

ISSUE 31
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MAN

Members' Activities Newsletter

Special Edition



3rd Workshop
“Doing Business
in the Arab World”

Athens - 21st March 2019



Bridging the Gap
Connecting Businesses



منتدى الاعمال والاستثمار العراقي-الاوروبي الرابع
4th Iraqi-European Business & Investment Forum
Athens, 10-11 July, 2019

SAVE
THE DATE



Organized by:



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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!

Special Edition

FOREWORD



Harris Geronikolas
President



Rashad Mabger
Secretary General

Dear Reader,

As we have established in the past, we are high fliers and, therefore, we keep our eyes constantly on the ball. This year again, we got down to business early and are off to a very good start as everything seems to promise a very productive year for our Chamber. We have already participated in two important exhibitions, **EXPOTROF** (1-4 February 2019) and **FOOD EXPO** (16-18 March 2019) and were privileged to host at our premises a **Business Delegation from Monastir, Tunisia** (13 February 2019). We also consider as our achievement and privilege, the selection of our Chamber to become the organizer of the **“4th Iraqi -European Business and Investment Forum”**, due to be held on 10-11 July 2019. For details, please see the inside pages.

The **3rd Workshop “Doing Business in the Arab World”** (21 March 2019) is also expected to become a big success, as we have ensured the diversity of representation from the Arab world. The Tunisian delegates will for the first time take an active part by presenting the Monastir’s potential as a touristic destination, as well as its unique market of outstanding artisanship and textile industry which has been one of Tunisia’s major manufacturing sectors.

While also striving to enhance our relationship with other regions of Maghreb, like **Mauritania**, we have invited for the first time, the Ambassador of Mauritania to participate as a speaker at our ‘Workshop’ and to present to the audience his country’s abundance of natural resources and immense potential for investment opportunities.

The Greek Commercial Attaches will also be there to provide, from their side, the first-hand information on sectors of preference and on doing business in the countries of their sphere of experience, with the expectation to increase the trade balance between Greece and the Arab world.

On a related note, the **“4th Iraqi-European Business and Investment Forum”** (10-11 July 2019) will widen the spectrum of sectors for potential cooperation, by introducing, for the first time, a new field of Greek know how - the renovation of old cities, greatly needed for the renovation of the old city of Baghdad. We have greatly analyzed this topic with our Iraqi friends and arrangements are under way, to select a team of Greek experts to visit Baghdad for this purpose. We have also explored the best ways of renewing our efforts towards the transfer of technology and know-how from Greece to Iraq and introducing more methodical practices with the tangible results in the near future.

As a closing note, we would like to mention that the increase of memberships during the last three months is yet another reason for our optimism in expecting a good year ahead of us. With this in mind, we renew our commitment to provide our level-best of services to the business communities in Greece and the Arab world. In the meantime,

we wish the participants of the “3rd Workshop” success and fruitful results!

KEYNOTE SPEAKERS, SPEAKERS AND MODERATORS



Rashad Mabger
Secretary General, AHCCD



Harris Geronikolas
Chairman of the BD, AHCCD



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



Markos Bolaris
Deputy Minister of Foreign Affairs,
Greece



**Dr. Hamed Sidi
Mohamed**
Non-Resident Ambassador of the
Islamic Republic of Mauritania to
Greece



Shorsh Khalid Said
Ambassador of the Republic of Iraq,
Greece



Mohamed Younis Menfi
Ambassador of the State of Libya,
Greece



Moustafa Ben Tekaya
President,
Union Regional of Monastir
Tunisian Union for Industry, Trade &
Handicraft



Evangelos Dairetzis
Head of the Regional Section for
Economic & Commercial Affairs,
Embassy of Greece, Erbil, Iraq



**Iakovos Rafael
Kollaros**
Head of Commercial Office
Embassy of Greece, Lebanon



Nikolaos Thomopoulos
Head of Commercial Office
Embassy of Greece in the Kingdom
of Saudi Arabia (also covers Oman &
Yemen)



Georgios Sakoufakis
Head of Commercial Office
Embassy of Greece, Tunisia

3rd Workshop Doing Business in the Arab World

Athens, 21 March 2019



Dr. Saleh S. Jallad

Financial Consultant, CCC
& Publisher of Middle East Economic
Survey (MEES) & Board Member of
AHCCD



**Marwan Emile
Toubassi**

Ambassador of the State of Palestine,
Greece



Dr. Lassaad M'hirsi

Ambassador of the Republic of Tunisia,
Greece



Mohamed Alraeesi

Ambassador of the United Arab
Emirates, Greece



Dr. Nejia Ben Helal

Founder Manchester Academy
Founder Oxford House College
President of the Tunisian Business
Women (Union National des Femmes
Tunisiennes)



Spyros Xanthis

General Manager
Eurosol P&M GmbH (MENA region)
& Board Member, AHCCD



**Athanasios
Makrandreu**

Head of the Office,
Plenipotentiary Minister
Economic & Commercial Affairs,
Embassy of Greece, Egypt



Ioannis Katsaras

Head of Commercial Office
Embassy of Greece, Algeria

*40 years of
Excellence in Partnership*

Photos placement
according to program



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

3rd WORKSHOP "Doing Business in the Arab World" 21st March 2019 - Athens, Greece

General Outlook:

Building on the success of the two previous Workshops in March 2017 and 2018 respectively, and based on the overwhelming attendance and positive response from member-companies and the Greek business community and their Arab counterparts, we are pleased to convene the **3rd Workshop on "Doing Business in the Arab World"**. This workshop will explore the business environment and opportunities in the Arab world, relevant laws and procedures for establishing companies and joint ventures, as well as present the abundant investment opportunities in the region.

The Arab-Hellenic Chamber emphasizes on its role and objectives on the issue of transfer of Greek technology and know-how to the Arab world, which we consider one of our priorities for its significance and opportunities it provides for sustainable business relations between the two sides. Some of the Arab Ambassadors accredited to Greece will address the audience of this Workshop with regard to the culture of doing business in the Arab World, business environment and exploring the abundance of investment opportunities and the suggestion of most favourable sectors for the potential of joint partnership between the Greek and Arab side.

This Workshop will render the opportunity to the Greek side to hear the Greek Economic & Commercial Counsellors accredited to the Arab World on their experience and offer the opportunity for direct meetings with them. The program will include arrangements for B2B meetings between the visiting Arab delegates with their Greek Counterparts in all sectors.

Date and Venue: Thursday, 21 March 2019 at Divani Caravel Hotel, Athens (Ilissos Hall)

Arab and Greek participation:

In this event, participants will include the Greek Deputy Minister of Foreign Affairs, Mr. Marcos Bolaris, Arab Ambassadors accredited to Greece, Greek Commercial Attaches accredited to the Arab world, our member-companies and other Greek companies, and Arab business delegations from most Arab countries.

Focal Points:

1. Arab traditions and business culture
2. Investment laws, regulations and opportunities
3. Procedures for formation of companies in the Arab world
4. Recommendation of optimal sectors for transferring of Greek technology and know-how to the Arab world

Workshop Publication:

Special issue of Members' Activities Newsletter (MAN)

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

3rd WORKSHOP "Doing Business in the Arab World"

Program

- 08:30** Registration & Coffee
- 09:30** Introduction by **Rashad Mabger**, Secretary General, AHCCD
- 09:35** Welcome Address by **Harris Geronikolas**, Chairman of the BD, AHCCD
- 09:40** Keynote Addresses:
 - **Mr. Tawfic Said Khoury**, Executive Vice Chairman, Consolidated Contractors Company S.A., Greece
 - **H.E. Mr. Markos Bolaris**, Deputy Minister of Foreign Affairs, Greece
- 10:00-11:30** **Session 1 - Presentation about the Arab Countries**
 Some of the Arab Ambassadors in Greece will address the audience in this session on the tradition and culture of business and investment opportunities with preference to sectors of interest for partnership with the Greek side.
Moderator:
Dr. Saleh S. Jallad, Financial Consultant, Consolidated Contractors Company (CCC), Publisher of Middle East Economic Survey (MEES) & Board Member of AHCCD
Speakers:
 - **H.E. Mr. Marwan Emile Toubassi**, Ambassador the State of Palestine, Greece
 - **H.E. Dr. Lassaad M'hirsi**, Ambassador of the Republic of Tunisia, Greece
 - **H.E. Mr. Mohamed Alraeesi**, Ambassador of the United Arab Emirates, Greece
 - **H.E. Dr. Hamed Sidi Mohamed**, Ambassador of the Islamic Republic of Mauritania to Italy, with parallel accreditation to Greece
 - **H.E. Mr. Shorsh Khalid Said**, Ambassador of the Republic of Iraq, Greece
 - **H.E. Mr. Mohamed Younis Menfi**, Ambassador of the State of Libya, Greece
- 11:30** Coffee Break & Networking

- 11:45** **Presentation of the Arab Delegations for the B2B meetings**
Brief introductions by the Heads of Arab Delegations on the business sectors that will be covered during the B2B meetings.
- 12:00-12:15** Special presentation on the city of MONASTIR in Tunisia with regard to its diverse traditional and light industries and tourism.
- **Mr. Moustafa Ben Tekaya**, President of the Regional Union of Monastir, Tunisian Union for Industry, Trade & Handicraft
- **Mr. Riadh Ben Aziz**, Director of Technology Centre, Monastir, Tunisia
- **Dr. Nejia Ben Helal**, Founder of Manchester Academy and Oxford House College & President, Union of the Tunisian Businesswomen
- 12:15-13:30** **Session 2**
“Investment Opportunities and Business Practices in the Arab World”
Six Greek Economic & Commercial Counsellors accredited to the Arab Countries will communicate to the participants the wealth of their knowledge in business practices and related issues and they will explore the best Investment opportunities available with a special emphasis on sectors of interest for Joint Ventures, as well as the means and ways to increase the balance of trade.
Moderator:
Mr. Spyros Xanthis, General Manager, Eurosol P&M GmbH (MENA region) & Board Member, AHCCD
Speakers:
- **Mr. Athanasios Makrandreou**, Head of the Office, Plenipotentiary Minister Economic & Commercial Affairs, Embassy of Greece, Egypt
- **Mr. Ioannis Katsaras**, Head of Commercial Office, Embassy of Greece, Algeria
- **Mr. Evangelos Dairetzis**, Head of the Regional Section for Economic & Commercial Affairs, Embassy of Greece, Erbil, Iraq
- **Mr. Iakovos Rafael Kollaros**, Head of Commercial Office, Embassy of Greece, Lebanon
- **Mr. Nikolaos Thomopoulos**, Head of Commercial Office, Embassy of Greece in the Kingdom of Saudi Arabia (also covers Oman & Yemen)
- **Mr. Georgios Sakoufakis**, Head of Commercial Office, Embassy of Greece, Tunisia
- 13:30** Coffee Break & Networking
- 14:00-16:00** **B2B meetings in all business sectors between the visiting Arab delegates and their Greek counterparts**

In these meetings the Greek Economic & Commercial Counsellors as well as the Arab Commercial Counsellors will participate to provide information and answer any inquiries.
- 16:00** Finger food & Networking
- 16:30** End of 3rd Workshop’s works





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

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

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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 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



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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:

Irodou Attikou 12 A str., 151 24 Maroussi, Athens
Tel : + 30 210 8094000, Fax : + 30 210 8094444,
Internet: www.moh.gr, E-mail: info@moh.gr



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Every drop adds value to our stakeholders and to the entire Greek economy.

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www.moh.gr



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.

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

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



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

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Mideast Group of Companies

35+ Years of Expertise in the Greek Market

History Overview

It all started back in 1983 when the Mousbeh family, of Greek-Syrian origin, decided to create Mideast Travel Worldwide, a travel agency to cater for the exclusive needs of the Arab tourists traveling to Greece. The initial targets were achieved so the family started adding more markets, attaining more partnerships, optimizing the quality of services offered and thus expanding the company's customer base. Today, Mideast is listed among the top travel providers in Greece, awarded by the World Travel Awards as "World's & Europe's Leading Destination Management Company 2018" and four years in a row as "Greece's Leading Destination Management Company". Mideast offers its services worldwide from its Head Office in Athens as well as from its branches in Istanbul and in Mykonos. Since 2016, the company is the Official Partner of BCD Meetings & Events in Greece.

Our strategic pillars of activity follow:

- Business & Leisure Travel in Greece and the World
- Destination Management for all travel services in Greece
- M.I.C.E. services all over the world
- Luxury & Concierge Services worldwide 24/7
- Weddings & Events organizing in Greece

What's more?

- Private Tours & Car Disposal
- Privately owned fleet of luxury cars and mini vans ready to cater for your needs
- Online booking system for partners and travel agents



Passion for challenge is our main power!



Official Partner in Greece



Volos is the third largest port in Greece.

Its important role is due to its geographical and strategic position, located within the Pagasitic Gulf and forming the natural seaport for the rich Thessalian hinter-land.

Since prehistoric times its location has offered protection to shipping.

The strategic importance of its position in the Mediterranean and, indeed, European region, was the reason for its rapid development in the 20th century.

In the surrounding area, three industrial zones have been created. The main cargoes handled by the Port are metals, agricultural produce, fertilizers. The Port is linked by container lines with northern and southern Europe, Adriatic, Smyrna and Constantinople.

Volos is connected by ferries and hydrofoils with islands Skiathos, Skopelos, Alonnisos. Cruise development constitutes a strategic point in port's policy. Volos is a founding MedCruise member.



Greece: Getting Down To Business

Greece is at an exciting turning point, having left behind its recent crisis and moving into a future of economic growth and prosperity.

Important reforms, implemented in the last decade, are bearing fruit: the Greek economy is recovering, public finances have been repaired, and the country's competitiveness has been restored.

In the last two years, both FDI and exports have reached record highs. Major multinationals from the Persian Gulf, China and Germany – have chosen to invest in Greece, while Greek exports to the Middle East and Asia grow by leaps and bounds.

That's because Greece is an ideal location for international businesses in a globalized economy. Situated at the crossroads for trade, transport and energy distribution between Asia, Africa and Europe, Greece combines a key geostrategic location with deep cultural heritage, a mild climate and unparalleled natural beauty. Greece offers a skilled and well-educated workforce, and competitive costs.

At Enterprise Greece, our investment promotion strategy is focused on sectors where Greece has a competitive advantage. These include tourism and real estate, energy, new technologies, agribusiness, environmental services, logistics, health & life sciences, and the creative and



Grigoris Stergioulis Chairman and CEO

ENTERPRISE GREECE INVEST & TRADE

cultural industries. These opportunities have recently lured investors from the U.A.E. and Qatar, among other places.

In the last few years, Greece has given priority to the promotion of its tourism sector. The results have been impressive, attracting record numbers of visitors and record revenues. International tourism operators have announced plans for dozens of new hotels across Greece: from the capital Athens to the Aegean islands and Crete.

Smart investors are moving into the Greek real estate market. Among them is Jermyn Street, the investment fund advised by AGC and comprising the sovereign state funds of Abu Dhabi and Kuwait, which has moved into the luxury hospitality sector in Greece in a big way. Currently the group is set to reopen the newly renovated and iconic Astir Palace Hotel as the first Four Seasons hotel in Greece. A second project, for a luxury hospitality development on the trendy island of Mykonos, has just been approved for inclusion in the special Fast Track Program for investors, which is managed by Enterprise Greece.

Food & beverage exports are on the rise as Greek producers expand into foreign markets and consumers worldwide grow increasingly aware of the healthful benefits of the Mediterranean diet. At the recent GULFOOD 2019 exhibition in Dubai, Greek F&B exporters made over 10,000 business contacts with regional and other buyers, reflecting the importance of the Middle East market, a

market of more than 500 million consumers.

In northern Greece, the flagship Trans-Adriatic Pipeline is nearly complete, which will carry Azeri gas to Europe. The pipeline is one of several projects helping to establish Greece as a regional energy hub. New facilities for liquefied natural gas are coming online, while the country's vast potential in renewable energy – like solar and wind – are rapidly being developed.

Sitting astride one of the world's busiest shipping routes and with a history in shipping that goes back millennia, Greece is becoming a regional hub for transport and logistics. Its booming container terminal in Piraeus, investments in rail and road networks, and an ambitious privatization agenda for ports and airports, will cement Greece's role as the transport and distribution hub for Southeast Europe.

New investment initiatives are also expected in Greece's service center sector. The country's geostrategic location, its high-caliber, multilingual labor force, and its highly developed telecommunications infrastructure, make the country the ideal place for hosting global business services and shared service centers.

Our investment promotion strategy involves tailor-made solutions for every investor. And at Enterprise Greece, we support foreign investors every step of the way.



WHY JORDAN

“Investing in Jordan is in reality a much larger investment in stability, resilience and hope for those in my country but also for the region”

His Majesty King Abdullah the Second



Potential and Diversity

REASONS TO INVEST IN JORDAN:

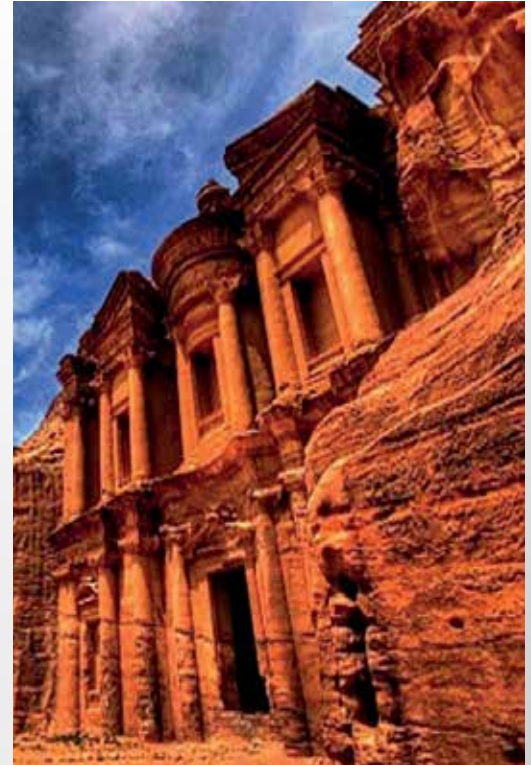
- INVESTMENT INCENTIVES AND TAX EXEMPTIONS
- STRONG BANKING AND FINANCIAL INSTITUTIONS
- EDUCATION EXCELLENCE AND LABOUR MARKET
- DEVELOPMENT AND FREE ZONES
- MACRO-ECONOMY
- MARKET ACCESS
- EASE OF DOING BUSINESS

Jordan has gained 15 ranks in the Doing Business 2018 report published by the World Bank Group. This is due to the significant strides taken with regards to sound policies and laws to protect investors and enhance the business environment in Jordan.

Country	Doing Business Overall Rank (out of 100)
Turkey	60
Jordan	103
Regional Average (Middle East and North Africa)	56.72
Egypt	128
Lebanon	133
Syria	174

The report listed a number of strengths displayed by the Jordanian economy, including the ease to get electricity, to register a property, to trade across borders and, to a certain extent, to pay taxes.

- MODERN INFRASTRUCTURE
- QUALITY OF LIFE
- INVESTOR FRIENDLY ENVIRONMENT
- SECURITY AND STABILITY



INVESTMENT LAW

The privileges of the Jordan Investment commission have been strengthened by the approval of Investment Law No. (30) of 2014, which enabled the commission to be the only government agency that is responsible for attracting investments and supporting exports and providing a safe and stable investment environment. The law gives Jordan Investment commission the required privileges to find and accelerate the centralization of all investment related procedures, including the establishment and organization of special economic development zones.

The Investment Law includes:

Develop a framework of incentives and benefits available for investors and investment projects both inside and outside the existing development areas or free zones, except for Aqaba Special Economic Zone.

Finding an investment window that works within the Jordan Investment Commission. This window includes "authorized representatives" from the relevant licensing authorities, who have the authority to issue licenses within specified time frames.

The formation of the Investment Council, which is headed by the Prime Minister and includes representatives from the public and private sectors. The Investment Board oversees the work of the Jordan Investment commission and serves as the main adviser to the Prime Ministers of Jordan with regard to national legislation, strategies, policies on investment, exports and the business environment on a wider scale.



Potential and Diversity

MEGA PROJECTS

Currently, Mega Projects are available in the

- Transportation & Logistics Sector
- Tourism Sector
- Water Sector
- Energy & Renewable Energy Sector

VALUE ADDED SECTORS

- ICT
- Agriculture
- Energy & Renewable Energy
- Healthcare
- Industry
- Tourism
- Transportation & Logistics

INVESTOR GUIDE

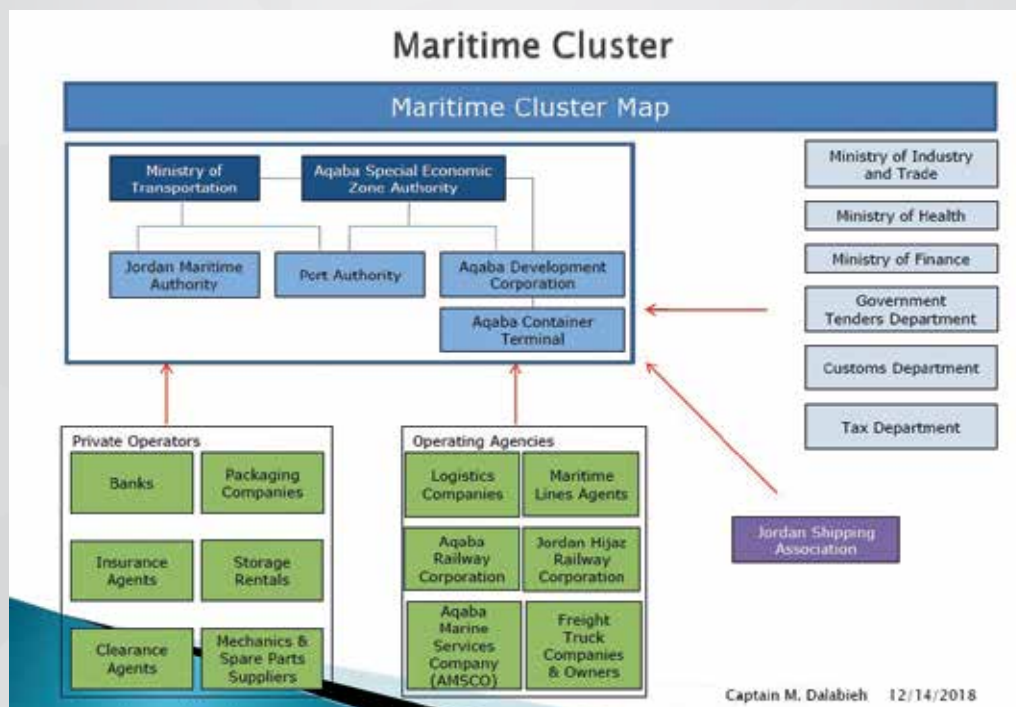
This publication is designed to guide current and prospective investors through all stages of the investment process in the Hashemite Kingdom of Jordan. Through this Investors' Guide we would like to showcase Jordan, the country with vast business growth potential and many competitive advantages.

To download the Investor Guide, please [CLICK HERE](#).



Source: Jordan Investment Commission (<https://www.jic.gov.jo/en/>)

Special Emphasis is given to the Maritime Sector of Jordan, on which Capt. Mohamed Dalabieh, Secretary General of Jordan Shipping Association, offered a unique presentation during the latest “7th Arab-Hellenic Economic Forum” on 27-28 November 2018:





الغرفة العربية اليونانية للتجارة والتنمية

ΑΡΑΒΟ-ΕΛΛΗΝΙΚΟ ΕΠΙΜΕΛΗΤΗΡΙΟ ΕΜΠΟΡΙΟΥ & ΑΝΑΠΤΥΞΕΩΣ

ARAB-HELLENIC CHAMBER OF COMMERCE & DEVELOPMENT

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 website: www.maconstruction.gr

Ma.Con.Struction was founded in January 2010, by brothers Konstantinos and Marinos Papandreou. The company incorporates the services of their former personal businesses as well as their former General Partnership (Konstantinos Papandreou - Anastasia Papandreou & Co. G.P. - building constructional sector. The company has been active since March 2010. In order to achieve its goals the company has been qualified for a Second Class Contractive Degree in November 2010 as a member of the TCG (Technical Chamber of Greece) ever since.



Objective - Activities

- 1) Conducting studies, contracting supervising and carrying out private construction projects of any form.
- 2) Design and construction of multi - storey blocks on private property and selling them as a whole or partially.
- 3) Consulting services on a) investments b) studies concerning technical, feasibility and financial projects c) building construction of any scale d) construction and other project management.
- 4) Conducting studies, contracting supervising and carrying out public construction projects of any form, including: road projects, buildings, electromechanical installations, hydraulic, marine and railway projects e.t.c.

The company's specialized and highly qualified staff consists of civil engineers, architects, mechanical engineers, surveyor engineers and project managers as well as technical workmen of many technical expertises, able to carry out any building project, whether under construction or in need of maintenance



Ma. Con. struction' s main aim is to secure high quality based on consistency, expertise and experience. The company can certify for the high quality of every structure and undertake its maintenance.





KUWAIT VISION 2035

“Kuwait vision 2035” articulates H.H. the Amir’s aspirations and states that it aims to “transform Kuwait into a world class financial and commercial centre, with the private sector leading economic activities, fostering competitiveness, increasing productivity, supported by viable public institutions, while maintaining the deep rooted values and national identity, towards achieving balanced economic and human development, supported by adequate infrastructure, legal framework, and enabling business environment.”

This is also reflected in the current National Development Plan (NDP) that highlights seven pillars stemming from this vision to enable it to attain intended goals, namely:

This is also reflected in the current National Development Plan (NDP) that highlights seven pillars stemming from this vision to enable it to attain intended goals, namely:

1. Efficient government administration
2. Diversified & sustainable economy
3. Quality infrastructure
4. Sustainable living environment
5. High quality healthcare
6. Creative human capital
7. Distinguished international status

KUWAIT ECONOMY

Mega Development Projects

Kuwait launched its first mid-range economic development plan (2010/2011-2013/2014) in May 2009, with a total investment of around US\$107 billion over 4-years that focuses on the following sectors transport, utilities (mainly electricity generation and water desalination), industrial special zones, a technology park and a logistics zone.

The Development plan hopes also to establish at least 150 SMEs, and 50 BOT projects, as well as training not less than 3000 nationals annually to develop human capital.

The second mid-range economic development plan (2015/2016-2019/2020) followed allocating around US\$ 103 billion worth of investments over the 5 year period of the plan, with focus on 30 strategic projects in 9 crucial sectors:

1. North Zone Development
2. Electricity & water
3. Oil & gas
4. Urban development
5. Education
6. Health
7. Transport & communications
8. Tourism & media
9. Environment

Combining Tradition with Vision



The second plan targets identified 2013 as the base year and included increasing:

- the share of the private sector from 26.4% to 41.9% of GDP
- the share of non-oil sector from 45.1% to 64.0% of GDP
- the share of Kuwaitis in private workforce from 6.8% to 8.2%
- the share of R&D from 0.1 % to 1.0% of GDP

Legal Framework

Kuwait follows civil legal system with Islamic law mainly significant in personal matters. Kuwait enjoys a transparent and a sound legal system with proper separation of legislative, executive, and judicial branches.

Strong Macroeconomics

Kuwait enjoys sound macroeconomic conditions, reflected in a moderate but sustainable economic growth, financial stability, curtailed inflationary pressures maintaining a

balance in both its “internal” budgetary balance, and its “external” current account balance. Kuwait’s GDP per capita classifies it within the group of very high-income countries.

Sound Banking System

Kuwait’s banking and financial system enjoys a sound monetary policy and prudent oversight, which enhances its resilience in mitigating financial crises, controlling inflation, and sustaining a strong currency and a fairly stable KD exchange rate.

Low Political Risk

In terms of sovereign rating, Kuwait enjoys a credit rating of “Investor Grade” granted by the major credit rating agencies including: AA (S&P), Aa2 (Moody’s), and AA (Fitch).

Kuwait is classified as a low risk (A3) by the globally operating French credit insurer Coface, which generally means that the political and economic situation is relatively good, with stable and efficient commercial environment.

SERVICES IN KUWAIT

- **Infrastructure**
- **Health & Education**
- **Low Business Costs**
- **Trade Relations**
- **Global Integration**

Low Tax

Foreign companies engaged in commercial activities in Kuwait, directly or indirectly, are liable to pay corporate tax on their earnings at a low flat rate of 15% in accordance to Law no. 2 of 2008 that replaced Kuwait Income Tax Decree no. 3 of 1955 whereby the corporate tax rate followed a progressive system reaching up to 55%.

There is no individual income tax nor any other taxes in Kuwait. However it is been widely considered to introduce such taxes under the current Financial & Economic reform Program For the medium term in the State of Kuwait.



KUWAIT INVESTMENT GUIDE

Kuwait Direct Investment Promotion Authority (KDIPA) published the “Investing in Kuwait: A Guide for Investment Opportunities in Kuwait” in cooperation with KPMG Advisory W.L.L. Kuwait. The Guide, the first of its kind, includes the following:

1. Why Kuwait?
2. Sector Opportunities
3. Servicing Local and Foreign Investors
4. Appendices

The Guide adopted a rigorous opportunity assessment process based on a scoring model analysis to determine the overall attractiveness rating for the potential opportunities for the sectors that were selected based on a set of strategic guiding principles that fall within Kuwait’s economic policy and its development priorities.



Combining Tradition with Vision

Sector Opportunities

- Infrastructure
- Healthcare
- Air, Maritime & Rail Passenger Transport
- Environmental Services
- Integrated Housing Projects & Urban Development
- Tourism, Hotel & Entertainment
- Education & Training
- Banking, Financial Services & Insurance
- Culture, Media & Marketing
- Industrial Oil & Gas
- Storage & Logistics Services
- Web & App Development

You can [CLICK HERE](#) to download the KDIPA Investment Guide 2016



Source: Kuwait Direct Investment Promotion Authority, www.kdipa.gov.kw/en/



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WHY QATAR?



Qatar is one of the fast-growing regional economies and among the most promising globally, maintaining balanced growth rates despite various global challenges. Over the past few years, the State has succeeded in consolidating Qatar's position on the global economic map under the guidance of His Highness the Emir Sheikh Tamim bin Hamad al-Thani. Qatar is currently pursuing its journey towards establishing a diversified, competitive and knowledge-based economy in line with the Qatar National Vision 2030.

Qatar's economic policies have provided support for various sectors and bolstered their contribution to economic growth, thus strengthening and enhancing investor confidence in the national economy. Qatar has been keen on developing a promising investment environment in priority sectors of the national economy, supported by an administrative and legislative system conducive to doing business and an appropriate legislative framework for business development and investments.

A World of Infinite Opportunities



The State is seeking to ratify laws that allow foreign investors to implement fully-owned investment projects in various sectors and is introducing amendments to its Free Zones Law. The government has also approved a draft law submitted by the Ministry of Commerce and Industry on regulating the investment of non-Qatari capital in economic activity and has issued several laws aimed at stimulating and attracting domestic and foreign investments.

The state has also developed an investor-friendly business environment, through the launch of several initiatives, including the creation of a single window

for investor services, providing advanced electronic services for business incorporation, identifying and streamlining procedures for licensing the construction of business centers, issuing business licenses and offering incentives to foreign investors. Qatar's adoption of an open and diversified economy has contributed to bolstering its investment environment through the launch of major projects that reflect the success of public-private partnerships and provide promising investment opportunities in the logistics, food security, education, health, tourism and sports sectors.















Investment opportunities:

- The Industrial Development department at the Ministry of Commerce and Industry, in cooperation with Qatar Development Bank, periodically publishes the industrial investments report, to both Qataris and non-Qataris investors, and the international private sector.
- In cooperation with Qatar Development Bank, the Qatar Tourism Authority provides investment opportunities in the tourism sector not only to promote Qatar as a sustainable tourist attraction but also as an ideal place to invest and conduct business activities. For more information, please visit: www.visitqatar.qa
- Qatar Rail offers investment opportunities for the Qatari private sector by signing 8 contracts and providing 104 investment projects involving the construction of subways, metro stations and above ground metro stations as well as warehouses and facilities on the metro level and rail systems. For more information, please visit: www.qr.com.qa
- The Supreme Committee for Delivery & Legacy offers various opportunities for the private sector to learn about the outstanding commercial prospects offered by the striking development of the State of Qatar in the Sports' field such as:
 - o Establishment of event facilities
 - o Event management
 - o Facility management
 - o Development of Sports' Field

INVESTMENT OPPORTUNITIES

The State of Qatar seeks to promote economic diversification and engage the private sector in investment fields through the expansion of industries and services and the development of Qatar-based exclusive economic activities while seeking to promote technical and human capacity building to support these activities.

 ENERGY	 TOURISM	 INFORMATION TECHNOLOGY
 CONSULTANCY & TECHNICAL SERVICES	 INDUSTRIAL	 DEVELOPMENT & EXPLOITATION OF NATURAL RESOURCES
 EDUCATION	 AGRICULTURE	 DISTRIBUTION
 HEALTH	 MINING	 SPORTS, RECREATIONAL, AND CULTURAL SERVICES



A World of Infinite Opportunities

Steps to Submit a Non Qatari Investment Application



Preparing the necessary documents and paperwork by visiting the Ministry of Economy and Commerce website:
www.mec.gov.qa

Submitting the request electronically or through the single window at the Ministry of Economy and Commerce

The invest in Qatar Center reviews and evaluates the application

The application is referred with an initial recommendation to the Minister of Economy and Commerce for approval

If approved, a commercial register is issued



وزارة التجارة والصناعة
Ministry of Commerce and Industry

Source: Ministry of
Commerce and Industry
(Invest In Qatar)
<https://invest.gov.qa/>



General Information

Sudan lies in the north-eastern part of the African continent and is neighbored by 7 African countries all sharing borders with Sudan and they are Egypt, Libya, Chad, The Central African Republic, South Sudan, Ethiopia and Eritrea. Sudan is also neighbored by the Kingdom of Saudi Arabia which lies across the Red Sea; Sudan's only sea outlet, and on it are all of the seaports which are also considered outlets for a number of neighboring countries.

Sudan is very rich in natural resources, a fact that has inevitably made the country base its economics on agricultural and animal production. Consequently, agriculture is considered the backbone of the economy in the country. The society is conditioned by anthropological and climatic factors, as well as the nature of the land, but agriculture is the foundation of the social structure. Although there is great potential in the field of agriculture, development and reaping maximum benefit from

this sector needs more effort to move the wheel of production forward towards improvement and progress.

Statistics and economic analyses show that the agricultural sector is pioneering in the country's economy. It contributes about 45.5% of the total national growth and 80% of the population depends on it. Of Sudan's exports, 90% are agricultural products such as cotton, Gum Arabic, cattle, meat, oil seeds, sorghum, vegetables and fruits.

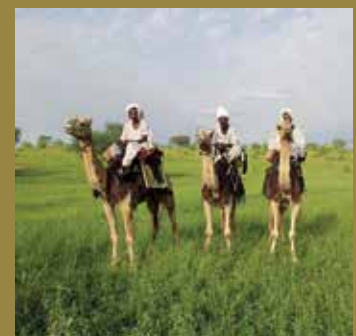
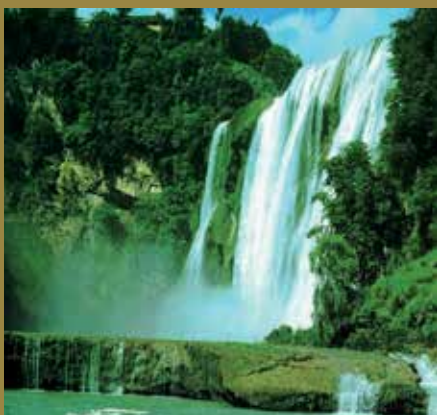
The agricultural sector has many opportunities and enormous resources that make good bases for development and investment. Sudan is named as one of three countries, with Australia and Canada, to solve the problem of food insufficiency in the world. Sudan is the only Arab country where agricultural balance is positive, and actively contributing to food security in the Arab world.



A Land of Opportunities

The most important strategic orientations for the agricultural sector:

- Ideal investments in available resources
- Maintaining environmental balance by reserving special areas for pasture, and others for forests and farming (plant & animal)
- Securing water supply
- Increasing production through the introduction of advanced technology
- Complimenting agricultural production factors
- Achieving high production to assure real independence of the country by realizing food security
- Increase, variate and improving quality of export produce



WHY INVEST IN SUDAN

Of the major factors which represent an attraction to investors are:

- 1- Sudan's strategic location: which represents an entrance to Africa from the east and the fact that it is neighbored by African countries a few to which Sudan represents to the only sea outlet. The location on the Red Sea makes Sudan the centre of international markets; Middle East, Far East, Asia, Europe, and the USA as well as the recipient of ships crossing the into the Red Sea through the Suez Canal. Sudan is tied to some of the neighboring countries by airlines, roads, sea, and river transport.
- 2- Sudan's rich resources: these include agricultural land and fresh water resources, such as rivers, rain, and underground water. These are in addition to forests, meadows, animal resources and mineral resources which include petroleum, gold and other precious metals. Sudan is characterized by the availability of human resources represented in vocational labor, highly skilled graduates and very cheap rates for the available labor.

3- Infrastructure and Service Facilities:

- To enhance the investment environment and keep up with the expected growth which is due after the discovery of petroleum and gold in commercial quantities in Sudan, the establishment of roads, railways, seaports, airports (national and international), telecommunications, electricity generation stations, water purification facilities, sanitation networks and others are very important.
- A shift towards the enhancing the state of industrial areas, and building new industrial cities supplied with all the services necessary for investment are essential.
- The availability of free zones in Suakin and El-Jaili cities grant encouraging exemptions to investors.
- The availability of a banking sector, insurance sector, auditing, financial, technical and legal consultancy services.
- The availability of educational and health facilities of high standard which contribute to providing necessary services to citizens and expatriates.
- The availability of a modern construction sector



A Land of Opportunities



which contributed to the abundance of houses, and offices rising to fulfill investors' requirements.

4- Political stability: which is represented in the federal governing system which divided the country into 3 levels; the Federal, State and local levels and which guarantees participation by all citizens.

5- Economic policies which include:

- Liberalizing the economy
- Restructuring the economy (privatization of public corporations ending the State's monopoly of certain production and service fields).
- Modernization of laws and regulations of investment encouragement
- Implementing a flexible investment law which provides all sorts of exemptions and concessions which include the following:
- complete exemption from customs fees for capital projects
- freedom of capital transfer
- simplify procedures through a single outlet "One Stop Shop"

- grant exemptions from profit taxes of 5 to 10 years for investment projects
- grant customs exemptions for strategic projects and non-strategic capital goods
- strategic projects are given the necessary land free-of-charge
- non-strategic projects are given land at an encouragement price
- the investor has the right to operate without a Sudanese partner
- The investment law has provided the following fundamental guarantees:
- no confiscation of property will occur except through the legal system and after payment of a reasonable compensation
- the investor has the right to re-transfer the capital in case the project isn't executed or is liquidated
- transfer of profits and costs of finance will be executed in the currency of import and on the date due (after payment of the legal duties)
- the project is automatically included in the registry of importers and exporters

Ministry of Investment

Solidifying the states concern for investment, the investment authority has been promoted to become a ministry by means of the Presidential Decision No. 24 for 2002

The ministry of investment is accountable for formulating strategies, policies, goals and programs aimed at developing local and foreign investments in Sudan.

To go through the list of Investment Projects in Sudan, please visit:
<http://www.sudaninvest.org/English/Projects.htm>



Ceremony of the Flame of Hope of Special Olympics, 27-28 February 2019



SPECIAL OLYMPICS
**WORLD
GAMES**
ABU DHABI 2019

الأولمبياد الخاص
**الألعاب
العالمية**
أبوظبي 2019

On 27 February the **Welcome Ceremony of the Flame of Hope of Special Olympics** was held at the UAE Embassy in Athens with great success, under the presence of distinguished guests, Greek governmental officials, and representatives of the Special Olympics Hellas, the Organising Committee Abu Dhabi 2019, the Special Olympics World Games, the Etihad Airways, the Abu Dhabi National Oil Company and the New Medical Center.

H.E. Mohamed Meer Alraeesi, Ambassador of the United Arab Emirates to Greece welcomed the Minerlamp from the Guardians of the Flame, the Law Enforcement Torch Runners Mr Ahmad Salem AlDubi, Police officer from the Ministry of Interior of UAE and Mr. Nikos Aggelakis, Police Officer from the Hellenic Police. H.E. Mr. Alraeesi delivered the welcoming speech at the ceremony. Among the keynote speakers were the President of Special Olympics Hellas Mr. Dionyssios Kodellas, the Director, Executive Office Directorate of Abu Dhabi National Oil Company Mr. Omar Suwaina Al Suwaidi, the Senior Vice



H.E. Mr. Omar Suwaina Al Suwaidi, Director, Executive Office Directorate- ADNOC (Abu Dhabi National Oil Company), H.E. Ambassador Mr. Dionyssios Kodellas, President of Special Olympics Hellas, H.E. Ambassador Mr. Mohammed Meer Al Raeesi, UAE Ambassador to the Hellenic Republic, H.E. Mr. Khalfan AlMazrouei, Managing Director of Special Olympics World Games and Mr. Yaser Al Youssef, Senior Vice President, Commercial Partnerships - Etihad Airways

President, Commercial Partnerships - Etihad Airways Mr. Yaser Al Youssef and lastly, the CEO of New Medical Center, Mr. Prasanth Manghat.

On 28th February the official departure of the Flame of Hope of Special Olympics took place at the International Airport of Athens with the presence of H.E. Mohamed Meer Alraeesi, Ambassador of the United Arab Emirates to Greece and the UAE and Greek Delegations of Special



Bringing the Flame of Hope

Olympics, to be transferred to Abu Dhabi International Airport via Etihad Airlines.

The United Arab Emirates, for the first time in the Middle East and North Africa, will host the **2019 Special Olympics World Games in 14-21 March 2019 in the UAE capital, Abu Dhabi, within the framework of the UAE Vision 2021**, which aims to develop the society by empowering “People with Determination” to give them the opportunity to join the society and play an active role by building on their skills and capabilities. In 2017, the United Arab Emirates replaced the term “disabled people” in “People with Determination” a term that brought with it many changes, both socially and individually.

Special Olympics in the United Arab Emirates was founded in 1990, dedicated to serving athletes with intellectual disabilities through sports competitions. Since the 1990s, Special Olympics UAE has participated in twelve MENA and World Games and has more than 5,000 registered athletes and Unified partners, in addition to more than 300 coaches. The 2019 Special Olympics World Games are expected to feature more than 7,500 athletes with intellectual disabilities and 3,000 coaches from more than 190 countries. This event will also be an ideal opportunity to develop positive social behaviour towards “People with Determination”, both in the United Arab Emirates and abroad, through a series of initiatives aimed at celebrating the human potential and the athletic activity.



H.E. the Ambassador of the United Arab Emirates, Mr. Mohamed Meer Alraeesi, delivering his speech



Some of the high-profile invitees and attendees of the event

The Special Olympics World Games is more than just a simple sporting event at a global level. They are an incentive to improve the quality of life, achievement for collective co-operation and the integration of “People with Determination” in the society of the United Arab Emirates and around the world. Hosting Special Olympics World Games in the Capital of the United Arab Emirates Abu Dhabi, shows the UAE's policy towards “People of Determination”, as it supports them for more than 25 years to become active persons in society», underlined the UAE Ambassador to Athens, H.E. Mohamed Meer Alraeesi.

Source: Esteemed Embassy of the UAE in Athens, Greece



Kuwait Celebrates Independence Day

Ambassador of the State of Kuwait to Greece **Saud Faisal Al-Daweesh** hosted a reception on **Thursday 21st of March 2019** to celebrate his country's **58th Independence Day, 28th Liberation Day**, and the **13th anniversary of His Highness the Amir's assumption of power**.

The celebration gathered senior Greek officials foremost among who were Minister of Foreign Affairs Giorgos Katrougalos and Minister of Defense Admiral Evangelos Apostolakis, as well as representative of the parliament speaker, secretary general of the Foreign Ministry, undersecretary of the Ministry of Economy, undersecretary of the Ministry of Finance, deputy chief of staff of the Armed Forces, Chief of the Naval Force and Chief of the Air Force.

The dignitaries in attendance also included dozens of MPs, representatives of the political parties, religious leaders, business leaders, media celebrities, and heads of the foreign diplomatic missions based in Greece.

Ambassador Al-Daweesh congratulated His Highness the Amir Sheikh Sabah Al-Ahmad Al-Jaber Al-Sabah, His Highness the Crown Prince Sheikh Nawaf Al-Ahmad Al-Jaber Al-Sabah and His Highness the Prime Minister Sheikh Jaber AlMubarak Al-Hamad Al-Sabah and the Kuwaiti people on this occasion.

Speaking at the function, he recalled Kuwait's valiant struggle to gain independence and liberation, and

paid homage to the martyrs who sacrificed their lives for the dignity and prosperity of "our dear homeland." Ambassador Al-Daweesh prayed to God that Kuwait will continue to enjoy security and peace under the wise leadership of His Highness the Amir - the humanitarian leader, and His Highness the Crown Prince.

"The Kuwaiti people are proud of the great achievements made in strengthening the role of the constitutional institutions and deepening the democratic principles, which thanks to the wise leadership of His Highness the Amir, turned Kuwait into a haven of stability and security amid the turbulent conditions in the neighborhood," he stressed.

Ambassador Al-Daweesh renewed gratitude to the people and government of friendly Greece for their honorable stance in support of Kuwait during the Iraqi invasion in 1990 and contributing to the international coalition to liberate Kuwait.

He expressed Kuwait's determination to augment the relations with Greece in all domains through the joint ministerial committee on economic and technical cooperation which is scheduled to meet on March 13-15.

Minister of Finance Dr. Nayef Falah Al-Hajraf will lead the Kuwaiti side in the meeting, which is expected to lead to several agreements and memoranda of understanding on cooperation, he added.



Their Excellencies Mr. Konstantinos Piperigos, Minister Plenipotentiary, Mr. Saud Faisal Al-Daweesh, Ambassador of Kuwait to Greece, Prof. George Katrougalos, Minister of Foreign Affairs, Greece and Mrs. Dona Barakat, Ambassador of Lebanon to Greece



H.E. the Kuwaiti Ambassador cutting the cake with H.E. the Greek Minister of Foreign Affairs, Mr. George Katrougalos



Kuwait – Greece Joint Interministerial Committee

Kuwaiti-Greek relations witnessed yet another important milestone in their long-lasting business and friendly relations. On March 14, 2019, a Kuwaiti Delegation headed by **H.E. the Minister of Finance of the State of Kuwait, Dr. Nayef Falah Al Hajraf**, visited Greece in order to attend the **1st Greece-Kuwait Joint Interministerial Committee** on March 13th and 14th 2019 in Athens. The Greek Interministerial Committee was chaired by Alternate Minister of Foreign Affairs Sia Anagnostopoulou and Kuwait's Minister of Finance, Dr. Nayef Al-Hajraf.

As per the announcement by the Greek Ministry of Foreign Affairs, “...in a friendly and productive atmosphere, the two Delegations exchanged views and ideas for further developing bilateral relations. The following four bilateral agreements were signed:

- a) Cooperation agreement on issues of Media and Radio and Television productions
- b) Memorandum of Understanding on issues of promoting exports,
- c) Memorandum of Understanding on issues of industrial cooperation and
- d) Memorandum of Understanding on issues of certification.



Mr. Tawfic Khoury, Executive Vice Chairman, CCC, H.E. the Ambassador of Kuwait, Mr. Saud Faisal Aldaweesh and H.E. the Minister of Finance of the State of Kuwait, Dr. Nayef Falah Al Hajraf



Mr. Tawfic Khoury, Executive Vice Chairman of CCC, H.E. Mr. Lassaad M'hirsi, Ambassador of Tunisia in Greece, Mr. Tarek Almutawa, Kuwaiti businessman and former Board Member of the Arab-Hellenic Chamber and Mr. Rashad Mabger, Secretary General of the AHCCD

The successful conclusion of the proceedings of the 1st Joint Interministerial Committee between the two countries, bears witness to the excellent level of bilateral relations and the common will to develop collaboration in new fields of economic, investment and commercial activity."

On this occasion, **H.E. the Kuwaiti Ambassador to Greece, Mr. Saud Faisal Aldaweesh**, hosted a dinner party on Thursday, 14th March, at his residence in honor of H.E. Dr. Nayef Al-Hajraf, and the accompanying delegation. Among the invitees were the Arab Ambassadors accredited to Greece, dignitaries of the Greek Government and the Greek members of the Joint Ministerial Committee, as well as Mr. Tawfic Khoury, Executive Vice Chairman of Consolidated Contractors Company (CCC) and our Secretary General, Mr. Rashad Mabger. The guests enjoyed the warm hospitality, good conversation and pleasant atmosphere and had a taste of Kuwaiti cuisine.



Group photo of the Dinner guests with H.E. the Minister of Finance of Kuwait



H.E. Dr. Nayef Al-Hajraf and the Secretary General of the Arab-Hellenic Chamber, Mr. Rashad Mabger

We, at the Arab-Hellenic Chamber, seize this opportunity to congratulate the two sides on the successful outcome of the "1st Greece-Kuwait Joint Interministerial Committee" and wish all the best in the future bilateral relations between Greece and Kuwait.



Qatar lifts its first Asian Cup title: Asian Cup trophy

H.E. the Ambassador of Qatar in Greece, Mr. Abdulaziz Al-Naama, hosted a lunch on 6th February 2019, to celebrate his country's **first victory at the Asian Cup soccer**. The lunch was attended by some of the Arab Ambassadors and the Secretary General of our Chamber. It was an occasion to celebrate the inspirational success of Qatari National Soccer team and wish Qatar the best of success in organizing the 2022 FIFA World Cup.

Congratulations, Qatar, for the big win!





www.arabhellenicchamber.gr



52nd Algiers International Fair, Algiers, Algeria, 18th – 23rd 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 or send an e-mail to: fia2019@safex.dz

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



52^e **foire** Alger internationale



Rise in Moroccan Exports for 2018 - The Importance of Tanger-Med port

Moroccan exports rose by 10.2% to 274.2 billion dirhams (1 euro equivalent to 11 dirhams) in 2018, according to Moroccan Customs Preliminary External Trade data for the previous year.

This is due to an increase in exports in all sectors, including phosphates and their derivatives (7,5 billion dirhams), the automotive industry (6,3 billion dirhams), agriculture and agri-food products (3,7 billion dirhams), aeronautical engineering (1.7 billion dirhams) and the textile and leather sector (1.6 billion dirhams), as indicated by the Moroccan Customs Office, adding that these sectors account for 81.7% of the total increase of the country's exports.

Last year, 50.6% of total Moroccan exports, worth a total of 139 billion dirhams, crossed the port of Tanger-Med, which, this way, establishes its position as the first import - export platform to Morocco, with goods reaching 317 billion dirhams in total for 2018. For its part, the total volume slightly changed, reaching 52.2 million tons (2%).

The two terminals of Tanger-Med 1 reached 3,472,451 TEU, a level corresponding to a 5% increase over 2017. This performance also corresponds to 15.7% higher than the nominal capacity of Tanger Med 1 port, as the competent Port Authority points out.



Morocco's Electrical Energy Market, according to the Minister of Energy, Mines and Sustainable Development, Mr. Azziz Rabbah

Morocco has pledged to invest \$ 14 billion between 2017 and 2023 for the development of the energy sector, particularly renewable energy sources, as Moroccan Minister for Energy, Mines and Sustainable Development, Azziz Rabbah recently declared. During the 9th General Assembly of the International Renewable Energy Agency (IRENA) in Abu Dhabi, Mr Rabbah stressed that the implementation of these structural investments has been entrusted to large, innovative, Asian, European, American, Arabic and Moroccan companies, demonstrating the attractiveness of the domestic market.

In addition to working towards the development of renewable energy partnerships, Morocco, according to Mr. Rabbah, believes that the creation of electricity interconnection lines with neighboring countries is a strategic option that will enhance its energy security. Mr. Rabbah also reminded the audience that King Mohammed VI has given instructions for the upward revision of the renewable electricity generation targets so that the relative share will exceed 52% of the national electricity mix by 2030. The share of renewable energy sources in the national mix was 35% at the end of 2018, with an installed capacity of more than 2,965 MW.

According to statements by the Minister in charge, the Ministry aims at developing an additional 10,000



MW of RES, which is allocated to 4,500 MW to solar, 4,200 MW to wind and 1,300 MW to hydroelectric power by 2030.

Regarding energy efficiency, the Minister said the Kingdom has adopted a national strategic vision to rationalize energy consumption, particularly in agriculture, transport and public lighting.

It should be noted that the National Strategy Roadmap for Energy Efficiency, which was drafted by the Government in June 2017, is expected to achieve energy savings of around 20% by 2030. Thus, the program includes individual projects to be implemented over the next 5 years, based on a contract between the Moroccan Agency for Energy Efficiency (AMEE), competent government departments and the regions.



Tunisian Business Delegation Visits Our Chamber



The President of UTICA's (Tunisian Union of Industry, Trade and Handicrafts) branch in Monastir, **Mr. Mustapha Ben Tekaya**, and **Dr. Najia Ben Helal**, Founder Manchester Academy, Founder Oxford House College & President of the Tunisian Businesswomen (Union National des Femmes Tunisiennes), accompanied by **Mrs. Souad Haouala**, Regional President of the Tunisian Businesswomen League in Monastir, visited our Chamber on **13th February 2019**, along with

members of a business delegation from Monastir, Tunisia. This meeting was also attended by **Mrs. Manel Chamtour**i, Economic and Commercial Counselor at the Embassy of Tunisia, Greece. During the visit, the President and his delegates exchanged views with the Secretary General, Mr. Rashad Mabger, on issues of common interest and cooperation between the Chamber and UTICA branch in Monastir. Throughout the three-hour visit, all those present were



treated to an amazing display of Tunisian, Monastir's in particular, fabric artisanship, decorative and utilitarian, which added a splash of color in our day-to-day life. Tunisia is famous for the wide range of its artifacts and the dexterity and creative intelligence of its creators, who found its way to the modern world by innovation of its traditional features. The textile and clothing industries sector is considered strategic for the National economy, especially in terms of exports, employment and added value and it rightly represents, along with the tourism, one of the leading sectors of Tunisia's economic growth. The lady representatives of the businesses in Tunis all shared passion for their traditional field of expertise which they help preserve, renovate and develop.

Based on the nature of business of the delegates, which is in the education and training departments, we called upon our members - City Unity College and Webster University - to explore means and ways for future cooperation. In order to enrich the benefits of this visit we also invited the Greek Government Institute of Vocational Training who exchanged with the delegation, views on this line of business. It is worth mentioning, that this is the second time that the representatives of Monastir paid a visit to our Chamber, the first one being in 2016. In view of our excellent cooperation, we are expecting, a bigger delegation during the 3rd Workshop "Doing Business in the Arab World" and hopefully, the creation of more partnerships with the Greek side, during the B2B meetings therein.





OUR CHAMBER'S PARTICIPATION IN “FOOD EXPO 2019”

Food Expo 2019 has witnessed enormous and active participation by many food companies in Greece and the world. This year's **Country of Honor** was **Lebanon**, which gave an articulate display of its food processing industry and the finest of food products. The Lebanese pavilion witnessed a lot of response from businessmen and visitors of the Exhibition.

After the official inauguration, the Minister of Agricultural Development & Food, Mr Stavros Arachovitis, along with the Director General of the Ministry of Economy and Trade of Lebanon, Mrs. Alia Abbas, inaugurated and toured the Lebanese pavilion, which was also attended by H.E. the Qatari Ambassador, Mr. Abdulaziz Ali Al-Naama and our Secretary General, Mr. Rashad Mabger. H.E. the Greek Minister was introduced to the Lebanese cuisine, exquisite products and superb taste of Lebanese delicacies.

The Greek Minister then paid a visit to the Qatari pavilion and was briefed on the Qatari delicacies and cuisine and tradition in this respect. The Qatari Ambassador and the Greek Minister exchanged views and opinions on developing the Qatari-Greek relations in the domains of food processing industry and other aspects.

Egypt's pavilion was also visited by an enormous number of businessmen, as well as our Chamber's pavilion in the same exhibition.

It is worth mentioning that the food-processing sectors in Greece, Egypt and Lebanon have witnessed positive strides and their success globally has been noted. We, at the Arab-Hellenic Chamber, would like to express our congratulations to Lebanon for its selection as a country of honor at this major exhibition and seize this opportunity to express our best of intentions to work closely with all the Arab companies for their presence in Greece and the promotion of their products. We would like also to thank the organizers of FOOD EXPO 2019 for inviting the Arab-Hellenic Chamber and for a work very well done.



At the inauguration

Our Secretary General, Mr. Rashad Mabger, H.E. the Ambassador of Lebanon, Mrs. Dona Barakat, H.E. the Greek Minister of Agricultural Development & Food, Mr Stavros Arachovitis, and H.E. the Ambassador of Qatar, Mr. Abdulaziz Ali Al-Naama, from the visit to the Qatari pavilion



H.E. the Ambassador of Lebanon, Mrs. Dona Barakat, H.E. the Greek Minister of Agricultural Development & Food, Mr Stavros Arachovitis, the Director General of the Ministry of Economy and Trade of Lebanon, Mrs. Alia Abbas and Mr. Ghassan Sheety, Area Manager, Middle East Airlines





منتدى الاعمال والاستثمار العراقي-الاوروبي الرابع
4th Iraqi-European Business & Investment Forum
Athens, 10-11 July, 2019

Preparations for "4th Iraqi - European Business & Investment Forum"

Building on our Chamber's exemplary cooperation with the Baghdad Chamber of Commerce, we are pleased to announce that we will convene on **10 - 11 July 2019** in Athens, the **4th Iraqi-European Business & Investment Forum**. The news that our Chamber has been selected for the fourth time as the organizer of this event, has been conveyed to us by Mr. Maytham Al-Yasiri, the board member of the Baghdad Chamber and coordinator of this event on the occasion of his recent visit to Athens 12 February.

The meeting with our dear friend, Maytham, with who we have been successfully cooperating for the past few years, was very fruitful, constructive and diverse, especially, as far as the focal points for the upcoming Forum is concerned. We managed to widen the spectrum of sectors for potential cooperation, by introducing, for the first time, a new field of Greek know how - the renovation of old cities, greatly needed for the renovation of the old city of Baghdad. This topic has been greatly analyzed and arrangements are under way, to select a team in Baghdad for this purpose. Among other, we have also explored the best ways of renewing our efforts towards the transfer of technology and know-how from Greece to Iraq and introducing more methodical practices with the tangible results in the near future. In this context, Mr.



Mr. Hindreen Ali Mustafa, Minister Plenipotentiary, Embassy of Iraq, our Secretary General, H.E. Mr. Shorsh Said, the Ambassador of Iraq, and Mr. Maytham Al-Yasiri

Al-Yasiri met with the representatives of EUROTRADE and TEMAK with whom he had prolonged and productive discussions, as well as with the Manager of the International Chamber of Commerce, with whom he discussed the membership of Baghdad Chamber in this international organization and its arbitration committee.



Mr. Al-Yasiri from his meeting at the ICC premises with Mr. Haris Lambropoulos, Secretary General of ICC Greece and Board Member of the Arab-Hellenic Chamber and Mr. Filippos Ioannou, Director of the ICC



Mr. Al-Yasiri during his meeting with TEMAK company



Mr. Maytham Al-Yasiri with our Secretary General during their visit to the Iraqi Embassy



Mr. Al-Yasiri from this meeting with EUROTRADE company

The highlight of his visit in Athens was the meeting of Mr. Al-Yasiri with H.E. the Ambassador of Iraq in Greece, Mr. Shorsh Khalid Said. The meeting was attended by Mr. Hindreen Ali Mustafa, Minister Plenipotentiary, and our Secretary General, Mr. Rashad Mabger. The topics of discussion included the preparations for the “4th Iraqi-European Business & Investment Forum” and our commitment to make the partnership between Iraq and Greece even closer. His Excellency expressed his support of the Chamber’s work and its activities and assured us of the Embassy’s full cooperation towards the success of the **4th Iraqi-European Business & Investment Forum**, which will serve as a platform for enhancing the Iraqi-Greek relations in all business sectors.



Excellence in Partnership

Special Edition

NEW MEMBERS

1. CARGO
2. ANTHEA'S
3. KT PEPPERS
4. MOSCHOS OLIVES
5. MY BEST WISHES EVENTS
6. SAGIAS LAW FIRM
7. VDI IKONOMIDIS & ASSOCIATES LAW FIRM
8. CELEBRITY INTERNATIONAL MOVERS S.A.
9. ATHENAEUM INTERCONTINENTAL HOTEL



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CARGO is a company that has been active in the car accessories industry since 1995. Founder of the company is Mrs Alexandra Soultsiotou.

Her experience and her love for her job are pushing her to open her own business in October 1995. She puts special emphasis on the car and air freshener.

In November 2009 she opens a branch in Larissa and creates craftsmanship of horizontal production of car fresheners. She takes part with great success in industry-related exhibitions that take place every two years. The field in which the business is active is not particularly developed in Greece and few craft businesses have the necessary certificates and licenses that the company has acquired (Operation and Business License).

The company has all the required MSDSs and markings required on both impregnated paper and spray. In addition, it has its own barcodes and bottling spray is made by a specialized company, which provides all the necessary certificates for the gases used.

CARGO continues its perpetual and seamless effort, considering the opinion of its thousands of customers, so that they can enjoy the best car freshener.



NEW MEMBERS



www.arabhellenicchamber.gr



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ANTHEA'S is an artisanal family business located on the beautiful island of Kea in the Cyclades. All of Anthea's products are naturally grown and treated with special care and love towards nature! In our fields our **Prickly Pears, Almond Trees** and herbs are naturally grown with no insecticides or harmful hormones. By strictly using methods of ecological beekeeping, we collect our **Raw Thyme Honey** with great responsibility. Our honey is totally unheated and unprocessed and in our ISO 22000:2005 certified facilities, it is bottled under the strictest hygiene standards. It is for these reasons, that we can guarantee our honey's excellent quality, amazing aroma of thyme, along with its invaluable nutritional properties, until the last drop in your jar!

We are very proud of Anthea's selection:

- Anthea's Raw Thyme Honey
- Anthea's Bee Elixir (Honey, Royal Jelly, Propolis & Pollen all in one jar!)
- Anthea's Handmade Honey-Almonds-Sesame Bar (aka Pasteli)
- Anthea's Organic Almonds
- Anthea's Organic Prickly Pears
- Our custom made corporate/ gift boxes filled with our delicious natural products!

In 2017 and 2018 Anthea's proudly won two **2-star Great Taste Awards** for our Raw Thyme Honey and our Pasteli Bar, which means that judges found them both **"outstanding"**!





CONTACT DETAILS

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KONSTANTINOS TSAGAROPOULOS was established in 1991. We are based in Ionia, a suburb of Thessaloniki in Central Macedonia, Greece. Our company specializes in pickled products.

The exceptional quality and the flavor of our products have earned the trust in the eyes of our customers for more than 25 years.

As an exclusively exporting venture, the tasty Green Greek Pepper in brine is our major workpiece, providing it vastly and constantly to Central Europe, mainly in the German, Swedish and Belgian markets.

We seek to maintain and improve the high standards we set throughout the product line, from the early sprout to packaging, so you may feel free to join us!





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MOSCHOS OLIVES is located in Agioi Theodoroi, a village in Magnisia (60km from Volos), where the fertile land and climate are known for the ideal cultivation and harvest of high-quality corp. For six years now, MOSCHOS OLIVES produces, standardizes and exports Greek Olives (primary product) and Extra Virgin Olive Oil (secondary product).

The company owns an ultra-modern factory which allows total quality control and management of all stages of production process from beginning to end. Our factory is created in accordance with the latest standards and certified with ISO220000.

MOSCHOS OLIVES supplies Food Distributors, Wholesalers and Super Markets in many different countries all over the world, including Canada and Australia.

The company exports in 10 countries in total.

The company mainly specializes in the following three Olive kinds:

- Kalamata Black Olives
- Amfissa Black Olives
- Chalkidiki Green Olives

Other varieties, such as pitted, filled or sliced are also available.

The company offers the following packaging options:

- Vacuums (200g, 250g, 400g, 500g)
- PET (1kg, 3kg, 5kg)
- Buckets (2.5kg, 3kg, 5kg, 7kg, 10kg)
- Tins (5kg, 10kg, 13kg)
- Barrels (weight upon request)





MBW • EVENTS

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MBW EVENTS is an Event & Wedding Design company, amongst the leading ones in Greece. Born from the desire to view things from an unconventional perspective, the driving force behind each MBW EVENTS project is the ability to transform and captivate. Yet, the emphasis is always kept on the soul of the event.

To create an ordinary event is commonplace.

For us event design is a reflection of ideals. Creative flair and quality artistry are paramount to us. We specialize in working with white canvas, providing boutique experiences.

A harmonious coexistence between big ideas & tiny details. Tailored to your vision.

Feeling is believing! Every scent, sound, sight, touch, and taste, is crafted to create the experience of a lifetime, not only for our couples when it comes to weddings, but also for their family and friends. Be it a midsummer night's dream or a winter's tale, there must be magic in the telling.

We pick up your romance and turn it to your own personal story that reflects your lifestyle and personality. Your story goes beyond simple design. It merges with life.

Our main office is based in Athens – the place where the magic begins. We are working on projects all around Greece and around the globe if requested, creating warm, chic and thoughtful events for you.



NEW MEMBERS



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SP SAGIAS & PARTNERS LAW FIRM

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We have been rendering legal services for 46 years on the most challenging and demanding legal issues covering both Public and Private sector, to domestic and foreign companies as well as individuals.

Our team is composed of our Founding Partner Spyros Sagias, 3 more Partners and 13 Associates. We provide full scale of legal services, in matters such as Dispute Resolution, Litigation, Business crime, Tax cases, Labor Law, Corporate and Commercial law, White Collar Crime and Competition Law.

We have a long history in Real Estate legal matters by representing local and international private investors, private equity funds and major corporations, willing to invest in Greece.

We consider ourselves pioneers in Privatization and Public Procurement and a leading actor in the Greek market, considering that we have been involved in most of the important privatization projects on the Greek territory since the emergence of the first privatization in the mid 1990's, along with the adaptation of the Greek economy to the rules of the free European market.

Last but not least, we are the first ever law firm in Greece to have been certified in 2009 by ELOT with ISO 9001 Quality Management System in all fields of law.



VDI V.D.IKONOMIDIS LAW FIRM

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«VDI IKONOMIDIS & ASSOCIATES» Law Firm was established in 2009 by Vassilios D. Ikonmidis and is distinguished for its high standard legal services in specialized areas of law.

We combine legal tradition and experience of decades with flexibility and understanding of contemporary challenges in financial and business environment.

The scientific excellence of our members in various areas of law, the reliability and swiftness in handling the cases assigned, ensure an integrated and interdisciplinary approach to legal issues that may arise in the course of carrying any kind of business activity and constitute the basis of the Firm's successful course until today. The professional relationships of our Firm are characterized by continuity and mutual trust, with the Firm having established an ever expanding clientele which includes Greek and international companies and groups, entrepreneurs, strategic investors and individuals.

The main areas of activity of our Company are the following:

- Corporate Law
- Commercial contracts
- Dispute Resolution
- Real Estate
- Banking and Finance Law
- Maritime Law and Yachts
- Tax Law
- Data Protection Law/GDPR





CONTACT DETAILS

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In **CELEBRITY INTERNATIONAL MOVERS SA** we understand that every move is unique, that's why for more than 30 years we've continuously offered innovative services, customized solutions and unparalleled top quality service at competitive rates. Today Celebrity International Movers SA is one of the top moving and relocation companies in Greece. We accomplished this by living up to our name, treating each client we serve just like a celebrity.

Our satisfied clientele includes embassies, cultural institutions, museums, multi-national corporations to private individuals who can all attest to the care and attention that we offer. We employ full time staff, including trained packers, relocation experts, van operators and moving consultants.

Our relocation department is professionally trained in providing world-class corporate relocation services such as school and home search to various settling-in services for employees moving in and out of Greece.

We are a proud member of **EuRA**, which is the world's first accreditation program for relocation providers and we successfully attained our quality assurance certification **ISO 9001:2008** through Lloyd's Register and the **FAIMPLUS** certification, which is our industry's highest certification, from Cap Gemini Ernst & Young SA in Belgium. For more information please call +302102720106 or e-mail contact@celebrity.gr.





NEW MEMBERS

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Awarded Greece's leading hotel time and time again, the **ATHENAEUM INTERCONTINENTAL ATHENS** exceeds the needs of the most discerning guests.

Ideally located near the city center and its many historic landmarks, the hotel boasts exquisite views of the Acropolis, premium aesthetics and unparalleled levels of service.

Seven floors with Superior & Deluxe rooms, the most spacious in Athens, have been fully refurbished.

Two dedicated Club InterContinental floors with upscale privileges, an extensive modern art collection, award-winning dining venues, a 24hour fitness centre and the natural I-Spa retreat, will turn even the shortest stay into the most memorable experience.

The meeting facilities of the hotel, with a total floor space of 6,000 sqm and 35 break out rooms, guarantee the success of all types of events. The Athenaeum Ballroom, the largest column free conference venue in Athens, accommodates up to 1500 delegates. With the launch of the Acropolis Terrace showcasing 600 sqm of open air space with views of the city's renowned landmarks, the current options for the local and global conference market are significantly enhanced.





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Special Edition

MEMBERS' NEWS

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New Partnership: Aviation Strategy Ltd and Global Aviation SA

Aviation Strategy, the London-based boutique consultancy, and Athens-based Global Aviation SA have entered into a new partnership, cemented by an equity investment in Aviation Strategy by Global Aviation.

Aviation Strategy is a special consultancy providing industry analyses and forecasts to financiers, airlines and manufacturers; Global Aviation is one of Europe's foremost pilot training organisations. The two companies intend to cooperate in the fields of airline consultancy and innovative training programmes.

Aviation Strategy was established in 2013 by Keith

McMullan, previously the MD of two leading consultancies - Aviation Economics and Avmark International; James Halstead, one of the highest rated equity analysts in the airline sector; and Nicholas Kourouvakalis, an experienced airline executive, consultant and specialist in Eastern Mediterranean aviation markets.

Global Aviation was founded in 1997 by Markos Tsaktanis, whose career includes managerial and board of directors' positions in Aegean Airlines, LCI and Group 4 among others. Markos is Chairman of the company while his two sons, Petros and Alexandros, are Managing Directors, since 2011.



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Participation of Olympia Electronics S.A. at the leading exhibition, Intersec 2019, Dubai

OLYMPIA ELECTRONICS S.A., the largest Greek security systems company with many distinctions and participations in international exhibitions, participated for another year at the international exhibition **INTERSEC 2019**, which took place from 20 to 22 January 2019 in Dubai. The influence and international readability that has been held for years by the industry-leading **INTERSEC**, has been the reason for one more year to ensure the participation of exhibitors from all continents, offering its visitors the latest and most innovative security solutions.

INTERSEC 2019 has brought together products, innovations, a unique range of products and exciting opportunities for commercial security, smart home, Cyber Security, Fire & Rescue, Safety & Health, Internal Security and Policing and Perimeter & Physical Safety. Through an impressive and comprehensive demonstration of the products presented by **INTERSEC**, this year, it has also attracted thousands of visitors from all over the world and kept its interest unmatched in its three days of operation. All this and a varied program with product presentations, lectures and discussions prove the full story of the exhibition.

OLYMPIA ELECTRONICS S.A. represented by chairman and CEO Mr. Nikolaos Arvanitidis, R & D and IT Manager Mr. Dionisios Lakasas and Export Manager Mr. Pantelis Adar. The representatives of the company presented the innovative products and the wide range of emergency luminaries, electronic fire detection systems, alarm systems, thermostats, Hotel Access and others. **OLYMPIA ELECTRONICS S.A.** with its presence in **INTERSEC 2019**, highlights its leading role in the security industry and continues its strategy of extroversion with the development and production of innovative products, meeting the new market trends.

«European Manufacturers»

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SKAG at Paperworld Middle East 2019

SKAG will be taking part in Middle East's biggest stationery exhibition **Paperworld ME**. It will take place in Dubai's World Trade Centre Exhibition grounds between March 18th and March 20th 2019.

As the biggest manufacturer in the Balkan area for stationery and office products, SKAG has been producing

high quality premium products since 1956. Well established in the Greek and international markets as one of the most well-known stationery brands, SKAG exports to over 28 countries and is striving to expand even further. In the Paperworld Middle East SKAG will showcase new products and concepts of stationery and office products to visitors from all around the globe.



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ELLI, the new product of DOPPLER S.A.

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

Our export activity extends internationally in more than 65 countries including Northern and Eastern Europe, the Balkans, Russia, Asia, Middle East, Africa and Oceania.

Products:

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