

# Let **Greece** inspire you!

---

## Investment and Export perspective

*Mr. Grigoris Stergioulis,  
Chairman & CEO*

*Iraq and Europe: Partners in  
Progress*

 **ENTERPRISE GREECE**  
INVEST & TRADE



# Economic outlook – In a nutshell

**GDP**  
**1.9%**

**Unemployment**  
**18%**

**2018**

**Exports**  
**€33.4 billion**

**FDI**  
**€3.6 billion**



# Transforming the economy

 **ENTERPRISE GREECE**  
INVEST & TRADE

## Key policy priorities

- **High value**, inclusive growth
- **Create jobs** by capitalizing on the availability of high caliber human capital
- **Attract new FDI** on strategic investment sectors
- **Promote** business extroversion and **export oriented sectors**
- **Support innovative**, dynamic **companies** and clustering efforts

### Through:

- a lean and supporting public sector
- a stable business-friendly framework for investments

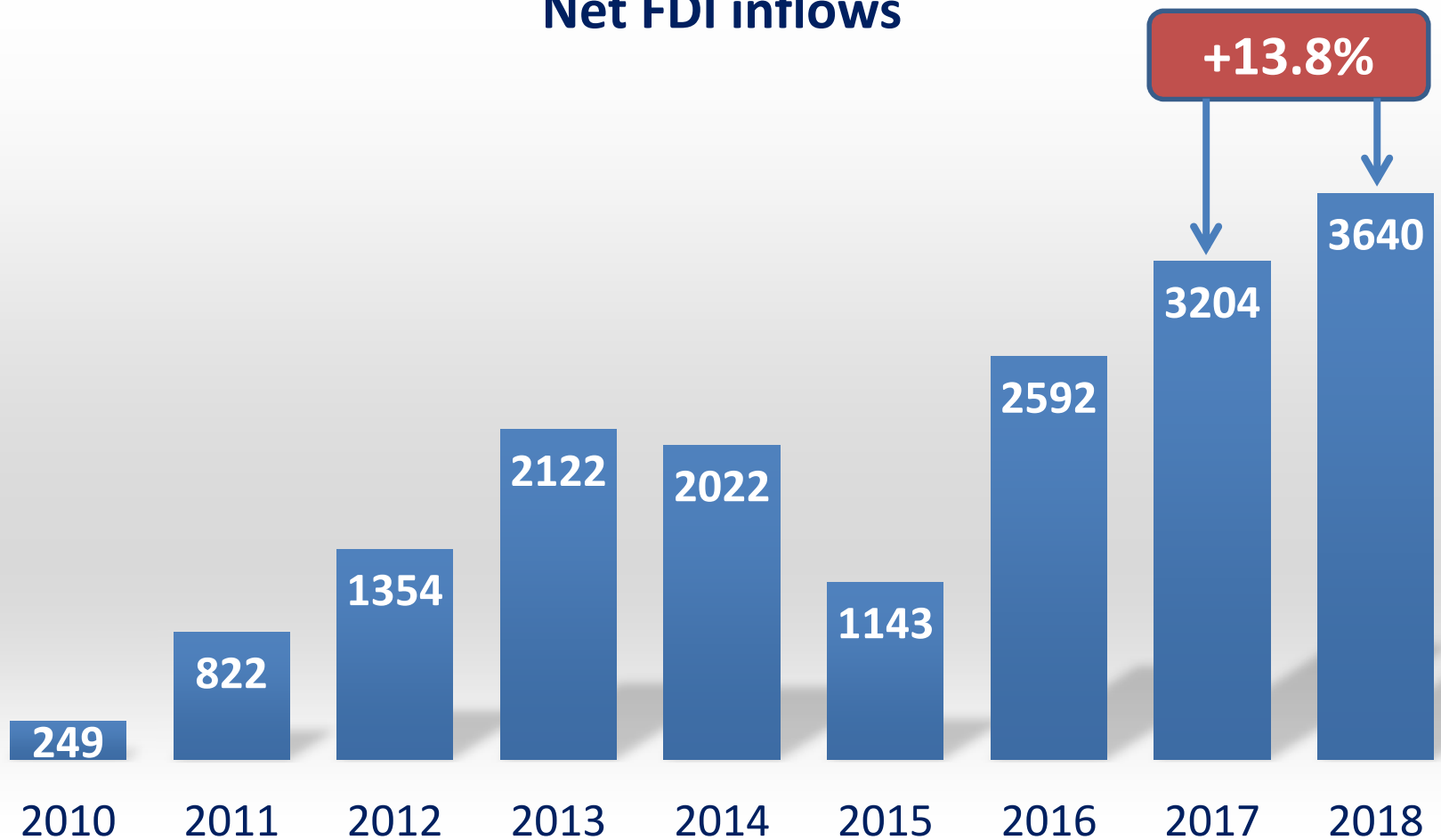
## Export Growth...

- from **19% of GDP in 2009** to a **36,1% share of GDP in 2018**
- **National Export Strategy** recently set a Target for **50% share of GDP, by 2025**
- **Main Categories:** fuels, manufacturing products, agricultural products and raw materials
- **Main Products:** petroleum products, medicines, olive oil, copper plates frozen-processed fish, processed-preserved food, pipes, cheese products
- **Main Destinations:** EU countries, Balkan countries, Turkey, North America, Middle East, North Africa and Asia (China and Singapore)

# FDI inflows 2010-2018

In million Euro

## Net FDI inflows





# Selected deals 2011-2018







# PRIVATISATION OF PIRAEUS PORT

€1.5bn total investment deal confirmed in August 2016 when COSCO acquired 51% of the port for €280.5mn. The port now ranks 3<sup>rd</sup> on container traffic in the Mediterranean and 7<sup>th</sup> in Europe. The deal involves new investments on infrastructure upgrade



# PRIVATISATION OF THESSALONIKI PORT

In March 2018 the consortium of 'Deutsche Invest Equity Partners', 'Belterra Investments' and 'Terminal Link' acquired **67%** of the port for **€232mn**. A commitment to invest another **€180mn** aims to transform the port to an export gateway for the wider Balkan area





# ASTIR PALLAS VOULIAGMENIS

**Four Seasons** announced in September 2017, its plans to transform legendary Astir Palace into **First Four Seasons Hotel** in Greece (€100mn will be invested)



# REGIONAL AIRPORTS

Privatisation of 14 regional airports with **FRAPORT** winning the bid for the 40-year concession to operate, manage, develop and maintain the facilities, with an expected total investment in excess of **€3bn**.



## PHILIP MORRIS NEW INVESTMENT

Philip Morris International new **€300mn** investment in Greece. The project involves the construction of new lines of tobacco processing and production of refills for the innovative IQOS product. The investment will create 400 new jobs.



The background is a light blue gradient. On the right side, there are several overlapping, semi-transparent blue shapes that resemble stylized maps or abstract geometric forms. These shapes are interconnected by a network of thin, dark blue lines, creating a complex web-like pattern. Scattered throughout the background are small, dark blue dots, some of which are connected by lines, suggesting a global or digital network theme.

**FDI**  
is welcome!

# Attractive investment sectors



**TOURISM – REAL ESTATE**



**AGRI – FOOD**



**ENERGY – CLEAN TECH**



**LOGISTICS**



**ICT**



**LIFE SCIENCES**



**PRIVATIZATIONS**





**Enterprise Greece** is the national trade and investment promotion agency of the Greek State, operating under the supervision of the Ministry of Foreign Affairs...

Mandated to showcase Greece as an outstanding destination for **investment** and promote the highly competitive products and services produced in Greece for **export**.

## Enterprise Greece offers a set of integrated investment facilitation services (1)

- Informing on **sector-specific required licenses** and assisting on granting
- Informing on **financial tools and incentives**
- Examining **land use and spatial planning issues**
- Helping **identify suitable personnel**
- Informing on **labor regulations, taxation and cost related topics**



## Enterprise Greece offers a set of integrated investment facilitation services (2)

- Providing **site location services** for project development
- **Matchmaking services** between investors and local businesses & suppliers
- Preparing **customized investment proposals**
- **Suggesting improvements** to the legal investment framework (**Policy advocacy role**)



# Investor's Ombudsman: Unblocking investments



**Investor's Ombudsman** mediates during the **licensing procedure** and where specific obstacles, delays, disputes or other difficulties arise

**Investor's Ombudsman is available for projects exceeding €2mn**

## Investor's Ombudsman: How it works!

- Receives and examines investors' special requests regarding specific cases of delays or other difficulties
- Collects supportive documents needed to examine each case
- Identifies the competent public authorities and the stage of each case
- Requests and receives comprehensive information on each specific project and estimates the factors causing delays
- Cooperates with the competent authorities to accelerate resolution and monitors the process

# Enterprise Greece

---

Thank you for your  
attention!

[info@eg.gov.gr](mailto:info@eg.gov.gr)

[www.enterprisegreece.gov.gr](http://www.enterprisegreece.gov.gr)

