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MAN





الغرفة العربية اليونانية للتجارة والتنمية

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

VIRTUAL B2B MEETINGS BETWEEN ARAB AND GREEK COMPANIES

A New Service by the Arab-Hellenic Chamber

In light of the reality of the post-Covid-19 era, the Arab-Hellenic Chamber is launching a new tailor-made service, the virtual B2B meetings, for Greek member companies to bring them into contact with their Arab counterparts in all areas of business.

The goal is to increase the trade balance and investment flows between Greece and the Arab world. The service aims at allocating importers / exporters from both sides. If necessary, our Chamber team can provide interpretations from and to Arabic, Greek and English.

Once the appropriate business is identified in the Arab world,
we will contact those interested in the virtual B2B meeting.

Please note that the service will be provided on the first come, first serve basis.

For more information, please contact us at
chamber@arabgreekchamber.gr



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Harris Geronikolas
President

Rashad Mabger
Secretary General

EDITOR:
Katerina Michail
Research & Publications Officer

PROMOTION & SPECIAL INSERTIONS:

Maria A. Vestarkis
Head of Public Relations & Events Section

LEGAL ADVISOR:
Kothris & Associates

DESIGN & PRINTING:
GRAFIMA S.A.

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180-182, Kifisias Avenue,
154 51 N. Psychico, Athens-Greece
Tel.: +30 210 6711 210,
+30 210 67 26 882, +30 210 67 73 428
Fax.: +30 210 67 46 577
E-mail: chamber@arabgreekchamber.gr
Website: www.arabhellenicchamber.gr

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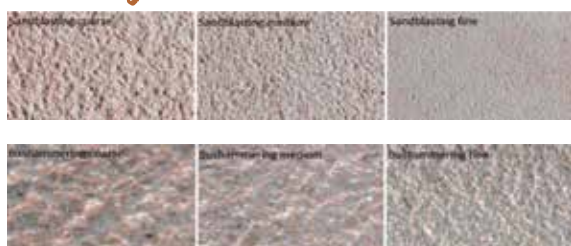
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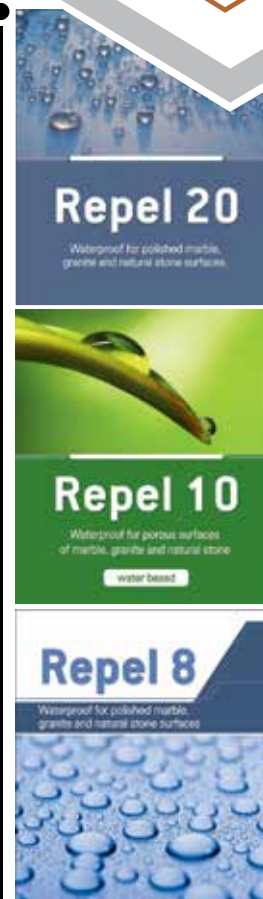


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الغرفة العربية اليونانية للتجارة والتنمية

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

FOREWORD



Harris Geronikolas
President



Rashad Mabger
Secretary General

Dear Reader,

This issue of MAN Magazine is dedicated in its premium file to celebrate the 60th anniversary since the independence of Kuwait and the 30th since its Liberation. Kuwait, throughout its history, since its independence in 1961, has exercised a constructive role among the Gulf states and across the Arab world. It has been admired for its peaceful foreign policy and its role as a mediator in solving many conflicts in the region. Kuwait's role in developing countries in assisting and providing for projects that contribute largely to eradicating poverty and helping developing nations in many aspects for a decent way of life has been remarkable by every criteria. Thus, Kuwait has, throughout its history, exercised its "soft power" in a manner that one can say no country has done the same. Therefore, the perception of Kuwait across the Arab world and peace-loving nations, has always been viewed with respect and appreciation. We seize this opportunity to wish the Kuwaiti people prosperity and continuity in their peaceful and constructive role among the nations.

The covid-19 pandemic has imposed on us to shift in our attitude towards the use of technology in a manner that we have never done before and we adapted to online communication tools in relatively short span of time. Luckily, we have managed to conduct as of May last year 9 online events with the participation of businessmen from 17 Arab countries, member and non-member companies from Greece and in all these events 800 companies have participated from Greece and the Arab world, alongside high-level official participation. The peak of these events was marked by convening the **9th Arab – Hellenic Economic Forum** on December 8 & 9, 2020. The platform designed to host this Forum provided the feeling to all the audience and participants that they were attending this event physically. Therefore, we witnessed active interactions in networking and engagement with the Forum's sessions and topics and in conducting virtual B2B meetings between Greek businessmen and their Arab counterparts in all business domains.

We can gaze with confidence at this year's events and activities. So far, we have conducted two online events: one is the pita-cutting and networking event for the members of our Chamber and the other is the **Saudi – Greek e-Business Gathering**, which, to our surprise, saw high-level officials and a large number of Saudi and Greek businessmen participation. Our readers should save the date of **April 7th** for yet another event, the **"Greece and North Africa e-Business Gathering" (Algeria - Egypt - Libya - Morocco - Tunisia)**, exploring the potential in those countries, mainly in tourism, real estate, vocational training and education, with the possibility of adding other sectors. Preparations are underway and we will be able to send you information in the coming days. We will not elaborate on other future events at the moment, but rest assured they will be many and interesting to the Greek business community.

Enjoy your read.



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



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



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)



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



للسلام ووطن





Dawn of a New Era



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*In the name of Allah,
the Most Gracious, the Most Merciful.*



With pride on the 25th and 26th of February, Kuwait, the government and the people, celebrates the 60th Anniversary of the National Day and the 30th Anniversary of the Liberation under the slogan "Peace has a Home" which represents Kuwait's efforts to achieve and protect peace in the Gulf region and around the world, initiated by His Highness the late Amir Sheikh Sabah Al-Ahmad Al-Jaber Al-Sabah and carried on by His Highness the Amir of the State of Kuwait Sheikh Nawaf Al-Ahmad Al-Jaber Al-Sabah.

On this occasion, in my name and on behalf of my colleagues members of the Embassy of the State of Kuwait in Athens, I would like to express our heartfelt congratulations and best wishes for good health and long life to His Highness the Amir of the State of Kuwait Sheikh Nawaf Al-Ahmad Al-Jaber Al-Sabah and to His Highness the Crown Prince Sheikh Mishal Al-Ahmad Al-Jaber Al-Sabah, wishing further progress and prosperity to the Kuwaiti people.

In the past decades, the State of Kuwait has achieved an economic renaissance, rarely seen in other countries, evidenced by the urban renaissance and unparalleled progress in all vital sectors, which include social, educational, health, technological, cultural and sports sectors. The State of Kuwait has adopted a comprehensive development plan through "Kuwait Vision 2035" which adopts the aspirations of His Highness the Amir and aims at transforming Kuwait into a financial and trade hub regionally and internationally and becoming more attractive to investors, where the private sector leads the economy, creating competition and promoting production efficiency, under the umbrella of a supporting institutional body, which accentuates national values, preserves social identity and achieves social development as well as providing an essential structure to cultivate a business-friendly environment.

The relations between the State of Kuwait and the friendly Hellenic Republic, characterized by deep ties and historical roots, have witnessed a noticeable development in all fields. The best proof of this is the numerous agreements signed between the two countries in various fields of cooperation: culture, economy, trade, tourism and art as well as the numerous reciprocal visits by representatives of the two countries. The direct flight between the State of Kuwait and the Hellenic Republic - three flights a week - which is expected to be launched this summer, will give a strong impetus to the relations between the State of Kuwait and the Hellenic Republic not only in the field of tourism but also in all other fields.

Finally, I cannot but express my deep appreciation to the Arab-Hellenic Chamber of Commerce & Development and the Secretary General Mr. Rashad Mabger for their efforts in facilitating and enhancing trade relations between the State of Kuwait and the Hellenic Republic.

Peace, God's mercy and blessings be upon you.

Saud Faisal Aldaweesh
Ambassador of Kuwait
Athens-Greece



COUNTRY PROFILE: KUWAIT



KUWAIT: *Dawn of a New Era*

On the occasion of the 60th Anniversary of Independence and the 30th Anniversary of Liberation of the State of Kuwait on February 25th & 26th respectively, the Arab – Hellenic Chamber grasps the opportunity to present the highlights of this exceptional Arab country's business environment and investment climate, enabling the readers to get a better glimpse and roundup of Kuwait's current situation and future plans, necessary for the potential investor or business associate.

“We affirm our keenness on our constitution and democratic practice, and we are proud that Kuwait is a state of law and institutions, and we are keen on spirit of one family, a virtue well-known in our society in Kuwait.”

HH the Amir Sheikh Nawaf Al-Ahmad Al-Jaber Al-Sabah



KUWAIT VISION 2035 ‘NEW KUWAIT’

Late Amir Sabah Al-Ahmad Al-Jaber Al-Sabah launched Vision 2035

“[To] transform Kuwait into a financial and trade hub, attractive to investors, where the private sector leads the economy, creating competition and promoting production efficiency, under the umbrella of enabling government institutions, which accentuates values, safeguards social identity, and achieves human resource development as well as balanced development, providing adequate infrastructure, advanced legislation and inspiring business environment”.





Dawn of a New Era



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“Kuwait is the crown over heads and the deep-rooted love in our hearts.”

Late Amir Sabah Al-Ahmad Al-Jaber Al-Sabah
(1929 – 2020)



THE PILLARS OF THE NATIONAL DEVELOPMENT PLAN (2035 VISION) ARE:

• Global Positioning

Enhance Kuwait's regional and global presence in spheres such as diplomacy, trade, culture and philanthropy

• Developed Infrastructure

Develop and modernize the national infrastructure to improve the quality of life for all citizens

• Creative Human Capital

Reform the education system to better prepare youth to become competitive and productive members of the workforce

• Effective Public Administration

Reform administrative and bureaucratic practices to reinforce transparency, accountability, and efficiency in the government

• High Quality Health Care

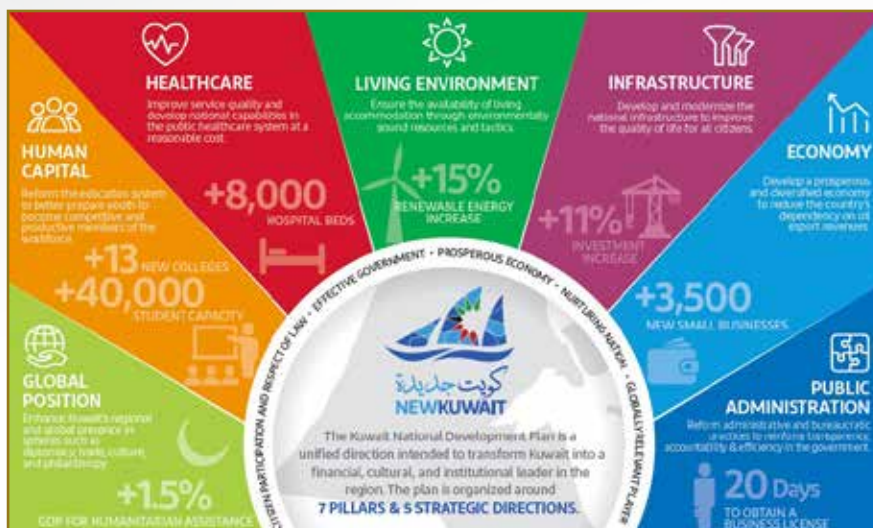
Improve service quality in the public healthcare system and develop national capabilities at a reasonable cost

• Sustainable Diversified Economy

Develop a prosperous and diversified economy to reduce the country's dependence on oil export revenues

• Sustainable Living Environment

Ensure the availability of living accommodation through environmentally sound resources and tactics





COUNTRY PROFILE: KUWAIT

KUWAIT BUSINESS CLIMATE

Business environment The Kuwaiti legal system allows for the establishment of a wide range of commercial entities and business structures.

Entities can operate in Kuwait through legal business structures such as limited liability and shareholding companies, or through contractual relations such as joint ventures and sponsorship agreements.

FREE TRADE ZONE

- In order to conduct business in the Free Trade Zone (FTZ), an entity must be established and must obtain a FTZ license to carry on one of the permitted activities outlined in the KFTZ Law. Setting up business through the KFTZ Law would only be applicable if it limits all of its operations to the FTZ only.
- There are no limits on foreign ownership, or branches of foreign companies established in the KFTZ. A foreign company could operate independently in the KFTZ without having to appoint a Kuwaiti agent or establish a Kuwaiti company. However, the managing authority, the Public Authority for Industry, is no longer issuing any new licenses.
- Benefits under the KFTZ Law include tax and customs exemptions and no restrictions on importing and exporting activities (although there are some limitations on the attachment or seizure of capital invested by foreign companies).

INVESTMENT CLIMATE



The Foreign Direct Investment (FDI) law promotes direct foreign investment in the State of Kuwait and allows foreign investors to own up to 100% of business entities in some sectors.

Investing under Foreign Direct Investment Law No.8 of 2001 This Law, later updated by Law No. 116, issued in June of 2013, promotes direct foreign investment in the State of Kuwait and allows foreign investors to own up to 100% of business entities in some sectors, provided the MOCI issues a license.

Incentives and exemptions

The procedures for obtaining incentives and exemptions: The investment entity submits to the KDIPA an application to be able to access benefits that it is entitled to including incentives and exemptions stipulated in the Law, and this occurs simultaneously or subsequently to applying for the license.

A multi-activity investment entity's entitlement to incentives and exemptions, including tax exemptions, is limited to its activity; the KDIPA is the body responsible for approving any such incentives and exemptions.

Foreign Investment License may be granted for a specified list of activities, while certain sectors are excluded from being eligible to obtain an investment license.

Indicative List of business activities for which a Foreign Investment License may be granted:

- Industries other than oil and gas exploration and production
- Construction, operation and management of infrastructure enterprises in the fields of water, power, drainage and communications
- Banks, investment corporations and foreign exchange companies which the CBK agrees to consider incorporation thereof
- Insurance companies which the MOCI agrees to incorporate
- Information technology and software development
- Hospital and medicines manufacturing
- Land, sea and air transport
- Tourism, hotels and entertainment
- Culture, information and marketing except for the issuance of newspapers, magazines and opening of publishing houses
- Integrated housing projects and zones development except for real estate speculation
- Real estate investment through foreign investor subscription to the Kuwaiti shareholding companies according to the provisions of Law No. 20/2002;
- Storage and logistic services
- Environmental activities



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Kuwait Fund
For Arab Economic Development

59

ذكرى إنشاء الصندوق الكويتي للتنمية
Kuwait Fund Anniversary

KUWAIT FUND FOR ARAB ECONOMIC DEVELOPMENT

With the Kuwait Fund for Arab Economic Development (also known as “Kuwait Fund”) having reached its 59th anniversary, it is worth remembering Kuwait’s soft power tool in the developing world which, when it started, was the first aid agency in the world to be established by a developing country. According to Robert McNamara, President of the World Bank (1968 – 1981) “Here was Kuwait, a tiny country, until recently among the poorest places in earth, establishing a development fund in the year of its political independence. While welcoming its new-found prosperity it was declaring a willingness to share its future wealth with its Arab neighbors.” (World Bank Archives, 1981).

The Fund, which was established by Sheikh Jaber Al-Ahmad Al-Jaber Al-Sabah (1926 – 2006), the then Kuwait Minister of Finance, provides loans for financing development projects in the developing countries, technical assistance to the feasibility studies of projects, training of nationals in the borrowing countries as well as contribution to capital stocks of international and regional development finance institutions and other development institutions, representing the State of Kuwait in them.

The number of active projects at the moment are 240 out of a total of 1088 projects and include the countries of Honduras, Egypt, Chad, Congo, Sudan, Jordan, Nicaragua, Senegal, Mauritania, Albania, Cameroon, Bahrain, Uzbekistan, Sierra Leone, Ghana, Equatorial Guinea, Surinam, Chad and Yemen, among many others.

KUWAIT FUND IN FIGURES

| | |
|---------------------------------|-------|
| Number of Beneficiary Countries | 107 |
| Number of Loans | 994 |
| Loans Commitment (Million KD) | 6601 |
| Loans Commitment (Million USD) | 22443 |





COUNTRY PROFILE: KUWAIT

KUWAIT CHAMBER OF COMMERCE AND INDUSTRY



The Kuwait Chamber of Commerce and Industry Chairman's word to the Arab Hellenic Chamber of Commerce and Development on Kuwait's Vision 2035 in light of the 60th anniversary of Kuwait's Independence Day.

Kuwait is no stranger to planning for its future with wisdom. From its first comprehensive national development plan "al-nahda al-umraniyah" in 1950, to its current "Vision 2035" initiated in 2017, Kuwait has always sought to improve on its past, capitalize on its present, and make best of its future.

Seventy years ago, when the first plan was launched, Kuwait was dealing with a declining pearl industry (its primary export then), unexploited and abundant oil reserves, and the task of modernizing its society to global standards. It successfully tackled these challenges through diligence and commitment to its social and economic development, transforming Kuwait into a leader in the oil and chemicals industries and into a beacon of modernization.

Today, the country faces similar challenges. Wavering energy markets are threatening its largest industry, its plentiful and young human capital have yet to realize their full potential, and a more dynamic, global, and digital world

is requiring greater integration and innovation. Not to mention the fallout from the ongoing Covid-19 pandemic, which has only fortified Kuwait's resolve to overcome and succeed through tactical planning and solid dedication to sustainable growth. Thus, highlighting the importance of its most recent plan: "Vision 2035".

Unlike previous national development plans, which predominantly relied on government participation to fulfill their objectives, "Vision 2035" centers around enabling transformation through private sector initiatives. To achieve the goals centered around its seven pillars (public administration, economy, infrastructure, the living environment, health care, human capital, and global position), the vision seeks to provide an enabling business environment, invite greater private sector participation in the economy, and offer abundant high-impact investment opportunities to both domestic and foreign investors across most sectors. So far, around \$60 billion worth of projects linked to the plan have been awarded, with \$100 billion more to come over the next few years as Kuwait seeks to develop its national railroad system, build additional power and water plants, expand its downstream hydrocarbon industry, and provide top of the line health and education infrastructure for its growing population.

With that said, securing the needed funds will be crucial to the vision's success. Aware of this, Kuwait has laid out various frameworks to attract foreign interest in helping transform its economy. In addition to a generous foreign direct investment law that grants 100% foreign ownership and an attractive tax holiday, the government has set up the Kuwait Authority for Partnership Projects (KAPP) as a medium for partnership between private sector investors and the government. The initiative was successful in bringing to life a key project of the Vision in 2019: the \$1.5 billion "Shamal Az-Zour Al-Oula Power and Water Plant" mega project, which benefited from a partnership



Dawn of a New Era



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between Kuwaiti, French, and Japanese private investors. The government hopes to replicate this success with various other integral projects and foreign investors.

Moreover, the government is looking to privatize state-owned enterprises (SOEs). On the one end, this will enable it to raise funds to further pursue its development ambitions, and on the other, it will help restore balance between the private and public sectors, a chief aim of the vision. The privatization of SOEs offers significant opportunity to investors that seek attractive ventures in dynamic and fast-growing economies such as Kuwait. A successful example is that of Borsa Kuwait, where several foreign investors partook in the privatization of the local stock market and benefited from the reforms that led to its upgrade to an emerging market in both the FTSE and MSCI indices, providing great returns. Forty state assets are expected to be privatized over the medium to long term, while the government is expected to enact business enabling reforms in parallel and across various sectors.

Another avenue the country is pursuing to finance its development is through strategic trade partnerships. Like Greece, Kuwait has signed on to China's Belt and Road initiative, which has highlighted great interest in developing the upcoming Mubarak al-Kabeer Port. Meanwhile, the ambitious "Northern Gulf Gateway" project, which Kuwait intends to use to capitalize on its advantageous geographic location, is expected to attract more than \$200 billion from US, European, and Asian investors that look to benefit from Kuwait as a hub for their trade.

Beyond funding, developing the appropriate business environment, elevating the human capital available, and further diversifying the economy will be key to ensuring the sustainability of Kuwait's vision. Fortunately, the country has already taken encouraging strides in all three matters.

Kuwait was included amongst the top 20 improvers in the World Bank's 2020 Ease of Doing index, jumping 14 places in one year, and climbed 8 positions in the World Economic Forum's 2019 Global Competitiveness Index (GCI). With more business-friendly reforms underway, Kuwait expects further success in overhauling its business environment.

As for realizing the full potential of its human capital, the World Intellectual Property Organization finds that Kuwait is highly efficient in translating its innovation inputs into output. Also, the GCI notes that the skills of Kuwait's future workforce are ranked 31st in the world, positioning it favorably to take advantage of future trends in digitization and knowledge-based developments. Moreover, Kuwait provides its population with a robust digital infrastructure, where it is promisingly ranked as 34th and 46th in the Global Innovation index in terms of ICT access and ICT use, respectively. All this will facilitate Kuwait's integration with global supply chains, as well as encourage the local adoption of innovative and productive solutions, which are already being observed amongst Kuwaiti enterprises.

Finally, in terms of diversifying its economy, Kuwait has been gradually developing alternative industries and sectors it hopes to groom into future major contributors. For instance, outside the success in petrochemicals, Kuwait is targeting to develop its renewables energy sector. Recently, Kuwait's EQUATE Group, in partnership with the National Technology Enterprise Company, has completed a solar power project that will distribute clean renewable energy. The government has several similar projects planned. Furthermore, another aim is to increase the contribution of the tourism sector from its current level of 5.3% of GDP, which is still in its nascent stages and invites great opportunity.

As such, confidence runs high in Kuwait's ability to achieve its "Vision 2035". And as we today celebrate its growth and development into a global and modernized country, made possible by its great and persistent efforts over the last 60 years, we also look forward to celebrating Kuwait's bright future, which will surely shine through its private sector led and knowledge-based achievements in the years to come.

Mohammed Jassem Al-Sager
President of Kuwait
Chamber of Commerce & Industry



COUNTRY PROFILE: KUWAIT

KUWAIT CHAMBER OF COMMERCE AND INDUSTRY



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

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.





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ABOUT KUWAITI MARKETS:

The state of Kuwait adopts a free policy in the light of a free economic system. Kuwaiti markets are considered as an oasis for free trade. In the light of the Unified Customs Law of the GCC countries, custom duties do not exceed 5% on most of the goods imported from outside the custom union. Tobacco and Cigarettes are subject to (100%) customs, while there are more than (400) type of goods exempted from customs. There are no quantitative or typical restrictions on imports, also imports should be identical with Kuwaiti standards.

Kuwaiti markets are also distinguished with the freedom of currency and transfer, and openness to all the countries of the world, except Israel, where Kuwait maintains commercial relations with most countries of the world, regardless of their geographical location or political system. The relation between price and quality is the decisive factor in the success of marketing goods of such countries in the Kuwaiti markets. Kuwait is also an establishing member in World Trade Organization.

As the State of Kuwait is considered a free trading center, the local importer is not obliged to obtain a separate importing license for every item of goods he wishes to import to the country. On the contrary, it is enough to obtain an annual importing license from the Ministry of Trading and Industry, which enables him to import any quantity of any type of goods from anywhere in the world, except for the industrial equipment and machines, which need a special license.

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الغرفة العربية اليونانية للتجارة والتنمية
ΑΡΑΒΟ-ΕΛΛΗΝΙΚΟ ΕΠΙΜΕΛΗΤΗΡΙΟ ΕΜΠΟΡΙΟΥ & ΑΝΑΠΤΥΞΕΩΣ
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.

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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 begun 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



ISO 9001

ISO 14001

T. +30 2310 389 700
E. info@haifoods.com
www.haifoods.com



NEWS FROM THE ARAB EMBASSIES



Welcome Mr. Ambassador!



H.E. Dr. Saad Alammar, the new Ambassador of the Kingdom of Saudi Arabia to Greece

On 12 January 2021, the new Ambassador of the Kingdom of Saudi Arabia, H.E. **Dr. Saad Alammar**, presented his credentials to H.E. Mrs. K. Sakellariopoulou. During the ceremony, the two sides exchanged views on growing friendly relations between the Hellenic Republic and Kingdom of Saudi Arabia and issues of common concern.

In this regard, it is worth mentioning that the Saudi-Greek relations have been exemplary in every aspect for more than five decades and that now, the regional and international geopolitical developments are adding a new momentum to the bonds of the two countries.

Dr. Saad Alammar is a familiar face at the Ministry of Foreign Affairs of his country. He began his career back in 1981, assuming various positions and responsibilities at the Institute of Public Administration and later a position of a Deputy Assistant for Employment Affairs at Ministry of Labor and Social Affairs of Saudi Arabia. Prior to his arrival to Greece, he held two key positions - Consultant to the Royal Court of Saudi Arabia (2015 to 2020) and the Assistant Secretary General for Political Affairs at the Gulf Cooperation Council (GCC). From 2002 to 2010, Ambassador Alammar was General Director of the Institute of Diplomatic Studies at the Ministry of Foreign Affairs in Riyadh.



H.E. Dr. Saad Alammam presenting his credentials to H.E. the President of the Hellenic Republic, Mrs. Katerina Sakellariopoulou

His Excellency holds a Ph.D. in Public Administration from the State University of New York Albany, New York, 1994, and a Master's degree in Public Administration (MPA) from the Pennsylvania State University in USA, 1986.

On the occasion of assumption of the Ambassador's duties in Greece, **Mr. Rashad Mabger**, the Secretary General of the Arab-Hellenic Chamber, paid a courtesy visit to His Excellency at the premises of the Saudi Embassy, on 9 February 2021. During their meeting, various topics and issues of common interest to the Chamber and the Saudi Embassy were discussed. It is worth mentioning that the

role of the Saudi Embassy in the Chamber's journey of five decades has been an important one, due to the fact that the Arab-Hellenic Chamber is the representative of the Council of Saudi Chambers in Greece, the contribution of which is equally remarkable.

The Secretary General seized the opportunity, during the visit, to assure His Excellency of our unwavering support of his endeavors to develop and enhance Greek-Saudi relations in all business domains and to wish him a pleasant and fruitful stay in Greece.



Mr. Rashad Mabger, our Secretary General, during his visit to H.E. Ambassador Alammam

NEWS FROM THE ARAB EMBASSIES



Welcoming the new Ambassador of the United Arab Emirates to Greece



Ambassador Sulaiman presenting his credentials to the President of the Hellenic Republic, Ms. Katerina Sakellariopoulou

On 12 January 2021, H.E. Mr. Sulaiman Hamed Almazroui, the newly accredited ambassador of United Arab Emirates to the Hellenic Republic, presented his credentials to H.E. Ms. Katerina Sakellariopoulou, President of the Hellenic Republic. After a small ceremony, the President and the Ambassador touched upon the fruitful cooperation between Greece and the UAE in many and various fields and they both praised the steady growth of the bilateral friendly relation of the two countries.

Greece and the United Arab Emirates enjoy common views and stance on many regional and international issues and their

cooperation is yet another indication of their excellent relations. Ambassador Almazroui is a professional diplomat whose long services in finance and banking have enhanced his career which started in 1994 when he held the position of Chairman and Founder of the Dubai Transport Corporation, which was followed by various key positions in his country. He also represented UAE in NATO (2011-2013), acted as a Head of Mission to the EU (2011-2016) and served as UAE ambassador to Belgium (2011-2016) and non-resident to Grand Duchy of Luxembourg (2012-2016), to UK (2016-2019) and non-resident ambassador to Iceland from 2017 to 2019.



H.E. Ambassador Sulaiman Almazroui with the President of the Hellenic Republic

H.E. Mr. Almazroui was very instrumental during the negotiations for the **Schengen Waiver project for UAE** which he also signed. Additionally, he was one of the initiators of the **Human Rights Dialogue between the UAE and the EU**.

On 28 January 2021, Mr. Rashad Mabger, the Secretary General of the Arab-Hellenic Chamber, paid a courtesy visit to His Excellency at the premises of the United Arab Emirates Embassy in Athens. During their friendly meeting, Mr. Almazroui and Mr. Mabger discussed a variety of issues regarding the business relations between Greece and the UAE and future prospects of the Arab-Hellenic Chamber's events and activities.

We, at the Arab-Hellenic Chamber, would like to seize this opportunity to welcome Mr. Almazroui to Greece and express our support of his endeavors to further develop the relations between Greece and the United Arab Emirates.

All the best, Mr. Ambassador!



Mr. Rashad Mabger, the Arab-Hellenic Chamber's Secretary General, with H.E. Ambassador Almazroui, at the premises of the Embassy in Athens

OUR CHAMBER'S NEWS



9th Arab - Hellenic Economic Forum's Testimonials



“On behalf of my colleagues, the Arab Ambassadors accredited to Greece, I appreciate the Arab – Hellenic Chamber’s positive role and innovative efforts in maintaining the channels and business dialogue between Arab and Greek businesses and its continuous endeavours to enhance Greek – Arab relations in all business domains. Congratulations on your successful Forum.”

Marwan Toubassi

*Dean of Arab Ambassadors &
Ambassador of the State of Palestine
Athens*



“We congratulate you on the success of the Forum despite the difficult times... we assure you of our Chamber’s interest to make such successful events and we will work with you in order to activate the commercial relations between the Arab countries and Greece. We look forward to further cooperation and coordination.”

Ridha Bin Juma Al Saleh

*Chairman of the Board of Directors
Oman Chamber of Commerce & Industry*



“Our Chamber has embraced the digital challenge and ensured that the online experience didn’t retract any of the benefits that the participants would have obtained through meeting in person. On the contrary, we invested a lot of time

and effort to maximize the benefits that come from online events, such as, improved communication, engagement, and collaboration, I would like to say thank you to the President, the Secretary General and the staff of the Chamber for a job well done.”

Suheil Sabbagh

*Vice President, Arab-Hellenic Chamber
Group HR, Consolidated Contractors Company (CCC)*



“I wasn’t at all surprised by the success of the “9th Arab-Hellenic Economic Forum” organized by your esteemed Chamber. This is yet another round of your Chamber’s of activities and successful record.”

Majd Badr Jamaluddine

*Advisor
Kuwait Chamber of Commerce and Industry*



“Please accept my congratulations for the organization of the 9th Arab-Hellenic Economic Forum. [...] The objective of both sides is, of course, to further enhance the already excellent inter-state relations and, I believe that economy, through even bigger development in the pharmaceuticals and food sector, research, training and innovation, make up a strong field of joint actions. I am certain that the works of the Forum made for a fertile ground for the exchange of fruitful and useful thoughts for both sides.”

Ioulia Tsetis

*President & CEO of Tsetis Pharmaceutical Group
& Member of BoD, Hellenic Federation of Enterprises*

“All speakers were well organized and carried all knowledge needed for successfully informing us the subjects of their concern. We are happy to participate on this Economic Forum, looking forward to communicate with interesting Arab parties and develop further our Export efforts to Arabic countries.”

George Terzakis

*Electrical Engineer, Export Sales Manager
TEMAK*

“Once again, thank you for the very interesting event. Admittedly, the quality of events by the Arab – Hellenic Chamber is incomparable.”

Panagiotis (Panos) Chatzilazaridis

*CEO, Founder
MANA GI SMPC*

“I am very proud for this achievement and the success of this Forum. Congratulations, dear Rashad, and to your team at the Arab Hellenic Chamber.”

Qaisar Hijazin

*Secretary General
Arab – Belgium – Luxembourg Chamber of Commerce*

“I present my thanks for the good organization of the “9th Arab-Hellenic Economic Forum”. My appreciation and thanks to the Official Sponsors and Contributors for sponsoring this Forum as well as to the Chambers and Greek Organizations, the Supporting Partners, and I hope, God blessing, that the next meeting will take place in Greece in a better shape for all with progress and prosperity.”

Mahmoud Hennawi

*Businessman
Damascus- Syria*

“My sincere thanks and appreciation for your invitation to this fruitful meeting and we highly value the participation of all Speakers, thanking you for your efforts for all the presented topics. With my best wishes to keep on this successful tradition.”

Eng. Ammar Mals

*“Al-Hayat” Co. for Building Materials
Damascus- Syria*

“Thank you for your efforts consumed in this wonderful Forum where the B2B meetings were fruitful and active. We thank you once again for your co-operation and your response to all our inquires, you were not stingy in dispatching any information and orientation and this proves your integrity and professionalism in your work.”

Michael Baghdady

*Exports Director of “Marhaba” company
Egypt*

“May I convey my enormous thanks and gratitude for the wonderful set up and organization of this Forum in spite of the Covid-19 crisis. I truly wish that the next Forum, after the end of this crisis, will take place physically and we will meet in person, in Greece, as we used to in the previous Forums.”

Jamal Shehata

*Businessman
Egypt*

“Congratulations to the leadership of the Arab - Hellenic Chamber on the success of the works of the “9th Arab-Hellenic Economic Forum” and we praise the wonderful organization and the standard of participants as well as the contents. With our best wishes for continuous success.”

Abdulkareem Alsaafani

*Businessman
Yemen*

“My sincere congratulations and wishes to the Secretary General for the “9th Arab-Hellenic Economic Forum” and to his colleagues in the leadership of the Arab - Hellenic Chamber for the standard of success and wonderful coordination for the Forum’s works. We wish you all heartedly health, many successes and the best in your work.”

Fadhl Mohsen

*Businessman
Yemen*

9th Arab - Hellenic Economic Forum’s Testimonials

OUR CHAMBER'S NEWS



On March 3rd, the Arab – Hellenic Chamber, in cooperation with the **Council of Saudi Chambers**, organized the **Saudi-Greek e-Business Gathering: “Racing to our Common Future”**, with the participation of over 90 Saudi owners, CEO’s and company representatives and 100 Greek businessmen and businesswomen in various business domains.

In the opening ceremony, introduced by the Secretary General of the Arab-Hellenic Chamber, **Rashad Mabger**, the President of the Chamber, **Harris Geronikolas**, and the President of the Council of Saudi Chambers (CSC), **Ajlan A. Ajlan Al-Ajlan**, welcomed the participants and outlined in their speeches the prospects of relations between the private sectors in the two countries and hailed the cooperation of the two organizations in the realization of this event. The greetings were followed by a speech by the Vice President of the Arab-Hellenic Chamber and President, Group HR, Consolidated Contractors Company (CCC), **Suheil Sabbagh**, the Greek Ambassador to KSA, H.E. **Alexis Konstantopoulos**, and the Saudi Ambassador to Greece, **Dr. Saad Alammam**.

This online event was honored with the participation of three Ministers: H.E. **Ahmad bin Aqil Al Khatib**, Minister of Tourism, Saudi Arabia, H.E. **Harry Theoharis**, Minister of Tourism, Greece, and as guest of honor, H.E. **Adonis Georgiadis** the Minister of Development and Investment of Greece. All three Ministers referred to the enormous

prospects of Saudi – Greek relations and the bilateral willingness to further these relations in various domains.

Then the panel discussion started with the introduction of the two moderators, **Nicholas Vlahakis**, Managing Director, NEOKEM S.A. and Board Member of the Arab – Hellenic Chamber, and the Secretary General, **Rashad Mabger**. The speakers who also presented the Saudi market and the opportunities for Greek companies to establish themselves in the Kingdom were Eng. **Omar A. Bahlaiwa**, Founder & President of Optimum Business Consulting Bureau (OBCB) & Vice President of Committee for International Trade (CIT), Council of Saudi Chambers and **Sylvain Hijazi**, Business Development Director of ARCHIRODON.

This online business gathering was concluded with the engagement of the participants in networking via video or chat and virtual B2B meetings.

The Arab – Hellenic Chamber, while thanking the President and staff members of the International Department of the Council of Saudi Chambers, for their efforts in the realization of this event, would like to seize this opportunity to express its deepest and utmost appreciation to the three Ministers and two Ambassadors and the Vice President of the Arab – Hellenic Chamber and the two speakers for their valuable role and contribution in the successful outcome of this event. Last, but not least, we would like to express our appreciation to our member companies who came forward and sponsored this event, along with other future online events.



JOINING THE NATIONAL AND GLOBAL EFFORTS FOR A FUTURE OF SUSTAINABLE EXCELLENCE.

In MYTILINEOS we believe that our collective future depends on sustainable growth. It is the only way to address crucial challenges such as climate change, while at the same time strengthening growth, performance and value creation.

That's why, today, we are taking action. We are fully embracing ESG principles for Environment, Society and Governance, putting them at the centre of our strategy. We are committed to achieve a 30% reduction of CO₂ emissions across our entire business activity by 2030 and become a Net Zero industry by 2050. By raising our commitment and further integrating sustainability into the core of our business model, we pave the way to a new era of sustainable excellence.



New, ambitious CO₂ emission reduction targets

**Overall
Targets**



-30%
Minimum reduction
in total emissions

→ 2030

Net Zero → 2050

**Targets
by Business
Unit:**



**Sustainable
Engineering Solutions
and Renewables & Storage
Development BUs:**

**Net
zero**
by 2030

**Power
& Gas BU:**

~50%
of emissions
/ MWh generated
by 2030

Metallurgy BU:

-65%
of absolute
emissions
-75%
of emissions
/ ton of Al
produced



Sustainability. Our DNA for the future.



**Further
Integrating**
the concept of
sustainability into
our organization's DNA.



Adopting ESG
as a core part
of our strategy,
decisions and
operation.



**Constant Monitoring
& Transparent Reporting**
through performance
management forums,
public reports & website.

GREEK SPECIALITIES
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THE LEADING GREEK EXPORTER OF READY-TO-EAT MEALS

Palirria was founded in 1957 on the island of Evia, Greece as a privately-owned business by entrepreneur Antonis Souliotis. Its primary purpose was the production and distribution of traditional ready-to-eat meals based on the Authentic Greek and Mediterranean cuisine. Nowadays, Palirria is **the leading Greek exporter of ready-to-eat meals** and the **No 1 Dolma producer in the world, hand rolling more than 1.600.000 dolmas per day!**

Palirria has **5 plants**, reaching in total 34,000 m², employing more than 2,000 people and having a production output of 22,000 tons. Additionally, the company cultivates its privately-owned vineyards, having the total control of the production of vine leaves, which is the basic ingredient of Palirria's bestselling product: Dolma. In the latest years, we have established production facilities in 3 new countries, expanded to almost **50 international markets** and created a wide variety of products.



Palirria's core values are the **respect to traditional Greek and Mediterranean Cuisine, Quality, Innovation and Customer Satisfaction**. For the production of its meals the company uses fresh, pure and carefully selected ingredients of high-quality. Being committed to quality, the company was one of the first Greek companies to implement **ISO9001 (Quality Management Standard)** in 1995, and a number of other quality certificates (**BRC, HAACP, IFS Food Certificate**).

By investing in the most recent and modern production equipment, Palirria's facilities are also amongst the newest in Europe. Additionally, the factory's equipment is continuously upgraded and the personnel is constantly trained. Its contemporary quality assurance systems, highly qualified workforce, the careful selection of raw materials and thorough inspection at every stage of production process, guarantee products of the **highest quality**.



No. 1

Dolma producer in the world

Furthermore, the company steadily **invests in innovation** so as to address emerging consumer needs. Always devoted to authentic Greek and Mediterranean cuisine, our people are creating new flavors and innovative products, which have outstanding taste and premium quality, proving that tradition can be perfectly combined with innovation and can **satisfy changing needs of modern consumers**.

One of the **most well-known Palirria's meals are Dolmas**. Selected granular rice, soft and tender, early harvested, hand-picked vine leaves, fresh herbs and the hand rolling are some of the reasons why Palirria's Dolmas are selected by thousands of consumers around the globe.

Multiple taste awards like the Great Taste (UK), the Superior Taste Award (by the International Taste and Quality Institute-Brussels) and the Monde Selection Taste Award that Palirria has won, justify the popularity of Palirria's dolmas.



Palirria's product portfolio also includes many other traditional Greek meals in various packages, such as cans, jars, plates or innovative plastic bowls, and a large variety of delicious frozen and chilled meals which are the best choices of Greek & Mediterranean cuisine.

In total the company cooks **120 different recipes** for over 240 labels distributed to consumers worldwide. Hundreds of professionals rely on our products for their art and trade and millions of people appreciate our cooking in their everyday life. Amongst our customers are many **large international retailers**.

Palirria keeps on dynamically retaining firm on its vision; to be the world's ambassador of **Mediterranean and Greek Cuisine**. In that scope, Palirria continuously upgrades its facilities and service levels and expands its portfolio by developing new product lines and customized products, in order to satisfy consumers' and customers' diverse needs whichever is the target market.

Email: info@palirria.com / www.palirria.com



Pita Cutting & Member-to-Member Networking Event



Mr. Ioannis Smyrlis, Secretary General for International Economic Affairs and President of Enterprise Greece, delivering his keynote speech in our event.

The Chamber's events for 2020 gathered momentum by its diversity and popularity, in spite of the pandemic. The inclusion in these events of 17 Arab countries and the participation of more than 560 Greek and Arab companies has been a clear testimony to the Chamber's success. The 9th Arab-Hellenic Economic Forum, with its topics, participation and virtual B2B meetings, was a landmark by itself.

Along this spirit, we have launched our events for 2021, starting, on 10 February, with the pita-cutting and Member-to-Member Networking event which reflected our big family's spirit, as it was an opportunity for our member-companies to get to know each other, exchange information and build a continuous dialogue between one another.

The "flavour" to this event was added by offering lottery prizes donated by our member-companies the logos of which are listed herein. The positive feedback and testimonies of those who have attended pleased us as they reflected the contentment of our members who show high regard to all Chamber's events.

Arab - Hellenic Chamber
pita-cutting & member-to-member networking event
Wednesday, 10th February 2021 @15:00 Greece local time

Supported by: 

Prizes are offered by:



























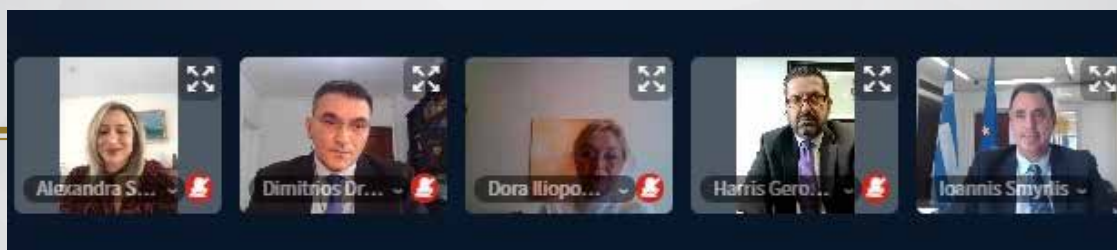












They said about our event:

[...] we wish to thank you for the very nice event and wish you the best for the New Year. We truly thank you and wish you a beautiful year full of health and many success in all sectors.

George Pagidas

Export Manager
'HELIOS' PASTA INDUSTRY
PAN. SP. DAKOS S.A. PASTA & FOOD PRODUCTS

Thank you for the invitation and congratulations for the great event.

George E. Spigos

International Sales Manager
OFET GROUP OF PHARMACEUTICAL COMPANIES

Many thanks! really appreciated, hope soon to have the chance and meet all together!

Pavlos Poutos

Managing Director – CEO
Marinair Cargo Services Ltd

Thank you very much for the cosmetics kit! I would like to congratulate Mr. Mabger for the great event they organized!

Vasilis Botopoulos

Rector
Webster University

Thank you very much for this indeed very sweet gift, which I would like to consider as a positive omen for 2021! Wish you all a year of Health and Prosperity.

Anna Vasila

Supervisor, Industrial Affairs
ATHENS INTERNATIONAL AIRPORT S.A.

I would like to thank you for your kind offer! Taking this opportunity I would like to congratulate Mr. Mabger and his colleagues for organizing and coordinating the event. Hopefully we all meet in person, soon.

Jenny Arvanitaki

PHRS Administrative Division Manager
PHOENIX Register of Shipping S.A.

Many thanks for the hospitality during Pita – Cutting & Members' Networking Event 2021 yesterday. It was an excellent effort to bring all members closer and give us the opportunity to discuss business and other points. Congratulations!

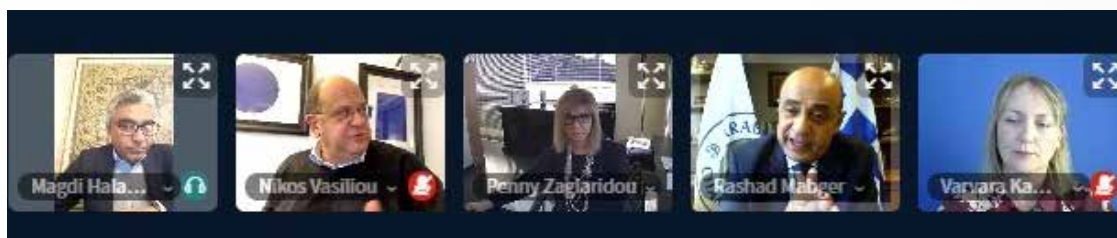
Nikos Dellis

Mechanical Engineer, MBA
NOEMA Group

Expressing a warm thanks to the Arab-Hellenic CoC for an enjoyable keeping us together meeting, and thank you to Domotel for their kind present and good work in hospitality.

Konstantinos Zaimis

Business Development
STEELMET S.A.





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

Join our Growing Business Community

-  Premium Rates in all our Events
-  Free Promotion and Exposure in our Publications
-  Invitations to Exclusive Business Events
-  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 or contact us at chamber@arabgreekchamber.gr

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ARAB-HELLENIC CHAMBER OF COMMERCE & DEVELOPMENT

more than

40 years

Excellence
in service
through
innovation
by people
who care



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Lemon Tea



OUR CHAMBER'S NEWS



Success for the Greek Exports Forum & Awards 2020

The successful annual event to which the Arab – Hellenic Chamber once again granted its auspices closed its works on January 21st 2021, with big success. The event, which has become an institution for the exports sector, was organized for the 9th consecutive year by ethosEVENTS and the Union of Diplomatic Officers for Economic & Commercial Affairs (ENDY-OEY) of the Ministry of Foreign Affairs, in collaboration with the economic and business portal banks.com.gr and HRIMA magazine on finance and investments.

The participating keynote speakers included Mr. Antonios Katepodis, President of ENDY-OEY and Director of B8 Directorate for Business Development of the Ministry of Foreign Affairs, Mr. Kostas Fragogiannis, Deputy Minister for Economic Diplomacy and Openness, Mr. Ioannis Smyrlis, Secretary General for International Economic Relations and Openness of the Ministry of Foreign Affairs and President of Enterprise Greece, Mrs. Betty Alexandropoulou, Chief Executive and member of the Board OF Directors of Enterprise Greece as well as Mr. Nikos Ch. Papathanassis, Deputy Minister for Development and Investments responsible for private investments and PPPs.

The first panel of the event discussed openness and the new landscape in foreign trade, with speakers from the banking sector, Commercial Attaches of Greece in foreign countries and Mr. Christos Dimas, Undersecretary for Development and Investments, while the second panel

discussed topics of Innovation-Exports-Startups, including high-ranking personalities in the said domain.

During the event, “Honorary Export Distinction” awards were granted to President of the Panhellenic Exporters Association Mrs. Christina Sakellaridi for her long-standing and unfailing support to the Greek exports sector and to the Regional Governor of Attica Mr. George Patoulis, for his strategic decision to connect the development reboot of Attica with extroverted business activities.

Then, Greek export companies were awarded the Top Greek Export Company 2020 awards, topped by our Chamber’s member-company, KLEEMANN, which received the GOLD award. We are very proud for our member, and wish them all the best in their future endeavours.



The next day, on January 21st, professionals involved in the exports sector had the opportunity to meet representatives of bilateral chambers, including ours, in closed meetings which took place in the private and safe environment offered by LiveOn’s B2B Meetings service.

We would like to seize this opportunity to thank the organizers of the prestigious event, ethosGROUP’s CEO Mr. Konstantinos Ouzounis, for his kind invitation, one more year, to Greek Exports Forum, and wish all the best and many more successes in the events to come.



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- Baby foods
- Baking and Confectionary
- Cake Mixes
- Cooking mixes
- Dessert Kits
- Chocolate Drinks and Chocolates
- Ready-to-Eat Refrigerated Products
- **Low Glycemic Index Desserts (Sweet& Balance product range)**
- **High Fibre Diet (Fytro product range)**
- **Bio Products (Bio-Organic product range)**

 **FSSC 22000**



Yiotis S.A. applies a certified Quality Management System in line with the international standard ISO 9001:2015 and a certified Food Safety Management System in line with the international standards ISO 22000:2005 and FSSC 22000:-v.4.1.

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www.jotis.gr, www.sweetandbalance.gr
www.fytro.com.gr, www.bio-organic.gr



NEWS FROM THE ARAB - FOREIGN JOINT CHAMBERS



NUSACC CELEBRATES 50 YEARS OF SERVICE

50th Anniversary of the National US-Arab Chamber of Commerce



*David Hamod, President & CEO,
National US-Arab Chamber of
Commerce*

It is our pleasure, and honor, to join our sister-Chamber, the National US-Arab Chamber of Commerce, in celebrating its 50-year journey of economic development. Throughout our long relation with the NUSACC we have witnessed their successes, triumphs but also their challenges, disappointments and setbacks from which they always emerged more solid, with strengthened reputation, while always serving and enhancing US-Arab relations in every business domain.

The National US-Arab Chamber of Commerce deserves to feel pride in rightly earned status and the image it projected as a true representative of the private sectors in the US and across the Arab world.

The story of the joint Arab-Foreign Chambers of Commerce that started more than 70 years ago with the establishment of the Arab-Brazilian Chamber of Commerce and was followed by many Arab Joint Chambers in America and Europe, has been a long pursuit of development goals and progress. The Chambers made it through hardships, but managed successfully to harness adversity, gained competitive advantage and are now standing in the respective host countries strong and tall like true minarets of the Arab world.

Congratulations to David Hamod, the Secretary General and the staff members of the NUSACC!
....and the best is yet to come!



Creating Networking Events for Our Members

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Excellence in Partnership

NEW MEMBERS

1. STAYIA FARM
2. ELDON'S
3. HELLENIC HYDRO
CONSTRUCTION SA
4. NOEMA
5. PAPAYANNAKIS BROS
6. RENOVADECO



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.



ATTIKI BEE CULTURING - ALEXANDROS PITTAS S.A.

attiki-pittas.gr/en

[f AttikiHoney](#)

[@ AttikiHoney](#)



CONTACT DETAILS: STAYIA FARM

A: National Rd Avlidos Drosias,
Chalkida, 34 100, Greece

T: +30 222 11 16484

E: info@stayiafarm.com

W: www.stayiafarm.com

STAYIA FARM is a fast growing exporting company that operates in the honey market and other supplementary products with honey. Stayia Farm established in 2012 and ever since it produces selected, wholesome products that have been exposed to no herbicides, insecticides, or fungicides.

In 2012, two entrepreneurs, who are as driven as they are decisive, Yannis Karypidis & Stevi Theodorou, established Stayia Farm in Greece, motivated by the rising global demand for quality honey. However, family tradition in apiculture is dating back to their grandparents; more than six decades of shared knowledge, connection and a deep respect for the bee have shaped the Stayia Farm business model.

Company's mission is to preserve the premium quality of Greek honey as it grows its business through innovation and sustainable apiculture with respect to the Greek eco-system biodiversity.

Absolute focus on quality and continuous investment in R&D ensure Stayia Farm the ability to develop modern products that are ahead of their time. Such products are The Bee Bros Spreads and Snacks, the flagship of the company, a superior alternative to chocolate spreads and unhealthy snacks. The Bee Bros are made without adding any sugar, contains no palm oil and hydrogenated fats, no preservatives and colorants. This is what makes them the ideal snack product.





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LUBRICANTS

CONTACT DETAILS:

ELDON'S

A: 20 Souliou str, N. Halkidona,
143 43 –Athens, Greece

T: +30 210 2594400

E: info@eldons.gr

W: www.eldons.gr

ELDON'S was established in 1975 and today is one of the largest companies in Greece producing and trading a full range of synthetic and conventional lubricating oils, greases and other special products.

For almost 5 decades, ELDON'S has consistently provided high technical expertise, know-how and robust specialization in the lubrication industry. ELDON'S mission is to produce technologically superior products and apply innovative methods of product development and production.

Our vast product range includes lubricants like:

- **Automotive & Motorcycle** Lubricants
- **Agricultural & Construction Equipment** Lubricants
- **Industrial** Lubricants
- **Marine** Lubricants
- **Greases & Industrial Pastes**
- **Tailor-made lubricating solutions** for specific applications and operating conditions.

ELDON'S is a science and technology-based organization. Investing on these sectors is an integral part of our philosophy. For nearly half a century, ELDON'S is at the forefront in creating high quality lubricating fluids and greases. All products are produced according to international standards and specifications of equipment and machinery manufacturers.

Our commitment to quality and to a never-ending product evolution, position ELDON'S as a top of mind company for every lubrication need.



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CONTACT DETAILS

HELLENIC HYDRO CONSTRUCTION SA

Contact Person:

Kalliopi Papadimou

A: Kriezī 56N, Chalandri, 15233

T: +30 210 6893858

F: +30 210 6893234

E: info@hhc.gr

W: www.hhc.gr

More than thirty years ago, specifically in 1987, **HELLENIC HYDRO CONSTRUCTION SA DT HHC**, a new start-up company resulting from a merger of private companies appeared in the construction sector. It participates in tenders related to the raising of public and private projects and undertakes the implementation and completion of numerous construction plans throughout the Greek territory such as bridges, dams, sections of major highways, pumping stations, sewers, energy projects, as well as numerous buildings.

This dynamic presence in the field of construction, helped to award her a 6th Class Contractor Degree in the fields of road construction, building, hydraulic and port creation projects.

Its privately owned fleet includes more than 200 commercial vehicles and trucks. Its permanent staff consists of about 40 people each highly trained and experienced in his field whether it be operating equipment or engineering.

HHC is also active in the field of energy production. Its portfolio contains the construction and concession for the operation of the Kerkini Hydroelectric Power Station (5MW) and the 450KW Photovoltaic Power Station at the location of "Ag. Efthimios" of the Municipality of Tripoli, Prefecture of Arcadia (units I, II and IV) and Argolida (unit III).

The reliability, experience, and consistency in completing the projects within the predefined time limits have made HHC one of the leading construction companies in the country.





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CONTACT DETAILS

NOEMA G.P.

Contact Person:

Nikos Dellis, Mechanical Engineer, MBA

A: I. Vasiliadou str 1-3, P.O. 55131
Thessaloniki, Greece

T: +30 6947 494 286

M: / Whatsapp: +30 6947 494286

E: info@noema-group.com

W: www.noema-group.com

NOEMA is your SABER and SASO certification partner.

NOEMA is the organization based on experienced administration executives and partners, in a strong team of Mechanical and Electrical Engineers and Certification Experts with long experience and successful results in a vast field of Certifications.

In NOEMA we undertake the creation of the required file with all the documents and all product inspections and factory audits that should be carried out for the successful issuance of the Product Certificate of Conformity (PCoC) in a noticeably short time.

We collaborate with several approved and accredited Certified Bodies for issuance of Certificates of Conformity.

In NOEMA we resolve all your queries related to SASO requirements:

GUIDANCE FOR YOUR SABER PROCESS: We will inform you quickly and accurately about the documents you need for your shipment and we will support your efforts to gather them avoiding complex forms and frustrating processes.

SUPPORT TO SUBMIT YOUR CERTIFICATE REQUESTS: We have the expertise to assist the companies to register their products with simple steps avoiding additional workload. Additionally, when requested, we offer our services to the companies to make the Product Registration on their behalf quickly and accurately.

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PAPAYANNAKIS BROS S.A.
DESIGN, DEVELOPMENT, CONSTRUCTION AND SALES OF POWDER COATING SYSTEMS

CONTACT DETAILS

PAPAYANNAKIS BROS S.A.

A: 227 Lenorman str, Athens, PC 10442

T: +30 210 5147331 / 210 5147825

E: info@papayannakisgroup.eu

E: woodall@otenet.gr



PAPAYANNAKIS BROS S.A. has been active in the Design, Construction and Installation of turn-key Electrostatic Powder Coating plants, since its foundation in 1968.

Having established its position as the leader of the domestic market – holding a share of 65 % – and exhibiting numerous exports in the Balkan countries (Serbia, Albania, Bulgaria, Romania, etc.), Continental Europe (Germany, etc.), Eastern Europe (Russian Federation, Azerbaijan, etc.), Southeastern Europe (Cyprus, etc.), the Arab Countries (Saudi Arabia, Qatar, Kuwait, U.A.E., Bahrain, Lebanon, Syria, Jordan, etc.) and Africa (Algeria, Tunisia, Madagascar, etc.),

Papayannakis Bros S.A. retains a very specialized network of Major International collaborations with Companies **Gema Switzerland GmbH** for the supply of Powder coating systems (guns, spraying booths, etc.), **Caldan Conveyor A/S** for the supply of Conveying systems and **RIPOL S.r.l.** for the supply of Powder coatings.

Papayannakis Bros S.A. is able of undertaking Projects of any scale, according to each and every Customer's needs featuring:

- Chemical pre-treatment installations and Supply of powder coatings, chemical pretreatment solutions, etc.
- Powder coating Systems comprised of Curing ovens, Drying ovens, Conveying Systems, Waste Treatment plants, Electrostatic Powder Coating guns, Reciprocators for automatic powder coating at large scale.



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CONTACT DETAILS RENOVADECO

A: Kifisias Ave. 196, Chalandri 15231 Athens

M: +30 6983 475781

E: info@renovadeco.com

Our company, **RENOVADECO**, is active in the field of Wood trade of panels in Greece.

The mission of RENOVADECO is the constant exploration of new design trends and techniques in order to provide house builders and the professionals of interior decoration and furniture with integrated and innovative solutions.

Thanks to its advanced technology and its unique know-how acquired, our company is able to produce a variety of top-notch engineered wood products such as:

- Worktops (vertical profile R 2,5 mm)
- Melamine faced boards (chipboard, MDF, Plywood)
- Post forming doors
- Veneered boards

All our raw material and final product are fully harmonized with European standards and specification through the respective certifications (EN, E1, etc).

Renovadeco's sustainable and environmentally responsible management engages state-of-the-art waste management and recycle systems that use the timber remains for the production of the required energy to operate the total machinery of our plant while our imported panels are coming from sustainable forest which are maintained exclusively for the production of timber.

Today the company has a vast collection in Melamines, with more than 100 colors and textures , and in Worktops with more than 80 color codes.



WHEN IT COMES TO FISH WE KNOW HOW TO IMPRESS!

TRATA is the leader in the Greek market when it comes to canned fish. For over 50 years now, we have been developing and continuously updating a long line of mouth-watering seafood products.

We absorb 40% of the annual Greek fishing industry's catch of sardine and anchovy and we supply the world with wild fish caught in the fresh blue waters of the Aegean sea; fish that are nutritious, healthy, and full of taste.

Thanks to our advanced, technological expertise, we also have a long tradition in creating innovative, inspiring and delicious new tuna recipes that cater to the needs and preferences of the most demanding consumers.

It's time to take your fish-eating experience to the next level. It's time to **choose TRATA!**





Excellence in Partnership

MEMBERS' NEWS

1. ATHENS INTERNATIONAL AIRPORT
2. ATHENS PLAZA
3. EUROFAST
4. IKTINOS HELLAS
5. ZARIFOPOULOS
6. KT PEPPERS



Business & Leisure in lush surroundings



Situated in Kastri, a peaceful, forested neighbourhood in northern Athens, Domotel Kastri is a member of the Greek hotel chain Domotel Hotels & Resorts, offering guests a unique blend of business and leisure. Its commitment to providing a safe stay is reinforced by the B&W Certificate from Swiss Approval International – it was the first hotel to ever receive this certificate and continues to keep robust health & sanitation practices in place. At its Conference Center state-of-the-art audiovisual equipment facilitates every meeting, whilst the pine grove that surrounds the hotel is ideal for team-building exercises and unforgettable social events.



154 El. Venizelou St. & Romilias P.C. 146 71 Athens, Greece
T: +30 210 3507100, E: kastri@domotel.gr
www.domotel.gr

EXHIBITION ANTIQUARIANISM AND PHILHELLENISM: THE THANASSIS AND MARINA MARTINOS COLLECTION

From the Museum of Cycladic Art
at Athens International Airport
December 16, 2020 - April 30, 2021

After three successful exhibitions, the Athens International Airport is collaborating anew with the Museum of Cycladic Art by organizing the exhibition **Antiquarianism and Philhellenism: The Thanassis and Marina Martinos Collection**, to celebrate the bicentennial of the outbreak of the Greek Revolution of 1821. The exhibition will run until April 30, 2021 and is hosted in the Art & Culture area on the Arrivals Level of the airport.

The panorama presented in the airport exhibition copies a Wallpaper Panorama that was printed in France in 1828. Celebrated ancient Greek locations (Thermopylae, Delphi, and Parnassos) are depicted in it, as well as scenes from the Greeks' Struggle for Independence (1821-1828) from the Ottoman yoke.

The original Wallpaper Panorama will be on display in the exhibition **Antiquarianism and Philhellenism: The Thanassis and Marina Martinos Collection** curated by Art Historian Dr. Fani-Maria Tsigakou and Professor Nikolaos Chr. Stampolidis, which is already displayed at the Museum of Cycladic Art and will open its doors as soon as Greek museums reopen.

The video screened in the Airport exhibition space offers viewers a brief guided tour of selected art pieces from the Museum by the curators, Dr Fani-Maria Tsigakou and Professor Nikolaos Chr. Stampolidis.



CONTACT DETAILS

Contact Person: Lida Karanikolou
Head of Communication and Institutional Promotion, **Museum of Cycladic Art**
T: +30 210 7228321-3 (int. 114)

W: www.cycladic.gr

Press Office AIA

T: +30 210 3537227

E: press_info@aia.gr **W:** www.aia.gr

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NEW YEAR'S CAKE - VASILOPITA CUTTING 2021

The NJV Athens Plaza Hotel, offers its services for an unforgettable celebration of the traditional cutting of the New Year's Cake – Vasilopita, with partners and colleagues.

This new year, we bring you all together, while keeping you safe!

Celebrate the Vasilopita Cutting Event with your colleagues & partners in live streaming mode and enjoy our delicious Menu choices that include various savory delights such as Mini Brioche stuffed with Smoked Turkey and Sweet Pepper Ketchup, Marinated Shrimp in Cocktail Sauce, Quinoa Salad with Dried Fruits and Citrus, Burger with Chicken Fillet and Mayonnaise with Truffle Oil.

Choose your favorite Vasilopita Menu and it will be delivered, in individual packaging, to all the participants of your Company's Pita cutting event or even to their home.



CONTACT DETAILS

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A: 2, Vas.Georgiou A' - Syntagma Square -
105 64 Athens, Greece.

T: +30 210 3352400 **F:** +30 210 3237185

E: banquet@njvathensplaza.gr

W: www.njvathensplaza.gr

THE NON-DOM REGIME

The non-dom regime for HNWIs

Law 4646/2019, in force as of 12.12.2019, introduced significant changes in the Greek Income Tax Code, among other, the long-anticipated non-dom regime for high net-worth individuals (HNWIs).

According to this new Law and the Ministerial Decision which further regulates in detail the implementation of the non-dom regime for high net-worth individuals (HNWIs) who now have worth-considering incentives for transferring their tax residency to Greece. The alternative tax regime (non-dom) dictates that the investor will pay a fixed tax of one hundred thousand (100,000) Euro per fiscal year, irrespective of the total income earned abroad. This favourable regime can apply for a maximum duration of 15 years. HNWIs who choose to transfer their tax residence to Greece will enjoy the privileges of special tax treatment provided the below conditions are met:

1. The taxpayer has not been a tax resident of Greece for the past seven (7) out of (8) eight years prior to the transfer of his/her tax residence to Greece and

2. The taxpayer has to prove that either (s)he or a relative have invested at least five hundred thousand (500,000) euro in real estate or business or transferable securities or shares in legal entities seated in Greece; the investment may have been made through a legal entity in which the taxpayer holds the majority of the shares.

Moreover, the individual has the right to request the extension of this regime to a family member. In that case, they will pay an additional tax of 20,000€ per relative while provisions on gifts, inheritance and parental gifts do not apply.

With the payment of this fixed tax, the individual bears no further tax obligation for income earned abroad and (s)he is also exempt from inheritance or gift tax on properties located abroad.

The non-dom regime for Foreign Pensioners

Following the above-mentioned introduction of the non-dom regime for high net-worth individuals in Greece, the Greek Parliament voted further the Law 4714/31.7.2020 regulating the non-dom regime specifically for foreign pensioners.

In brief this law stipulates that individuals, being beneficiaries of pension income arising from abroad and wishing to transfer their tax residency to Greece, are subject to an alternative method of taxation for the income that arises abroad, if cumulatively:

a) they were not tax residents of Greece in the previous five (5) out of the six (6) years prior the transfer of their tax residency to Greece, and

b) they transfer their tax residency from a state, which has in force an agreement on administrative cooperation in the field of taxation with Greece.

If the taxpayer is accepted to be included in the alternative way of taxation for income arising abroad, then the individual shall pay, once-off, a tax at a rate of seven percent (7%) on the total of his income obtained abroad, each year.

With the payment of this tax in Greece, every tax liability of the individual for this income arising abroad is considered to be paid in full.

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CONTACT DETAILS

EUROFAST

A: 236, Andrea Syngrou Ave., Kallithea, Athens, Greece, PC.: 17672, 4th floor

T: +30 216 1004201

E: athens@eurofast.eu

W: www.eurofast.eu

ICD BROOKFIELD PLACE, DUBAI U.A.E., MIXED-USE TOWER

ICD Brookfield Place, a 53-storey commercial and mixed-use tower, located in the heart of the Dubai International Financial Centre district (DIFC).

Designed by Foster + Partners, the largest architect firm in the UK with numerous awards. ICD Brookfield has won the Commercial Project of the Year at the 2020 Construction Week Awards, an annual prestigious contest.

Iktinos Hellas S.A. is very proud of having been selected as a premium supplier of its unique and exclusive material, **Nestos Grey** marble from Greece.

Nestos Grey is a natural stone, well-known of its classy and elegant beauty and superior characteristics. Moreover, it is available in Beige and White colors with parallel or diagonal veins.

Iktinos Hellas S.A. has always been committed to the quality and wishes to explore new business collaborations for new challenging projects.

**more photos and info at: <https://www.fosterandpartners.com/projects/icd-brookfield-place/>*

Nestos Grey, Beige and White is available for many applications (i.e. flooring, facades etc.) in many finishes (i.e. polished, honed, etc.)



CONTACT DETAILS

IKTINOS HELLAS S.A.

Contact Person: Eng. Kostas Protonotarios
Area Sales Manager

E: kostasp@iktinosis.gr **M:** +30 6948 870467

T: +30 210 2826825 (ext:238)

F: +30 210 2818574

E: info@iktinosis.gr

W: www.iktinosis.gr

ZARIFOPOULOS SA STATE OF THE ART INTEGRATED SYSTEMS - IONIA ODOS MOTORWAY PROJECT

Supply and Installation of Fire Detection, Fire Suppression, Access Control, CCTV and Security Systems, at the Management Centres, Tunnels and Toll Stations along the Ionia Odos Motorway, from Antirio to Ioannina.

The Motorway 5 (A5), also known as "Ionia Odos", which is 196 km. long, extending from Antirio to Ioannina, is part of the European Motorway 55 (E55) from Antirio to Amvrakia intersection, and is considered to be a very significant project due to the below factors:

- It connects Western Greece, upgrading important urban and rural centres such as Ioannina, Arta and Agrinio.
- It offers easily reached connection to the ports of Patras, Astakos and Igoumenitsa.
- It contributes to the wider development of the area, improving access to areas of high touristic and archaeological interest, since the journey time from Antirio to Ioannina has been significantly reduced from 3hrs and 30mins to 1hr and 40 mins.
- It is a project crossing two Regions and four Prefectures; it meets a long-existing demand and offers new opportunities for development. Its technical features include (not exclusively): 24 bridges of a total length of 7 km., 4 tunnels of a total length 11,2 km., 77 underpasses and 24 overpasses.

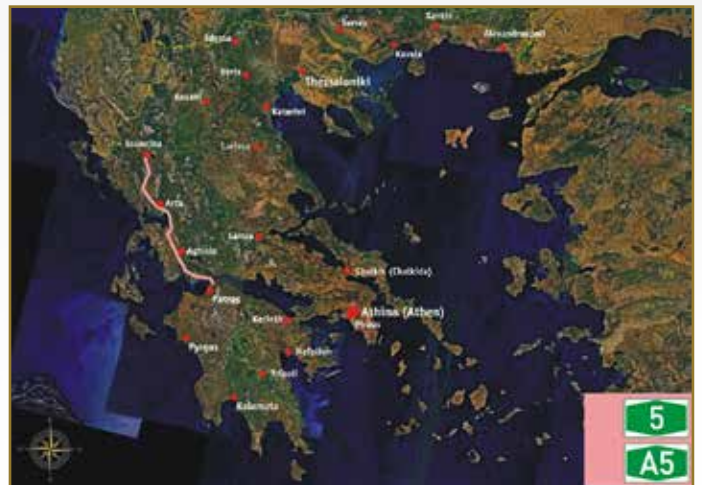
Our Company supplied and installed at 36 points along the Motorway, high end integrated systems as following

- 33 Fire Detection Systems
- 12 Security Systems

- 6 Automatic Suppression Systems
- 4 CCTV Systems
- 3 Access Control Systems

All systems were commissioned and delivered fully operational to the Concession Company.

ZARIFOPOULOS is a Greek company with a dynamic presence in the market since 1972, regarding the design, import, supply, installation and maintenance of Security, Access Control, Fire Suppression and Fire Detection, CCTV and Building Energy Management Systems (BEMS). It contributes to the construction of critical infrastructure, having participated in numerous projects with special requirements, in the field of road infrastructure, major national roads and tunnels, railway stations, airports and sea ports, as well as in the fields of energy production and waste management.



ZARIFOPOULOS
SECURITY & CONTROL SERVICES

CONTACT DETAILS

ZARIFOPOULOS S.A.

Contact Person: Fotini Zarifopoulou, Corporate Relations

M: +30 6942 404493, +30 6945 870085

E: fzarifopoulou@zarifopoulos.com

A: 14 Dodekanisou, 14235 Nea Ionia, Greece

T: +30 210 27 13970 **F:** +30 210 2779542

E: sales@zarifopoulos.com

W: www.zarifopoulos.com

NEW FACTORY FOR KTPEPPERS PICKLED INDUSTRY

KTpeppers Tsagaropoulos was established in 1991 and it is a family-owned company. We are based in our new factory in industrial area of Neochorouda, a suburb of Thessaloniki in Central Macedonia, Greece.

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

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

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



CONTACT DETAILS

KTPEPPERS

Agricultural products processing

A: Industrial area of Neochorouda
Greece

T: +30 23 10 782336

E: info@ktpeppers.gr

من خلال تواجدها في العديد من البلدان عبر ثلاث قارات (في الشرق الأوسط ورابطة الدول المستقلة وأفريقيا وأوروبا)، أثبتت شركة أركيرون (Archirodon) مكانتها كمقاول دولي في مجال الهندسة والتوريد والإنشاء EPC، وتميزت بإحاطتها بكافة عمليات وأساليب البناء، مع توافر الخبرة، والحرص على الجودة، والأخلاقيات المهنية لموظفيها الذين يسعون جاهدين لتقديم حلول مبتكرة وتحقيق أفضل النتائج للعملاء والشركاء حول العالم.



تأسست أركيرون في عام 1959، وتسارعت وتيرة تطورها لتصبح شركة رائدة في تقديم حلول بنظام تسليم المفتاح والهندسة والتوريد والإنشاء EPC، حيث استثمرت بكثافة في البحث والتطوير من خلال منشأتها التصنيعية ذات الموقع الاستراتيجي وأسطولها الفريد من المعدات والآليات.

تتمثل رؤية الشركة في تقديم تصاميم مبتكرة ومناسبة من حيث الفعالية والتكلفة للعديد من المؤسسات العالمية المرموقة العامة والخاصة وذلك ضمن مقاربة شاملة لدورة المشروع وقدراتها الهندسية الداخلية.



إن شركة أركيرون لديها خبرة متنوعة في مجال عقود الهندسة والتوريد والإنشاء حيث تشمل مجموعة قطاعات بما في ذلك: الطاقة، الأعمال البحرية والبنية التحتية، التكرير ومد الأنابيب، الخدمات الحكومية بما في ذلك توليد الطاقة ومحطات تحلية المياه والنفط والغاز والمنشآت الكيميائية والموانئ والمرافئ وحماية السواحل والأرصقة البحرية والمحطات والإنشاءات البحرية والجسور والطرق والسكك الحديدية والمشاريع البيئية ومنشآت المياه والصرف الصحي والسدود والري وخطوط الأنابيب البحرية ومآخذ المياه ومصبات المصارف بالإضافة إلى التكرير واستصلاح الأراضي البحرية والمباني الخاصة.

إن الصحة والسلامة كذلك الجودة هي من أولويات الشركة القصوى لضمان نجاح المشاريع ورفاهية موظفيها. كذلك تُولي الشركة اهتماماً خاصاً بالمجتمعات المتواجدة ضمنها من خلال توفير فرص عمل طويلة الأمد والتدريب واستخدام الموارد المادية المحلية وتبني نهج الاستدامة ليشمل السياق البيئي والاجتماعي والاقتصادي لكافة العمليات.



تسعى شركة أركيرون لتوسيع نطاق خبرتها وتأثيرها في مجال الإنشاءات، فهي تطمح إلى مواصلة تنفيذ المشاريع المتطورة التي تضيف قيمة للعملاء، المجتمعات والأفراد.



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خدمة المستثمر العربي في اليونان

تمشياً مع ما تقوم به الغرفة العربية اليونانية من فعاليات متميزة وخدمات نوعية لأعضائها، تُعلن عن تقديم خدمة جديدة لرجال الأعمال العرب الأعضاء في الغرف التجارية العربية الراغبين في الاستثمار في اليونان وبالذات في قطاع العقار للاستفادة من المزايا والحوافز التي تُمنح للمستثمرين في هذا المجال له ولأسرته. تُحدد رسوم هذه الخدمة على ضوء ما يطلبه كل مستثمر على حدى، وتشمل على سبيل الذكر وليس الحصر كالتالي:

- تزويد الراغب بالاستثمار قبل قدومه الى اليونان بالمعلومات المتصلة بقانون الإقامة والإجراءات القانونية المتعلقة بشراء العقارات.
- مساعدة المستثمر في استخراج تأشيرة الدخول لليونان في ضوء الشروط والمستندات واستناداً على القوانين واللوائح التي تعمل بها السفارات او القنصليات اليونانية في بلد المستثمر.
- ترتيب الاستقبال في المطار والحجز الفندقي.
- الاجتماع بالمستثمر في مقر الغرفة لتقديم عرض معلومات مفصلة عن المناطق التي يود معاينتها لمساعدته في اتخاذ القرار.
- مرافقة المستثمر إن تطلب الامر لزيارته للمنطقة او المناطق التي يرغب في شراء العقار بها مع مرافق من الغرفة مع إمكانية تخصيص مترجم إن تطلب الامر.
- مساعدة المستثمر في الإجراءات القانونية مع مكتب محاماة مختص لاستخراج الرقم الضريبي وفتح الحساب البنكي وأي إجراءات قانونية متعلقة بشراء العقار.
- ضمن خدمة الغرفة المتابعة مع مكتب المحاماة حول إجراءات الإقامة ومساعدة المستثمر في تزويده بأي معلومات تُسهل استقراره وأسرته في المنطقة التي استثمر بها.

هذه المزايا مخصصة للمستثمر العربي المنتسب الى عضوية الغرفة العربية اليونانية، وتُحدد رسوم هذه الخدمات على ضوء ما يتطلبه كل مستثمر على حدى.

للاغبين في الاستفادة من هذه المزايا الضغط على الرابط ادناه واستيفاء البيانات المطلوبة في الاستمارة إما باللغة العربية او الإنكليزية وإعادتها إلينا.

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مع تحيات

الغرفة العربية اليونانية للتجارة والتنمية

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"لقاء العمل السعودي - اليوناني"

أقيمت فعالية "لقاء العمل السعودي-اليوناني" بالتواصل المرئي يوم أمس الأربعاء الموافق 03 مارس 2021، بتنظيم من الغرفة العربية اليونانية ومجلس الغرف السعودية. شارك في هذا اللقاء أكثر من 90 من سيدات ورجال الأعمال من المملكة وأكثر من 100 من سيدات ورجال الأعمال من اليونان في مختلف قطاعات العمل.

قدّم لافتتاح فعاليات اللقاء السيد رشاد مبجر الأمين العام للغرفة العربية اليونانية الذي رحّب بالجميع مستعرضاً الدور السعودي المشرف في الغرفة العربية اليونانية منذ تأسيسها. تحدّث بعد ذلك **خاريس جيرونيكولاس**، رئيس الغرفة العربية اليونانية الذي أعرب عن ترحيبه بالمشاركين وتقديره لمجلس الغرف السعودية ودوره في هذه الفعالية. بعد ذلك، أعطيت الكلمة الى السيد **عجلان عبد العزيز العجلان**، رئيس مجلس إدارة مجلس الغرف السعودية، الذي أشاد في حديثه بالغرفة العربية اليونانية وتطرق الى التعاون بين اليونان والمملكة وأفاق تطوير هذه العلاقة بين الجانبين. ثم القى **سهيل صباغ**، نائب رئيس الغرفة العربية اليونانية ورئيس الموارد البشرية في شركة اتحاد المقاولين (CCC) كلمته مستعرضاً مزايا البلدين وموقعهما الاستراتيجي ومكانتهما وأفاق تعزيز التعاون بين البلدين. تلاه كلمة **أليكسيس كونستانتوبولوس**، سفير اليونان في المملكة العربية السعودية الذي استعرض العلاقات الطيبة القائمة بين البلدين وإمكاناتها وأفاقها المستقبلية. وفي كلمة الدكتور **سعد العمار**، سفير المملكة العربية السعودية الى اليونان التي استهلها باستعراض التعاون القائم بين البلدين والعلاقات الطيبة القائمة بينهما وتاريخها منوها بدور سفارة المملكة العربية السعودية في اليونان في دفع هذه العلاقات ورحّب فيها بما تقوم بها الغرفة العربية اليونانية من فعاليات ناجحة.

كما شرفنا في حفل الافتتاح هذا مشاركة ثلاثة من الوزراء من المملكة العربية السعودية ومن اليونان وكان أول المتحدثين معالي **احمد بن عقيل الخطيب**، وزير السياحة السعودي الذي تطرّق في كلمته الى رؤية المملكة 2030، وخُطط التطوير السياحي كجزء أساسي من هذه الرؤية، منوهاً بإمكانات المملكة في التنوّع السياحي والتسهيلات التي تقدمها بهذا الخصوص، كما أشاد بالتعاون القائم بين البلدين. وتحدّث بعد ذلك، معالي **خاريس ثيوخاريس**، وزير السياحة اليوناني مرحباً بنظيره السعودي ومعرباً عن سروره بهذه المشاركة وتطرّق في حديثه الى إمكانات اليونان كواجهة سياحية عالمية وتاريخها العريق في السياحة ومرحباً بالتعاون اليوناني السعودي في هذه المجالات. وبعد ذلك القى ضيف الشرف معالي **أدونيس جيورجياذيس**، وزير التنمية والاستثمارات اليوناني كلمته معرباً في بدايتها عن تقديره للغرفة العربية اليونانية لما تقوم به من فعاليات، وتطرّق الى التعاون السعودي اليوناني مشيراً الى زيارة فخامة **كيرياكوس ميتسوتاكيس**، رئيس الوزراء اليوناني الى المملكة العام الماضي، والتي شكلت علامة واضحة في تطوير التعاون وتعزيزه بين البلدين في كافة القطاعات والمجالات.

قدّم لجلسة العمل في هذه الفعالية المحاوران السيد **نيكولاس فلاخاكيس**، المدير التنفيذي لشركة نيو كيم وعضو مجلس إدارة الغرفة العربية اليونانية والسيد **رشاد مبجر**، الأمين العام. تحدّث في هذه الجلسة المهندس السيد **عمر باحليوة**، رئيس مؤسس مكتب ديوان الأعمال الأساسية للاستشارات الاقتصادية، نائب رئيس مجلس الإدارة للجنة التجارة الدولية بمجلس الغرف السعودية، مستعرضاً في كلمته وتقديره القيمين عن رؤية المملكة 2030، وأهدافها في تنوّع مصادر الدخل والإصلاحات المتعلقة بهذه الرؤية والنجاحات التي حققتها حتى الآن مستعرضاً في حديثه إمكانات المملكة إقليمياً وعالمياً، ومركّزاً في ما قاله على جوانب التعاون ومجالاته بين رجال الأعمال اليونانيين ونظرائهم السعوديين. تحدّث بعد ذلك السيد **سليفان حجازي**، مدير تطوير الأعمال في شركة آرخيروذون التي أستعرض التاريخ المشرف للشركة اليونانية في مشاريع البنية التحتية في المملكة منذ أكثر من 50 عاماً في السعودية مستعرضاً إمكانات الشركة في إنجاز المشاريع التي تخصصت بها. انتهت أعمال هذه الفعالية بالتواصل بين رجال الأعمال المشاركين من الجانبين وعقدتهم اللقاءات الثنائية.

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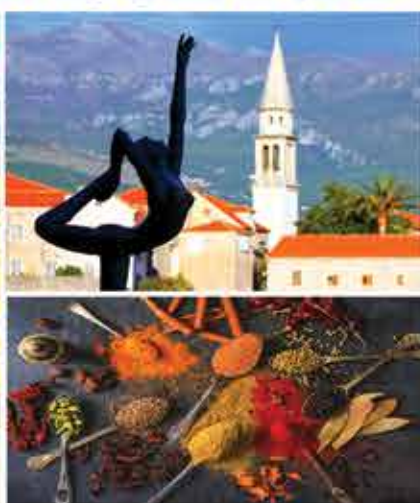
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بسم الله الرحمن الرحيم

بكل فخر واعتزاز تحتفل الكويت حكومة وشعباً يومي 25 و 26 فبراير بذكرى العيد الوطني الـ 60 والذكرى الـ 30 للتحرير تحت شعار "للسلام وطن" والذي يعبر عن الدور الريادي لدولة الكويت في توطيد وإرساء السلام في منطقة الخليج والعالم أجمع والذي أرسى دعائمه سمو الأمير الراحل الشيخ/ صباح الأحمد الجابر الصباح، طيب الله ثراه، وواصل المسيرة حضرة صاحب السمو الشيخ/ نواف الأحمد الجابر الصباح أمير البلاد، حفظه الله ورعاه.



وبهذه المناسبة لا يسعني إلا أن أتقدم باسمي ونيابة عن أخواني أعضاء سفارة دولة الكويت لدى اليونان من حضرة صاحب السمو أمير البلاد الشيخ/ نواف الأحمد الجابر الصباح، ومن سمو ولي العهد الشيخ/ مشعل الأحمد الجابر الصباح حفظهما الله ورعاهما، بأحر التهاني والتبريكات سائلاً المولى العلي القدير أن يديم على الشعب الكويتي مزيداً من مشاعر السرور والبهجة والتقدم والازدهار والأمن والأمان.

لقد حققت دولة الكويت في العقود الماضية نهضة اقتصادية قل ما نجد مثيلاً لها في بلدان أخرى تدل عليها النهضة العمرانية والتقدم المنقطع النظير في جميع المرافق الحيوية والتي تشمل قطاعات هامة على الأصعدة الاجتماعية والتعليمية والصحية والتكنولوجية، والثقافية، والرياضية. وقد اعتمدت دولة الكويت خطة تنموية شاملة من خلال "رؤية الكويت 2035" والتي تتبنى تطلعات حضرة صاحب السمو أمير البلاد حفظه الله ورعاه وتنص على التالي: "تحول الكويت إلى مركز مالي وتجاري جاذب للاستثمار، يقوم فيه القطاع الخاص بقيادة النشاط الاقتصادي، ويذكي فيه روح المنافسة، ويرفع كفاءة الإنتاج في ظل جهاز دولة مؤسسي داعم، ويرسخ القيم، ويحافظ على الهوية الاجتماعية، ويحقق التنمية البشرية المتوازنة، ويوفر بيئة أساسية ملائمة وتشريعات متطورة وبيئة أعمال مشجعة".

أن العلاقات التي تربط دولة الكويت مع جمهورية اليونان الصديقة والتي تتميز بعمق روابطها وتمتد جذورها عبر التاريخ، قد شهدت تطوراً ملموساً في جميع القطاعات وخير دليل على ذلك الاتفاقيات العديدة الموقعة بين البلدين في مختلف المجالات الثقافية والاقتصادية والتجارية والسياحية والفنية، إلى جانب الزيارات العديدة المتبادلة على أعلى المستويات بين البلدين. كما ومن المنتظر أن يساهم خط الطيران المباشر بين دولة الكويت واليونان بمعدل ثلاث رحلات أسبوعياً والذي كان من المفترض أن يبدأ تشغيله منذ صيف العام الماضي وتأجل حتى صيف هذا العام، سيساهم في إعطاء دفعة قوية وهامة لعلاقات البلدين ليس في قطاع السياحة فقط بل وفي كافة الأصعدة.

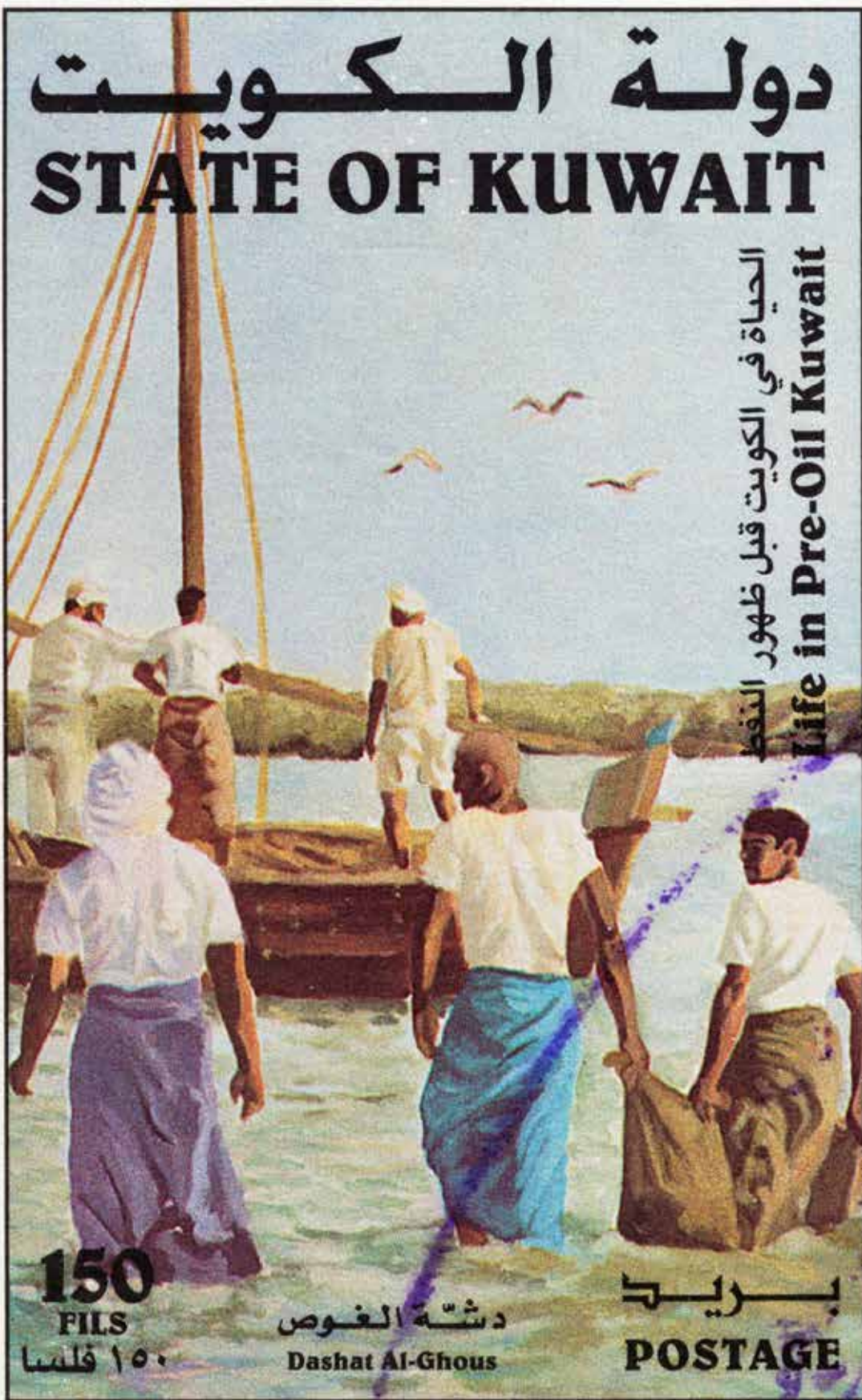
وختاماً لا يفوتني أن أتقدم بجزيل الشكر وعظيم الامتنان إلى الغرفة العربية اليونانية للتجارة والتنمية وأمينها العام، سعادة الأخ/ رشاد مبجر- على ما يقدمونه من تسهيلات من شأنها رفع وتعزيز مستوى التبادل التجاري بين دولة الكويت وجمهورية اليونان.

والسلام عليكم ورحمة الله وبركاته،،

سعود فيصل سعود الدويش
سفير دولة الكويت
أثينا - اليونان

دولة الكويت STATE OF KUWAIT

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مبروك يا كويت

"للسلام ووطن" شعار اختارته الكويت للإحتفال في 25 فبراير/شباط بعيد استقلالها الستين والذكرى الثلاثين للتحرير. هذا الشعار ترجمة صادقة لسياسة داخلية يعد فيها السلام والوئام والتناغم والمحبة أساساً قائم بين أبناء الكويت، وينعكس في الوقت نفسه إيجاباً على نهج الكويت في سياستها الخارجية القائمة على الاحترام والتعاون والبناء ونبذ الحروب والعنصرية والتطرف، وهي مسيرة مستمرة بخير الكويت في محيطها العربي والافريقي والاسيوي، مما جعل هذا البلد الطيب مميزاً واكسبه احترام وتقدير شعوب العالم واضفى عليه محبة وتقديراً من كل الشرفاء، هنيئاً للكويت وأهلها الطيبين بهذه الاحتفالات ومزيداً من الرخاء والازدهار.

اوشكت جائحة COVID-19 أن تستكمل مهمتها بما تركته من أضرار في كل بيت، وبعد أكثر من مليون من الخسائر في الأرواح البشرية والعوارض الصحية الجانية للذين اصابهم هذا الفيروس، طالت هذه الجائحة بأضرارها اقتصاديات معظم دول العالم، وأدت إلى افلاس الالاف من الشركات، والتفاؤل قائم الان في ان الخلاص قريب من هذه الجائحة، والكثيرون يتطلعون بلهفة وشوق الى معاودة أساليب التواصل في العمل واللقاءات الاسرية والاجتماعية المباشرة.

سنعرض معكم هنا فعاليات الغرفة العربية اليونانية للعام المنصرم 2020، وقد بدأناها بسلسلة من 7 فعاليات بالتواصل عن بعد حول "فرص العمل والاعمال في العالم العربي" شملت مشاركة رجال الاعمال من 16 دولة عربية واليونان، وفي 05 نوفمبر/تشرين الثاني 2020 كان موعدنا مع الندوة الثانية من "لقاء السفراء العرب" مع أصحاب وممثلي الشركات اليونانية. وتتوج نشاطنا بإقامة الفعالية الرئيسية للغرفة "المنتدى الاقتصادي العربي اليوناني التاسع" في 08 و 09 ديسمبر/كانون الاول، حرصنا عند اعداد منصة هذا المنتدى على توفير كل خصائص المنتديات السابقة التي من شأنها ان تشعر المشاركون وكأنه قد حضر شخصياً في جلسات ومداولات المنتدى وفي التواصل وعقد اللقاءات الثنائية الافتراضية B2B في قطاعات العمل كافة. فاقت المشاركة للعام المنصرم أكثر من 800 من الشركات الأعضاء وغير الأعضاء في الغرفة العربية واليونانية من الدول العربية واليونان، هذا بخلاف المشاركة الرسمية المتميزة من الجانبين.

نعود مع قرّائنا الى نشاطنا وفعالياتنا لهذا العام 2021 والتي بدأت في العاشر من فبراير/شباط بلقاء مرئي للشركات الأعضاء في الغرفة بقصد التعرف وتعزيز قنوات التواصل والحوار بينهم، بعد ذلك أقمنا فعالية "لقاء العمل السعودي - اليوناني" المرئي في 03 مارس/آذار، هذا اللقاء شهد حضوراً رسمياً كبيراً ومشاركة فعالة من رجال الاعمال من الجانبين فاقت توقعاتنا. تفاصيل هذا الحضور والمشاركة تجدونها في الصفحات التالية من هذا العدد.

في 31 مارس/آذار، سنقدم لدول شمال افريقيا واليونان في قطاعات السياحة والعقار والتعليم الجامعي والتدريب المهني، مع احتمال إضافة مجالات عمل أخرى. وبعد شهر رمضان المبارك سننتج لدول المشرق العربي في فعاليات أخرى بالتواصل عن بعد. وفي 04 نوفمبر/تشرين الثاني 2021 سنقيم الندوة الثالثة من "لقاء السفراء العرب"، يلي ذلك فعالية الغرفة الرئيسية "المنتدى الاقتصادي العربي اليوناني العاشر" في 01 و 02 ديسمبر/كانون الاول، ونأمل ان يكون هذان اللقاءان بالحضور والمشاركة الشخصية. نتطلع كالعادة ايضاً الى تفاعل رجال الاعمال أصدقاء الغرفة العربية اليونانية من العالم العربي والشركات الأعضاء في الغرفة إلى الخروج بنتائج تبقى على استمرار التواصل بين الجانبين وتعزيز العلاقات العربية اليونانية في قطاعات العمل كافة.



الغرفة العربية اليونانية للتجارة والتنمية

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

ضمن سلسلة فعاليات الغرفة العربية اليونانية ونظرا لما ترتّب عليه من تغيير في أساليب العمل والتواصل بسبب جائحة كوفيد-19، اتخذت غرفتنا مبادرة الأول من نوعها في تنظيم "اللقاءات الثنائية الافتراضية" **Virtual B2B** بين رجال الاعمال اليونانيين ونظرائهم العرب وذلك لاستكشاف سبل التعاون والعمل معا على زيادة التبادل التجاري بين اليونان وبلادنا العربية، وتغطي هذه اللقاءات الثنائية كافة القطاعات. وعلى ضوء ما وردنا من تفاعل من قبل بعض الشركات اليونانية والعربية، بدأنا في تنظيم هذه اللقاءات بين تلك الشركات الأعضاء المهتمة بهذه المبادرة الأعضاء في غرفتنا والشركات العربية التي تواصلت معنا لترتيب هذه اللقاءات لهم، وستكون هذه اللقاءات قائمة ومستمرة وحتى الآن جمعت هذه اللقاءات الثنائية الافتراضية رجال اعمال من مصر واليمن وجاري الترتيب الفترة القادمة لجمع رجال الاعمال من البحرين وتونس وليبيا مع الجانب اليوناني.

وعليه، فإن الدعوة مفتوحة لرجال الاعمال الأعضاء في الاتحادات والغرف التجارية العربية المهتمين بهذه الخدمة المميزة للتواصل معنا او زيارة موقع الغرفة الالكتروني www.arabhellenicchamber.gr باللغة العربية وتعبئة استمارة المشاركة في هذه اللقاءات الثنائية الافتراضية وارسالها الينا بالبريد الالكتروني. وعلى ضوءه سيقوم فريق الغرفة المختص عند استلامه استمارة المشاركة بترتيب اللقاءات الافتراضية المطلوبة وان تطلب الامر، يمكن إعانتكم في الترجمة من العربية الى اليونانية وبالعكس.

نتطلع الى تفاعلكم ونأمل ان تُسهم هذه الخدمة الجديدة من الغرفة العربية اليونانية في استمرار التواصل وتوطيد العلاقات بين اليونان وبلادنا العربية.

B2B

MAN



العدد 41
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