.

### GERASSIMOU & PARTNERS LAW OFFICES

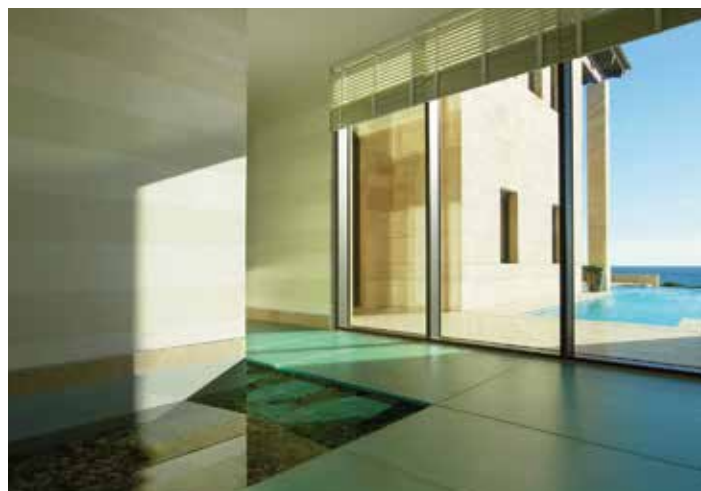
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## Quality and Innovation in the Coatings Industry since 1972

Established in 1972, NEOKEM started the development and production of high quality coatings. In 1987, we were the first Greek company to implement the production of powder coatings for aluminum architectural systems. In 2006, we produced super durable powder coatings with excellent resistance to adverse outdoor conditions. Today, we are a leading international Powder Coating manufacturer with products that are globally recognised and distributed in over **25 countries** through our network of subsidiaries and sales partners.



### Architectural Applications

Architectural applications are probably the most challenging ones. The technical and environmental standards are constantly rising. Our collections **Prisma**, **Ammos**, **RAL Metallic** and **RAL Matt Polyester** have been designed to meet the demands and preferences of contemporary architecture.

### Main Applications:

Facades, Doors, Windows, Blinds, Pergolas, Rails, Fences, Garage Doors.



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







### Domestic Appliances

We offer a complete range of epoxy polyester powder coatings especially designed for indoor applications such as home appliances, offering the options for a distinctive look, unique design functionality and durability in classic and trendy colors.

#### Main Applications:

Refrigerators, Dishwashers, Washing Machines, Ventilation, Ovens, Radiators, Air Conditioning.



### Functional Coatings

Powder coatings on functional applications mainly offer a high abrasion, high corrosion, and high impact resistance. We have invested in the relevant technologies to achieve optimum results. We offer a product range with specialized characteristics and benefits for the user. All our products are solvent free, environmentally friendly and recyclable.

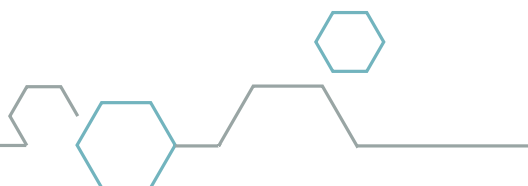


### Industrial Applications

We offer a complete series of polyester, epoxy and polyester epoxy powder coatings for industrial applications.

**Main Applications:** Solar Panels, Lighting Equipment, Shelving Systems, Lab Equipment, Store Equipment.

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# SPECIAL INSERTION



MIDDLE EAST  
DESIGN &  
HOSPITALITY  
WEEK 2019

DMG Events 2019 - Construction		
A/A	DATES (FROM - TO)	EXHIBITION EVENT
1	14-16/01/2019	<b>FM EXPO SAUDI - SAUDI CLEAN EXPO - HVAC-R EXPO SAUDI</b> <a href="https://www.fmexpo-saudi.com/">https://www.fmexpo-saudi.com/</a>
2	11-13/02/2019	<b>EGYPS-EGYPT PETROLEUM SHOW</b> <a href="https://www.egypts.com/">https://www.egypts.com/</a>
3	10-13/03/2019	<b>The BIG 5 Saudi</b> <a href="http://www.thebig5saudi.com/">http://www.thebig5saudi.com/</a>
4	20-22/06/2019	<b>The BIG 5 Construct North Africa</b> <a href="http://www.thebig5constructnorthafrica.com/">http://www.thebig5constructnorthafrica.com/</a>
5	10-12/09/2019	<b>Middle East Stone</b> <a href="https://www.middleeaststone.com/">https://www.middleeaststone.com/</a>
6	10-12/09/2019	<b>Windows Doors &amp; Facades</b> <a href="https://www.windowsdoorsandfacadeevent.com/">https://www.windowsdoorsandfacadeevent.com/</a>
7	10-12/09/2019	<b>Gulf Glass</b> <a href="https://www.gulf.glass">https://www.gulf.glass</a>
8	Sep-19	<b>The BIG 5 Construct Egypt</b> <a href="http://www.thebig5constructegypt.com/">http://www.thebig5constructegypt.com/</a>
9	23-25/09/2019	<b>The Big 5 Qatar</b> <a href="http://buildingservicesqatar.com/">http://buildingservicesqatar.com/</a>
10	Nov-19	<b>ADIPEC</b> <a href="https://www.adipec.com/">https://www.adipec.com/</a>
11	<b>THE BIG 5 DUBAI 2019</b> November 2019	<b>The BIG 5 Dubai</b> <a href="https://www.thebig5.ae/">https://www.thebig5.ae/</a>
12		<b>The BIG 5 Solar</b> <a href="https://www.thebig5solar.ae/">https://www.thebig5solar.ae/</a>
13		<b>Urban Design &amp; Landscaping Expo</b> <a href="https://www.udlexpo.com/">https://www.udlexpo.com/</a>
14		<b>HVAC - R</b> <a href="https://www.thebig5.ae/exhibit/hvac-r-2018/">https://www.thebig5.ae/exhibit/hvac-r-2018/</a>
15		<b>The Big 5 Heavy</b> <a href="https://www.thebig5heavy.com/">https://www.thebig5heavy.com/</a>

DMG -Hospitality Events 2019		
A/A	DATES (FROM - TO)	EXHIBITION EVENT
1	21-23/04/2019	<b>THE HOTEL SHOW SAUDI ARABIA</b> <a href="https://www.thehotelshowsaudiarabia.com/">https://www.thehotelshowsaudiarabia.com/</a>
2	24-26/06/2019	<b>THE FOOD &amp; HOSPITALITY SHOW EGYPT</b> <a href="http://www.foodandhospitalityegypt.com/">http://www.foodandhospitalityegypt.com/</a>
3	<b>MIDDLE EAST DESIGN &amp; HOSPITALITY WEEK</b> 17-19/09/2019	<b>INDEX</b> <a href="http://www.indexexhibition.com/">http://www.indexexhibition.com/</a>
4		<b>SURFACE DESIGN MIDDLE EAST</b> <a href="https://www surfacedesignexhibition.com/">https://www surfacedesignexhibition.com/</a>
5		<b>WORKSPACE</b> <a href="https://www.workspace-index.com/">https://www.workspace-index.com/</a>
6		<b>FUTURE INTERIORS MANUFACTURING</b> <a href="https://www.futureinteriorsproducts.com/">https://www.futureinteriorsproducts.com/</a>
7		<b>THE HOTEL SHOW Dubai</b> <a href="http://www.thehotelshow.com/">http://www.thehotelshow.com/</a>
8	Oct-19	<b>INDEX SAUDI</b> <a href="http://www.index-saudi.com/">http://www.index-saudi.com/</a>
9	Nov-19	<b>INDEX QATAR</b> <a href="https://www.index-qatar.com/">https://www.index-qatar.com/</a>

Contact Details: Dmg Events 35, Asklipiou Str., Glyfada, 16675 Mr. Paul Kyriazis, Mrs. Fani Picha  
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A photograph of an EgyptAir cabin interior. A passenger wearing a white thobe is seated in a blue leather airplane seat, holding a tablet computer. The seat has an EgyptAir logo on the headrest. The text "Fly to more than 70 destinations worldwide" is overlaid on the top left. The website "egyptair.com" is at the bottom left. A vertical text "EGYPTAIR ADVERTISING" is on the far left.

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A STAR ALLIANCE MEMBER 

# The Syrian Chamber of Shipping



The Syrian Chamber of Shipping was established in 2006 under Public Law no.20.

The Syrian Chamber of Shipping is structured from a combination of private and public maritime sector companies and establishments which gives the Chamber the privilege to better serve and represent the Syrian maritime industry as a whole.

Currently, The Chamber consists of three divisions as follows:

- 1- Shipping Agencies.
- 2- Ship Owners' and Operators.
- 3- Marine Activities, which includes Port Companies, Brokers, Ship Yards, Class Representatives, Marine Insurance and P&I Representatives, Ship Repairs, Marine Surveyors, Ship Chandlers, and Container Terminals.

The Chamber's major functions include and are unlimited to

- Draft legislations consultancy regarding laws proposed by the Ministry of Transportation or other government and non-government departments related to the maritime industry.
- Conducting research and studies and providing statistics on shipping related matters.
- Organizing conferences, seminars, courses, lectures and issuing journal bulletins to keep members up to date with internal and external Maritime Transport developments and modifications.
- Informing members of developments in international shipping and maritime legislation.
- Offering expert advice on specialized shipping issues.
- Represent and defend members interests locally and internationally
- Working on promoting and developing the Syrian public and private merchant fleets





- Monitoring all technical developments in the shipping industry.

The Chamber is governed by a 15-seat board of directors. The boards of directors' members are elected for a four-year term. Ten members represent the private maritime sector while the other five are named by the Syrian Ministry of Transportation representing the Public Maritime Sector.

\*A few of SCOS contributions

- SCOS effectively contributed to the issuance of the following local laws and codes;
  1. shipping agencies tariffs,
  2. the Syrian Merchant Maritime Law,
  3. ship registration law no.27

- SCOS organized two international symposiums about EDI systems implementation.

- SCOS organized a handful of conferences and forums about maritime industry in Syria.

**Contact details:**

Syrian Chamber of Shipping

**Head office**

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Fax. +963 41 371489

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3. CANA LABORATORIES
4. DR. BASSEM ISSA
5. SDK LAW OFFICE
6. TSOUKALAS LAW FIRM
7. MASTEREQUIP
8. DMG EVENTS
9. PROJECT GREEK SOUTH AEGEAN ISLANDS  
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## **METROPOLITAN** GENERAL

### CONTACT DETAILS

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International Patient Department (I.P.D.)

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**E:** [insurancehelpdesk@metropolitan-hospital.gr](mailto:insurancehelpdesk@metropolitan-hospital.gr)

**W:** [www.metropolitan-general.gr](http://www.metropolitan-general.gr)

**F:** MetropolitanGeneral

**METROPOLITAN GENERAL**, a proud member of Metropolitan Health Group, is the leading healthcare provider in Greece.

Our vision and obligation, is to offer top-quality healthcare services to the patient. We acknowledge that private healthcare, is not a privilege of the few, but a fundamental right of every patient. We are therefore able to ensure, the necessary conditions **to secure access to individualized, specialized care to all.**

In Metropolitan General, a large and constantly developing group of renowned, knowledgeable, and up-to-the-minute physicians of numerous specializations, can comprehensively deal with any case at a diagnostic, preventive and treatment level in all specialties with the help of our highly skilled nursing staff and advanced technological equipment.

It has a 239-bed capacity in high-end hotel facilities, 10 fully equipped Operating Rooms, one of the most advanced Intensive Care Units to immediately provide Emergency and Intensive Care services in high-safety conditions, a 24-hour Emergency Department and Outpatient Clinics, including all specialties. It proudly features state-of-the-art equipment to guarantee the most innovative diagnostic and therapeutic approaches.

Dedicated to the vision of Metropolitan Health Group, Metropolitan General is constantly learning, evolving and ensuring better health and better quality of life for people





## CONTACT DETAILS BOURNAS MEDICALS

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**F:** +30 210 26 12 089

**E:** [export@bournas-medicals.gr](mailto:export@bournas-medicals.gr)

**W:** [www.bournas-medicals.gr](http://www.bournas-medicals.gr)

**BOURNAS MEDICALS** has been operating since 1988 in the field of medical disposable products. In 2006, the company started producing hygiene paper products for medical, dental, beauty and cleaning market.

Company's product portfolio includes examination rolls & tissue paper products, dental rolls & bibs, sanitary & absorbent products, examination gloves and also a great range of medical disposable products.

We are working exclusively with some of the biggest production factories all over the world so we are able to provide a great high quality product range. We are investing on our production process enriching it with all contemporary resources and methods for producing, packaging and disposal of goods.

With special emphasis and attention to detail, we look after the quality of our products so that we can meet the strictest specifications and controls given by European Certification (CE). Our company is certified with ISO 9001:2015 for production, trading and distribution of our products.

Our Company holds high market share in Greece by covering the entire range of health products with distributors all around the country. Also, from 2007 we are exporting our products worldwide by having presence in more than 25 countries like France, Belgium, Germany, Australia, Cyprus etc.







## CONTACT DETAILS

### CANA LABORATORIES

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

## CANA LABORATORIES

Since its founding in 1928, Cana Laboratories has been producing and distributing a broad range of health products in the Greek market with reliability and an acute sense of responsibility, as a trusted partner of major multinational firms. Throughout our long history, we have maintained a steady commitment to business ethics, transparency and the highest of standards in everything we do.

Our company owns production lines manufacturing a variety of high-quality products to stringent standards and trades in pharmaceuticals, medical devices, clinical nutrition, baby care, food supplements and vitamins, cosmetics and dermo-cosmetics. Cana Laboratories employs 110 highly qualified staff that support the production, marketing and distribution functions.

The company is certified with ISO 9001 for Pharmaceuticals Quality Management Systems, ISO 14001 for Environmental Management, ISO 22716 for Cosmetics, ISO 13485 for Medical Devices Quality Management Systems and operates in accordance with Ministerial Decision DY8/1348/2004 regarding the best practices for storage and distribution of Medical Devices. The company operates under Good Manufacturing Practices (GMP) regulations.

Cana is a member of the Hellenic Association of Pharmaceutical Companies (SFEE), the Hellenic Federation of Enterprises (SEV) and the Greek Association of Child Nutrition Products Enterprises (SEPTTE).





## CONTACT DETAILS

### DR. BASEM ISSA

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**DR. BASEM ISSA**, consultant Neurosurgeon is the scientific director of the Neurosurgical Department and the director of CNS microsurgical treatment at Metropolitan General Hospital. He also operates his own private medical practice in Glyfada, Athens.

Dr. Issa has extensive experience in the treatment of disorders of the Cervical Spine Surgery, Lumbar Surgery, Brain Surgery, Peripheral Nerves Neurotrauma and Neurooncology.

His further specialities include Spinal surgery cervical squadron, brain surgery (Craniotomy, Brain Tumors, Ventriculoperitoneal shunt, Vascular Disorders, Cranioplasty, Stereotactic biopsy of brain tumours epidural hematoma) and Lumbar Surgery (Ex: Endoscopic discectomy, endodiscetomy injected GEL, percutaneous spinal fusion-Kyphoplasty).

The most up-to-date surgical techniques are applied using the latest technology (neurosurgical microscopy, intraoperative neurology, intraoperative neurophysiological control, O-arm, endoscopes) to accurately identify and treat pathology with maximum safety and minimal damage to the tissues.







# Special Edition NEW MEMBERS

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

## STEFANAKI • DESKAS • KONSTANTINOU & ASSOCIATES • LAW FIRM

### CONTACT DETAILS

#### STEFANAKI- DESKAS-KONSTANTINOU & ASSOCIATES LAW FIRM

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

For more information you can contact Maria Cheretaki ([mch@sdklaw.gr](mailto:mch@sdklaw.gr)) or Christos Vakalopoulos ([chv@sdklaw.gr](mailto:chv@sdklaw.gr))

#### The team of “**STEFANAKI- DESKAS-KONSTANTINOU & ASSOCIATES LAW FIRM**”

had initially focused on litigation cases and has acquired a reputation from handling complex disputes before courts and arbitration tribunals, while often undertaking the task of overseeing and directing the handling of on-going litigation cases.

Today our team is composed of 6 partners and 3 associates, all of which are members of the Athens Bar Association, while some are also admitted in Bars outside Greece. Our team is supported by two (2) trainees and a three (3) person secretarial team.

The areas of law in which we specialize today are the following: Civil Law, White Collar Crime, Commercial Law (company law, banking law, trademark and patent law), International Commerce, Administrative Law, Tax Law, Competition Law, European Law, Public Procurement, Arbitration, Bankruptcy Law and Re-Organization of Companies Law.

Our firm also has substantial experience in real estate matters, namely acquisition and sale of real estate in Greece, either commercial or residential, through a legal entity or as a natural person. In this context we have assisted many clients in issuing permits in Greece, business visas or investment visas such as the so called “Golden visas”.

## TSOUKALA & PARTNERS LAW FIRM

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#### TSOUKALA & PARTNERS LAW FIRM

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### TSOUKALA & PARTNERS LAW FIRM

We are one of the leading full-service law firms in Greece and have acted on numerous high-profile transactions. We have strong expertise in banking and finance, equity/debt capital markets, mergers and acquisitions, constructions and PPPs, real estate/hotel transactions, privatisations, energy, oil & gas, mining, NPL acquisition/servicing, corporate, tax, technology, FINTECH, telecoms, EU & competition, restructuring, bankruptcy and dispute resolution.

We are renowned for our cross-border transactional expertise and our clients include global leaders, such as investment banks and funds, energy & construction companies, real estate investment companies, hotel groups/operators and international corporations. We are year-on-year recommended by the top legal guide *The Legal 500* and have received numerous prestigious awards from global publications, including:

- *Acquisition International*, “Most Outstanding Law Firm of 2017”
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- *Corporate Intl Magazine*, “Global Award 2018, Litigation Law Firm of the Year in Greece”
- *Lawyers Worldwide Awards*, “Super Lawyers 2017, Commercial Arbitration Law Firm of the Year”







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### **DMG EVENTS**

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Through all of this work our aim is simple. We want to accelerate business through face-to-face events, which is why we work so hard to bring people together, creating opportunities for them to network, learn and do business.





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## PROJECT GREEK SOUTH AEGEAN ISLANDS PROMO

- Mykonos Best - Santorini Best Around The Globe 2018-2019

The project aims to promote its premium members from Mykonos and Santorini islands, to inter-national upscale tourism markets through targeted actions.

The team of the project participates in major international travel fairs and boat shows abroad (London, Berlin, New York, Moscow, Riyadh, Dubai, Abu Dhabi, Doha, etc.) promoting luxury and quality Greek tourism product in targeted outbound tourist markets that are particularly dynamic and with high potential for further growth.

Specifically, we promote our members through direct business meetings, Events, associated Chambers of Commerce, email newsletters, social media and Mykonos Best and Santorini Best Application.

Use the QR code to download the Applications, visit our websites or follow us on Facebook and Instagram!

We promote each premium member with a tailor made plan of actions designed according to its needs.





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