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DECEMBER 2020

# MAN



9<sup>ο</sup> ΑΡΑΒΟ-ΕΛΛΗΝΙΚΟ ΟΙΚΟΝΟΜΙΚΟ ΦΟΡΟΥΜ  
المنتدى الاقتصادي العربي - اليوناني التاسع  
9<sup>th</sup> ARAB-HELLENIC ECONOMIC FORUM  
Athens, 8 & 9 December 2020

THIS ISSUE  
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## Safety is a first priority and a fundamental value for KLEEMANN

Founded in 1983 in Kilkis, Greece, KLEEMANN is one of the most important lift companies in the European and global market, providing any type of residential or commercial passenger and freight lifts, escalators, moving walks, accessibility and marine solutions, parking systems and lift components. Its distribution network expands to more than 100 countries.

At KLEEMANN, we are committed to operating responsibly and with loyalty to our employees, customers, users and all our partners. We prioritise transparency and sustainable growth in order to create added value for both the society and the wider environment in which we operate.

We were called to manage the pandemic crisis almost simultaneously in all countries in which we have a local presence, with China being the first at the beginning of the year.

Undoubtedly, this experience led us to make the most out of every available resource. At the same time, we were fast on decisions and implemented immediate measures to safeguard the health and safety of employees across the Group.

We managed the crisis of the COVID-19 pandemic on four levels. We protected our employees, ensured the smooth operation of the company and the coverage of the needs of our customers, assisted the State's efforts to address COVID-19 and designed product solutions for protection against the virus.

During the lockdown, we isolated the production lines from each other to ensure a greater level of safety and further equipped them, so that they have greater self-sufficiency of tools and materials. In addition, we extensively implemented teleworking for more than 80% of the administrative staff, intensified communications and strengthened the bonds with partners, suppliers and customers.

Throughout the pandemic, we constantly inform our employees, apply health and safety protocols and continue to comply with the prescribed hygiene measures (masks, antiseptics, disinfections, etc.), in order to preserve the health and safety of our employees.

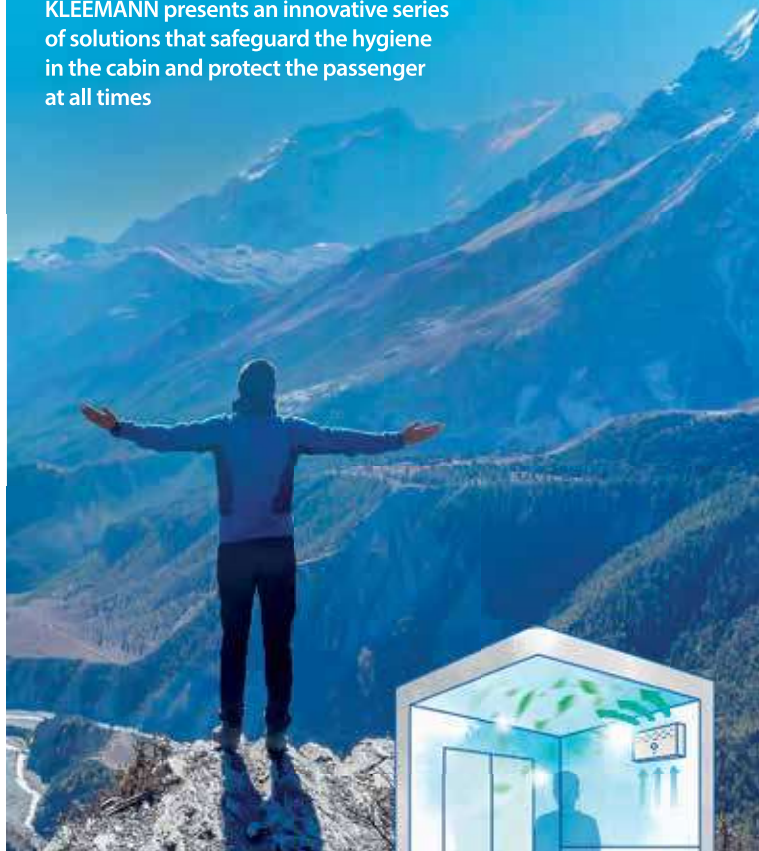
At the same time, realizing the urgency of the situation and in order to contribute to the State's efforts to address the unprecedented health crisis of COVID-19, we proceeded to donate 21 modern electric ICU beds to hospitals across the country, as well as other individual support actions of the social structures of the prefectures of Thessaloniki and Kilkis.

Finally, guided by public safety, we presented an innovative range of solutions to protect the health of elevator occupants. KLEEMANN R&D Department has integrated Elevator Air Purifier in the lift cabin which eliminates bacteria and influenza virus with success rates of up to 99%. In addition, the company has developed antibacterial elevator buttons and touchless activation buttons.



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## 1 Uncontaminated air in the cabin interior

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The Elevator Air Purifier is a two phase technology that uses molecular materials and UV light to totally disinfect the cabin for clean, uncontaminated air



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### KLEEMANN ANTIBACTERIAL BUTTONS

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### KLEEMANN TOUCHLESS BUTTONS

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## *“Greece and the Arab World: One Step Ahead”*

### FOREWORD



**Harris Geronikolas**  
*President*



**Rashad Mabger**  
*Secretary General*

This special addition of the Chamber's magazine (MAN) is published on the occasion of the **"9<sup>th</sup> Arab-Hellenic Economic Forum"** due to be convened online on December **8<sup>th</sup> & 9<sup>th</sup> 2020**. It is our honour to host the **Sultanate of Oman** in this forum and to present its ambitious vision **"2040"**, as the first topic of deliberations and discussions in this event.

Greece and Oman have similar characteristics and features, both countries possess unique strategic locations that have made them among other advantages an international trade route to the world market. The similarities extend between the two countries in enjoying moderate climate all the year, breath-taking nature and pride history, these features among other privileges have contributed to put the two countries as world touristic destinations.

It is out of the question to outline all the various positive aspects Oman has achieved in this limited space. However, it is with no doubt that Oman offers a superb business hub for foreign companies, the facilities they offer in their industrial and free zones are considered quite attractive for foreign businesses to establishing their industries and take it as a point of expansion and exporting their products and business in three continents Asia, Africa and Australia.

Given the new regional and international developments that suggest growth in Greek-Arab trade relations and flow of mutual investment is a positive sign. In addition to that, Greece national strategy for promoting its exports to foreign markets and attracting foreign direct investments is showing signs of success, notably, Microsoft 1 Billion-Euro Investment in creating data centres and cloud computing in Greece which will put Greece in the world map for attracting foreign investments.

There is no doubt that Greece has all the necessary ingredients and potentials to implement its strategy and elevate its position in Europe and enhance its relations with the Arab World **One Step Ahead**.

In spite of the negative impact of COVID-19 on businesses and communication, we have managed successfully in convening eight online events on **"Doing business in the Arab World"** presenting 15 Arab countries along with the participation of more than 500 Greek companies. the inputs and impression we got from participants indicate the success of these events.

The platform of the **"9<sup>th</sup> Arab-Hellenic Economic Forum"** have been designed and tailored to offer participants interacting with speakers, networking and the virtual B2B meetings in all business domain. We endeavour to provide quality services to our members and non-members alike, and go the extra mile needed.

We are honoured and privileged with the support of Kuwait Chamber of Commerce and Industry, and Oman Chamber of Commerce and Industry in this forum, to these two esteemed institutions and to our official auspices and to member-companies for sponsoring this event, we would like to express our sincere appreciation and to the strategic associates and supporters to this event.

We all feel keen to welcome **2021**, with hopes and wishes of peace and tranquillity, in a world free of war, hunger and discrimination.

**"Merry Christmas & Happy New Year"**



# Our favorite pasta



## Greek alphabet pasta



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الغرفة العربية اليونانية للتجارة والتنمية  
ΑΡΑΒΟ-ΕΛΛΗΝΙΚΟ ΕΠΙΜΕΛΗΤΗΡΙΟ ΕΜΠΟΡΙΟΥ & ΑΝΑΠΤΥΞΕΩΣ  
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## 9<sup>th</sup> Arab-Hellenic Economic Forum

Athens, 8 & 9 December 2020

*“Greece and the Arab World: One step Ahead”*

### Under the Auspices:



### Special Contribution:



### General Outlook:

The Arab-Hellenic Chamber has embarked on the fifth decade of its business journey, with a clear visibility of its track record and achievements. Our Chamber's contribution to the increase of the trade balance between Greece and the Arab world is an indication of the growing importance of our role. The strategic dimension in our mandate to represent the Federations and Chambers of Commerce in all the Arab countries is a privilege which enables us to provide quality services and open constructive channels of communication between the two sides. Our events have been very successful in stimulating the verbal exchange between the Greek and the Arab businessmen, thus effectively influencing the increased flow of investments between them, in particular, the interest of the Arab investors in the Greek real estate market.

The “9<sup>th</sup> Arab - Hellenic Economic Forum” will be convened in Athens on 8<sup>th</sup> and 9<sup>th</sup> December 2020, under exceptional measures, as required by the current state of affairs. Consequently, this year, the Forum will be convened in a digital format, with a wider participation from the Arab and Greek Businessmen. The Forum's platform will offer the possibility of networking between the participants, interaction with speakers and visiting the Sponsors' virtual booths. The platform's features will allow conducting virtual B2B meetings between the Arab Businessmen with their Greek counterparts covering all business domains.



### Forum Focal Points and Sectors:

- Sultanate of Oman Vision 2040 and prospects of the Omani-Greek cooperation
- Developments, investment opportunities and the future potential of the maritime and ports industries
- The role of Arab & Greek private sectors in reviving Medium & Small sized Industries in the Arab world
- The Greek know-how in food processing and pharmaceutical industries and the possibility of transferring its technology to the Arab world
- Cooperation and opportunities for both sides in the fields of digitalization and information technology
- Virtual B2B meetings in all business domains

### Special Workshop:

Exploring the opportunities in Greece's real estate market in view of the incentives provided by the Greek Government.

### Forum's Languages:

Arabic and Greek online streaming

### Forum publications (in English):

A special issue of the Chamber's MAN magazine will be published on the occasion of the 9th Forum

## PROGRAM:

### Tuesday 8th December 2020

- |       |   |
|-------|---|
| 12:00 | Registration & Navigation of the platform   |
| 12:30 | Opening Ceremony  |
| 13:00 | <b>Session 1: Presenting the Sultanate of Oman – Guest Country</b><br>The Sultanate's 2040 vision, main objectives, potentials, investment opportunities and future prospects for Omani-Greek cooperation                     |
| 14:00 | Short Break and Tour of the Virtual Exhibition  |
| 14:15 | <b>E-Round Table Discussion:</b> "Developments in the Maritime and Ports sectors, Investment Opportunities and future potential (showcase Egypt & Greece)"  |
| 15:15 | Short Break and Networking between the participants   |
| 15:30 | <b>E-Round Table Discussion:</b> "Arab and Greek private sectors' role in reviving Medium and Small sized Industries in the Arab world"   |
| 16:30 | Short Break and Networking  |
| 16:45 | <b>Special Workshop:</b> Presenting "Enterprise Greece", its role in attracting foreign investment and exploring the opportunities in Greece's real estate sectors in view of the incentives provided by the Greek Government |
| 17:30 | End of Forum's work day one   |

### Wednesday 9th December 2020

- |       |  |
|-------|--|
| 12:00 | Registration & Tour of the Virtual Exhibition  |
| 12:30 | <b>E-Round Table Discussion:</b> "Food and pharmaceutical industries and the possibility of transferring of know-how to the Arab world" 13:30 Short Break and Networking between the participants                |
| 13:45 | <b>E-Round Table Discussion:</b> "Exchange of experience and potential for cooperation in the field of Information Technology and Digitalization" 14:45 Short Break and preparation for the virtual B2B meetings |
| 15:00 | Online B2B Meetings  |
| 19:00 | End of the 9th Forum   |

## “GREECE AND THE ARAB WORLD: ONE STEP AHEAD”



**Rashad Mabger**  
Secretary General  
Arab-Hellenic Chamber of  
Commerce and Development  
(AHCCD),  
Greece



**Harris Geronikolas**  
Chairman of the Board  
of Directors, Arab-Hellenic  
Chamber of Commerce and  
Development (AHCCD),  
Greece



**Suheil Hassib Sabbagh**  
President, Group HR,  
CCC, Vice President of AHCCD  
& Honorary President, Palestinian  
Greek Friendship & Cooperation  
Association,  
Greece



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



**Marwan Emile Toubassi**  
Dean of Council of Arab  
Ambassadors  
& Ambassador of the State  
of Palestine,  
Greece



**Ahmed Al Shuaili**  
Marketing Dept., Oman Dry  
Dock, a Member of ASYAD Group  
(Oman's Leading Logistics Group),  
Oman



**George Xiradakis**  
Founder - Managing Director  
XRTC Business Consultants,  
Greece



**Admiral Mohab Mohamed  
Hussein Mamish**  
Presidential Adviser on  
Suez Canal Economic Zone  
Projects and Egyptian Ports,  
Egypt



**Dr. Evangelos  
Kyriazopoulos**  
Secretary General  
of Ministry of Maritime Affairs  
and Insular Policy,  
Greece



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



**Ali Sabeeh Al-Saedi**  
Chairman  
Federation of Industries,  
Iraq



**Nicholaos Vlahakis**  
Managing Director,  
NEOKEM S.A.  
& Board Member of AHCCD,  
Greece



**Georgios Filiopoulos**  
CEO  
Enterprise Greece,  
Greece



**Georgios I. Kormas**  
Executive General Manager  
Head of Group Real Estate  
of Piraeus Bank Group  
& CEO of Piraeus Real Estate,  
Greece



**Fotis S. Kokotos**  
Managing Director,  
Elounda Real Estate Development,  
Founder of SpaTech Ltd,  
B.D. member, Elounda S.A.  
Hotels & Resorts, Greece



**Ioulia Tseti**  
President & CEO  
Uni-Pharma S.A.  
& Intermed S.A.,  
Greece



**Alexandra Pitta-Chazapi**  
Vice President of the Board  
& Managing Director,  
Attiki Bee Culturing Co.  
- Alexandros Pittas S.A.,  
Greece



**Dr. Bassim Khoury**  
CEO  
Pharmacare PLC,  
Palestine



**Evangelos Chrisohoos**  
Chief Commercial Officer  
Liknoss CRS,  
Member of North Star Group  
Greece



**Ahmad Hanandeh**  
Minister of Digital Economy  
and Entrepreneurship,  
Jordan



2 DAYS \* 38 SPEAKERS \* 1 GUEST COUNTRY \* 4 E-ROUNDTABLE DISCUSSIONS \* 1 E-WORKSHOP  
1 E-PANEL DISCUSSION \* 15 PARTICIPATING ARAB COUNTRIES \* VIRTUAL B2B MEETINGS+NETWORKING

## ONE FORUM \* ONE CHAMBER

08 & 09 DECEMBER 2020, Join us ONLINE



**Adonis Georgiadis**  
Minister of Development  
and Investments,  
Greece



**Qais bin Mohammed  
Al Yousef**  
Minister of Commerce,  
Industry and Investment  
Promotion,  
Oman (tbc)



**Ridha Bin Juma Al Saleh**  
Chairman  
Oman Chamber  
of Commerce & Industry,  
Oman



**Hamood Hilal Ahmed  
Al Habsi**  
(VP), Corporate Planning Team,  
Implementation Support  
and Follow-Up Unit (ISFU), Oman  
Vision 2040, Oman



**Amna Nasser  
Al Sharji**  
Business Development Team,  
Public Authority for Special  
Economic Zones and Free Zones,  
Oman



**Dr. George D. Pateras**  
Deputy Chairman, Contships  
Management Inc.  
& President,  
Hellenic Chamber of Shipping,  
Greece



**Dr. Saleh S. Jallad**  
Financial Consultant, Consolidated  
Contractors Company (CCC)  
Publisher of Middle East  
Economic Survey (MEES)  
& Board Member of AHCCD,  
Greece



**Ioannis Smyrlis**  
Secretary General of International  
Economic Relations  
Ministry of Foreign Affairs and  
Chairman of the Board,  
Enterprise Greece,  
Greece



**Giorgos N. Stasinou**  
President  
Technical Chamber of Greece,  
Greece



**Fathi A. Hayel Saeed**  
Chairman of Yemeni  
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& Managing Director - East Africa,  
Hayel Saeed Anam  
(HSA Group)



**Christodoulos Damianou**  
Group CEO  
Eurofast,  
Greece



**Harry Theoharis**  
Minister of Tourism,  
Greece



**Michael Tsaoutos**  
General Manager  
EPSA Soft Drinks  
& Vice President  
Ella-dika mas NGO,  
Greece



**Ajlan A. Ajlan Al Ajlan**  
Chairman of the Board of  
Directors, Council of Saudi  
Chambers & Chairman of the Board  
of Directors, Riyadh Chamber  
of Commerce & Industry,  
Saudi Arabia



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& President, Athens Chamber  
of Commerce and Industry,  
Greece



**Kyriakos Pierrakakis**  
Minister of State and  
Digital Governance,  
Greece (tbc)



**Imed Hammami**  
Chairman of the Decentralization  
and Local Governance Committee  
in the National Constitutional  
Assembly and fmr. Minister of  
Health, Tunisia



**Menelaos Skouloudis**  
CEO,  
Velti S.A.,  
Greece

\*Sequence of appearance,  
according to 9<sup>th</sup> Forum's program



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ΑΡΑΒΟ-ΕΛΛΗΝΙΚΟ ΕΠΙΜΕΛΗΤΗΡΙΟ ΕΜΠΟΡΙΟΥ & ΑΝΑΠΤΥΞΕΩΣ  
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## 9<sup>th</sup> Arab-Hellenic Economic Forum Athens, 8 & 9 December 2020

### PROGRAM

**Tuesday, 08 December, 2020**

**12:00** Registration

#### **12:15 Opening Ceremony:**

Introduction: **Rashad Mabger**, Secretary General, Arab-Hellenic Chamber, Greece

Welcome Address: **Harris Geronikolas**, Chairman of the Board of Directors, Arab-Hellenic Chamber, Greece

#### Keynote Speakers:

- **Suheil Hassib Sabbagh**, President, Group HR, CCC, Vice President of Arab Hellenic Chamber, Honorary President, Palestinian Greek Friendship & Cooperation Association, Greece
- **Dr. Kamal Hassan Ali**, Assistant Secretary General, Head of Economic Affairs, League of Arab States, Egypt
- **Marwan Emile Toubassi**, Dean of Council of Arab Ambassadors & Ambassador of the State of Palestine, Greece

#### Guest of Honour:

**Adonis Georgiadis**, Minister of Development and Investments, Greece

**13:00 Session 1: Presenting Sultanate of Oman main features of 2040 vision, potentials, investment opportunities and the prospect for Omani-Greek cooperation**

Moderator: **Rashad Mabger**, Secretary General, AHCCD, Greece

#### Keynote Speaker:

- **Qais bin Mohammed Al Yousef**, Minister of Commerce, Industry and Investment Promotion, Oman

#### Speakers:

- **Ridha Bin Juma Al Saleh**, Chairman, Oman Chamber of Commerce & Industry, Oman
- **Hamood Hilal Ahmed Al Habsi**, (VP), Corporate Planning Team, Implementation Support and Follow-Up Unit (ISFU), Oman Vision 2040, Oman
- **Amna Nasser Al Sharji**, Business Development Team, Public Authority for Special Economic Zones and Free Zones, Oman
- **Ahmed Al Shuaili**, Head of Marketing Dept., Oman Dry Dock, a Member of ASYAD Group (Oman's Leading Logistics Group), Oman

**Q & A**





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**14:00** Networking Break and Tour of the Virtual Exhibition

**14:15** E-Round Table Discussion on the “Developments in Maritime and Ports sectors, investment Opportunities and future potential” (showcase Egypt & Greece)

Presenter & Commentator:

**George Xiradakis**, Founder - Managing Director, XRTC Business Consultants, Greece

Introductory Notes:

- **Admiral Mohab Mohamed Hussein Mamish**, Presidential Adviser on the Suez Canal Economic Zone Projects and Egyptian Ports, Egypt
- **Dr. Evangelos Kyriazopoulos**, Secretary General, Ministry of Maritime Affairs and Insular Policy, Greece
- **Dr. Khaled Hanafy**, Secretary General, Union of Arab Chambers, Lebanon
- **Dr. George D. Pateras**, Deputy Chairman, Contships Management Inc. and President, Hellenic Chamber of Shipping, Greece

**Q & A**

**15:15** Networking Break and Tour of the Virtual Exhibition

**15:30** E-Round Table Discussion on the “Arab and Greek private sectors’ role in reviving Medium and Small sized Industries in the Arab world”

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

Introductory Notes:

- **Ioannis Smyrlis**, Secretary General of International Economic Relations, Ministry of Foreign Affairs and Chairman of the Board, Enterprise Greece, Greece
- **Giorgos N. Stasinou**, President, Technical Chamber of Greece, Greece
- **Fathi A. Hayel Saeed**, Chairman of Yemeni Business Club, Yemen and Managing Director - East Africa, Hayel Saeed Anam (HSA Group)
- **Ali Sabeeh Al-Saedi**, Chairman, Federation of Industries, Iraq

**Q & A**

**16:30** Networking Break and Tour of the Virtual Exhibition



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**16:45 Special Workshop: Exploring the opportunities in Greece's real estate sectors in view of the incentives provided by the Greek Government**

Presenter/Commentator: **Nicholaos Vlahakis**, Managing Director, NEOKEM S.A. and BD Member of Arab-Hellenic Chamber, Greece

Introductory Notes:

- **Georgios Filiopoulos**, CEO, Enterprise Greece S.A., Greece
- **Georgios I. Kormas**, Executive General Manager, Head of Group Real Estate of Piraeus Bank Group and CEO of Piraeus Real Estate
- **Fotis S. Kokotos**, Managing Director, Elounda Real Estate Development, Founder of SpaTech Ltd, B.D. member, Elounda S.A. Hotels & Resorts, Greece
- **Christodoulos Damianou**, Group CEO Eurofast, Greece

**Q & A**

**17:30** End of Forum's works for the first day

**Wednesday, 09 December, 2020**

**12:00** Registration & Tour of the Virtual Exhibition

Guest Speaker: **Harry Theoharis**, Minister of Tourism, Greece

**12:30 E-Round Table Discussion on the "Food and Pharmaceutical Industries and the possibility of transferring of know-how to the Arab World"**

Moderator: **Michael Tsaoutos**, General Manager, EPSA Soft Drinks and Vice President, Ella-dikamas NGO, Greece

Introductory Notes:

- **Ajlan A. Ajlan Al Ajlan**, Chairman of the Board of Directors, Council of Saudi Chambers and Chairman of the Board of Directors, Riyadh Chamber of Commerce & Industry, Saudi Arabia
- **Constantine Michalos**, President, Union of Hellenic Chambers of Commerce, and President, Athens Chamber of Commerce and Industry, Greece
- **Ioulia Tseti**, President & CEO, Uni-Pharma S.A. & Intermed S.A., Greece
- **Alexandra Pitta-Chazapi**, Vice President of the Board & Managing Director, Attiki Bee Culturing Co., Alexandros Pittas S.A., Greece
- **Dr. Bassim Khoury**, CEO, Pharmacare PLC, Palestine

**Q & A**





الخزفة العربفة الؤونانفة للؤؤارة والؤنؤفة  
ΑΡΑΒΟ-ΕΛΛΗΝΙΚΟ ΕΠΙΜΕΛΗΤΗΡΙΟ ΕΜΠΟΡΙΟΥ & ΑΝΑΠΤΥΞΕΩΣ  
ARAB-HELLENIC CHAMBER OF COMMERCE & DEVELOPMENT



9<sup>ο</sup> ΑΡΑΒΟ-ΕΛΛΗΝΙΚΟ ΟΙΚΟΝΟΜΙΚΟ ΦΟΡΟΥΜ  
المنتدى الاقتصادي العربي – اليوناني التاسع  
9<sup>th</sup> ARAB-HELLENIC ECONOMIC FORUM  
Athens, 8 & 9 December 2020

**13:30** Networking Break and Tour of the Virtual Exhibition

**13:45** E-Round Table Discussion on the “Exchange of experience and potential for cooperation in the field of Information Technology and Digitalization”

Moderator: **Evangelos Chrisohoos**, Chief Commercial Officer, Liknoss CRS, Member of North Star Group, Greece

Introductory Notes:

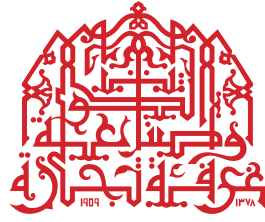
- **Ahmad Hanandeh**, Minister of Digital Economy and Entrepreneurship, Jordan
- **Kyriakos Pierrakakis**, Minister of State and Digital Governance, Greece
- **Imed Hammami**, Chairman of the Decentralization and Local Governance Committee in the National Constitutional Assembly and fmr. Minister of Health, Tunisia
- **Menelaos Skouloudis**, CEO, Velti S.A., Greece

**Q & A**

**14:45** Networking Break and Tour of the Virtual Exhibition

**15:00** Online B2B Meetings

**19:00** End of sessions and B2B meetings of 9<sup>th</sup> Forum



## KUWAIT CHAMBER OF COMMERCE & INDUSTRY



*Kuwait Chamber of Commerce and Industry (KCCI) is a not-for-profit, self-financed non-government organization with over 76,559 registered active Members.*

### ROLE:

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

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

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



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

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

## **BOARD OF DIRECTORS:**

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

## **BOARD COMMITTEES:**

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

## **CENTERS:**

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

## **INTERNATIONAL / REGIONAL MEMBERSHIP**

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



**KUWAIT CHAMBER OF COMMERCE & INDUSTRY**

*Dir.: (965) 224 235 55 / (965) 224 236 66*

*Operator: (965)180 55 80 - (965) 223 000 00*

*kcci@kcci.org.kw*

*www.kuwaitchamber.org.kw*



غرفة تجارة وصناعة عمان  
Oman Chamber of Commerce and Industry



### About OCCI

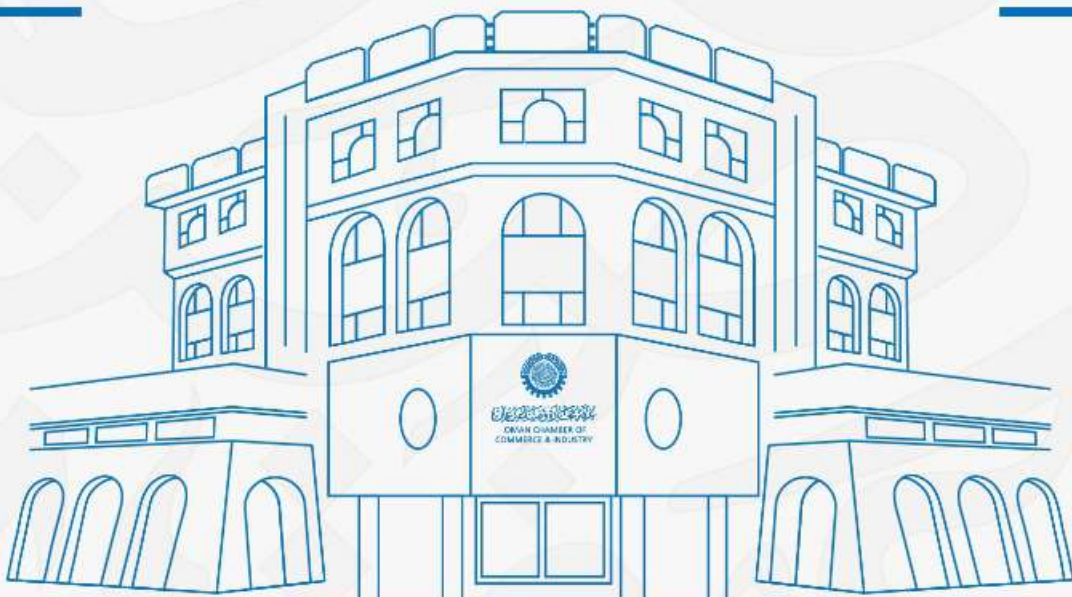
Oman Chamber of Commerce and Industry (OCCI) was established on 15th May 1973 as private institution of public benefit organization that aim at regularizing the business interests , develop , defend and represent them at the different fields. OCCI has its own juristic personality with its head office in Muscat and branches in all governorates.

### VISION

To develop the Omani private sector and make it a key partner in sustainable economic development.

### MISSION

OCCI is the official representative of the Omani private sector inside and outside the Sultanate. It is also its active tool in taking decisions of interest for the sector. It seeks to develop the sector through the available tools and programs for enhancing economic growth in the Sultanate.



www.chamberoman.om  
OCCI... The voice of the privet sector  
Member Line 80073737



غرفة تجارة وصناعة عمان  
Oman Chamber of Commerce and Industry







## **OCCI .. GLOBALLY CONNECTED**

**An initiative launched by Oman Chamber of Commerce and Industry to hold webinars and virtual meetings with counterpart chambers around the world. This will help to exchange views and enhance trade cooperation. The initiative will support the commercial delegations that the Chamber has been conducting and receiving.**

**The objectives of the initiative:**

- Enhance communication with counterpart chambers on economic developments.
- Developing trade relations between chambers and business owners.
- View incentives and investment benefits.
- Exchange views between the business owners of the Sultanate and their counterparts in the world.
- Highlight the investment strategies adopted by different countries.

For inquiries:

International Organizations and Relations Department 96077244



## 50<sup>th</sup> NATIONAL DAY OF THE SULTANATE OF OMAN Celebrating Renewed Renaissance, Setting Further Milestones

November the 18th was the 50th National Day anniversary to the people of Oman, an anniversary that marks half a century of development of the Sultanate, “an ambitious renaissance that covers all spheres of life.” This year was particularly special, due to the loss of the late His Majesty Sultan Qaboos Bin Said Bin Taymour, who lead the country from the very start to what it has become today, a beacon of international diplomacy. The new leader of the country, His Majesty Sultan Haitham Bin Tarik, pursued national development and was able to achieve a lot within ten months.

Two royal decrees ruling the Administrative Action were created for the “streamlining of procedures, maximizing benefits from services [...]” and “the establishment of sustainable development, utilization of resources in the most ideal manner [...].” The new leader of the country also met several tribal chiefs (sheikhs) in order to listen to the ideas for innovating and developing their governorates, which shows the commitment to dialogue and his people. Dialogue is a key word for the Foreign Policy of Oman since years, which the new Sultan reaffirmed: the Sultanate “advocates peaceful co-existence among nations, good neighborliness and non-interference in the internal affairs of other countries.” By choosing for dialogue, supporting values of justice, tolerance and advocating for the settlement of conflicts following International Law, the country has grown to be an accepted mediator in the international arena.

### COVID-19

The commitment is also visible in the management of the Corona pandemic: firstly, a Supreme Committee was formed (headed by the Minister of Interior) in order to limit

its impact and find solutions to the ongoing challenges. Secondly, the “Waqf (Endowment) Fund was created to support the Ministry of Health. Since the start of the crisis, the government imposed partial or total lockdowns, depending on the governorate.

Decisions of His Majesty Sultan Haitham also included the forming of an economic committee “offering packages and incentives to private sector establishments and firms” and the creation of an Emergency Loans Program, in order to assist entrepreneurs hit severely by the crisis.

### Oman Vision 2040

Like in any country, the coming of the pandemic meant long-term plans had to be revised. This is also the case for Oman, as the Vision met with challenges. This is why the government undertook measures like a “Medium-Term Fiscal Balance Plan” aiming at “establishing solid foundations for financial sustainability, reducing general debt” etc. These changes were needed, as the estimated deficit of the 2020 Budget reached about 2.5 billion (8% of the GDP). Restructuration happened across different government firms (ICT, agricultural sector,) in order to develop them and increasing the contribution to the economic system.

The government understands that Small and Medium Enterprises (SMEs) make important part of the economy. This is why, for example, the SMEs were exempted from “Omanisation percentages and the allocation of some professions to expatriate manpower.” The Sultanate prioritizes investments in Omani ports, but also still pushes diversification of the economy with the tourism sector.

*Source: Arab – Belgium – Luxemburg Chamber of Commerce*







# INVEST IN OMAN

## Prime Location

### • Connectivity

Less than 2-hours from the major business centres of Asia and fast sailing times to Asia, Africa, Europe and North America

### • Trade Route

At the centre of the east-west nexus joining markets in Europe, Asia and North America

## International Appeal

### • Investment Strength

Attracting US\$ 26.2 billion FDI by 2019

### • International Links

Powerful concentration of international companies including BP, Shell, Vale, Air Liquide, Larsen & Toubro, Jindal Power & Steel, Huawei, Al Futtaim Group, Rio Tinto Alcan, Carrefour and LuLu

### • Trade Agreements

Signatory to WTO, GCC common market, GAFTA, FTAs with US and Singapore, Iceland, Norway, Switzerland and Lichtenstein

## Safe Environment

### • Transparency

Investor friendly legislative environment and no restrictions on repatriation of capital or profits

### • Taxation

Flat 15% corporate tax

### • Foreign Ownership

100% foreign ownership allowed according to the new FDI law

## Talent Pool

### • Local Talent

A young multilingual and educated talent pool equipped for the 21st century

### • Workforce

More than 2.2 million manpower in the Sultanate and 385,000 commercial companies are registered in the first quarter of 2019

### • Competitive Salary

Some of the most competitive salary rates in the Gulf

### • Research

55 tertiary institutes with strong industry links and thriving R&D culture

## Infrastructure

### • Transportation

Globally ranked ports, airports and roads and some of the most strategically placed ports in the world

### • Communications

6.440 million subscribed to mobile phones in 2018 with a decrease of 7.2% compared to 2017.

### • Property

Some of the most competitively priced land and commercial property in the Gulf

## Oman Risk Assessments

### Sovereign Risk

Rated BBB

Low overall risk for Oman's creditworthiness, but lower oil prices could potentially reduce government revenue generation. However, the government can leverage its foreign exchange reserves and wealth funds to settle debt obligations should they rise.

### Currency Risk

Rated BB

Comfortable levels of foreign exchange reserves will help sustain Omani Rial's peg to the US dollar. The US dollar is forecasted to remain firm against major currencies in 2015-16.

### Banking Risk

Rated BB

Overall, Oman's banking sector is at low risk.

## Economic Structure Risk

Rated BBB

Although the economy remains highly dependent on hydrocarbon revenues and therefore vulnerable to changes in oil and gas prices, Oman's growing plans to diversify its economy through its tourism and services sector keeps the country's economic structure safe.







# Oman Vision 2040

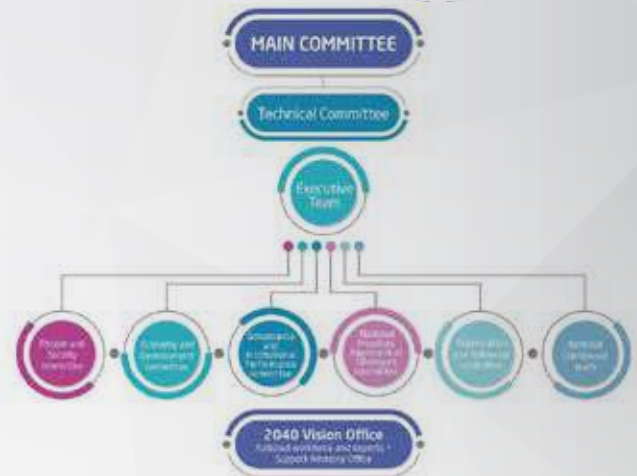
## ABOUT THE VISION

The Royal Directives of His Majesty Sultan Qaboos bin Said – May his soul rest eternal peace- stipulate that the future vision “Oman 2040” will be thoroughly

developed and precisely formulated in the light of wide community consensus and participation of the different social groups, so that the vision is fully integrated into the economic and social realities and objectively orientated towards the future foresight, as a key guide and reference for planning in the next two decades.

## OMAN 2040 COMMITTEES

For the implementation of the aforesaid Royal Directives, the relevant committees were formed to prepare the future vision “Oman 2040”, including the Main Committee, Technical Committee and the Sectoral committees. These Committees have been divided into the themes of the vision namely; (“People and Society”, “Economy and Development”, “Governance and Institutional Performance”), in addition to the committees of National Priorities Alignment of Strategies, Organization and Follow up, as well as the Preparation team for the National Conference. Members of these committees comprise more than 100 people from various stakeholders, representing all segments of Omani society. The main committee therefore founded Oman 2040 Office, run by Omani work force to offer the needed technical and administrative support to the project.



## OMAN 2040 PILLARS

The assigned committees started the work of collecting data, diagnosing the current situation, conducting comparisons of reference, and identifying the major issues to be solved. For the purpose of preparing the future vision “Oman 2040”, three key themes have been adopted and include the following set of pillars: “people and society”, “economy and development”, “governance and institutional performance”,

People and Society



Governance and Institutional Performance



Economy and development



Environmental and Natural Resources



under each goes a number of developmental subjects. The process of preparing the future vision “Oman 2040” relies on a number of basic principles including: the national priorities, the main directions to formulate Oman 2040, the national program of enhancing the economic diversity “Tanfeedh”, Oman 2040 committees and teams outputs, studies and strategic reports, Oman 2020 achievements and lessons, sectoral strategies, the national strategy for urban development, the ninth five development plan, the international reports and indicators related to the vision pillars, and Oman Vision 2040 office outputs.

Source: <https://www.2040.om/en/>

# adelco

*Since 1934*



*Science Signs  
Quality*



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 **ENTERPRISE GREECE**  
INVEST & TRADE

Attracting investments,  
promoting exports



Enterprise Greece is the official agency of the Greek State, under the auspices of the Ministry of Foreign Affairs, to promote investment in Greece, exports from Greece, and make

***Greece more attractive as an international business partner.***

Enterprise Greece promotes Greece as an **investment destination**, especially in the key sectors in which the country offers a highly compelling advantage: **tourism, energy, food and agriculture, logistics, ICT, environmental management, and life sciences**. At the same time, the agency showcases the **vast natural and human resources** of the country and optimises the efforts of Greek enterprises to reach global markets.

# INVEST — TRADE

## ENTERPRISE GREECE:

- Attracts, welcomes, promotes, supports and retains investment in Greece
- Promotes Greece internationally as an attractive investment destination through marketing, events, and strategic outreach
- Accepts applications, evaluates and supports Greece's Strategic Investment (Fast Track) projects
- Provides investors with the Investor Ombudsman service
- Informs investors of Greece's institutional, tax, legal, and financial framework
- Supports investors in accessing funds
- Partners with relevant organisations, domestic and international, to promote Greece as an investment destination

## ENTERPRISE GREECE:

- Promotes the export of Greek products and services internationally through marketing, events, and trade centres
- Supports Greek producers and service providers with guidance, assistance, information and resources to better reach international markets
- Connects Greek exporters and entrepreneurs with potential partners around the world
- Organises the presence of Greek companies at conferences, fora, exhibitions and trade shows in global markets
- Hosts foreign delegations and visitors to Greece
- Briefs foreign buyers on the Greek market and Greece's export potential
- Partners with relevant organisations, domestic and international, to promote Greece's export market

# SPECIAL INTERVIEW



## Mr. George Stassis: A Man with a Vision

**1. Mr. Stassis, Greece's Public Power Corporation (PPC) is a leading power generation and supply company, better known to everyone by the three Greek letters ΔΕΗ. It is a brand name that has entered every Greek household and for the last seven decades it has been associated with Greece's energy development in virtually every sector. We would appreciate it if you could briefly shed some light on the organization's long-standing journey and its setbacks which might have been a part of its present success.**

PPC has a great history. It has been connected to the modernization of the Greek energy sector and the exit of major regions of the country from isolation. PPC marked the Greek economic miracle. It has been there when our country took its place among the strong, advanced European countries. PPC is a corporation with a great past and a thrilling future. It is a guarantee of consistency but also a force of change. PPC recently started a new chapter in its long history. Leaving behind an era of stagnation to transform into a contemporary energy company with international standards. Our rebranding signals this change. This is the path we are going to follow: one aiming to benefit country, environment and consumer.

**2. In the light of the Covid-19 crisis and the unprecedented challenges we face as regards to economy, lifestyles, communication and the way we conduct business, I would appreciate it if you could share with us the PPC's strategies for adapting to a new situation and measures. Also are there any stimulus packages that the corporation might have put in place in order to ease the difficulties faced by its clientele and those who are badly affected by the crisis?**

With respect to COVID, we took all necessary Health & Safety measures for our people and the society and at the same time we accelerated our remote work capabilities. On the customers front, we ensured safety within our shops both for employees and customers, we introduced digital and over-the-phone means for the customers to pay their bills but we also provided some economic relief to customers throughout this period.

PPC realizes that customers are facing difficulties due to the COVID-19 pandemic and is implementing a new series of financial relief measures. Specifically, from 1/10/2020 to 31/12/2020, it is offering:

- Free flat rate for all low voltage customers, households and professionals.

“We have proven that there are many roads that lead to progress in an open economy. The corporate conversion of a public corporation can be achieved even in the most adverse conditions. You just need a plan, determination, and the correct procedures. But first, you need the people that will bring this plan to fruition. PPC is rapidly transforming into a dynamic, competitive corporation with highly qualified personnel.”

**Prime Minister Kyriakos Mitsotakis**



- 8% discount for households and low voltage companies with more than 2,000 KWh usage.
- 8% further discount for vulnerable customers (over-70s and customers who need life-support medical equipment at home who do not have the Social Residential Tariff).
- €10 discount for all e-bill customers, new and existing, who receive their bills digitally.

Our profitability was positively impacted due to lower commodity prices, while our collections had a gradual return to normality after the first 1,5 month of the pandemic.

**3. The Greek Prime Minister, Mr. Kyriakos Mitsotakis, was quoted, saying that “PPC is rapidly transforming into a dynamic, competitive corporation with highly qualified personnel”. Considering the fact that the PPC was a public corporation for seven decades, how easy or difficult has it been to recruit highly-qualified personnel that can cope with the new corporation’s strategy to reinvent itself and achieve a high-competitive market share?**

Human resources is the first enabler to transform the way PPC works and bring us at par with modern utility companies. We are developing our organization. We have been building a strong management team these months attracting people from abroad and various industries in order to work in several sectors of the business, so to make the perfect mix, between

new and existing personnel, to drive the corporation to the future! In addition, we are further developing our internal workforce so that they build on new skills and talents that are needed to achieve the transformation program that we are implementing.

**4. Mr. Stassis, since you took over the leadership of PPC, we have noticed quite a few positive changes, the most recent ones being the change of your corporate identity and logo, that represents the sun and perpetual motion. You are also pursuing digital transformation of the Group and at the same time, you have adopted, in your future vision of this corporation, quite an ambitious leading role regarding electromobility and modernization of its business policy. This is an aspiring plan and we would like you to tell us what is your strategy and your chances for fully achieving all these goals.**

Showing due respect to its 70-year-old history, PPC enters a new age, represented by its motto “One with the future”. Changing the logo showcases the renewal of the company’s corporate identity and its focus on renewable energy, digital conversion, and investment in its networks and electromobility, but also the modernization of its business policy.



# SPECIAL INTERVIEW

Reflecting its leading role, the new corporate identity of PPC has been brought up to date to respond to the new needs of the Greek energy market. It contains elements of the long history of PPC and its enduring visual identity, but, at the same time, it highlights the pursuit of constant modernization, renewal, and perpetual adaptation. All this is imprinted symbolically in the new logo of PPC, which refers to the sun and perpetual motion. This logo represents a corporation in perpetual movement, in constant evolution, that has to be 'One with the future'. Based on our view on the energy market outlook we have set three major strategic pillars:

1) Our own "Green Deal" in generation, with an accelerated decommissioning plan of our legacy lignite generation fleet and mines; the fastest in Europe, and a ramp-up of RES as the new dominant generation technology.

2) Digitalization and operational efficiency to capture cost and revenue efficiencies. Apply new technologies across all areas, especially in grids, to enhance return of investments. In addition, we continue to focus on receivables collection efforts with targeted campaigns and settlements and securitization schemes.

3) Pursuing areas of additional growth through "customer centricity" with the repositioning of our Retail business. We are redefining our go-to-market approach, focusing on our high-value customers and further expanding our product portfolio with the introduction of new value-added services and new business areas, such as e-mobility. At this point, I would like also to highlight two key strategic initiatives that stand out within our plans.

We see significant opportunities in the increased electrification in the effort to decarbonize the overall economy. E-mobility constitutes a top priority with PPC being at the forefront of this ambitious project with a mid-term target to have established more than 10K charging stations across the country.

Additionally, we are carefully considering our options with regards to the potential roll-out of a nationwide

fiber infrastructure platform. We could take advantage of our existing distribution infrastructure to become a key wholesale provider of fiber and high data connections at a national level. We see there is significant space in the telecom wholesale business for fiber to the house in Greece. We think we could deliver a faster and cheaper infrastructure for Greeks to enjoy ultra-fast broadband services, and accelerate the competitiveness of the country, while putting in motion, an extra pocket of value for PPC

We are carefully exploring this possibility, with more details within the next 6 months.

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**5. As far as your major role in sustainable energy is concerned and taking into account the fierce competition of many companies that are already in the market, with few of them already gaining clientele, how do you envision the future market share of PPC in the renewable energy sector? Is there a plan to further increase the share of the institutional and individual investors in PPC vis-à-vis your vision for the leading role of your corporation in the energy sectors in Greece?**

Greek Renewables Market is currently very fragmented and we aim to exploit this opportunity. As of today PPCR holds a small % of market share whereas top 5 players hold less than 30% of the market. PPCR is the fastest growing renewables platform in Greece, having a strong backlog that will allow doubling our installed capacity within 24 months. Moreover, we have a portfolio of projects under development in areas with beneficiary existing interconnection infrastructure in depleted lignite mines and we expect PPCR to capitalize on existing land and interconnection facilities. On top of our portfolio and infrastructure we do have a very strong know how and focus of the group towards renewables. Finally, we are exploring strategic partnerships in order to boost up

“PPC starts a new chapter in its long history. It does so in a way that is not just symbolic, by changing its logo, but also substantial: by reclaiming itself, modernizing itself, transforming itself into a company that looks ahead and supports the great effort that Greece is making for progress”

**Minister for the Environment and Energy,  
Kostis Hatzidakis**



our plan on top of our organic growth projections. The transformation of the renewables segment is expected to drive our plan forward. We are very confident that

we will increase our capacity to 1.5GW in 3 years. We have already commenced our CAPEX deployment which exceeds 1BN over 2020 – 2023.



**6. Mr. Stassis, reflecting on your role as an evolving dynamic corporation, how do you envision your corporate status in ten years from now?**

PPC has always been a pillar of the Greek economy. When you have a strong PPC you can have also a big business develop around PPC. We strongly believe that PPC’s recent changes and strengthened corporate strategy will drive Greece’s energy transition for the future and will drive competitiveness in the Greek economy. We are not afraid of competition. We cannot hide from change, but we can develop our capacity to manage the change that is important. Our vision is to become a utility that is agile and can manage change no matter what comes and will work closely with stakeholders and local communities to be a sustainable business of the future.

# 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 40,000 employees composed of more than 80 nationalities.

## **Markets**

CCC operates principally in the Middle East, the Arab Gulf region, Africa, Europe, the Caribbean, Central America, USA and CIS countries.

## **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, Harbours and Docks.
- Oil, Gas, and Water Pipelines.
- High Quality Buildings, Industrial Buildings, 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, provides offshore construction and subsea services to the Oil & Gas industry with a wide range of operations worldwide.
- ACWA Services, UK, is a process, mechanical, electrical, instrumentation, control and automation engineering company that provides design and build services for air, water and wastewater treatment systems.
- Sicon Oil & Gas, Italy, is an EPC Contracting Company specialized in the Oil & Gas, Energy and Petrochemical sectors.
- National Petroleum Construction Company (NPCC), UAE, provides engineering, procurement and construction services in the development of offshore and onshore Oil & Gas fields for the Arabian Gulf, South & South East Asia.

## 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:

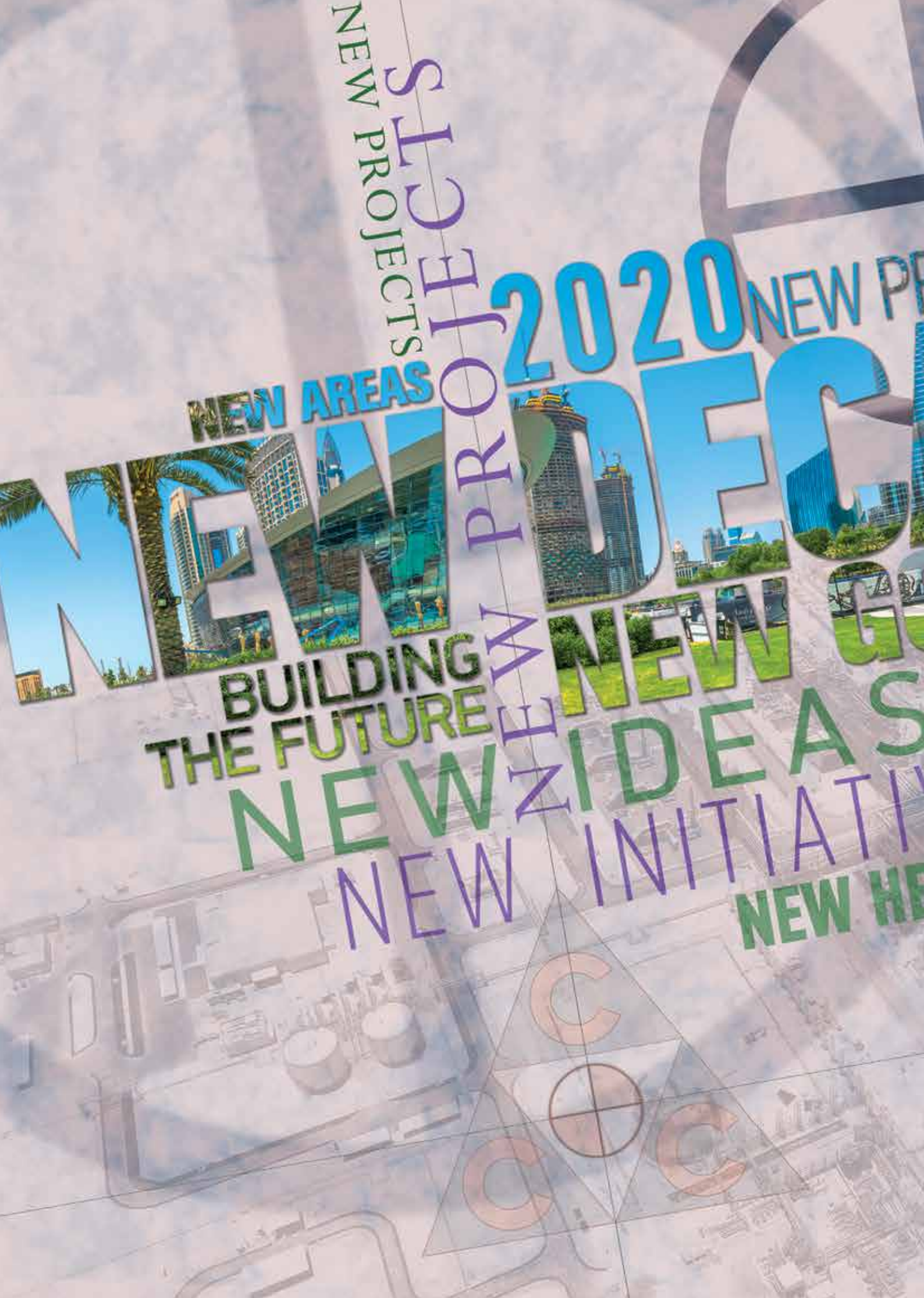
- Safety, health and environmental protection.
- Quality of work.
- Responsibility and accountability of management and staff.
- Recognition of others in the achievement of corporate goals.
- Respect for local cultural issues on all its projects.
- Ethical behavior, integrity, honesty and fairness.
-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

## Corporate Social Responsibility (CSR)

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.







NEW PROJECTS

NEW AREAS

2020

NEW PROJECTS

NEW

PROJECTS

NEW

BUILDING  
THE FUTURE

NEW

NEW

NEW

NEW

NEW

NEW

NEW INITIATIVE

NEW HE

CCOC



PROSPECTS

MADE

GOALS

IVES  
EIGHTS

NEW PERSPECTIVE  
NEW PERSPECTIVE  
NEW PERSPECTIVE



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





**Consolidated Contractors Company (CCC), founded in 1952, is one of the leading construction companies in the world with over 60 years of success, growth and experience on every continent, CCC can plan, design, build, operate and maintain:**

Industrial and Process Plants

Upstream / Downstream Oil & Gas, Water and Oil & Gas Pipelines

Buildings, Infrastructures, Treatment Plants and Networks

Heavy Civil Construction

Construction and Subsea Services to the Oil & Gas Industry



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







**With 50 years of trading experience, BB Energy (BBE) has strong knowledge of the markets where it operates.**

**This, combined with logistics expertise and commitment to Middle Eastern values, allows the Group to meet its clients' needs with reliable and innovative solutions**





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

In 1963 we started commercialising oil in Lebanon. At first, we were primarily involved in the local marketing of oil products and the importation of Bitumen. Six years later however, during 1969, we began trading oil in the Mediterranean, Red Sea and Arabian Gulf. Since the 1980s, we have built strong links with the Middle East and cemented our position as an industry pioneer in the Mediterranean. We subsequently entered the Black Sea, Asian and US markets.

Today, we are a global and independent Oil & Gas Trading Company with approx. 20 million metric tonnes (mt) of Crude Oil, petroleum products and gas traded in 2020, and approx. 285 professionals in 17 offices worldwide. We are now capitalising on our hard-earned expertise and long-standing commercial relationships by entering new markets and expanding certain business lines. Our portfolio of global trading flows continues to expand.

## Trading

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

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

BBE has become more active in trading LNG and Base oil worldwide and continues to supply LPG to selected markets.

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

## Personnel

BBE trading business employs approximately 285 people in trading across 17 offices worldwide and approximately 400 people including downstream. The Group has been able to achieve a particularly high retention rate of its personnel through the years.

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

## Strategy

The Group's growth strategy is focused on sustainable energy commodities and projects, implemented through geographical expansion in new markets, product diversification, and acquisitions.

## Geographical expansion

While we are determined to maintain a leading position in the key markets where we historically trade, our goal is to fuel further growth through geographical diversification in new markets for both Crude oil and petroleum products.

BB Energy continues to maintain trading flows of Russian sourced material through the Black Sea and the Baltics.

We have further developed trading flows into Ghana and Nigeria and started doing business in Zambia and South Sudan.

We have expanded the office in Houston by hiring traders and business developers specialised in Crude oil and petroleum products. Our trading activities now are centred around the domestic US market and also covers Central and South America.



**JB Energy**





[bbenergy.com](https://bbenergy.com)

## Product diversification

From our historical portfolio of Crude oil and petroleum products, we are now covering all major components of the barrel and have been trading LPG and LNG in the last few years.

We have increased our portfolio of Crude oil by trading different qualities. We have also expanded our presence in Ultra Low Sulfur Diesel (ULSD) and started Gasoline blending and trading in North West Europe. We started trading LPG in 2015 by securing term contract on the back of an investment in an import terminal in Bangladesh with an annual throughput capacity of 150,000 mt and are now a major supplier of LPG to Turkey.

On the back of the acquisition of Feedco S.A., in the second half of 2016, the Group is now one of the leading international Base oil traders.

## Renewable Energy

We have recently established the BB Energy Renewables Division with the purpose of investing, building and managing renewables projects. This will grow our initial successful renewables investment (in the Electric Vehicle charging infrastructure sector in the UK) followed by developing Solar/Battery Hybrid Energy projects in Africa. We are committed to increasing our renewables portfolio in order to reduce our fossil fuel trading over the longer term. We look forward to reporting on its progress in future years.

As part of our energy transition, following Biodiesel trading in the Far East, we are also preparing for Biodiesel trading in Europe and following external audit results, we recently achieved the International Sustainability and Carbon Certification (ISCC) EU scheme.

As part of our energy transition, following Biodiesel trading in the Far East, we are also preparing for Biodiesel trading in Europe and following external audit results, we recently achieved the International Sustainability and Carbon Certification (ISCC) EU scheme. All our traded Biodiesel will be certified using the ISCC EU scheme. Biofuels (made from vegetable oil) can be blended with existing fuels such as Gasoline and Diesel to help decarbonise the transport sectors. We are cognisant of the challenges with respect to the sourcing of responsible biofuels and biomass and will strive to ensure the commodities we trade have been produced following rigorous sustainability standards.

Whilst we acknowledge its status as a fossil fuel, cleaner burning Liquefied Natural Gas (LNG) is helping to diversify the fuel mix and reduce air pollution as a fuel for heavy duty road transport and shipping. Given its important role in the energy transition, we are expanding our LNG portfolio, specifically:

- In 2016, we established an LNG trading desk and agreed Master Sale and Purchase Agreements with most of the main LNG market participants
- Since 2017, we have been an active participant of the global LNG market, with various spot and term contracts spanning from the Americas to the Far East
- In 2020, we signed an agreement with a local partner to develop an LNG terminal in Italy to supply LNG to Sardinia to support the shift from coal and oil derivatives for domestic and industrial use to gas

Separately to the growth of LNG, our investment in a new Liquefied Petroleum Gas (LPG) terminal and distribution business in Bangladesh and our expansion plans in Rwanda into LPG, have allowed us to supply those domestic markets and enabled local communities to switch from burning firewood to bottled gas for cooking. This has therefore helped reduce GHG emissions, improve community health, reduce deforestation and enable households to spend less time collecting firewood.





EASTERN MEDITERRANEAN MARITIME Limited

## Antiquarianism and philhellenism



*Mr Thanassis Martinos and Mrs Marina Martinos*

Ambassador Mrs. Michalopoulou, a familiar name and face at our Chamber, has been a frequent participant. The 1821 Greek War of Independence and the allure of ancient Greece inspired 19th-century European artists to depict that war's battles, heroes and ideals. This grand oeuvre is showcased in the excellent collection amassed by Thanassis and Marina Martinos, on exhibit for the first time, at the Museum of Cycladic Art, together with ancient masterpieces.

A RARE and splendid collection is being unveiled to the public for the first time in the Stathatos Mansion wing of the Museum of Cycladic Art, introducing an international audience not just to masterpieces but to a robust body of work dedicated to the Greek War of Independence as well. In an exhibition that opens on 10 December, works from the Thanassis and Marina Martinos Collection will shed light on the 1821 Revolution against Ottoman rule and on the power of the philhellenic spirit in an exhibition titled "Antiquarianism and Philhellenism." The show comprises 60 pieces from the collection, to be shown alongside five ancient artworks and a Roman mould. The splendour of Greece's ancient legacy and the nation's struggle for independence in 1821 inspired intellectuals and artists everywhere and produced everything from poetry by Victor Hugo to the artworks

on display, which will be presented in a setting created by Chloe Obolensky and Andreas Georgiadis expressly for this exhibition, which is curated by art historian and archaeologist Mrs Fani-Maria Tsigakou and Professor Nicholas Chr. Stampolidis.

### **The notion of the Greek Revolution in romantic Paris**

"The parallel exhibition of selected ancient sculptures from the classical period of ancient Greece and the philhellenic works of art demonstrates how the Europeans of that time believed in the continuity of ancient Greece," Mrs Marina Martinos tells Blue. "Ancient Greece came back in vogue in Europe thanks to the Greek Revolution."

The exhibition comes at an important time in the historical narrative of modern Greece and Hellenism, as it coincides with the bicentenary of the War of Independence. It will be interesting to see how art can provide food for thought and shed light on this anniversary, as well as on Greece's enduring ties with other countries.

"The exhibition comprises mainly works that were produced in France, but there are also works from Germany and the UK. The notion of the Greek Revolution was a romantic one for the Europeans and



*"The Naval Battle of Navarino" by the English painter George Philip Reinagle*

it found its most fertile ground in romantic Paris just a few years after the French Revolution. Isn't it remarkable that the Greek-French alliance is still as powerful, 200 years on?" says Mrs Martinos. The idea for the exhibition came from a proposal made by Mrs Tsigakou, an expert on the philhellenic movement in Europe that supported the 1821 Revolution. "We're celebrating 200 years since 1821, so this was the right time for an exhibition of works from our collection. We brought the idea to Mrs Sandra Marinopoulos, President of the Museum of Cycladic Art who, together with the museum's director, Professor Stampolidis, had the excellent notion of juxtaposing the philhellenic pieces from the 1820s with classical Greek antiquities so as to showcase the relationship between ancient Greece and the 1821 Revolution." From pivotal chapters of the war as depicted by Peter von Hess to Charles Cordier's bronze bust of a Greek woman, the exhibition's narrative is both powerful and informative.

## **Statues of fighters, oil paintings of battles and ancient masterpieces**

The Thanassis and Marina Martinos Collection constitutes a unique assemblage of European philhellenic masterpieces and works by Greek artists inspired by ancient themes. "The period we're interested in as collectors of heirlooms and art is that from Greece under Turkish rule to the arrival of Otto as the new king," explains Mrs Martinos. "The geographical area we're interested in is present-day Greece, Constantinople and Asia Minor. The relationship between Hellenism and the Ottoman Empire lasted 400 years. It is an important yet relatively unknown period for young pupils learning Greek history at school."

The exhibition is aimed at both a Greek and an international audience. "The sculptures of fighters and the oil paintings of battles from 1821 will resonate with Greek visitors in particular. But the foreign visitors that we hope will also attend the exhibition will see the relationship between ancient and modern Greece through the exhibit items and understand, too, the importance that small Greece has for Europe, as acknowledged by their forebears in 1821 with the philhellenic movement."

## **Four generations' love of art**

Internationally acclaimed set designer Chloe Obolensky and Andreas Georgiadis will transform the exhibition area of the Stathatos Mansion into a neoclassical, 19th-century European residence, with the exhibits arranged



*"Greeks fighting among ancient ruins" by the German painter Peter von Hess*

throughout the space, while also creating a dialogue with the ancient displays that reveal the glory of ancient Greece, a splendour so alluring for the West that it gave rise to philhellenism. I ask Mrs Marina Martinos if she thinks the relationship between antiquarianism and philhellenism is an enduring one. "The majesty of ancient Greece is the best legacy our ancient forefathers could have left us. Just as they say that a good name is the best thing that can be passed on from parent to child. With the globalisation of tourism, even Chinese visitors touring our monuments know about ancient Greece."

Four generations of the Martinos family have been antique dealers. The current shop, run by Eleni Martinos and founded by her grandfather Thanassis Martinos at 50 Pindarou Street around 1921 – 100 years after the revolution and 100 years before I spoke to the family – still sells philhellenic art related to 1821. "The family tradition and our love for Greece and its history have compelled us to create a collection that is constantly being enriched," notes Mrs Marina Martinos.

## **Info**

**10 December, 2020, to 5 April, 2021, "Antiquarianism and Philhellenism: The Thanassis and Marina Martinos Collection," Museum of Cycladic Art, Stathatos Mansion, Vasilissis Sofias & 1 Irodotou, [www.cycladic.gr](http://www.cycladic.gr)**

## Profile

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

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

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

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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 2.6 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).

The company has ISO 9001:2015 certification for Quality, ISO

14001:2015 and EMAS III ER 1221/2009 certification for the Environment, OHSAS 18001:2007 certification for Health and Safety, ISO 17025:2005 certification for its Chemical Labs and CE Marking certification for its asphalt products, in accordance with Regulation (EU) No 305/2011 and the requirements of European standard EN 12591:2009. This is a combination of standards found in very few European refineries. Also, MOTOR OIL applies the EI/JIG1530 standard in relation to the production, storage and distribution of Jet Fuel. In the context of reducing greenhouse gas emissions and the sustainability criteria laid down by the EU, our company applies a control system for biofuels and the blending of fossil fuels with biofuels, having been certified with the 2BSvs Certificate since October 2016. This certification meets the requirements of the biofuel mass balance and expires in 2021. The refinery has earned two new certificates, the ISO 50001:2011 for energy management, and the ISO 18788:2015 for its security system.

MOTOR OIL has consistently been successful in adjusting the product mix to the needs of the market thus achieving the best selling prices for its products and as a result outperforms other complex Mediterranean refineries in terms of refining margin.

**Contact:**

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## Congratulations, Mr. Smyrlis



Mr. Ioannis Smyrlis  
Secretary General of International  
Economic Relations  
Ministry of Foreign Affairs

As of November 2020, Mr. Ioannis Smyrlis has been appointed as the new Secretary General of International Economic Relations at the Ministry of Foreign Affairs, and as the Chairman of Enterprise Greece - both esteemed establishments which are among our avid supporters for our events and activities. We pride ourselves with excellent cooperation we have with both establishments. We would like, herewith, to extend our warmest

congratulations to Mr. Smyrlis on his new assignments and wish him all the best in his new chapter in life.

Mr. Ioannis Smyrlis is a political scientist, graduate of the Department of Political Sciences and Public Administration with a Postgraduate Diploma in International and European Relations from the University of Athens (EKPA).

He represented the Ministry of Interior during the rotating Greek Presidency of the EU in 2013-2014. He was Press and Public Relations Consultant of ODIE SA. in 2009-2010, Adviser to the General Secretary of the Ministry of Shipping in 2007-2009 and Adviser to the General Secretary of S.E.P.E. in 2005-2007.

He was elected as the first president from Greece of the Youth Organization of the European People's Party (YEPP) 2007-2009, the largest political Youth Organization in Europe.

He served as Secretary of International and EU Relations of New Democracy Party and a Member of the Political Bureau of the European People's Party (ELK) in 2013-2019. During that time, he cultivated personal relationships with major stakeholders in Brussels and other European capitals.

He was a European fellow of the German Marshall Foundation of the USA and a member of the EU Youth Assembly for the European Constitution (2003), the Hellenic Society of Political Science (E.E.P.E.) and the Hellenic Society of International Law and International Relations of the Aegean Institute for the Law of the Sea and Navigation.

He has been a freelancer since 2009 in activities related to catering, trade and import-export. He speaks English and French.

We, at the Arab-Hellenic Chamber, would like to welcome Mr. Smyrlis to our 9th Forum as a Keynote Speaker and assure him that we will exert every effort in support of his endeavors to enhance Greek – Arab relations.

**Congratulations, once again, Mr. Smyrlis!**





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ARAB-HELLENIC CHAMBER OF COMMERCE & DEVELOPMENT

## The Chamber

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

## Objective

The objective of the Chamber is to develop and promote economic and trade relations between Greeks and Arabs in all business sectors, mainly Construction, Industry, Agriculture, Energy, Technology, Tourism and Education.

## Primary Goals

- ➔ The Arab-Hellenic Chamber works towards developing new Joint Ventures and partnerships between the two sides and encouraging the flow of investments between Greece and the Arab World.
- ➔ It also works alongside Federations and Chambers of Commerce towards elevating the trade balance between Greeks and Arabs.
- ➔ Based on its contacts, information database and networking expertise, the Chamber works towards assisting in bringing the Greek and Arab business communities together, through exchange of information, experience and know-how.

## Activities

- ➔ Organizing well-planned B2B meetings between Greek and Arab businessmen, activities which are complimented with the publication of informative brochures for each delegation involved.
- ➔ Holding and co-organizing business events, Forums, Conferences, Fairs, Exhibitions and Workshops in Greece and in the Arab world.

Publishing trade bulletins, reports, statistical data and related economic and trade activities between Greece and the Arab world.

- ➔ Providing update information to Greek and Arab businesses on the existing business opportunities from both sides through the publication of regular bulletins.
- ➔ Hosting and participating in related cultural activities and cross-cultural workshops.

## Services

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

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

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





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## NEWS FROM THE ARAB WORLD



*Mr. Konstantopoulos presenting his credentials to Acting Deputy Minister for Protocol Affairs, Mr. Mashari bin Ali bin Naheet*

### Congratulations, Mr. Ambassador!

On October 20, 2020, we received at our premises H.E. Alexis Konstantopoulos, the newly-assigned Ambassador of the Hellenic Republic to the Kingdom of Saudi Arabia, Sultanate of Oman and the Republic of Yemen.

During our discussion related to the Greek-Saudi relations, we touched upon a variety of issues, and means and ways that the Chamber and the Embassy can cooperate and contribute to enhancing these relations in various sectors.

His Excellency will be residing in Riyadh and will act as well as non-resident Ambassador in Oman and Yemen.

Ambassador Konstantopoulos has a long diplomatic career at the Greek Ministry of Foreign Affairs and the European Union which started in 1995. He quickly moved through the ranks to various posts at the Ministry of Foreign Affairs, such as, the Head of the Diplomatic Cabinet of the Greek Minister of Culture and the Head of Diplomatic Cabinet of the Greek Minister of Mercantile Marine, Aegean Sea and Island Policy in Athens. Further, he served as Deputy Head of Mission to the EU Delegation to Algeria and back in 2013, he was assigned to the Maghreb division (Morocco and Western Sahara) of the European External Action Service at the EEAS headquarters in Brussels. From 2016 to 2020, he served as Deputy Head of Mission at the European Union Delegation to Saudi Arabia, Bahrain and Oman while being resident in Riyadh.

H.E. Mr. Alexis Konstantopoulos has impressive educational qualifications with Master's degree in Finance, Banking and Insurance from the University of Paris IX-Dauphine and Master's degree in Political Science and Geopolitics (2001) from Sorbonne University in France.

He is married to Mrs. Sarah-Jane Agier, with whom he has three children.

We seize this opportunity to wish His Excellency the best in his new assignment as Ambassador of Greece to the three countries and would like to assure him of our unwavering support in his endeavours to boost these relations in every business domain.



**Congratulations, Mr. Ambassador!**



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## Cooperation and support

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

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-  Business Delegations to the Arab World


### Why become a member of the Arab-Hellenic Chamber:

#### NETWORKING OPPORTUNITIES

-  Our members enjoy networking opportunities by participating in a wide range of events and activities:

- Forums, Conferences
- Workshops and Roundtables
- B2B Meetings (live and virtual)
- Business Delegations to the Arab world
- Exhibitions

#### INFORMATION

-  Our Chamber publishes:

- ~ Bimonthly Economic Bulletin exclusive for our members with upcoming events in the Arab world
- ~ Bimonthly Magazine with news of our members and other events and activities of our Chamber in Greece and the Arab world, distributed electronically and in hard copy format to a strong database of recipients in Greece and the Arab countries, to the Arab Federations and Chambers of Commerce and to professional business societies
- ~ Directories of its Members in Greece and the Arab world

-  Our Chamber also provides:

- ~ Information on Companies in the Arab World upon request of its members
- ~ Statistical Information on Trade Balance between Greece and the Arab World in various sectors
- ~ Checking of commercial documentation related to Greek exports to the Arab world and rendering services to its members by undertaking, on their behalf, the whole legalization procedure
- ~ Translation from/to Greek, Arabic and English and vice versa
- ~ Introducing of business proposals from the Arab or Greek companies looking for contacts in Greece or in the Arab countries

-  Exposure

Our members can have exposure by appearing in our magazine, our Directories, or when they sponsor our events.

-  For further information, please visit our website at [www.arabhellenicchamber.gr](http://www.arabhellenicchamber.gr) or contact us at [chamber@arabgreekchamber.gr](mailto:chamber@arabgreekchamber.gr)

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# JOULD COMPANY



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Troughout years and as a result of conformity and specialization of all joud partners the JOUD trade has spread greatly in Syria and also decided to widen its industrial activity

by setting up a many plants all of them are Iso 9002 certified

The company has branches in all over syrian cities and

has built a friendly and strong relationship with its dealers for years



## OUR COMPANIES

- \* Joud industries for domestic appliances
- \* Joud soft drink Plants
- \* Joud fruit drink Plants
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- \* Joudco steel
- \* Med steel
- \* Joud flour mills llc
- \* Carbon dioxide co<sub>2</sub> Plants



## COMPANIES PRODUCTS

Refrigerators , Freezers , Washing machines , Microwave oven , Gas & Electric cookers , Vacuum cleaner , Dryers , Dishwashers

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Joud company

Latakia Syria Latakia Highway Entrance

P.O.box : 199 - 219 e-mail:hlife-appl@joud.com

www.joud.com

steel@joud.com  
plants@joud.com

Tel : 00963 41 2412470

Tel : 00963 41 4441220

Tel : 00963 41 2450871

## NEWS FROM THE ARAB EMBASSIES



### The UAE support a culture of reading for young prisoners in Greece



The UAE Government attaches great importance to the role of youth and their empowerment in order to enable them to take responsibilities, lead innovative actions and contribute to the country's welfare. The UAE government believes that it is through education and vocational training that the youth can become successful and therefore has launched several programs to provide job opportunities and vocational training to empower young Emiratis. Also, Emirates provide excellent educational opportunities for Emirati youth, in addition to scholarships, provided by the Ministry of Education in a number of fields, such as: medicine and health sciences, engineering sciences, environmental sciences, energy sciences, space sciences, etc. since the success of the country should be based on the continuous provision of education, should face no boundaries and be accessible to all.

In this framework, the UAE Embassy in Athens, in collaboration with the Arab-Hellenic Chamber of Commerce and Development in Athens and especially the Secretary General, Mr. Rashad Mabger, following the request by the Greek Ministry of Citizen Protection, has provided a number of historical, literature books and magazines in the Arabic language for the prisoners of the Neapoli prisons in the Greek island of Crete. This initiative aims to enhance the learning and educational opportunities of youth even under specific situations of exclusion from learning. Further, the idea of providing books assists in the access to education in prisons and enables the learning needs and the individual's personal development as well as the future social integration in their communities, as Mrs Eman Al Zeyoudi, the Charge 'd' affaires of the Embassy stressed.

The UAE pay special attention to the importance of education as it is a key driver for the social and economic growth, the sustainability and the innovation of the country. Therefore, the Emirates are strongly committed to nurturing the new generations who are aware of their responsibilities and duties towards their country, family, and society while adopting the values of moderation and promoting the values of tolerance, in a society in which there is no place or future for extremism and where education can meet the needs of the youth while taking into account their expectations.





## Ποιοι είμαστε

Ο Φοίνιξ Νηογνώμων Α.Ε. ή αλλιώς Phoenix Register of Shipping S.A. (PHRS) είναι Οργανισμός επιθεώρησης και κατάταξης πλοίων σε κλάση και έκδοσης κυβερνητικών πιστοποιητικών αξιοπλοΐας από κράτη που τον έχουν εξουσιοδοτήσει γι' αυτόν τον σκοπό.

Ιδρύθηκε πριν από δύο δεκαετίες στον Πειραιά, όπου μέχρι και σήμερα λειτουργούν τα κεντρικά γραφεία, ενώ υποκαταστήματα λειτουργούν σε διάφορες χώρες και σε επιλεγμένα σημεία της Ελλάδας, προσφέροντας, σε συνδυασμό με τους επιθεωρητές του κεντρικού γραφείου, παγκόσμια κάλυψη. Ο Οργανισμός κάνοντας χρήση της έμπειρης τεχνολογίας και της υφιστάμενης τεχνογνωσίας και της εμπειρίας, παρέχει πλήρες φάσμα νηογνωμονικών υπηρεσιών καλύπτοντας το σύνολο των αναγκών της ναυτιλιακής κοινότητας.

## Ο Οργανισμός σε αριθμούς

Ο Οργανισμός, απασχολώντας συνολικό προσωπικό 130 ατόμων στην Ελλάδα και στο εξωτερικό, καταγράφει μια σταθερή, ανοδική και αναπτυξιακή πορεία τα τελευταία χρόνια, με σημαντικό αριθμό αναγνωρίσεων από διεθνείς ναυτιλιακές διοικήσεις κρατών μελών του Διεθνούς Ναυτιλιακού Οργανισμού (IMO). Ενδεικτικά, παρακολουθεί συνολικό στόλο 7.408.859 DWT, με 3.800 πλοία και σκάφη αναψυχής με ελληνική σημαία καθώς και περίπου 500 πλοία με διάφορες σημαίες. Χαρακτηριστικότερο παράδειγμα της ποιοτικής αναπτυξιακής πορείας είναι η διαρκής βελτίωση στην αξιολόγηση του Paris MoU, όπου το 2018 έφερε τον Οργανισμό στην κατηγορία High Performance ανάμεσα σε Νηογνώμονες μέλη του IACS, αποτελώντας ιστορικό γεγονός, καθώς ο Φοίνικας είναι ο πρώτος ελληνικός νηογνώμονας που κατακτά τέτοια θέση.

## Who we are

Phoenix Register of Shipping S.A is a Greek classification society acting as an RO/RSO, providing classification services and statutory certification on behalf of the flag states that have authorized PHRS for such purpose.

PHRS was founded two decades ago in Piraeus, Greece where its headquarters are located to this day, while several branch offices operate in several countries and in selected areas in Greece, covering all main ports of activity and in combination with the head office surveyors, offering worldwide coverage. The Organization using modern, up to date technology and its acquired know-how and experience, provides a full range of classification services, covering the needs of the shipping community.

## Phoenix Register of Shipping in numbers

The Organization employing a total of 130 people in Greece, as well as abroad, has demonstrated a steady development course in recent years with a significant number of recognitions from several Flag - States, members of the IMO. Indicatively, the Society is monitoring a total fleet of 7.408.859 DWT, with 3800 vessels and recreational crafts under the Greek Flag, as well as 500 vessels under various Flag Administrations. An even more prominent example of this qualitative developmental course is the constant improvement in the Paris MoU evaluation lists, where in 2018, PHRS became the only Greek Classification Society to enter the High Performance Rank among other IACS members, with an excess factor of -0,10.

## NEWS FROM THE ARAB WORLD



اتحاد غرف التجارة السورية  
*Federation of Syrian Chambers of Commerce*



### Congratulations, Mr. President!



On 28 October 2020, the Federation of Syrian Chambers of Commerce have selected a new Board of Directors with Mr. Mohammed Abulhuda Lahham as its President for the term, 2020 – 2024.

It is our pleasure to extend congratulations to President Lahham for his new assignment and wish him and the Board of Directors of the Federation of Syrian Chambers of Commerce, success in their new term.

The Federation of Syrian Chambers of Commerce, one of the vocal Arab Federations of Chambers of Commerce, has been, throughout its history, a supporter of all Arab Joint Chambers and has actively participated in their events and activities. The positive image that they created is attributed, among other, to Syrian businessmen and their honourable role at the early stages of establishment of some of the Joint Arab-Foreign Chambers of Commerce in Latin America and Europe.

Mr. Lahham is a businessman and known industrialist with business activities in supplying industrial equipment to hotels, restaurants and hospitals. His business activities extend to building material and he is an agent of several foreign companies in Italy, France, Germany and the US. His Group has also business activities in the food sector.

We, at the Arab-Hellenic Chamber, pride ourselves on our close relations with the Federation of Syrian Chambers of Commerce, as well as with all the Syrian Chambers, that have an active role while participating in almost all our events.

We would like to seize this opportunity to assure President Lahham of our best intentions to continue our exemplary cooperation and wish him and the new Board of Directors all the best in their endeavours during the new term.

<http://fedcommsyr.sy/>



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## NEWS FROM THE ARAB WORLD



اتحاد غرف التجارة السورية  
*Federation of Syrian Chambers of Commerce*



### Congratulations, ANAS !



Anas Joud, a representative of the Federation of Syrian Chambers of Commerce on our Board of Directors, has been selected as a Board Member for the Syrian Federation for the new term 2020 – 2024.

Anas is a dear friend and has been one of the active members of our Board, since September 2016, when he joined us. He has never missed a Board Meeting and as a Head of Syrian Businessmen delegation, he has participated in almost all our events which he also generously contributed in sponsorship.

The Joud family has a long history in our Chamber and we pride ourselves on the association we have had over the years.

The beginnings of Joud Group, that gained great respect among businessmen in Syria and the rest of the Arab world, go back to 1930's in Lattakia, Syria. Their business has, since then, widened the spectrum of industrial sectors they were active in, to include soft drinks, domestic appliances and steel industry, to mention but a few.

Mr. Joud, in addition to his rich business profile, is the Honorary Consul of the Slovak Republic since 1995 and a member of Syrian - Ukrainian Business Council.

We would like to seize this opportunity to extend to our dear friend, Anas, our congratulations for his new assignment at the Board of the Federation of Syrian Chambers of Commerce and to wish him all the best in his personal and professional life.



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years of expertise

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products

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## PROFILE DMG EVENTS

Headquartered in Dubai, UAE since 1989 with operations in Saudi Arabia, Singapore, Canada, South Africa and the UK, dmg events is an international exhibitions and publishing company. We attract more than 350,000 visitors to our portfolio of 80 exhibitions each year.

DMG - Construction Events 2021		
A/A	DATES (FROM - TO)	EXHIBITION EVENT
1	24-27/05/2021	<b>The BIG 5 Saudi</b> <a href="http://www.thebig5saudi.com/">http://www.thebig5saudi.com/</a> <b>FM EXPO SAUDI - SAUDI CLEAN EXPO - HVAC-R EXPO SAUDI</b> <a href="https://www.fmexpo-saudi.com/">https://www.fmexpo-saudi.com/</a>
2	31/05-02/06/2021	<b>EGYPS-EGYPT PETROLEUM SHOW</b> <a href="https://www.egyps.com/">https://www.egyps.com/</a>
3	08-10/06/2021	<b>The BIG 5 Construct West Africa</b> <a href="http://www.thebig5constructwestafrica.com/">http://www.thebig5constructwestafrica.com/</a>
4	26-29/06/2021	<b>The BIG 5 Construct Egypt</b> <a href="http://www.thebig5constructegypt.com/">http://www.thebig5constructegypt.com/</a>
5	29/06-01/07/2021	<b>African Construction Expo by BIG 5</b> <a href="https://www.africanconstructionexpo.com/">https://www.africanconstructionexpo.com/</a> <b>Totally Concrete by BIG 5</b> <a href="https://www.africanconstructionexpo.com/totally-concrete/">https://www.africanconstructionexpo.com/totally-concrete/</a>
6	<b>THE BIG 5 DUBAI 2021</b> 12-15/09/2021	<b>The BIG 5 Dubai</b> <a href="https://www.thebig5.ae/">https://www.thebig5.ae/</a> <b>The BIG 5 Solar</b> <a href="https://www.thebig5solar.ae/">https://www.thebig5solar.ae/</a> <b>Middle East Stone</b> <a href="https://www.middleeaststone.com/">https://www.middleeaststone.com/</a> <b>Urban Design &amp; Landscaping Expo</b> <a href="https://www.udlexpo.com/">https://www.udlexpo.com/</a> <b>HVAC - R</b> <a href="https://www.thebig5.ae/exhibit/hvac-r-2018/">https://www.thebig5.ae/exhibit/hvac-r-2018/</a> <b>The Big 5 Heavy</b> <a href="https://www.thebig5heavy.com/">https://www.thebig5heavy.com/</a> <b>Windows, Doors &amp; Facades</b> <a href="https://www.windowsdoorsandfacadeevent.com/">https://www.windowsdoorsandfacadeevent.com/</a>
7	14-16/10/2021	<b>The BIG 5 Construct Ethiopia</b> <a href="https://www.thebig5constructethiopia.com/">https://www.thebig5constructethiopia.com/</a>
8	03-05/11/2021	<b>The BIG 5 Construct East Africa</b> <a href="https://www.thebig5constructkenya.com/">https://www.thebig5constructkenya.com/</a>
DMG -Hospitality Events 2021		
A/A	DATES (FROM - TO)	EXHIBITION EVENT
1	<b>MIDDLE EAST DESIGN &amp; HOSPITALITY WEEK DUBAI</b> 31/05-02/06/2021	<b>INDEX</b> <a href="http://www.indexexhibition.com/">http://www.indexexhibition.com/</a> <b>SURFACE DESIGN MIDDLE EAST</b> <a href="https://www surfacedesignexhibition.com/">https://www surfacedesignexhibition.com/</a> <b>WORKSPACE</b> <a href="https://www.workspace-index.com/">https://www.workspace-index.com/</a> <b>FUTURE INTERIORS MANUFACTURING</b> <a href="https://www.futureinteriorsproducts.com/">https://www.futureinteriorsproducts.com/</a> <b>THE HOTEL SHOW Dubai</b> <a href="http://www.thehotelshow.com/">http://www.thehotelshow.com/</a>
2	20-22/06/2021	<b>THE HOTEL SHOW AFRICA – HOTEL &amp; HOSPITALITY TRADE SHOW BIG 7</b> <a href="https://www.thehotelshowafrica.com/">https://www.thehotelshowafrica.com/</a>
3	07-09/09/2021	<b>THE HOTEL SHOW SAUDI ARABIA</b> <a href="https://www.thehotelshowsaudiarabia.com/">https://www.thehotelshowsaudiarabia.com/</a> <b>INDEX SAUDI</b> <a href="http://www.index-saudi.com/">http://www.index-saudi.com/</a>

We have expanded our operations to achieve impressive growth in emerging and mature markets by the strategic acquisition of complementary businesses and by geo-cloning our flagship events, where we adapt our core event brands to work across new countries and cultures.

Our 300 member team nurture professional communities for diverse industries including Construction, Energy, Coatings, Transport, Hospitality & Design. Our events are a focal point, supported by conferences, certified workshops, technical seminars and industry publications.

Through all of this work our aim is simple. We want to accelerate business through face-

to-face events, which is why we work so hard to bring people together, creating opportunities for them to network, learn and do business.

Contact Details: Dmg Events 35, Asklipiou Str., Glyfada, 16675  
Mr. Paul Kyriazis, Mrs. Fani Picha Official Representatives for Greece  
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- INDUSTRIAL & COMMERCIAL
- POWER QUALITY OPTIMIZATION



# NEWS FROM THE ARAB-FOREIGN JOINT CHAMBERS



Rubens Hannun, President of Arab Brazilian Chamber of Commerce (ABCC)

São Paulo – The Economic Forum Brazil & Arab Countries had viewers in all five continents. Rubens Hannun (pictured above), the president of the Arab Brazilian Chamber of Commerce (ABCC), which hosted the event, mentioned the viewership in his closing address. “We have managed to reach all five continents, and we are being watched by [people in] 61 different countries,” he said. The forum ran from October 19 to 22.

The event got 10,000 viewers throughout its 20 hours’ worth of live streams in three different languages. In addition to discussion panels, it featured a 3D exhibition featuring Arab and Brazilian enterprises that got 2,300 visitors, and hundreds of virtual meetings were scheduled.

The final day was themed ‘Environmental, social and corporate governance: relevance in the current situation,’ and the closing ceremony featured Brazilian and Arab authorities, including the special projects advisor on Marketing and Communication at Saudi Arabia’s Ministry of Investment, Khaled Tash, who stressed the need to keep trade and investments going. “The Kingdom has a growing population, and the administration is encouraging spending on healthcare, which has been the highest in all MENA [Middle East and North Africa]. Another key area for cooperation between our nations is the halal industry, in sectors such as food products, health and cosmetics,” he said.

Santa Catarina governor Carlos Moisés discussed investment opportunities in his state. “We have investment programs in infrastructure and ports, in addition to federal ports available for concession,” he said. The ABCC has a branch office in Itajaí, a port city in the state.

Industry and farming were also brought up by Ajlan Al Ajlan, the chairman of the Council of Saudi Chambers. “We have a mutual need for cooperation now more than ever. I would like to thank each and every one of you watching this forum. It has been a unique opportunity to enhance economic cooperation between Saudi Arabia and Brazil,” he said.

Arab League assistant secretary-general and secretary-general’s office head Hossam Zaki

## Brazil & Arab Countries Forum got viewed in 61 countries



Arab League assistant secretary-general and secretary-general’s office head Hossam Zaki

Ibrahim Alzeben, the ambassador of Palestine and dean of the Council of Arab Ambassadors in Brazil, said the business deals that have been made and the announcement of the ABCC’s new international offices were a token of the mutual willingness from countries to take trade relations to a new level. “There is no question that the offices in Cairo and Riyadh will enable greater cooperation, in addition to strategic partnerships at key ports.”

Union of Arab Chambers secretary-general Khaled Hanafy stressed the fact that several agreements have moved forward as a result of the event. “We have ascertained that there is a desire to move from simple exports and imports towards strategic relations, to change the way in which Brazil and Arab countries cooperate,” Hanafy said.

The event’s discussions were also brought up by Arab League assistant secretary-general and secretary-general’s office head Hossam Zaki. “The Arab League has watched intently during these four days. The subjects that have been approached are of the utmost importance, chief among them being food security, especially in light of the world’s current situation, which requires that we think creatively,” he said.

The ceremony also featured the senator and Brazil-Arab Countries Parliamentary Group president Jean Paul Prates, who lauded the agreements reached during the event; the minister of Economy of the State of Palestine, Khaled al-Osaily; and the vice president of Brazil, Hamilton Mourão.

Source: <https://www.ccab.org.br/en/home>





Making the best quality,  
best tasting food  
is a craft that can only be  
perfected over time  
by dedicated people



# HAITOGLOU FAMILY FOODS

Perfecting Our Craft, Since 1924

**It all began almost a century ago!** Haitoglou family had just arrived in Thessaloniki, Greece after fleeing Asia Minor. The most important thing they brought with them was not their belongings: It was their love for family traditions and a secret family recipe for making the most popular sesame-based treat... Halva.

It was in **1924** that they opened a small shop dedicated to creating their delicious halva by hand in small batches, continuing the craft their fathers and grandfathers had taught them. Throughout the years many things changed: the small shop became the center of attention for everyone that loved halva, as more and more people were drawn to this artisanal treat.

But some things remained the same: The **passion** to create the best products, the **legacy** embodied in the family's secret recipe and, of course, the symbol of a female figure in a traditional Northern Greek costume.

The "woman from Thessaloniki" - or the "**Halva Lady**" as she became widely known - the proud, graceful figure with no name, started as a symbol to help people identify their favorite halva at a time when many couldn't read. While the image evolved over time, it's still the emblem of Haitoglou Family Foods, as it embodies our roots, heritage and tradition.

Building on our family's values, we continue our **mission** with a passion to share our legacy, our unique craft and our favorite products with every family, as we have done for four generations.

**Haitoglou Family Foods**  
**Perfecting Our Craft, Since 1924**



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# OUR CHAMBER'S NEWS



## Greek Exports Forum & Awards 2020

For the 9th consecutive year, the Union of Diplomatic Employees for Economic & Commercial Affairs (ENDY OEY) of the Hellenic Ministry of Foreign Affairs in collaboration with ethosEVENTS, the economic and business portal banks.com.gr and HRIMA magazine on finance and investments, organize the conference which has become an institution for the exporting sector, Greek Exports Forum. This year's event will be organized in parallel with the Greek Exports Awards 2020.

The Greek Exports Forum & Awards 2020 have two main goals: to offer Greek exporters valuable tools and information that will enable them to boost their professional activities and to reward the country's exporting companies, which support the Greek economy by continuing to export their products and/or services despite the adverse circumstances brought by the pandemic.

**The Greek Exports Forum Awards 2020 will take place on Friday 20.1.2021 as a LiveOn Hybrid Event and will include the following sessions:**

- The main programme of the Greek Exports Conference
- The Greek Exports Awards ceremony
- B2B Consultation Meetings between Greek exporters and diplomatic officers of Economic & Commercial Affairs (ENDY OEY)

- B2B Consultation Meetings between Greek exporters and representatives of Bilateral Chambers.

The event will guarantee total safety, with strict application of all relevant health protocols, uniquely combining participants' physical presence and technology!

A limited number of guests will be physically present during the event in a specially designed TV production studio, faithfully following the instructions of the competent authorities and observing all safety protocols for the protection of participants' health.

At the same time, the Awards Ceremony\* will be transmitted online through LiveOn, ethosGROUP's integrated platform for business communication, enabling more people in various parts of Greece and all over the world to attend the event from the comfort and safety of their own homes.

The Union of Diplomatic Employees for Economic & Commercial Affairs, which has a long-standing tradition of exports, will once more co-organize and support the event.

Like every year, **the Arab-Hellenic Chamber has granted its auspices to the prestigious event** and we are looking forward to its successful convening.





## Nº1 GREEK HONEY

Attiki is the No1 Greek Honey and one of the most successful ambassadors of the Greek taste, food culture and tradition around the world. It is enjoyed by consumers in 5 continents, and it has achieved international recognition. It has received more than 50 international quality, taste, and packaging awards, which support its excellence.



## NEWS FROM THE ARAB WORLD



### 2<sup>nd</sup> International Food and Technology Expo 2021 Amman - Jordan

The 2nd International Food and Technology Expo 2021 will be held from 1st to 4th July 2020 in Amman – The Hashemite Kingdom of Jordan, where the world of food industry is preparing to learn the new and modern in the food and beverage industry and technical techniques. The exhibition will be held at the Amman International Motor Show Halls and it is the first of its kind in the Kingdom and will be organized by Pulse International for Organizing Exhibitions and Conferences.



The Exhibition is expected to attract more than 250 companies from the food sector, which will have the opportunity to present their products to the Jordan market, as well as the markets of neighboring countries.

The concept of International Food and Technology Expo is based on providing exhibitors and consumers needs all under one roof and to participate efficiently in the exhibition, as it gives the chance to International exhibitors to display their products in the local and regional market, meet businessmen to bound their relations, get new customers and to explore new techniques.

The organizers have contacted the Embassy of Greece in Amman and requested participation of Greece with its own pavilion, since there has been much interest expressed by Jordanian importers for cooperation with Greek businesses.

*For more information, interested parties can contact the organizers directly at:*

*+9620655 16017, +9620655 16018, + 962777372414*

*email: [info@pulsejo.net](mailto:info@pulsejo.net) - [project.manager@pulsejo.net](mailto:project.manager@pulsejo.net) - [www.pulsejo.net](http://www.pulsejo.net) or visit: <http://www.infteexpo.com/>*

*Source: Greek Ministry of Foreign Affairs*





FOUR SEASONS - ASTIR PALACE HOTEL



GRANDE BRETAGNE HOTEL



GRAND HYATT ATHENS



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## NEWS FROM THE ARAB WORLD



### 9<sup>th</sup> IRAQ DEFENSE EXHIBITION (IQDEX) 10-13 April 2021



From 10 to 13 April, United Company, an Iraqi international exhibitions and conferences company, is organizing the 9th Iraq Security and Defense Industries in Baghdad international Fair.

Greek companies and businessmen and investors in the related industries are welcome to participate.

For more information, please contact the organizers at [info@unitedevents.iq](mailto:info@unitedevents.iq) or at the mobile number 009647702580895 and 00964780666666 1 or visit the website <http://unitedevents.iq/>

Source: Esteemed Embassy of the Republic of Iraq in Athens, Greece



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## NEWS FROM THE ARAB WORLD



### 38<sup>th</sup> International Fair of Khartoum 21-28 January 2021



Sudanese Free Zones & Markets Co is inviting all interested Greek companies to participate in the **38<sup>th</sup> Session of the International Fair of Khartoum, Sudan**, which will take place from **21st to 28th January 2021**.

The said Fair is considered as the largest general trade Fairs in the region, in terms of regular annual organization, thus being one of the most important windows of trade exchange and promotion between Sudan and a great number of Arab, African, European, Asian and Latin American countries.

Participation can be on an individual or country level.

For more information, please contact: Khartoum – Sudan P.O. Box: 2366 Sudanese Free Zones & Markets Co.  
Fairs & Conferences Directorate - Tel: +249 183 263624 / 263662 – Fax: +249 183 263637  
[www.sudanfreezone.com](http://www.sudanfreezone.com) / [www.khartoumexpo.com](http://www.khartoumexpo.com) - e-mail: [ifk.mrkm@sudanfreezone.com](mailto:ifk.mrkm@sudanfreezone.com)

Source: Esteemed Embassy of the Sudan in Athens, Greece





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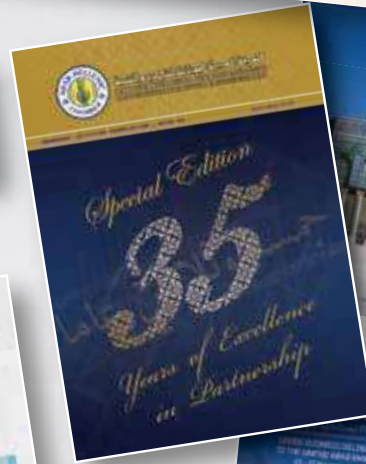
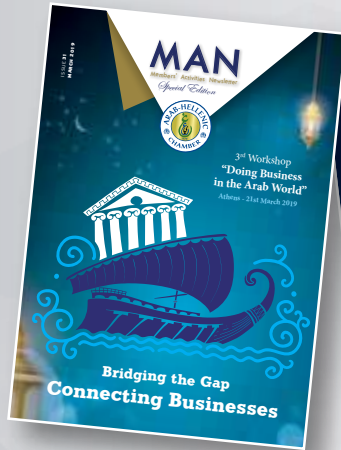
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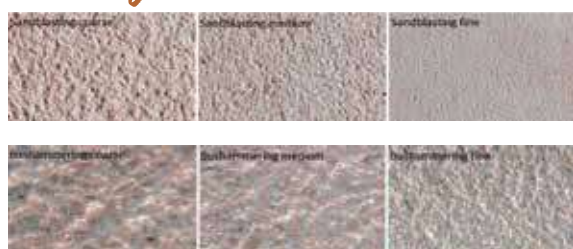
## Publications of the ARAB-HELLENIC CHAMBER





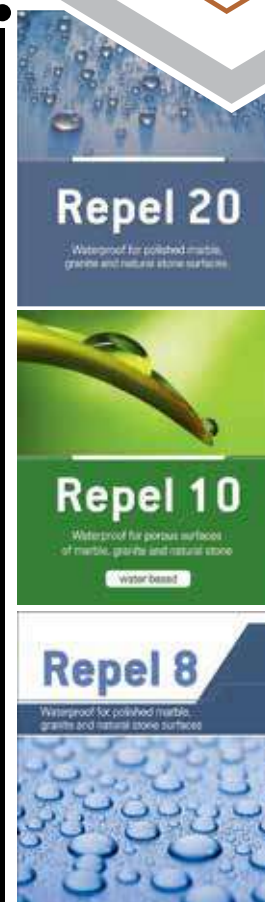


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**VERNOLIN** started its activity by Konstantinos Deftereos in marble, granite and decorative stones on the decade of 1960. He retired and his son, Charalampos started working for the company. **VERNOLIN** has grown continuously over the past 60 years to become what it is today and continues to active through Greece and out of Greece. **VERNOLIN** provides a complete restoration and maintenance services for all types of natural and manmade stone including limestone, marble, granite, ceramic and Victorian tiles, porcelain tiles and concrete.

Finally, the company is supplier of Pentelikon marble and Greek Honey Onyx. We pride ourselves on our experience, expertise and quality of work that makes us a leading force in the field of marble and natural stone floor polishing, cleaning and restoration. We are committed to utilizing the most suitable products and latest advances in technology boat at home and abroad to ensure that your natural stone is treated in the most effective and efficient way. **VERNOLIN** supplies products for the treatment of natural and artificial stones and cement such as sealers and waterproofing products, mastics, detergents, varnishes, diamond tools and machinery.

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# NEW MEMBERS

1. SGS GREECE
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**SGS** is the world's leading inspection, verification, testing and certification company. We are recognized as the global benchmark for quality and integrity. With more than 94,000 employees, we operate a network of over 2,600 offices and laboratories around the world.

SGS has been active since 1933, following the evolution of the Greek industry, adapting to the ever-rising demands and expectations of the market and transforming the unceasing developments into new and innovative services.

Today, SGS offers high quality of services to hundreds of Greek industries and companies, operating in the most significant sectors of the Greek economy, such as: Oil, Gas and Chemicals, Minerals, Agriculture, Food, Transportation, Consumer Goods and Retail, Shipping, Health and Hospitality.

Our core services can be divided into four categories:

**Inspection:** our comprehensive range of world-leading inspection and verification services, such as checking the condition and weight of traded goods at transshipment, help to control quantity and quality, and meet all relevant regulatory requirements across different regions and markets.

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**Certification:** we enable you to demonstrate that your products, processes, systems or services are compliant with either national or international standards and regulations or customer defined standards, through certification.

**Verification:** we ensure that products and services comply with global standards and local regulations. Combining global coverage with local knowledge, unrivalled experience and expertise in virtually every industry, SGS covers the entire supply chain from raw materials to final consumption.

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# NEW MEMBERS



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**INTERNATIONAL  
TRADE SERVICES**

## CONTACT DETAILS:

### NPS INTERNATIONAL TRADE SERVICES

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**E:** [office@its-nps.com](mailto:office@its-nps.com), [md@its-nps.com](mailto:md@its-nps.com)

**NPS** International Trade Services specializes in B2B consolidation services for Greek Foodstuffs.

Having tight and secured business relationships in Greece NPS can act as your reliable Greek Foodstuff consolidator in helping you meet your market needs as a buyer. Working with experienced and trusted partners we can protect your interests and boost your business results.

## MISSION

To introduce a selective group of high-quality Greek Foodstuff into the European, the Middle East, and Asian markets and create a professional network of mutually beneficial and fulfilling B2B relationships and transactions.

## VISION

To be the most reliable partner for our suppliers and international customers by creating long terms relationships built on trust and leading to win-win business synergies.

## Cost-Free value we can offer to our international customers:

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# NEW MEMBERS

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## CONTACT DETAILS

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**ENP LAW BOUTIQUE** since 1981 aims to represent, citizens and businesses not only in litigation, but, also, in alternative dispute resolution (arbitration, mediation, conciliation) with responsibility. We undertake the overall handling of any dispute based on the wishes and rights of our clients, by guiding them and proposing all possible alternatives, and by taking into consideration the affordable costs in balance with time and money. For us, legal services have entered a new era. That is why we provide up-to-date knowledge by our partners even in the most frequent legislative changes, and the most up-to-date services in every field of law.

With regard to efficient dispute resolution we promote mediation, which is a negotiation between two or more parties facilitated by an agreed-upon third party. Especially in electronic (online) mediation the settlement process manages to cross borders and jurisdictions, creating significant advantages for the parties to a dispute. It is a practical process, low cost, it saves travel time and expenses. The parties can meet with each other and with the mediator on the screen of their computer or mobile phone or simply choose the written form of electronic communication.

# NEW MEMBERS



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



## CONTACT DETAILS

### MARINAIR CARGO SERVICES LTD

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**F:** +30 210 4515422

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

**MARINAIR** Cargo Services Ltd was founded in 2007 and is among the fastest growing forwarding agents in Global Market with substantial presence in sea, air, logistics and combined transport services.

In the years since its establishment, the company has shown remarkable growth in its local market followed by the opening of 4 branch offices across India continent (Mumbai, Chennai, Tirupur, Tuticorin) in 2011, a Hong Kong office in 2014 and one more European office in The Netherlands in 2017!

Armed with our wealth of experience and expertise, we provide complete “one-stop shop” international transport services for import and export requirements by Land, Sea, Air, Rail or Combined freight Worldwide!

Be sure that at Marinair Cargo Services “We care for your cargo”.







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# MEMBERS' NEWS

1. GRANDE BRETAGNE
2. GREEK BRANDS
3. INTRACOM TELECOM
4. VDI LAW FIRM
5. ZARIFOPOULOS
6. IKTINOS HELLAS

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## TAKE ME HOME TEA ME AWAY BY WINTER GARDEN CITY LOUNGE

The renowned Afternoon Tea of the Hotel Grande Bretagne comes home with you.

Order it daily between 11.00-19.00 at 210 33 30 748 and it will be ready for you to pick it up in 1 hour from the Concierge of the Hotel Grande Bretagne.

The menu includes various savory delights such as butter brioche with smoked salmon, cream cheese and cucumber, white tramezzone with cage-free egg and homemade mayonnaise, roast-beef sandwich on 8-grain bread and tartar sauce, King Crab on wholegrain linseed bread, delectable desserts and a variety of cakes and biscuits. The freshly baked almond scones with Corinthian raisins, seasonal jams and clotted cream are not to be missed. A tea box from the tea selection of the awarded French Pastry Chef Arnaud Larher is included with every order.

Our epicurean team and the authentic tea flavors of Arnaud Larher, Meilleur Ouvrier de France promise to deliver for you the finest Afternoon Tea experience at home.

**HOTEL GRANDE BRETAGNE, ATHENS**  
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### CONTACT DETAILS

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**W:** [theluxurycollection.com/grandebretagne](http://theluxurycollection.com/grandebretagne)

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## GREEK OLIVES' NEW CROP - TASTE THE SUPERIOR GREEK FLAVOR!

In Greece, November and December are underline the end of every year with the best way... By giving us the new crop of the authentic Greek olives! We are more than proud that during these hard, pandemic, days, can supply you our new crop olives with all the legal high-quality food certifications.

In Greek Brands, we are making solid efforts to cover the needs of the Arab world with natural and delicious Greek fine foods. Due to the hard circumstances that we all are being through, we are trying to offer **special prices** for our worldwide **known Kalamata olives!**

Kalamata or Green, whole or stuffed, small or big size, always full of rich taste, all of them ready to boost your food industry business.

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### CONTACT DETAILS

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**Fb:** [facebook.com/greekbrandsfoods/](https://www.facebook.com/greekbrandsfoods/)

**YouTube:** [youtube.com/greekbrands](https://www.youtube.com/greekbrands)

## INTRACOM TELECOM SUPPORTS GREECE'S NATIONAL HEALTH SYSTEM

Intracom Telecom, a global telecommunication systems and solutions vendor, announced the donation of five advanced portable telemedicine kits to Greece's Ministry of Health, thus contributing to the effective monitoring and management of any potential ad-hoc needs everywhere, especially in remote and isolated areas.

As the COVID-19 pandemic is still going strong globally and the cases in Greece are moving upwards, Intracom Telecom decided to donate the most advanced portable telemedicine kits to the Ministry of Health to further equip the emergency response personnel in addressing a variety of medical situations with speed, efficiency and quality of service.

The portable telemedicine kit is a carry-on suitcase that supports a large number of digital medical devices, which are connected to Greece's National Telemedicine Network (EDIT) network, giving thus more mobility and flexibility with high precision, so as to transmit patients' health indicators to the interconnected hospitals and receive the appropriate medical instructions in real time. It is reminded that Intracom Telecom already participates in the EDIT project that connects 71 telemedicine installed fixed stations in the Aegean islands with central hospitals of the 2nd Regional Healthcare Administration of Piraeus & the Aegean.



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## CROSS-BORDER CORPORATE TRANSFORMATIONS WITHIN THE EU AND TAX TREATMENT

European integration is at a rapid pace, while the freedom of establishment of natural persons and the freedom of movement of capital and of services constitute fundamental principles within the EU. However, more and more, the mobility of legal persons between Member States is increasing. In this framework, uniform European rules for corporate transformations have been adopted.

In July 2020, a European directive was incorporated into a Greek law, which introduced an "exit tax". The Law (4714/2020) provides that every legal person that has its tax residence as well as permanent establishment in Greece is subject to exit tax for any transfer of assets to another state, if Greek tax authorities lose the right to tax these assets. In addition, it is required that these assets remain under the legal ownership or financial sphere of influence of the same company transferring the assets.

Whether or not and under what special conditions the law will be applied and exit tax will be imposed remains unclear. However, it seems more likely that no exit tax will be imposed in the case of a cross-border merger, as the property is transferred to another company. In the case of a change of nationality, however, the company will most likely be subject to exit tax.

At a critical glance, the establishment of this tax through a directive, that now constitutes the rule in the legal systems of the other Member States of the EU, raises concerns. With the establishment of this tax a serious obstacle is set to the freedom of establishment of legal entities and the free movement of capital. In this way, the mobility of companies between Member States is not enhanced, since the imposition of such a tax will constitute a possible obstacle to a business decision to change the nationality of a company.



## AB VASSILOPOULOS A SMART ENERGY MANAGEMENT SOLUTION BY ZARIFOPOULOS IN ONE OF THE TOP SUPERMARKET CHAINS

The demand for central monitoring and control of all BEMS system functions in every AB store, in order to analyze and keep clear track of the power consumption, always aiming to save energy, has been a challenge.

The choice of ENERGY VISION NX energy management system by ZARIFOPOULOS, to be cost effectively installed in 80 recently renovated stores, allows centralized monitoring and optimization of energy consumption in a wide network of AB Vassilopoulos.

The extended, fully configurable, flexible system is an “end to end - turnkey” solution which ensures the overall implementation in case of future additions and interventions. All different manufacturers and technologies of each control subsystem (air-conditioning, lighting, refrigeration, energy, alarm) are integrated into a single collaborative platform for remote supervision and management.

The experience of the project implementation team, gave impressive results in terms of customer demand for an upgraded, state of the art technology.



**ZARIFOPOULOS**  
SECURITY & CONTROL SERVICES

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## IKTINOS HELLAS S.A. – KALLISTON PIRGHON - WHITE MARBLE QUARRY



Iktinos Hellas S.A. owns and operates one of the biggest quarries for white marble of Kalliston in N. Greece. Kalliston marble is characterized by its white background and light grey veins, as well as its robust technical characteristics. Our company is very proud of Kalliston promotion in the market, becoming a new white marble with high demand in the market of Middle East among Volakas and Thassos. Kalliston is available with three quality selections and very competitive prices, ideal to cover big building projects.



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## السعوديون أول من استثمر في اليونان

تشهد الفترة الأخيرة تقارب ملحوظ وتنامي في العلاقات السعودية - اليونانية، يأتي هذا التقارب في ضوء معطيات إقليمية ودولية تساعد في توطيد هذه العلاقات كما ان قيادة كلا البلدين بما يمتلكانه من رؤية خاصة وإستراتيجيته واضحة للتغيير يُسهم في مصلحة البلدين في علاقات وثيقة. وكلا البلدين يسعى من خلال رؤيته في التغيير الى تعزيز مكانته على المستوى الإقليمي والدولي. ولذلك، فإن "رؤية السعودية 2030"، التي تسعى الى تغييرات إيجابية كبيرة في المجتمع وفي الاقتصاد السعودي من خلال حزمة كبيرة من الإصلاحات وتصورات محدّدة لتنويع مصادر الدخل وتحسين خدمات القطاع العام وتحديث البنية التحتية وتطوير القطاع السياحي وما يتصل به من خدمات وصناعات، بلا شك تُعدّ رؤية طموحة تملك كل مقومات النجاح، فالسعودية بحكم مواردها الطبيعية ومكانتها الدينية والإقليمية والدولية قادرة على تحقيق أهداف هذه الرؤية في بناء مجتمع حيوي واقتصاد مزدهر ووطن طموح.

اليونان البلد الصديق للعالم العربي من جانب آخر يسعى في إستراتيجيته الوطنية ضمن محاور كثيرة زيادة حصته في التجارة الدولية، وخلق مناخ مناسب في جذب الاستثمارات الخارجية. والدلائل تُشير الى تحقيق بعض النجاحات في هذين المحورين، ولعلّ اختيار شركة "مايكروسوفت" لاستثمار بليون يورو في اليونان في مجال الـ cloud والتقنية الرقمية يشكل بداية في توجّه اليونان ووضعها على خارطة الدول الجاذبة للاستثمار، واليونان بطبيعة الحال تملك من المقومات والموارد والبنية التحتية المتطورة ما يساعدها على تحقيق أهدافها في زيادة صادراتها وجذب الاستثمارات.

يعود تاريخ العلاقات السعودية - اليونانية الى أكثر من خمسة عقود وتستند منذ بدايتها على احترام عميق وتعاون مثمر، وفي بداية هذه العلاقات اتّخذ بعض من رجال الاعمال السعوديين من أثينا مكاتب لهم للتجارة في قطاع مواد البناء وبالذات في الرخام والاسمنت، وعلى مدى تواجدهم في تلك الفترة، توسّعوا في أعمالهم الى الاستثمار في قطاع العقار في اليونان. ونتجراً إذ نقول ان هذه الاستثمارات قد شكّلت أول استثمارات عربية خاصّة في اليونان بالرغم من انها ليست بالحجم الكبير، ومن المؤسف ليس هناك بيانات عن حجمها وامتدادها، مع ان بعضها ما زال قائماً، وإذا كان الشيء بالشئ يُذكر، يجدر بنا أيضاً في هذه الحالة ان نُشير الى دور الشركات اليونانية في السعودية في نفس هذه الفترة، أي منذ منتصف الستينات، ومساهماتهم في كثير من مشاريع البنية التحتية والموانئ والنقل، وما زال هذا الدور مستمر بحدود معيّنة.

ان تاريخ العلاقات السعودية - اليونانية يُعدّ نموذجاً متطوراً في علاقات الدول، ولذلك فان آفاق تعزيزها في هذه المرحلة على ضوء المُعطيات الإقليمية والدولية ورؤية كلا البلدين من العوامل التي علينا ان نستفيد منها ونعمل على ضوء هذه الرؤى في توطيد التعاون بين البلدين في كافّة المجالات، وهنا يمكن للقطاع الخاص السعودي واليوناني ان يدفعاً بهذه العلاقات الى آفاق واسعة. ان اليونان بما تتمتع به من موقع استراتيجي فريد وقرب جغرافي الى العالم العربي، وما تملكه من بنية تحتية متطورة وسمعة دولية لمنتجاتها خاصة في الصناعات الغذائية والدوائية ومواد البناء والتي تنتشر في معظم أسواق العالم، بالإضافة الى ان اليونان قد اكتسبت خبرة كبيرة ولها باع طويل في صناعات الموانئ وما يتصل بها من خدمات، كما ان ريادتها العالمية في الملاحة والنقل، من الأمور التي يُمكن للجانبين ان يعززا تعاونهما في هذه المرحلة. ولا يُغيب عن الذكر ان اليونان تُعدّ أحد أكثر الدول الجاذبة للسياحة عالمياً لما لها من مقومات العراقة والتاريخ الحضاري والطبيعة الخلابة والمناخ المعتدل والشواطئ الجميلة وجزرها التي تنتشر كاللآلئ في بحارها، وقد بذلت اليونان جهد واضح في بناء بنية سياحية متكاملة وهنا يمكن للجانب السعودي أيضاً ان يستفيد من هذه الخبرة في تعزيز رؤية المملكة في جذب السوّاح اليها.

ان الغرفة العربية اليونانية للتجارة والتنمية خلال مسيرتها التي تجاوزت أربعة عقود وبحكم علاقاتها مع مجلس الغرف السعودية التي تُعدّ امتداداً له في اليونان يؤديان معا دوراً كبيراً في تواصل هذه العلاقة وتوطيدها ويُمكن لهذا الدور في ضوء المعطيات الحالية ان يتعرّز ويشكّل علامة فارقة في التعاون مع القطاع الخاص في البلدين للسير بها نحو آفاق كبيرة تُعكس المكانة التاريخية لدولتين عريقتين لكل منهما تميّزها الخاص.

رشاد مجر

الأمين العام

الغرفة العربية اليونانية



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\*Sequence of appearance,  
according to 9<sup>th</sup> Forum's program



9<sup>ο</sup> ΑΡΑΒΟ-ΕΛΛΗΝΙΚΟ ΟΙΚΟΝΟΜΙΚΟ ΦΟΡΟΥΜ  
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Athens, 8 & 9 December 2020



الغرفة العربية اليونانية للتجارة والتنمية  
ΑΡΑΒΟ-ΕΛΛΗΝΙΚΟ ΕΠΙΜΕΛΗΤΗΡΙΟ ΕΜΠΟΡΙΟΥ & ΑΝΑΠΤΥΞΕΩΣ  
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- التطورات في قطاع الملاحة والموانئ، الفرص الاستثمارية والإمكانيات المستقبلية (تجربتي مصر واليونان).
- دور القطاع الخاص العربي واليوناني في إحياء الصناعات المتوسطة والصغيرة في العالم العربي.
- التجربة اليونانية في الصناعات الغذائية والدوائية وإمكانية نقل تقنياتها الى العالم العربي.
- التعاون والفرص المتاحة للجانبين في مجالات التكنولوجيا الرقمية وتقنية المعلومات.
- لقاءات العمل الثنائية الافتراضية B2B في قطاعات العمل كافة.

#### ورشة العمل الخاصة:

استكشاف الفرص المتاحة في سوق العقار اليوناني على ضوء التسهيلات التي تقدمها الحكومة اليونانية.

#### لغتي المنتدى:

بث مباشر (online streaming) باللغتين العربية واليونانية (ترجمة فورية)

#### مطبوعات المنتدى (باللغة الإنكليزية):

عدد خاص من مجلة الغرفة العربية - اليونانية بهذه المناسبة (MAN)





9° ΑΡΑΒΟ-ΕΛΛΗΝΙΚΟ ΟΙΚΟΝΟΜΙΚΟ ΦΟΡΟΥΜ  
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## المنتدى الاقتصادي العربي اليوناني التاسع 08 و 09 ديسمبر/كانون الأول، 2020

"اليونان والعالم العربي: خطوة الى الامام"

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### التصوّر العام:

تدخل الغرفة العربية اليونانية عقدها الخامس بسجلٍ تعتزّ به في مسيرتها وإنجازاتها وحضورها، ولعلّ إسهامات غرفتنا في زيادة التبادل التجاري بين اليونان والعالم العربي يدلّ على دورها المتنامي. كما ان فعالياتنا التي عقدناها أسهمت في التواصل بين الشركات المتوسطة والصغيرة من الجانبين، وأدت الى زيادة التدفقات الاستثمارية المتبادلة، خاصّة اهتمام المستثمرين العرب في قطاع العقار باليونان. ان امتيازنا في تمثيل الاتحادات والغرف التجارية في كافة الدول العربية ذو بُعد استراتيجي يُسهم بشكل فعال ومباشر في جودة ما نقدّمه من خدمات ومعلومات لفتح قنوات تواصل عمل مستمرة بين رجال الاعمال من الجانبين.

ينعقد "المنتدى الاقتصادي العربي اليوناني التاسع" في أثينا، اليونان بتاريخ 08 و 09 ديسمبر/كانون الأول، 2020، في ظروف استثنائية نتيجة جائحة الكورونا Covid-19 والتي نتج عنها خسائر وأضرار على كثير من اقتصاديات وقطاعات العمل في معظم دول العالم. في ظل هذه الظروف سيُعقد المنتدى عن بعد مع توسيع قاعدة المشاركة للجانبين وإتاحة الفرصة لهم من خلال منصّة المنتدى للتواصل فيما بينهم والتداخل مع مداولات وجلسات المنتدى وزيارة المعارض الافتراضية للرعاة وعقد اللقاءات الثنائية الافتراضية B2B المكثفة بين المشاركين من اليونان والدول العربية تُغطي قطاعات العمل كافة.

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## اليونان والعالم العربي: خطوة الى الامام

يأتي إصدار هذا العدد الخاص من مجلة الغرفة (MAN) بمناسبة الفعالية الرئيسية للغرفة العربية اليونانية للتجارة والتنمية "المنتدى الاقتصادي العربي اليوناني التاسع" بالتواصل عن بُعد في 08 و 09 ديسمبر 2020، يشرفنا في هذا المنتدى ان تكون سلطنة عُمان في المحور الأول في مداولات هذا المنتدى وان تكون رؤيتها 2040، محور هذا النقاش. هناك العديد من الخصائص وأوجه الشبه بين اليونان وعُمان ذلك ان كليهما يملك موقعاً استراتيجياً فريداً، وفي حالة اليونان فان موقعها هذا أهلها لان تكون جسراً بين أوروبا والعالم العربي، وعُمان بموقعها تُعدّ منطلقاً الى أسواق آسيا وأستراليا وأفريقيا، والجمع بينهما يمتدّ الى الطبيعة الخلابة والمناخ المعتدل على مدار العام، ويلعب المناخ والطبيعة والتاريخ في حال البلدين دوراً كبيراً في جذب السوّاح، وبالنظر الى رؤية عُمان 2040، التي تقوم على أربعة محاور رئيسية "الانسان والمجتمع"، "الاقتصاد والتنمية"، "الحوكمة والاداء المؤسسي"، "والبيئة المستدامة"، ان هذه المحاور في ما تُشكّله من طموح تملك كل مقومات التحقيق والنجاح، ذلك ان هناك نموذجاً مثالياً في علاقات القطاع الخاص ومؤسسات الدولة في السلطنة.

كما يأتي هذا المنتدى متزامناً مع معطيات إقليمية ودولية تُسهم في تنامي العلاقات العربية اليونانية وتؤهّلها لمزيد من التبادل التجاري والتدفقات الاستثمارية بين الجانبين. واليونان في إستراتيجيتها ضمن محاور كثيرة زيادة صادراتها الى الأسواق العالمية ولعلّ عمل الحكومة الدؤوب في زيادة الصادرات وجذب الاستثمار قد أظهر بوادر نجاح، ذلك ان اليونان هي الأخرى تملك من الموارد والعوامل والإمكانات لتحقيق النجاح في إستراتيجيتها وتعزيز مكانتها في أوروبا وفي تنامي علاقاتها مع بلادنا العربية والسير بها "خطوة الى الامام".

بالرغم من جائحة الكوفيد-19، وآثارها ومضاعفاتها، استطعنا ان نستمرّ في نشاطنا وفعالياتنا وبكل تواضع نعتزّ باننا قد أسهمنا في استمرار تواصل رجال الاعمال من الجانبين طيلة الأشهر الماضية، فقد أقمنا (8) فعاليات في التواصل عن بُعد للتعريف عن مناخ العمل والاعمال في العالم العربي قدّمنا فيها عن 15 دولة عربية، اشترك فيها أكثر من 500 شركة يونانية، وما تلقيناه من انطباعات وردود فعل إيجابية من المشاركين يدلّ على صحة اعتزازنا!

إن منصّة المنتدى الاقتصادي العربي اليوناني التاسع تُتيح لكل المشاركين إمكانية التواصل وزيارة المعارض وعقد اللقاءات الثنائية الافتراضية في قطاعات العمل كافة. لقد حرصنا على إعداد منصّة متقدّمة استمراراً لدورنا في تحقيق التواصل بين رجال الاعمال العرب ونظرائهم اليونانيين، وتأكيداً لمكانة الغرفة العربية اليونانية للتجارة والتنمية كواحدة من أكثر الغرف المشتركة العاملة في اليونان حضوراً ومكانة.

في هذا المقال والمقام، نُعرب عن صادق التقدير الى الهيئات الرسمية الراعية والى المساهمين وكافة الرعاية الشركات الأعضاء في الغرفة العربية اليونانية والداعمين لهذا المنتدى.

نتطلع معا الى عام جديد 2021، عام يسوده السلام والامن والأمان، نبدأ معه عهداً جديداً في التواصل والبناء، ومرحلة خالية من الحروب والمجاعة والتمييز العنصري.

وكل عام والجميع بخير





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9<sup>ο</sup> ΑΡΑΒΟ-ΕΛΛΗΝΙΚΟ ΟΙΚΟΝΟΜΙΚΟ ΦΟΡΟΥΜ  
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9<sup>th</sup> ΑΡΑΒΟ-ΕΛΛΗΝΙΚΟ ΟΙΚΟΝΟΜΙΚΟ ΦΟΡΟΥΜ  
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