

ISSUE 42  
JUNE 2021

# MAN



Greece

Kuwait

Bahrain

Qatar

Saudi Arabia

United Arab  
Emirates

Oman

**G**reece  
**CC**countries

e-business gathering

15 - 16 JUNE 2021





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](mailto:chamber@arabgreekchamber.gr)



**B2B**



**PUBLISHED BY:**  
ARAB-HELLENIC CHAMBER

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GRAFIMA S.A.

Disclaimer: The MAN is a free and promotional service of the Arab-Hellenic Chamber of Commerce and Development to its members. The AHCCD is responsible neither for the content nor the pictures provided by the members. The order of appearance of the material, the design and the layout are solely decided by the Chamber and it does not seek any prior approval from any member.

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# The Arab – Hellenic Chamber

## Events & Activities // 2020 & (first half of) 2021

6

“Doing Business with the Arab World” webinars

1

Member-to-Member e-Networking event

3

e-Business Gatherings

1

major event: “9<sup>th</sup> Arab – Hellenic Economic Forum”

1

Web Panel Discussion

45

Greek Speakers

1

Arab Ambassadorial e-Roundtable Discussion

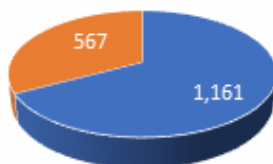
66

Arab Speakers

567

participating Arab businessmen

Participants



■ Greek Businessmen ■ Arab businessmen

1,161

participating Greek businessmen



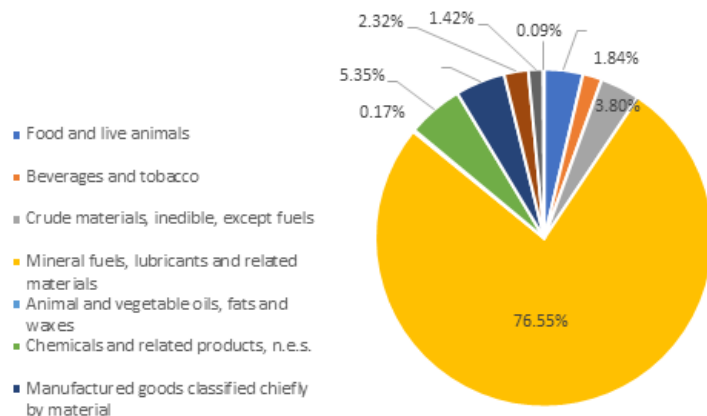
# // in Numbers



**7,031,541,397 €**

**was the  
Arab – Greek  
Trade Balance  
in 2020 \***

Greece - Arab World Trade Balance 2020 (By Sector)



\* this number does not include maritime transport & services

**21**

## Arab Countries Covered

- Algeria • Bahrain • Djibouti
- Egypt • Iraq • Jordan • Kuwait
- Lebanon • Libya • Mauritania
- Morocco • Oman • Palestine
- Qatar • Saudi Arabia • Somalia
- Sudan • Syria • Tunisia
- United Arab Emirates • Yemen

**2**

## New Activities Introduced

- ~ “Arab Investor in Greece” service
- ~ Online pre-arranged B2B meetings

“

I salute the work of the Arab – Hellenic Chamber, as it actively contributes to widening the bilateral trade relations between Greece and the Arab countries, as well as exploring investment opportunities.

*Harry Theoharis, Minister of Tourism, Greece*

”

“

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.

*Suheil H. Sabbagh*

*Vice President, Arab-Hellenic Chamber*

*Group HR, Consolidated Contractors Company (CCC)*

”



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ARAB-HELLENIC CHAMBER OF COMMERCE & DEVELOPMENT

## FOREWORD



**Harris Geronikolas**  
President



**Rashad Mabger**  
Secretary General

### *A Hopeful Farewell to the Pandemic!*

Dear Reader,

We are happy to have started this year on a good note with the first online event **“Member to Member Networking”** - an initiative held on 10 February 2021 that aimed at gathering our member companies in one platform so as to keep our channels of communications open for exchange of ideas, views and feedbacks.

Our second event, unique in its nature, the **“Saudi - Greek e-Business Gathering”**, took place on 3 March 2021 and brought together the Kingdom of Saudi Arabia, the largest middle eastern economy and a member of G20, with Greece and its businessmen. The significance of this event stems from the fact that both sides, Greek and Saudi, showed a vivid interest in active interaction and direct business meetings through the platform. The participation in this event was quite impressive.

In continuation with our policy of inclusion and widening participation strategy, we organized on 7 April 2021, the third virtual business event **“Greece-North Africa e-Business Gathering”**, with the participation of **Algeria, Egypt, Libya, Morocco and Tunisia**. It is worth mentioning that some of these countries were hosted at such large-scale events of our Chamber for the first time. We were truly pleased by the level of speeches and deliberations, the interaction between speakers and the audience, as well as the direct online B2B meetings between participating businessmen.

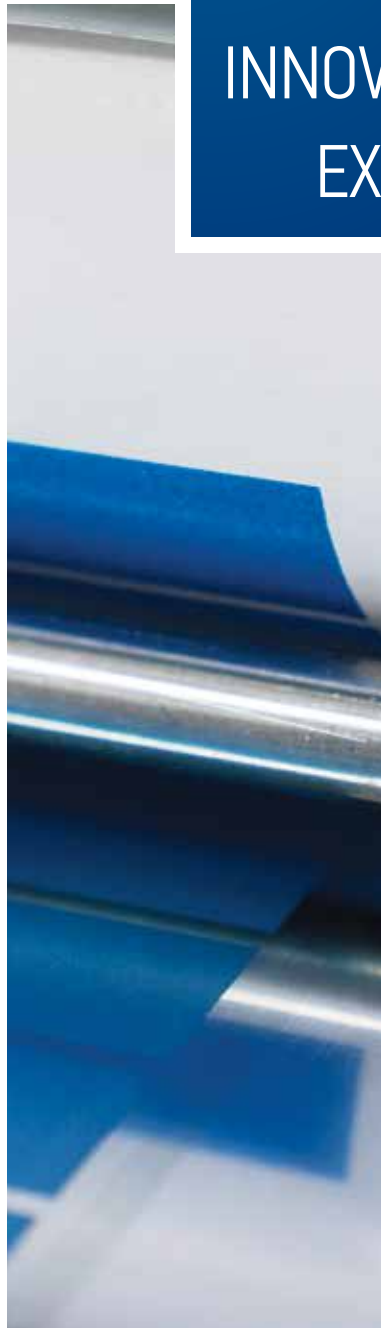
Keeping our program on track, our fourth online event **“Greece – GCC Countries e-Business Gathering”** is coming at a favourable time of local and regional development, along with keen interest of Greece and Gulf Cooperation Council to further explore ways and means of enhancing their trade balance and the mutual flow of investments. There is no better time than now to get going and take practical steps to elevate these relations to a higher ground. In many ways, the two sides have enjoyed a long history of multifaceted engagements that go back millennia when the ancient Greeks often wrote about the affairs of Arabia and their fascination with it. Similarly, the Arabs, expressed equal admiration for Greek philosophy and science. This special relationship has endured over time and we firmly believe that it will continue flourishing, especially as far as the political and economic development is concerned.

The Covid-19 pandemic has taken a heavy financial toll on companies, institutions, businesses and our Chamber, as well. We are hopeful that our tireless efforts to be innovative with ideas for our events in order to generate income for day to day running of our organization, will be rewarded and, with the support of our loyal member companies, we will come out of this crisis strong enough to continue our business development journey, for which we will always be indebted and grateful to them.



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ARAB-HELLENIC CHAMBER OF COMMERCE & DEVELOPMENT

Call For  
Participation

## Publication of AHCCD Business Directory 2021-2022

The **Arab-Hellenic Chamber of Commerce & Development**, in continuation of offering quality services to its members, is going to publish the **Business Directory 2021-2022** in English, within the last quarter of the year.

This publication is a unique opportunity to promote the products and services of our members in the Arab world and aims to increase the trade balance of Greece – Arab countries. It will be distributed free of charge to the Arab Federations of Chambers of Commerce, the local Arab Chambers of Commerce, the Greek Diplomatic Authorities accredited in the Arab countries and of course to the business communities of Greece and Arab countries in hard copy and electronic format.

*For more information, please contact us.*



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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](http://www.arabhellenicchamber.gr) or contact us at [chamber@arabgreekchamber.gr](mailto:chamber@arabgreekchamber.gr)

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---



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

---



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)

---



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

---

# Greece – GCC countries e-Business Gathering





# *“Shared Visions”* 15 & 16 June 2021







e-business gathering

15 - 16 JUNE 2021

## "Shared Visions"

### Under the Auspices:



### Organized by



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

### General Outlook:

"Greece – GCC Countries e-Business Gathering" under the theme "Shared Visions" comes in light of positive geopolitical and regional developments in Greece and the countries of the Gulf Cooperation Council (**Bahrain, Kuwait, Oman, Qatar, Saudi Arabia, United Arab Emirates**). The timing of this event takes into consideration the favourable indications of economic growth in these countries, based on their visions and national strategies for economic reforms and diversification of income resources, and the creation of suitable investment climates.

The Arab-Hellenic Chamber is organizing this online event, on June 15 and 16, 2021, under the auspices of the Union of Arab Chambers and the Federation of the Gulf Cooperation Council Chambers, with the cooperation of the Federations and Chambers of Commerce in these countries. The focal points and sectors that will be deliberated during this event will reflect the visions of these countries and their national strategies and common denominators for cooperation between them and Greece. In principle, the event will tackle the following focal points and sectors.





# "Shared Visions"

**Focal points and sectors:**

- › A presentation on plans and visions of the Gulf Cooperation Council countries and Greece's national strategy for economic reforms
- › The sectors of construction and infrastructure projects in light of these visions and means of cooperation between the two sides
- › Exploring business worthy of exchanging experiences and transferring of know-how, especially in the food and pharmaceutical industries, energy and building materials
- › Exchanging experiences in the tourism sector and investment opportunities in related sectors and services

**Participating Speakers:**

Senior Government officials from both sides, Ambassadors of the GCC countries accredited to Greece, CEO's of companies and corporations, high-ranking businessmen.

**Event's Language:**

Online streaming of the sessions in both Arabic and Greek (simultaneous interpretation). The platform of this event will also allow all participating businessmen to communicate with their counterparts via video-calling or chatting in the English language. The platform will remain open during the two days event to allow for communication between the two sides.






e-business gathering

**15 - 16 JUNE 2021**

**PROGRAM:**

**Tuesday 15<sup>th</sup> June 2021**

- |       |  |   |
|-------|--|---|
| 09:45 | Registration and navigation of the platform  |  |
| 10:00 | Opening ceremony   |   |
| 10:30 | Short break with a video presentation on Bahrain   |   |
| 10:45 | <b>Bahrain and Greece</b><br><b>Exploring areas of cooperation in sectors that would enhance trade and investment relations between the two sides.</b>   |   |
| 12:00 | Short break with a video presentation on Kuwait  |  |
| 12:15 | <b>Kuwait and Greece</b><br><b>A presentation on Kuwait's vision 2035, Greece's strategy for economic reform, and the two countries' potentials for cooperation in light of these visions.</b>   |   |
| 13:30 | Short break with a video on Oman   |  |
| 13:45 | <b>Oman and Greece</b><br><b>The Sultanate's Vision 2040, focusing on free and industrial zones, areas of cooperation and partnership in these sectors, with a review of Greece's experience in the food and pharmaceutical industries, and the possibility of transferring of know-how.</b> |   |
| 15:00 | End of first day's works   |   |





### Wednesday 16<sup>th</sup> June 2021

- 09:45 Registration and navigation of the platform
- 10:00 Introductory remarks and video presentation on Qatar
- 10:15 **Qatar and Greece**  
**Exploring ways of cooperation in ports, free zones, and energy sectors**
- 11:30 Short break with a video presentation on Saudi Arabia
- 11:45 **Saudi Arabia and Greece**  
**The Kingdom's vision 2030 and the Greek national strategy for economic reforms and the common features and factors in areas of trade, investment, pharmaceutical and food processing industries and transfer of technology to enhance further economic cooperation between the two countries**
- 13:00 Short break with a video presentation on the United Arab Emirates
- 13:15 **United Arab Emirates and Greece**  
**The UAE experience in economic diversification and a presentation on the sectors that would enhance cooperation and partnership between businessmen from both sides with a focus on the tourism and real estate sectors.**
- 14:30 Networking between the participating businessmen in all business sectors via video-calling or chatting
- 18:00 End of Greece – GCC countries e-Business Gathering



# Greece-GCC Countries e-Business Gathering

## "Shared Visions" 15 & 16 June, 2021

### SPEAKERS & MODERATORS



**Rashad Mabger**  
Secretary General,  
Arab – Hellenic Chamber



**Harris Geronikolas**  
President,  
Arab – Hellenic Chamber



**Sameer Abdulla Nass**  
President  
Federation of GCC  
Chambers, GCC



**Dr. Nayef Bin Falah  
Al-Hajraf**  
Secretary General  
Gulf Cooperation Council (GCC)  
for the Arab States  
of the Gulf, GCC



**Nikolaos Dendias**  
Minister of Foreign  
Affairs, Greece



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



**Nikolaos Vlachakis**  
Managing Director of  
NEOKEM S.A. &  
Board Member,  
Arab-Hellenic Chamber,  
Greece



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



**Dr. Ahmed Bin Salim  
Bin Mohamed Baomar**  
Ambassador of the Sultanate  
of Oman to Italy, non-resident  
Ambassador to Greece



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



**Abdulaziz Ali  
Al-Naama**  
Ambassador of the  
State of Qatar  
to Greece



**Rashid Bin Nasser  
Sraiya Al Kaabi**  
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Member, Qatar Chamber  
of Commerce & Industry  
& 1<sup>st</sup> Vice President,  
Arab-Hellenic Chamber



**Aref Boualwan**  
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Transformation  
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**Antoine George Saade**  
Executive General Manager  
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ASPROFOS S.A., Greece



**Abdulrahman Alowais**  
Chief Corporate Services  
Officer and CEO Advisor  
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Livestock Investment  
(SALIC) Saudi Arabia



**Rakan I. AlGaraawi**  
Associate International  
Office Director Germany  
Ministry of Investment,  
Saudi Arabia



**Harry Theoharis**  
Minister of Tourism,  
Greece



**Sulaiman Hamid  
Almazroui**  
Ambassador of the United  
Arab Emirates to Greece



**Khalid Jasim Al Midfa**  
Chairman  
Sharjah Commerce and  
Tourism Development  
Authority, Sharjah, UAE





**Basim Mohamed  
Ahmed Alsaie**  
Executive Committee  
Member  
Bahrain Chamber of  
Commerce & Industry,  
Bahrain



**Petros Doukas**  
Mayor of Sparta & Mystras  
President, International  
Chamber of Commerce (ICC)  
Hellas & Fm. Deputy  
Minister of Finance, Greece



**Ali Al Mudaifa**  
Executive Director,  
Investment Origination  
Economic Development  
Board (EDB), Bahrain



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Aldaweesh**  
Ambassador of the  
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to Greece



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Supreme Council for  
Planning and  
Development, Kuwait



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President  
Piraeus Chamber of  
Commerce & Industry,  
Greece



**Dr. Aymen Abdullah  
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**Prof. Haris  
Lambropoulos**  
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**Jalal Bin Abdulkarim Al  
lawati**  
Representative,  
Public Authority for  
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**Dr. Elias  
Nikolakopoulos**  
Honorary Consul of  
Greece to Oman



**Christos Pronios**  
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Ambassador of the  
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to Greece



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# INTERVIEW



## Interview with Mr. Ioannis Smyrlis, Chairman of Enterprise Greece & Secretary General for Economic Relations of the Ministry of Foreign Affairs

*Greece is back at the world map as a favourable investment destination thanks to its leadership, national strategy and structural reforms which have been so far implemented. In the interview below, Mr. Ioannis Smyrlis, Chairman of Enterprise Greece & Secretary General for Economic Relations of the Ministry of Foreign Affairs sheds light on how these positive steps are paying off.*

### **1. Mr. Chairman, what are the common questions and/or complaints from foreign investors? How far has Enterprise Greece succeeded in reducing red tape and overbearing bureaucracy?**

Greece offers significant comparative advantages as an important investment destination of great importance. During the last years, Greece implemented ambitious economic reforms, rationalized public finances and boosted competitiveness attracting record foreign investment and becoming a technology and innovation centre.

I shall highlight the reform of Greece's Economic Diplomacy within the General Secretariat for Economic Relations of the Ministry of Foreign Affairs, where we established the 'Gateway of Extroversion'. Despite the COVID-19 pandemic, Enterprise Greece (EG), of which I am the Chairman, has already delivered significant results as a one-stop shop, both for export promotion and investment attraction. In particular, Enterprise Greece in close cooperation with MFA managed to adapt quickly, redesign and implement in 2020 a comprehensive program for online promotion of the country and for attracting foreign investments. I shall mention the simplification of business licensing procedures, utilizing all the possibilities provided by both digitalization and technology.

### **2. In your opinion, which regions of Greece have the most potential in attracting foreign investors and in which sectors?**

In order to improve our services to Greek and foreign investors and businessmen and attract FDI, Enterprise Greece has started to compile a projects portfolio with hundreds of projects from both the public and the private sectors and includes investment opportunities in all economic sectors. Most projects are related to Tourism and Real Estate, Food & Beverage, Energy and

Clean Tech, Technology, Health and high value export oriented manufacturing.

Greece is a top investment destination in Tourism with significant competitive advantages. Our rich cultural heritage, natural beauty and geographical variety have been attracting significant tourism investments in recent years, further strengthening Greece's image as an ideal destination both for holidays and tourism-related investments. I shall add the Renewable Energy Sector, to which our government attaches great importance. We aim at modernizing the way we secure our energy, we have a strategic plan on green transformation and we have a large number of related projects.

There are also industrial investments on several fields as well as the pharmaceutical companies and high-tech investments like Pfizer innovation center and Microsoft data center, creating a new profile of the country as a small Silicon Valley of Eastern Europe.

There is a wide range of regions attracting foreign investors, such as the Greek islands, regions of North Greece and the rest of mainland Greece.

### **3. In view of the regional geopolitical developments and the increasing numbers in the trade balance between Greece and the Arab world, we would like to focus on a potential aspect of investment in Greece from the sovereign funds of the Arab states. How far has your organization reached as far as approaching these sovereign funds is concerned and what are the indications that they could invest in Greece's mega projects, i.e. in ports, energy and infrastructure?**

Greece is connected with long-standing bonds of friendship and cooperation with the countries of the Arab world. Arab countries are key trade partner as a fast-growing market and a dynamic





investor worldwide. Bilateral economic relations between Greece and the Arab countries aim at promoting investment from both the private and the public sectors. Prime Minister, Mr K. Mitsotakis, has fully supported an impressive progress in the investment field. Arab investors from the UAE steadily choose our country in order to invest their funds. Greece aims at attracting funds of the Arab states in various mega projects, such as infrastructure, ports, transports, energy and renewable energy sources and tourism. A significant number of Arab investors run businesses in Greece.

**4. The Arab – Hellenic Chamber has been working relentlessly alongside your organization to create awareness about the investment opportunities Greece can offer. As a result, there has been some flow of investments into the real estate sector. We would like your assessment and viability of the Golden Visa incentive and, if possible, tell us where is the real estate investment geographically concentrated?**

Golden Visa is an ambitious and realistic incentive. Non-EU citizens who have made an investment through the three options of the Greek Golden Visa program, can apply for a residence permit through a proxy, without the obligation to previously visit Greece. The entrance and residence of third country nationals is permitted in Greece, for the purpose of making investments that will have a positive impact on national development and economy.

According to the data provided by the General Secretariat for Immigration Policy of the Ministry of Migration and Asylum the great majority of residence permits to investors (and their families) concern investors from the Arab countries. This shows a strong will to invest in Greece, proving that Greece is becoming an investment-friendly country during the last two years. They show great interest in Greek islands, Cyclades and Athens.

**5. According to your estimations, will your plans for this and next year meet the target?**

The Greek government has carried out a carefully designed and detailed investment program with measurable results. I could mention some significant results:

- 1) We organized 22 investment promotion actions with the participation of interested investors in several prime FDI export destinations abroad.
- 2) We provided information on Greece as an investment

destination to more than 3,800 businessmen and representatives of institutions, having received and managed at the same time more than 970 investment information requests through the investment help desk.

3) 70 targeted investment proposals in a variety of fast evolving economic sectors through our private investment project portfolio and more than 500 projects were assembled and managed by Enterprise Greece in the last 10 years.

Indicatively, in the Energy sector, 5 investment proposals have been prepared with a total budget in excess of €750 million. At the same time a pipeline of 18 investment projects under development by leading MNC's has received support from our services. Moreover, within the framework of the Strategic Investments Law, 14 new projects have been approved, with a total budget of €2.8 billion, while 20 new projects have been submitted and are currently under review with a total budget of €7.2 billion. These results make us feel more optimistic that our plans will meet the target of growth, sustainability and prosperity within the next two years.

**6. Finally, in your view, why should investors favor Greece, rather than other European countries?**

In Greece, a new economy is in the making. Investment opportunities are abundant and attractive, in a wide variety of sectors. Greece's massive reform efforts are opening new investment frontiers that reward both first movers and established players.

The next decade is set to see sustained growth in tourism, ICT, energy, environmental sciences, food, beverage and agriculture, logistics, and life sciences. Greece's exceptional human capital, advanced infrastructure, geostrategic position, and potential for economic expansion are attracting investor interest from around the world. And Greece's newly designed investment framework supports the creation of new businesses, new synergies and new partnerships.

An outward-looking economy focused on long-term growth means that investors can look forward to highly favorable returns. As a member of the European Union and the Eurozone, Greece aspires to be the economic hub of Southeast Europe, an ideal gateway to the Middle East, Western Europe, and North Africa, and an emerging logistics hub for the entire region.

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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 m<sup>2</sup>, 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](mailto:info@palirria.com) / [www.palirria.com](http://www.palirria.com)



## PHARMACARE: Scientific Breakthrough

### Interview with Pharmacare Group Chairman & CEO, Dr. Bassim Khoury



*Upon receiving the good news of Pharmacare Group's success in developing two successful bioequivalence trials rival to Novartis' Votrient cancer treatment, the Arab – Hellenic Chamber sat down with the Group's Chairman and CEO, Dr. Bassim Khoury, a leading figure in the Healthcare industry and former Minister of National Economy of Palestine, to give us a history of his business ventures and his most recent success.*

#### **1. What is the Pharmacare Group?**

The Pharmacare group includes two Pharmaceutical manufacturing companies: Pharmacare PLC in Palestine and Pharmacare Premium in Malta.

#### **2. Give us a brief background about Pharmacare Palestine?**

Pharmacare is a public limited liability company established in 1985 on a belief that profitable Palestinian industrial production could thrive and that the Palestinian people deserve access to high quality affordable medication. For the last 36 years Pharmacare succeeded in making this belief a reality. Pharmacare Palestine provides high quality conventional products to Palestinians in the West Bank and Gaza.

Pharmacare Palestine was and continues to be on the forefront of pharmaceutical excellence in Palestine. This investment in quality and technology made it the only Palestinian company to export products to the EU and other European markets, from the same facility used to supply the local market, after it obtained the European Current Good Manufacturing Practice (c-GMP) certificate in 2008. Achieving this level of quality meant adhering to quality standards in all stages of production and being subject to multiple inspections on a routine basis. Pharmacare Palestine also supplies a large number of other international markets.

The most recent success enjoyed by Pharmacare Palestine is the launching of soft gelatin capsule products, the first to be completely manufactured in Palestine.

#### **3. Give us a brief background about Pharmacare Premium?**

Pharmacare Premium is a Malta based Pharmaceutical company, founded in 2011 by Pharmacare Palestine. It is focused on the production of high potency products such as oncology and immunosuppressant medication. Pharmacare Premium is a B2B business that develops and manufactures its own products and addition to contract manufacturing and testing of partners' products.

Pharmacare Premium Malta increases Pharmacare Palestine's global reach, supplying to the EU, Latam, Africa, MENA and Central and South East Asia regions and creating a channel for technology and innovation to flow into Pharmacare Palestine.

#### **4. Why did you choose Malta?**

Malta offers a wide range of advantages that makes it attractive to pharmaceutical investment.

Being located in the EU gives access to a large market and numerous companies to do business with. It is relatively close to Palestine and very well connected with air and sea links thus the movement of goods and personal is easy.





English is also an official language, spoken by everyone on the Island, so it facilitates frictionless business. A unique Pharma advantage of being located in Malta, is the patent situation, which allows Pharmacare Premium to manufacture products that are still under patent in the rest of the EU. These products could be sold to other non-patented markets or stock piled for EU launch as soon as the patent expires.

The workforce in Malta is highly educated and with all these advantages, some pharmaceutical companies have moved to Malta so finding well educated and experienced workers is easier.

### **5. What is the mission of Pharmacare Premium and its Business model?**

Pharmacare premium believes in the importance of partners to achieve mutual goals and success and being in the EU gives access to a large number of potential partners. These partnerships could be in the form of testing, supply or co-development agreements or a combination of things. With Genepharm, a Greek pharmaceutical developer, manufacturer and supplier, based in Athens we have a co-development and supply relationship. Together we successfully developed two oncology products: Sunatinib and Sorafinib and launched them to the EU market to great success.

Another development is the collaboration with a Swedish company to manufacture raw materials needed to produce oncology medicines, the highly potent active pharmaceutical ingredients (API), at Pharmacare Premium Malta. These will then be exported around the world including the USA. This collaboration typifies Pharmacare Premium Malta. It allows backward integration and access to other companies with great synergies that together use advanced technology to target reach new markets and niches.

### **6. What have been some recent product developments?**

It has been a very exciting time at Pharmacare Premium with the successful development of Pazopanib. Two Successful Bioequivalence Trials, for both the 200 mg and 400 mg strengths of the product have been completed. With these findings Pharmacare Premium is leading the way on developing a generic pazopanib rival to Novartis' Votrient cancer treatment. According to Novartis, global Votrient sales were close to USD 1 billion. This achievement is notable as it is a complicated product to formulate with other companies having very limited successes.

Pharmacare Premium is now compiling dossiers for submission to attain regulatory approval for the European and global markets, the Middle East and North Africa region, and Latin America.

### **7. Any other milestones reached by Pharmacare Premium?**

Pharmacare Premium is in the process of selling a 28.6% stake to a new strategic partner. We are excited for this partnership as it will allow us to achieve our long-term goals and vision for Pharmacare Premium. It will also open up new markets and opportunities that would not have been available otherwise.

### **8. What is the plan for the coming years?**

Looking forward the Pharmacare Group will carry out further development and expansion of its facilities. It has a robust pipeline of promising products in various stages of development with the ultimate aim of launching on the global market. The Group will also invest in new production lines and increasing capacity to meet the growing demand.

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# SUCCESS STORY

## Evogreen: A joint venture of Arab and Greek Origin is the New Player in Environmental Protection

# evogreen

A BEEAH + POLYGREEN JOINT VENTURE

*The joint venture between Bee'ah and Polygreen will be based in the United Arab Emirates and will offer innovative marine and environmental management solutions and boosting circular economy in the UAE and wider region.*



*From left to right – Mr. Athanasios Polychronopoulos, Founder and CEO of Polygreen, and H.E. Salim bin Mohammed Al Owais, Chairman of Bee'ah*

On June 11, 2021, Bee'ah, the Middle East's sustainability pioneer, and Polygreen, the Greek-owned company offering a total circular economy approach worldwide, today launched **Evogreen**, a new joint venture offers innovative marine and environmental management solutions, to promote circular economy and sustainability. The newly established company tackles marine pollution through advanced waste management solutions to keep oceans pristine. By joining forces, Bee'ah and Polygreen are setting a new benchmark for environmental cooperation in the wider Middle East Region.

An official signing ceremony, commemorate the launch of Evogreen, was held in Greece, at the Four Seasons Astir Palace Hotel Athens, in the presence of Bee'ah's and Polygreen's senior leadership team and official representatives from Greece.

The event was attended by high-level personalities, including **Mr. Ioannis Smyrlis**, Secretary General for International Economic Affairs, Ministry of Foreign Affairs & Chairman of Enterprise Greece, **Ms Eiman Al-Zeyoudi**, Chargée d'Affaires, Embassy of the United Arab Emirates in Athens and **Rashad Mabger**, Secretary General of the Arab – Hellenic Chamber. The success story of these Greek and Emirati companies are featured in the Emirati session of our online event, Greece – GCC countries e-Business Gathering, on June 16<sup>th</sup>.





From left to right - Mr. Rashad Mabger, Secretary General, Arab Hellenic Chamber of Commerce and Development / H.E. Khaled Al Huraimel, Group CEO of Bee'ah / H.E. Salim bin Mohammed Al Owais, Chairman of Bee'ah / Mr. Ioannis Smyrlis, Secretary General for International Economic Affairs, Ministry of Foreign Affairs & Chairman of Enterprise Greece / Mr. Athanasios Polychronopoulos, Founder and CEO of Polygreen / Mr. Michalis Papadopoulos, Member of the Hellenic Parliament and President of the Greece-United Arab Emirates Parliamentary Friendship Group



From left to right - H.E. Khaled Al Huraimel, Group CEO of Bee'ah / Mr. Athanasios Polychronopoulos, Founder and CEO of Polygreen / Mrs. Eiman Al-Zeyoudi, Chargée d'Affaires, Embassy of the United Arab Emirates in Athens / H.E. Salim bin Mohammed Al Owais, Chairman of Bee'ah



From left to right - H.E. Khaled Al Huraimel, Group CEO of Bee'ah with Mr. Rashad Mabger, Secretary General, Arab – Hellenic Chamber



From left to right - Mr. Makis Spyrtos, Business Development Director Middle East Country Manager Oman, Polygreen S.A., Greece / Mr. Athanasios Polychronopoulos, Founder and CEO of Polygreen / Mr. Rashad Mabger, Secretary General, Arab – Hellenic Chamber / H.E. Salim bin Mohammed Al Owais, Chairman of Bee'ah / H.E. Khaled Al Huraimel, Group CEO of Bee'ah

# Greece - N. Africa e-Business Gathering

## 07.04.2021



**Harry Theoharis,**  
Minister of Tourism

I salute the work of the Arab – Hellenic Chamber, as it actively contributes to widening the bilateral trade relations between Greece and the Arab countries, as well as exploring investment opportunities.



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

The Arab – Hellenic Chamber has significantly contributed to the promotion of economic and trade relations as well as the tightening of bonds between Greece and the Arab world. I am certain and optimistic that our bilateral cooperation will continue in the future. I once again congratulate you on your excellent initiative.



**Angela Gerekou,**  
President, Greek National Tourism Organization (GNTO)

I would like to congratulate the Arab – Hellenic Chamber, once again, for this successful event that brings together our countries with true and creative bonds [...] in order to showcase one of the most important sectors of our country, Greece, and I mean the most important, the touristic sector, as well as the investment opportunities that are currently offered in our country.



**Ioannis Pappas,**  
Counselor on Economic and Commercial Affairs A',  
Greek Embassy in Morocco

We are thankful for the possibility that the Arab – Hellenic Chamber provides, during this difficult period/hard times that the meetings with personal contact or physical presence in general have not yet begun.



**Takis Kakayannis,**  
President of the Greek community in Morocco

I am very pleased with my presence here today and I will present you business opportunities in Morocco.



**Giorgos Skoufakis,**  
Head of Commercial Office,  
Greek Embassy in Tunisia

I would like to congratulate you on the organization and success of the “Greece – N. Africa e-Business Gathering (Algeria – Egypt – Libya – Morocco – Tunisia): Friendship & Cooperation in the Mediterranean” and to thank you for the invitation and my participation.



# TESTIMONIALS



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



**Periklis Davanelos,**  
Counselor on Economic and  
Commercial Affairs A',  
Greek Embassy in Egypt

I would like to express my appreciation for the invitation to this event, as well as to congratulate you on the impeccable organization. It was a great honor for me to participate as a speaker in this event.

Amidst the harsh conditions created by the pandemic, such initiatives are a rejuvenating breath for the reinvigoration of the business partnership. We wish and hope that we will soon again be given the chance to further develop our relations through your active Chamber's platform.



**Ioulia Drosinou,**  
Head of International Affairs  
Department, Ministry of Rural  
Development & Food

It was a pleasure to participate in this excellent and so well-organized event. I really enjoyed the keynote speakers and the discussions that followed. As promotion of bilateral relations between Greece and N. African countries.



**Manel Chamtouri,**  
Counsellor, Embassy of Tunisia in Athens

I was very glad to participate as a Moderator in the event "Greece-North Africa Countries" and I would like to thank the Arab-Hellenic Chamber for Commerce & Development for the organization of this successful event for its constant efforts to strengthen the friendly relations and cooperation between the Arab World and Greece.



**Christos A. Papachristou,**  
Attorney at Law - LL M Managing  
Director

Ever since the beginning of the pandemic, the Arab – Hellenic Chamber is at the forefront, not only in maintaining the existing strong Greek – Arab business relations as well as in further developing them, by continuously organizing webinars. Having participated in almost all of them, we have been impressed by the impeccable organization, the participation of important figures as well as the unflagging efforts of its personnel.



**Hassen S. Aldebani,**  
President, Derna Chamber of  
Commerce, Libya

Thank you for giving us the opportunity to exchange our commercial and industrial activities by opening new channels for the traders and businessmen.



**Alaref Algajiji,**  
Executive Director – Libyan  
Businessmen Council

At first I seize this opportunity to thank you for your kind invitation to attend the "Greece-North Africa" e-Business Gathering at the beginning of this month. The said event was characterized by its organization, contents and speakers, hoping that this will offer the opportunity to arrange a similar "Greece-Libya" event in the coming period.



**Muhammad Ali,**  
Member of the Board of Directors of Libyan  
Businessmen, President of the Libyan African  
Organization for Cooperation and Development,  
Director of Al-Kareem Trading and Services Company

Thank you for your care and for the good organization. It was a distinguished event with our partners and friends from Greece.

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# NEWS FROM THE ARAB EMBASSIES



## Welcome, Mr. Ambassador



Ambassador Mouayed Saleh has been the new appointed of the Republic of Iraq since March 2021.

His Excellency began his a long professional experience in the United States in the field of Electronics Engineering in 1989 and moved to the Office of the Prime Minister of the Republic of Iraq, Baghdad, in 2007, as Director General of Foreign Relations and Political Affairs. He then proceeded as the Ambassador at the Ministry of Foreign Affairs of the Republic of Iraq, Baghdad (2009 – 2010) and from 2010 to 2015 he served as Ambassador Extraordinary and Plenipotentiary of the Republic of Iraq to Australia (Resident in Canberra), while serving as Non-Resident Ambassador Extraordinary and Plenipotentiary of the Republic of Iraq to New Zealand (2011 – 2015) and as Non-Resident Ambassador Extraordinary and Plenipotentiary of the Republic of Iraq to the Republic of Fiji (2015).

His career took a turn in 2016 when he moved as Permanent Representative of the Republic of Iraq to the United Nations Office& other International Organizations at Geneva, where he remained until 2019 and during which period he undertook the posts of Vice-President of the Human Rights Council (2017), President of the Arab Permanent Representatives Group (Jan.-Jun. 2017), Ambassador Permanent Representative of the Republic of

Iraq to the Conference on Disarmament, Vice-President of the 10th Conference of the High Contracting Parties to Protocol V on Explosives Remnants of War –CCW (2016) and Vice-President of the Eight Review Conference of the Biological Weapons Convention (BWC) (2016).

Prior to arriving to Athens, Ambassador Mouayed was appointed Deputy Minister for Administrative & Financial Affairs at the Iraqi Ministry of Foreign Affairs from 2019 to 2021.

H.E. Ambassador Mouayed Saleh has attended and participated, throughout his impressive career various high-level meetings and conferences and he is fluent in English and Arabic.

The Arab – Hellenic Chamber, while welcoming Ambassador Mouayed, would like to assure His Excellency of its unflinching dedication to promoting Greek – Iraqi relations in all business domains and wish him a pleasant and fruitful stay in Athens.



# *Smyrna, my beloved*



The phenomenal theatre play is becoming an inspirational film that pays homage to the 100 years since the Smyrna Catastrophe, starring Mimi Denisi.



COMING SOON IN CINEMAS

## Our Chamber featured on ALPHA TV show

After a surprisingly welcoming invitation by ALPHA TV's show Tik Talk of Antonis Sroiter, the Arab – Hellenic Chamber's President, Mr. Harris Geronikolas, and its Secretary General, Mr. Rashad Mabger, were featured in an episode of the show which presented Dubai of the United Arab Emirates, as a unique business destination for Greeks expatriates.

In his interview, Mr. Geronikolas, who spoke to journalist Ms. Eleni Lazarou, gave a few hints and insights as to which kinds of business are especially kin and available to the Greek businessmen and entrepreneurial-minded who would like to establish themselves and/or businesses in Dubai, and gave a brief history of the Arab – Hellenic Chamber.

The segment featuring our Chamber can be watched on our YouTube channel here:

<https://www.youtube.com/watch?v=yFnleh0Ooic>

The complete two-part edition dedicated to Dubai, presented in the Greek language, can be watched on the website of the show: <https://www.alphatv.gr/show/tik-talk/> (they aired on 15 & 22 April 2021)

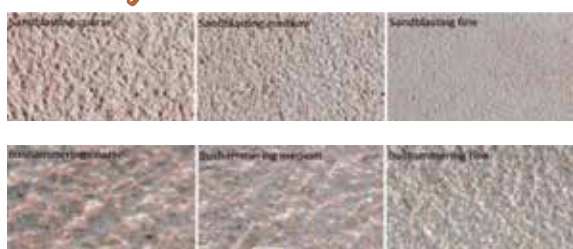
The Arab – Hellenic Chamber would like to thank the production of Tik Talk show for approaching us and giving us the opportunity to shed light on our role in the Greek – Arab business relations.





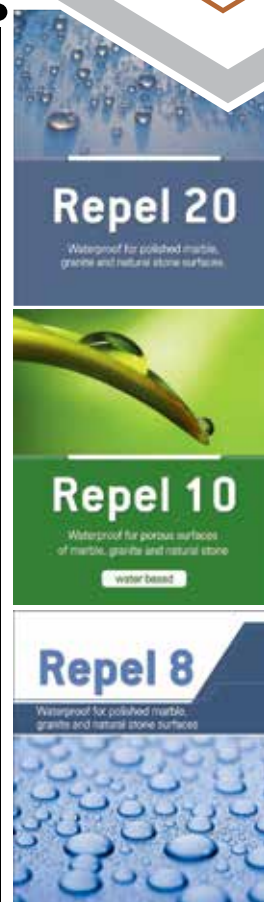


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## Shared visions of business cooperation between Greece and Arabic countries by PCCI's President, Mr. Vassilis Korkidis



e-business gathering

15 - 16 JUNE 2021



The deepening of the diplomatic and economic relations between Greece and the Arab world, which date back decades and which are based on the mutual respect of the cultural heritage, and not only that, are an excellent opportunity for deepening also in the bilateral economic and trade relations.

It is necessary to "map" the economic field and explore the horizons that open before us. All indications, so far, point to the conclusion that there are significant margins and opportunities for further deepening and expanding relations between Greece and the Arab countries, both in traditional and new sectors. We just have to take the next step towards the right direction to ensure the common good for those involved.

The presentation of investment opportunities in a number of sectors should not remain at a theoretical level because the rapid growth of world trade, on the one hand, does not leave much room for action and reaction and, on the other hand, the loss of time gives competitors the opportunity to shape their own dynamics of freight flows. At this

point, I should mention that the Arab world understands the importance of freight flows and their configuration with a valuable background. The rapid growth of world trade is inevitably and sharply increasing transit needs and both Greece and the Arab world are seeking to meet the new challenges. Let me recall the strategic position of Greece and the high level of maritime know-how which are considered to be important advantages from which the countries participating in today's event can benefit.

Piraeus, the port city in which I do business, has had, has and will have the best possible relations with the Arab world because, as a port city, it understands the importance of the development of trade and economic relations, in general. The fact that it had and still has the best relations proves also through the history of the contacts of the Piraeus Chamber of Commerce and Industry, of which I have the honor and pleasure to be president.

The fields in which economic relations can be further developed are wide. The tourism sector and its existing infrastructure compose a competitive advantage and create



an additional field of investment opportunities through which investment and other programs can be used to create tourism projects in Greece by Arab investors, but also in Arab countries for Greek investors.

Since we are talking about tourism... Greece is well known for its Polynesian, its magnificent coastlines and marinas which host hundreds of yachts each year. This sector of maritime tourism offers investment opportunities but also opportunities for the development of synergies to offer services of the highest standard. Regarding tourism field and focusing on yachting, business cooperation can be based on three main axes. Attracting tourists from Greece to Arab countries and vice versa. Creating joint "packages" with an emphasis on culture and history to attract visitors from third countries who wish to travel to more than one country on one trip. The carrying out of investment programs dedicated to the tourist infrastructure.

Lately, we are witnessing a resurgence of the effort that Greece has made for years to attract Arab capital, which is based on the fact that, with the current government of Kyriakos Mitsotakis, the economy has changed for better. This creates a more favorable environment for attracting investment. Greece became friendlier in this area through a series of policies and actions that suppressed the ideologies of the past. Ideologies that cost the Greek economy and its development. So, today, it is obvious the need to proceed with the creation and development of joint ventures and investments moving on a realistic basis, avoiding the wish lists that – as we all know - do not lead to tangible results. In the area of Joint Ventures, the registered Arab-Greek joint ventures have been very few, so far.

It should be mentioned that China, which has chosen the port of Piraeus as the ultimate port of the "Silk Road" stretching from China to Europe, makes it clear that Greece can serve as a gateway for initiatives between the Arab world and the European Union, but also it can offer, why not, its modern know-how in the fields of logistics and combined transport. Today, these fields are also worth exploring for

the development of business and business synergies with the possibility of exercising business discourse in the shaping of freight flows and the creation of strong links in the supply chain. And it's not just that. Construction and infrastructure sectors, in the light of national visions, justify co-operation between the two sides. Studying areas of business activity valuable for the exchange of experiences and transfer of know-how, especially in the food (agri-food and not only) industries, medicine, energy and construction materials but also technologies related to the use of renewable energy sources, digital technologies and research. Piraeus, today, promotes innovation and research, but also innovative applications, that is "patents"... Recently, P.C.C.I. starred in a second, consecutive, digital special event in collaboration with the Hellenic-German Chamber, thanks to which German and Greek companies of all sizes active in the shipbuilding and repair sectors came into contact. And here is another area that deserves attention. Greece is a shipping force with a fleet worldwide trade uses as well as the petroleum products produced in countries in the wider region. And in Piraeus "its heart beats".

Piraeus and P.C.C.I. have always been willing to strongly support the development of bilateral contacts between Greek and Arab businessmen by hosting an event like the above-mentioned one.

Finally, my belief is that trade and economic relations can be improved by taking advantage of the positive elements of historical relations and the understanding of a common business development path.

**PIRAEUS CHAMBER  
OF COMMERCE AND INDUSTRY**

1, G. Kassimatis str., Odissos Sq. 18531-Piraeus

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E-mail: [evcp@pcci.gr](mailto:evcp@pcci.gr) • Website: [www.pcci.gr](http://www.pcci.gr)

## Our Secretary General in an interview with Mr. Nikolas Tampakopoulos of Liberal.gr

Below is a translation of the text. You can read the whole piece in Greek here:  
<https://www.liberal.gr/apopsi/endiateron-arabon-gia-ependuseis-stin-ellada/372822>



**NT: Mr. Secretary General, what do you foresee for the course of the Greek economy?**

RM: Greece has done a very good job coping with the covid-19 pandemic and, despite the global economic downturn, has managed to recover dynamically, with signs of growth in terms of GDP, as well as a reduction in unemployment. Key factors are the structural reforms implemented by the

Greek Government, and its approach to European partners and the strengthening of ties with many other countries.

Regarding your question, therefore, I believe that the Greek economy is on the right track. One must acknowledge the Government's efforts to reposition the country on the world investment map, especially with regard to Foreign Direct Investment. We have, for example, Microsoft's €1 billion investment in cloud-related infrastructure. Inside the country, we have seen efforts to support small and medium-sized enterprises and there is activity in the market. We hope, therefore, that in combination with the increasing rate of vaccinations, we will return to some kind of normality, especially during the tourist season, which is very important and has a high impact on the Greek economy. In short, we are optimistic.

**NT: In which sectors is there a mobility of Arab investors and why?**

RM: In short, the history of Arab investment in Greece began in the 1960s and 1970s. Since then, many Arab companies have settled in the country in the form of offshore companies. This has created de facto investments in a wide range of business sectors. On the other hand, they attracted other investors to Greece. Therefore, the investments of these Arab investors are quality and long-term.

Apart from the Arab companies in Greece, many small and medium-sized, so to speak, investors have shown particular interest in real estate. For example, you will see that Egyptians, Lebanese and Iraqis are in the top ten nationalities

investing in this sector, taking advantage of the Golden Visa program that provides residence permits to those who invest in the amount of 250 thousand euro and more.

There are also other areas of interest, such as Greek ports, and energy, but I believe that we need a specialized approach to the Arab Gulf countries to attract their sovereign funds to invest in large projects.

**NT: In terms of foreign policy, how do you assess the alliances that have been created?**

RM: Greece now has an active foreign policy and its relations are constantly strengthening. Egypt is a good example of the results of a good alliance. Almost all Arab countries are interested in stability and peace in the Mediterranean. I believe that the diplomatic moves it makes, in the forefront and in the background, will bring Greece even better results.

**NT: Finally, you are one of the oldest bilateral Chambers. What exactly is your scope of work?**

RM: The Arab-Hellenic Chamber was founded more than 40 years ago by Greek and Arab businessmen, with the support of the then Ministry of Commerce and the Ministry of Foreign Affairs. We have the privilege of being the sole representative, in Greece, of all the chambers and their associations in the 22 Arab states, but also of enjoying the support of the Arab embassies that are accredited in Greece.

Over the years, we have played an essential role in strengthening Greek-Arab relations in all business sectors. One has only to look at the trade balance figures between the two sides over the last five years. Nevertheless, we continue to support Greek small and medium-sized enterprises in their efforts to increase their presence or penetrate new Arab markets. As one of the mixed Greek-foreign chambers in the country, we can, with prudence, claim that we are one of the most active.

Those who are interested in exploring with us opportunities to promote their activities in Arab countries, can contact us. We maintain an "open doors" policy to all.

***The Arab – Hellenic Chamber would like to thank Mr. Nikolas Tampakopoulos and Liberal.gr for their interest in contacting us.***





*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.

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**Haitoglou Family Foods**  
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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.

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



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

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**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



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**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.

# NEWS FROM THE ARAB - FOREIGN JOINT CHAMBERS



*Tamer Mansour  
CEO and Secretary General ABCC*

Designated as the Brazilian representative of the Arab League's business interests, Arab-Brazilian Chamber of Commerce (ABCC) is a bridge to link Brazil and the Arab world in the economic and social and the cultural sector. Operating for more than six decades, ABCC coordinates to find suitable business partner for Arab companies looking to collaborate with a Brazilian counterpart to distribute its products and vice versa in the South American country.

The Chamber's main objective is to strengthen cooperation between Brazil and the Arab nations in areas of mutual interests including increasing exports to stimulate economic growth, in addition to offering targeted and tailored assistance for both sides.

ABCC offers companies looking to expand their business economics and market insights, arranges meetings between prospective partners, provides guidance on trade regulations, and assists with document certification and official translations. The organization also has a strong database of key entrepreneurs which helps businesses network in their respective industries. Further, to generate local and global opportunities, ABCC holds key events such as forums, roundtable discussions and networking sessions.

ABCC's role of being an intermediary is a very important as the Arab League is Brazil's third largest foreign trade partner and second in agribusiness. There is a plethora of

opportunities that businesses from both parties can take advantage of through bilateral agreements and investments. The organization is planning to establish international offices in Riyadh and Cairo. ABCC already has an international office in Dubai, which recently marked its second anniversary.

These offices hope to become a link between Brazil and the three major Arab cities to find new markets for Brazilian goods. In its expansion bid, the ABCC has also launched a membership drive which hopes to attract Arab companies to join the chamber. More members will help reinforce ABCC's commitment towards further connecting Brazil with the Arab region for economic, social and cultural development.

The Chamber's members enjoy several benefits which can help them drive more growth and development for their businesses such as industry-specific data and customized studies designed to understand the industries they operate in; exclusive invitations for ABCC-sponsored networking events and sessions and use of key facilities like meeting rooms and reception halls at the ABCC offices in Dubai and Brazil.





ABCC also hosts webinars regularly to offer information and industry updates to Brazilian and Arab companies to keep the trade going. The organization is pleased to see the overwhelming positive response to these webinars which seeks to promote Brazilian goods which have been made in compliance with the halal food standards and guidelines, and further unlock Brazilian-Arab free trade agreement talks.

The ABCC recently marked its 68th anniversary. In order to minimize the damage caused by the COVID-19 pandemic, the Chamber has ramped up efforts to enhance trade relations between Brazil and Arab nations. The organization recently appointed former Ambassador Osmar Chohfi as its new President, replacing Rubens Hannun, who held the position for the past four years. Under the new leadership, Chohfi plans to move ABCC towards Trade 4.0. He seeks to implement the 'Ellos Blockchain platform', a chain of records of commercial, banking, trade and export

transactions between Brazil and the Arab countries, set to go live in the coming months. ABCC is moving towards digital transformation with Chamber 4.0 plan which is in line with modern social governance standards.

The Chamber will invest in technology platforms and brick-and-mortar to increase the ABCC's prowess in optimizing Industry 4.0 technologies and to hone its data analytics capabilities. It will also focus on building its rapport with governments and business associations to get more clients and facilitate free trade agreements.

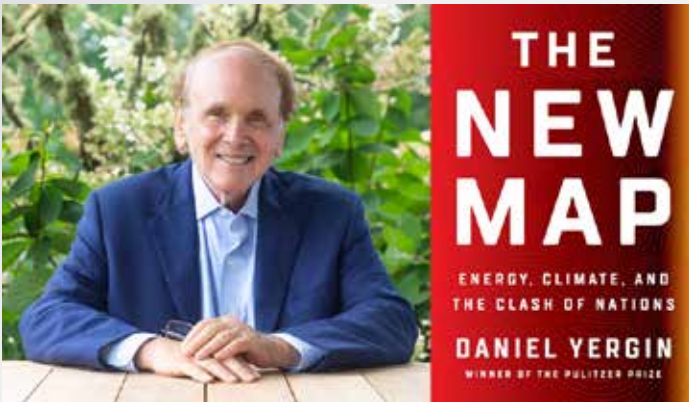
The Arab Brazilian Chamber of Commerce continues to improve the communication channels between Brazil and Arab countries, as well as promote Brazilian goods and to increase awareness on the Arab region's culture-oriented work.

**By Tamer Mansour, CEO and Secretary General, ABCC**

# NEWS FROM THE ARAB - FOREIGN JOINT CHAMBERS



## National U.S. – Arab Chamber of Commerce Online Events Since the Beginning of 2021



The National U.S. – Arab Chamber of Commerce (NUSACC) kicked off its golden anniversary year with a webinar featuring Dr. Daniel Yergin, Pulitzer prize-winning author of four books dealing with energy issues. The webinar featured a wide-ranging discussion that revolved around Yergin's latest book, *The New Map: Energy, Climate, and the Clash of Nations*. *The New Map* has already been recognized as a "Book of the Year" by National Public Radio and USA Today, as well as "Book of the Year" by Bloomberg Surveillance.

This was the first event in NUSACC's new "Thought Leader Series" of webinars, and the response from NUSACC stakeholders was excellent. More than 400 business leaders and senior government officials participated in the webinar, which included stakeholders in 40 nations around the globe. NUSACC was also pleased to showcase some of its partners, including the Los Angeles Chamber of Commerce, the Union of Arab Chambers, the World Trade Center of Greater Philadelphia, and the World Trade Center of Utah.

In his opening remarks, Yergin explained why he wrote *The New Map*. He said, "It was the degree to which the world had changed in so many different ways over half a decade,

in terms of energy, in terms of geopolitics, in terms of relations between U.S. and China, and in terms of changes in the Middle East region. All of those things came together, with technology continually changing and, of course, with the COVID-19 pandemic on top of that."

He went on to say, "It seems to me that we are in a new terrain, and we need a map. So, that's what led me to write *The New Map* – to provide some framework for thinking and understanding about where these changes are leading us. I hope it provides both for 2021 and beyond."

David Hamod, NUSACC's President & CEO, asked Yergin about the three most important 'takeaways' from *The New Map*. Yergin replied, "Number one is the change in geopolitics, particularly the relationship between the U.S. and China. This is very important, obviously, to the Middle East region, because of security arrangements with the United States, and China is a large market. The Arab world doesn't want to choose between the USA and China, nor do Arab countries want to be caught in the middle."

“ On the 50th anniversary of the National U.S. – Arab Chamber of Commerce (NUSACC), our Chamber sends its best regards to our “sister” entity in Greece, the Arab-Hellenic Chamber of Commerce and Development. We are very proud of this decades-long partnership, under the auspices of the Union of Arab Chambers, and we look forward to continued cooperation and collaboration for decades to come. ”

*David Hamod, President & CEO, NUSACC*





Yergin continued, “The second takeaway is what I call the ‘energy transition’ – the changing attitudes to oil – which affects all of us, of course. It goes beyond the U.S. now being energy independent, to what is the stance of governments in both Europe and the United States toward oil because of their climate policies. For the oil-exporting countries, it provides an impetus to diversify that was not there in the past, when it was assumed that demand would just keep growing. In *The New Map*, I explore the different meanings of ‘energy transition’ and the challenges for oil exporters to diversify their economies.”

“And the third takeaway,” Yergin suggested, “are changes in the region itself, with that renewed emphasis on diversifying economies, to get them on a different footing to, among other things, provide jobs for the young people who need jobs. And that is a priority. It’s just not easy.”

In addition, Yergin noted, “Right at this moment, we’re at a juncture, where we are moving from the Trump era to the Biden era. In many ways, that’s going to be very different. And all of this is taking place against the backdrop of a global pandemic, of course, which affects everything, everywhere.”

The second webinar co-hosted by the National U.S.-Arab Chamber of Commerce (NUSACC) and ABANA took place on March 18, featuring Dr. Mohamed A. El-Erian, President of Queens’ College, Cambridge, and advisor to international financial services provider Allianz, as well as investment manager Gramercy. NUSACC’s online event attracted over 450 participants from across the United States and around the world, including nine Washington-based Arab Ambassadors.

Bahrain-based Investcorp served as Lead Sponsor, and additional sponsors included Abaris Capital Advisors, LLC

and the National Bank of Kuwait. The event included three partners: Beirut-based Arab Federation of Exchanges, the U.S. Export Assistance Center in San Francisco, and the World Trade Center of Greater Philadelphia.

Back in 2008, the world teetered on the edge of an international financial crisis initially sparked by banks’ excessive risk-taking and the bursting of the U.S. housing bubble. What resulted was the worst global recession since the Great Depression of the 1930s. Thirteen years later, with global economic upheaval once again dominating the headlines, business leaders and politicians can learn from both the success and shortfalls of the past. That’s the message of Dr. Mohamed A. El-Erian, who also said that said success will depend on: a mix of human and financial resilience, or the ability to take a hit or make a mistake, and bounce back; optionality, or keeping an open mind and “being willing to consider things that are fundamentally uncomfortable to you” while encouraging diversity with regard to race, gender and experience; and finally, agility, establishing institutional and human frameworks to react quickly once there is clarity.



*David Hamod, President & CEO, NUSACC*

“Despite the challenges of the global pandemic, our Chamber has been fortunate to provide outstanding programming to our 50,000 stakeholders. Recent webinars, for example, have featured such global thought leaders as Dr. Daniel Yergin – a foremost authority on energy – and Dr. Mohamed El-Erian, one of America’s most respected financial experts. We will continue to highlight top leaders and commercial sectors in U.S. – Arab commerce in the months ahead.”

*David Hamod, President & CEO, NUSACC*

# NEWS FROM THE ARAB - FOREIGN JOINT CHAMBERS



## Latest online events of the Arab-Belgian-Luxembourg Chamber of Commerce



2021 started in a dynamic fashion for the Arab – Belgian – Luxembourg Chamber of Commerce, which participated, from 9 to 11 February 2021, to the 3rd edition of its annual meeting the “FIT Exportbeurs”, organized by Flanders Investment & Trade (FIT).

The FIT Exportbeurs is indeed the place to be for Flemish companies with international projects and export plans as it gathers in one single location Flemish Economic Representatives as well as 42 key players in international business.

It was therefore only natural for the Arab-Belgian-Luxembourg Chamber of Commerce to be involved, for the third time, in this important gathering and to share its know-how and expertise with the participants – The ABLCC team has welcomed around 160 visitors to their virtual booth. As part of the programme, the Arab-Belgian-Luxembourg Chamber of Commerce held a webinar **“Doing business with Arab countries: take a step further!”**.

The webinar, moderated by **Ms. Evelien STAELENS**, Deputy Director for Trade - North America & Middle East, covered various topics to get participating companies to identify risks and opportunities, get the right resources and support, as well as engage with the right economic partners.

**Mr. Nabil JIJAKI**, Deputy CEO | Credendo, detailed the wide range of services offered by Credendo, stating “the Arab world is very attractive for companies and with a lot of business opportunities”.

Then **Dr. Khaled HANAFY**, Secretary General of the Union of Arab Chambers, which is based in Beirut and acting as the voice of the private sector in 22 Arab countries, shared his expertise with the participants . He put emphasis on the fact that, in Arab countries, the private sector accounts for 75% of the GDP and contributes to about the same share in total employment. In addition to their extensive network in the Arab world, the General Union also benefits from a vast network in some 16 foreign countries thanks to the network of Arab mixed Chambers of Commerce abroad.







To bring the webinar to a close, **Mr. Qaisar HIJAZIN**, Secretary General of the Arab-Belgian-Luxembourg Chamber of Commerce (ABLCC), gave an interesting overview of the Arab world as a fast growing and fascinating market, just a step away from Europe, and offering companies multiple business opportunities.

The next month, the Arab-Belgian-Luxembourg Chamber of Commerce was pleased to initiate a unique online gathering **"A window on Belgium: meet Belgian Trade Agencies and Arab Economic Attachés"** organized on **03 March 2021** afternoon through the zoom platform.

The ABLCC invited an interesting panel of local and international experts to share insights, knowledge, and know-how with a view to give the audience all necessary tools to fully benefit from the advantages, opportunities, and synergies between Belgium and the Arab World! This event turned out to be a momentous event which gave rise to enriching exchanges between Belgian trade institutions and their Arab counterparts.

After a welcome note by **Mr. Qaisar HIJAZIN**, Secretary General of the ABLCC, **Mr. Dominique DELATTRE**, Director MENA AWEX, **Mr. Ghislain BREYDEL**, Area Manager MENA hub.brussels, and **Ms. Evelien STAELENS**, Deputy Director for Trade - Middle East/FIT, started the panel and gave the audience an overview of the good trade relationship between their respective regions and Arab countries, along with their programme of activities in the region for 2021/2022.

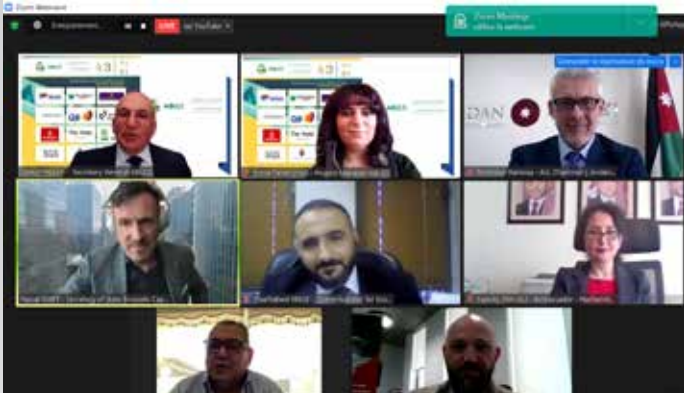
The speakers lineup included **Ms. Tine VANDERVELDEN**, International Business Manager/Federation of the Belgian Food Industry (FEVIA), **Mr. Christophe COULIE**, Legal Affairs Manager/Belgian Chambers, the **18 Arab Economic attachés** from Arab Embassies based in Brussels, namely from Oman, Algeria, Bahrain, Egypt, Iraq, Jordan, Kuwait, Lebanon, Mauritania, Morocco, Qatar, Saudi Arabia, Tunisia, United Arab Emirates and, last but not least, the participants had the chance to take part to a last panel dedicated to Oman with participating speakers **Eng. Saleh AL SHANFARI**, CEO IOman Food Investment Holding Company, which is a state-owned company mandated to develop Food Security Projects and **Ms. Amna AL SHARJI**, from the Business Development Team of the Oman Public Authority of Special Economic Zones and Free Zones (OPAZ).

Further on, once again this year, the Arab-Belgian Luxembourg Chamber of Commerce was honoured to invite their members and friends to an online edition of their annual Arab-Belgian Diplomatic Business Workshop, organized in the margins of the Belgian Diplomatic days and with the support of the Belgian Ministry of Foreign Affairs.

Following the success of previous editions, the ABLCC team has worked to organize an online edition to ensure that their members and friends acquire strategic and accurate information from experts on the ground to help them improve their business and keep ahead of the competition. And who better than our Belgian Ambassadors could provide this expertise?



# NEWS FROM THE ARAB - FOREIGN JOINT CHAMBERS



This event which was organized in two different sessions, on 27 April and 04 May 2021, was thus a unique opportunity for the participants to benefit from the insights of BELGIAN AMBASSADORS accredited in Arab countries during two lively interviews focusing on current topics in North Africa, the Middle East, and the GCC.

During these two interactive interviews, the Ambassadors answered very specific questions covering current topics of interest such as the impact of COVID-19 pandemic, sustainable economic developments, the various reform/diversification programmes implemented by their country of accreditation, opportunities and challenges for Belgian

businesses, promising economic sectors, flagship events, to name but a few.

With this came tremendous wealth of information: Belgian Ambassadors offered the participants a complete picture of the current economic situation marked by the COVID-19 pandemic as well as potential synergies to be exploited in favor of enhanced cooperation.

From this, it can be seen that Arab countries prove to be valuable partners both in terms of the advantages and opportunities offered as well as the great number of synergies that exist between Europe, Belgium, and Arab countries. Thus paving the way towards a more cooperative, symbiotic relationship generating positive results and innovation.

The **Arab-Belgium-Luxembourg Chamber of Commerce (ABLCC)**, in close collaboration with **Hub.Brussels**, and with the support of the **Embassy of Jordan in Belgium** and **Jordan Chamber of Commerce**, organized a high-level webinar “Jordan and Belgium full potential of cooperation” on Wednesday 02 June 2021.

**“The event comes at a very important time as Jordan celebrated their 75th independence day a few days ago as well as their centennial this year”**

**HE Dr. Saja AL-MAJALI, Ambassador of the Hashemite Kingdom of Jordan.**

With some one hundred registered participants and top-notch keynote speakers, the success of this gathering attests the interest and commitment of both sides to further strengthen their relations.

The speakers line-up included HE Dr. Saja AL-MAJALI, Ambassador of the Hashemite Kingdom of Jordan, HE Pascal SMET, Secretary of State responsible for European and International Relations, and Foreign Trade | Brussels-Capital Region, HE Nael KABARITI, Chairman of the Jordan



Chamber Of Commerce and Member of the Jordanian Senate, Acting Chairman of the Jordan Investment Commission (JIC), Fareedon Hartouqa and Mr. Peter Marji, Director of Investment and promotion at the Aqaba Special Economic Zone Authority (ASEZA). Finally, two Belgo-Jordanian success stories were presented to the audience: Mr. Dani MARJI, General Manager | IZZAT MARJI GROUP and Mr. Thierry CARDINAEL, Business Development Manager | TRACTEBEL ENGINEERING shared on-the-ground realities and best practices.

[www.ablcc.org](http://www.ablcc.org)



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# NEWS FROM THE ARAB WORLD



## MEDIBAT 2021



The Chamber of Commerce and Industry of Sfax is pleased to invite all interested businessmen from Greece to the 16th session of the Mediterranean Building Exhibition MEDIBAT from 6th to 9th of October 2021 in Sfax -Tunisia.

As a center of attraction for professional builders and innovators in the field, MEDIBAT has always been a real federative Business Village for the most prestigious building corporations and international organizations of the construction industry. It is a privileged meeting place for important foreign delegations, contractors, architects and initiators of major projects.

This year, MEDIBAT is celebrating its 30th anniversary and for that special edition Libya and Cameroon are MEDIBAT 2021 guests of honor, in the presence of many foreign delegations and decision makers, in particular from African countries. The previous MEDIBAT 2019 edition recorded more than 350 exhibitors and nearly 47,000 visitors from 32 countries.

MEDIBAT is an exhibition dedicated to all professionals of the Building sector and connected activities offering in parallel to the exhibition many side events such as: Scientific and Economic Forums, Entrepreneurship and Innovation workshops as well as cooperation and partnership meetings.

It is a good opportunity for all companies to promote their products on the Tunisian, Libyan and Sub-Saharan African markets.

For more information, please visit: <https://www.salon-medibat.com/>

*Source: Sfax Chamber of Commerce and Industry*





*Excellence in Partnership*

# NEW MEMBERS

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2. ELEOFARM
3. FARAD
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5. PYLOS POEMS
6. VASSILAKOS

# NEW MEMBERS



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Instagram: Almanda\_SA

Member of



**ALMANDA** is a company located in Eretria Evia Greece and has been active in the trade and processing of nuts and dried fruits since 1990. Almanda is an active member of the INC. Almanda has been certified for the implementation of food safety management system according to the international standard: EN ISO 9001/2015 & EN ISO 22000/2005 In our facilities, except storage, we processing (roasted, salted, caramelize etc.) and packaging nuts and dried fruits. We sell in bulk and retail packaging and we have a big variety of nuts and packaging.





# NEW MEMBERS



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## CONTACT DETAILS:

### ELEOFARM

#### Contact Person:

**Dimitris Michalakopoulos**, Founder & CEO

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**ELEOFARM** Olive Oils is a pure Cretan company, famous for its PDO Olive Oils, high digestibility, and unique taste. It is rich in monounsaturated fat and thus highly beneficial for our physical well-being. Its production entails the direct pressing of fresh olives in a mill.

Our exclusive olive oil production is made through purely traditional and mechanical methods, using cold extraction without chemical treatment. Also, we do not pre-pack our products in stock. We are always packing after the client order; thus, our product always has freshness and a longer lifetime.

We are Cretans' native and we're a third-generation group of people that try to keep the Greek tradition and Cretan culture and constantly share with its people the same passion and the continuous stability and improvement of our olive oils we produce. Our best goal is to have a reliable company that can become the best direct supplier between the demanding consumer and the proud Cretan worker.

We aim to make ELEOFARM olive oils and the area of Kolymvari, well known worldwide and produce always excellent products with quality characteristics beyond the usual.



# NEW MEMBERS



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## CONTACT DETAILS:

### FARAD SA

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**FARAD SA** has been designing and manufacturing high quality tubular & gasketed Plate Heat Exchangers since 1979

Our company is based in Piraeus, Greece, has over 40 years of experience, it employs 60 people, while has so far completed more than 35.000 successful installations.

FARAD SA is fully certified under the Iso 9001: 2015 and is DNV-GL Approved manufactured.

FARAD is using cutting edge technology and is producing marine and industrial heat Exchangers through a high-performance production line, advanced software for thermal and mechanical calculations and testing facilities to verify design parameters.

Our products range is from Box Coolers, Cargo Condensers, Charge Air Coolers, DEX Evaporators, Electric Heaters, Gasketed Plate Heat Exchangers, MGO Coolers, Water-Oil Coolers and many more.

We provide a 2-year warranty period for all our products and use top quality European raw materials that are fully certified. In addition, we use 3D modeling that enable us to predict installation problems and implement 12-point Quality Control Checks at every single product.

You can find out more, by clicking here:

<https://farad.gr/presentation/mobile/index.html#p=1>



# NEW MEMBERS



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## CONTACT DETAILS:

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**ROULA BADAOU**

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## PRIME PRESS VALUES

### Empowerment

We believe in client empowerment. We hold ourselves to the highest standards of customer satisfaction.

### Growth

We are committed to growth. We keep up to date with changing needs and cutting-edge techniques available on the book market, both nationally and internationally.

### Ethics

Our ethics revolve around honesty and innovation. We ensure that our content is original and stands out in the book market.

### Eagerness

We are enthusiastic about delivering quality content around the world.

## PRIME PRESS SERVICES

### Consultation

To ensure that your school is on the right track in meeting national and international standards, Prime Press is at your service. Our consultancy service will map out where your school currently stands, set goals and targets, and guide the integration of the latest teaching techniques into your classroom.

### Training on Books

Prime Press offers teacher training to help teachers improve their competence and skills through our books and methodologies. Our highly qualified trainers will provide your school with all the necessary tools and teaching strategies that optimise our course content. Have both your teachers and students enjoy their teaching and learning experiences!





## CONTACT DETAILS: PYLOS POEMS

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**PYLOS POEMS** was an idea that dawned to us after years of travels all over the world.

We realised that what we had as a given, a great variety of raw natural goods, such as Olive Oil, Honey, Vinegar, Olives, Wheat for pasta, and so many more, literally everywhere around us, was not so common after all.

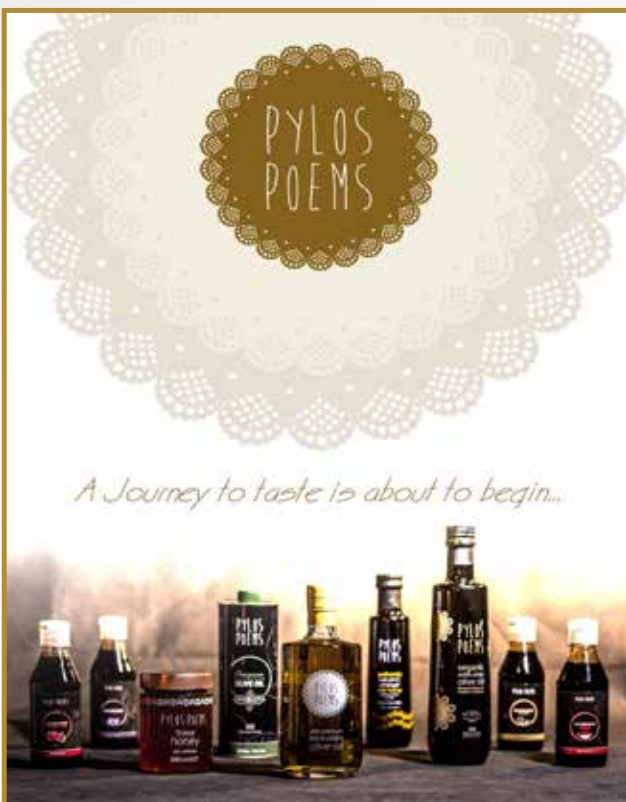
So we decided to gather the best samples of all these products, from the most qualified and certified producers, and create a brand to introduce them to the whole world.

Not many brands can boast that literally everything on their range is growing and being processed just half an hour away from their base.

Join us on a tour of taste in our hometown, Pylos, a place blessed by nature, and inhabited from Homer's time until now continuously, for a good reason!

Pylos Poems is the most complete introduction to mediterranean cuisine anyone could have imagined.

Let the journey to taste begin!





# NEW MEMBERS



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## CONTACT DETAILS:

### VASSILAKOS YIANNIS S.A.

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**VASSILAKOS YIANNIS S.A.** was established in 1980 and is a 2nd generation pharmaceutical wholesaler that still remains a family business up to this day. The company is located in privately owned premises of 2500m2 in the Industrial Area of Oraiokastro Thessaloniki.

The overall procedures and operation are in accordance with the new European Union guidelines concerning the wholesale's Good Distribution Practice (G.D.P.) of medicine for human use (directive 2013/C 343/01) and are applicable under the monitor of the National Organization of Medicine (NOM), while the company applies a Management System in line with the Standards of ISO 9001:2015 certified by TÜV HELLAS.

Today's Management has achieved to expand to various markets amidst the economic crisis in Greece, by incorporating new technologies and shareholders' equity, the company has created new collaborations both in Greece and abroad. Vassilakos Yiannis S.A. is one of the very first Greek pharmaceutical wholesalers with paneuropean presence in the parallel trade since 1987, having achieved long-term cooperation with its greatest counterparts.

During the summer of 2015, our company formed a Group of companies by setting up a new pharmaceutical wholesaler in Alexandroupolis, EVROPHARM PC, anticipating to earn new market shares that are adequate to establish the company as a strong unit into the wider market of Northern Greece. In the beginning of 2018, the Group established SIRIS PC, a new wholesaler located in Serres that will boost the purchasing power of the companies.





*Excellence in Partnership*

## MEMBERS' NEWS

1. EUROFAST
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7. INTRACOM TELECOM
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9. ZARIFOPOULOS
10. MARINAIR CARGO SERVICES LTD





## MEMBERS' NEWS

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

### EUROFAST CEO APPOINTED HONORARY CONSUL OF UKRAINE IN CYPRUS

We are pleased to announce that in August 2020, Mr. Christodoulos Damianou, the Group CEO of Eurofast was appointed Honorary Consul of Ukraine in Nicosia with jurisdiction over the district of Nicosia and Famagusta.

His Excellency Nicos Anastasiades, the President of the Republic of Cyprus presented an Exequatur, signed by the Minister of Foreign Affairs of Cyprus, Nicos Christodoulides, on Wednesday, 2nd September 2020, to enable Mr. Damianou to assume office.

On December 28, 2020, Mr. Ruslan Nimchynskyi, the Ambassador of Ukraine, met with the Honorary Consul of Ukraine Mr. Christodoulos Damianou.

The Agreement on consular functions and obligations of the Honorary Consul of Ukraine in Nicosia with the consular district that covers Famagusta and Nicosia districts was signed during the meeting. The Agreement will promote the development of Ukrainian-Cypriot cooperation on a wide range of issues of mutual interest.

Furthermore, the Parties discussed the practical issues of launching and the priority areas of work of the Honorary Consulate, with special emphasis on the implementation of joint economic and cultural activities.

Mr. Damianou reaffirmed his readiness to ensure the fulfillment of the duties of the Honorary Consul at the appropriate level,

to promote the political and economic interests of Ukraine, to protect the interests of citizens and legal entities of Ukraine, and to disseminate truthful information about Ukraine.

Christodoulos Damianou is an international tax consultant and business advisor, and the Group CEO of Eurofast International. He has more than 30 years of experience in local and international tax consulting working with national and multinational companies. He specialises in international tax structuring and planning which includes advising on the tax implications of real estate structures, joint ventures and mergers and acquisitions.

Mr. Damianou is a regular speaker at international tax conferences and events and he has conducted numerous presentations on International Tax Planning, Accounting and Management Consulting in conferences and meetings all over the world. He is also author of numerous taxation articles published in the International press and magazines..

He is a member of a number of international associations and a Board member of some house-hold name companies. Christodoulos Damianou is a US CPA.

For more information on Mr Damianou's activities, please visit the Honorary Consul website at [www.ukraineconsul.cy](http://www.ukraineconsul.cy).

If you wish to get in touch, please e-mail the Honorary Consul office at [info@ukraineconsul.cy](mailto:info@ukraineconsul.cy).

# Eurofast

Since 1978

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## DIRECTIVE DAC 6: OBLIGATIONS OF LAWYERS AND ACCOUNTANTS

By Vassilis Ikonomidis\*

Combating tax avoidance and establishing a fair taxation system are key objectives in the context of ensuring the proper functioning of the European market. This is stipulated in the recent Directive on the automatic exchange of information within the EU (also known as DAC-6), which was incorporated into Greek law by Law 4174/2020, introducing the obligation for "intermediaries" and in some cases for the taxpayers themselves, to report to the tax authorities cross-border arrangements that could potentially be used for aggressive tax planning, aiming at gaining a tax advantage from the person concerned, provided that these arrangements meet certain hallmarks set out in the Directive.

The category of intermediaries which are under the obligation to disclose to the competent national tax authority such aggressive arrangements includes any person who designs, markets, organizes or implements a cross-border arrangement of potentially aggressive tax planning. Financial advisers, accountants, lawyers are considered, inter alia, as intermediaries, to the extent that they provide appropriate assistance or advice to their client regarding reportable cross-border arrangements. A key issue that arises in the implementation of the Directive is that of the conflict between the obligation to report possible aggressive tax regulations within the EU and the obligation of the "intermediary" consultants to observe professional confidentiality.

Especially with regard to legal professional privilege, which is one of the main guarantees for the exercise of the legal function with constitutional and legislative bases, the conflict seems even stronger. This is so because without confidentiality it would not be possible to effectively defend the interests of clients, especially if the lawyer had each time the obligation to cooperate with the competent public authorities and disclose information

that came to his notice during the communication with his client.

Therefore, the following question arises: Does the purpose of combating aggressive cross-border tax regulations justify the limitation of confidentiality (as, for example, has been deemed to apply under certain conditions in the case of money laundering)? Both the Directive itself and the Greek law do not give a clear answer. The wording of the Greek law foresees the exemption of the lawyer from the obligation to notify the Authorities, to the extent that he operates within the limits of the legal framework governing his profession, when compliance with the obligation of disclosure constitutes breach of the obligation of confidentiality and secrecy. It seems, therefore, that the exception concerns the entire scope of legal services as lawyers obviously are not allowed to act outside the legal framework of their profession. However, that is, an early conclusion, since the Directive has not yet been interpreted as to what is eventually covered by confidentiality and what is not.

In any case, the obligation to disclose seems to severely restrict the taxpayer's right to legal and tax advice, while in essence it transfers the burden of carrying out monitoring activities and disclosing possible aggressive tax planning to the "intermediaries" - professionals and advisors of each taxpayer - instead of the appropriate state control mechanisms. It is expected to be assessed in practice whether the new regulations will be able to be implemented effectively and serve the purpose for which they were adopted.

\* Mr. Vassilis Ikonomidis is an attorney at law, founder and managing partner of V.D. Ikonomidis and Associates Law Firm.



## PERMANENT EXHIBITION “ELEFThERIOS VENIZELOS AT ATHENS INTERNATIONAL AIRPORT” IN COOPERATION WITH THE NATIONAL RESEARCH FOUNDATION “ELEFThERIOS K. VENIZELOS”

Athens International Airport «Eleftherios Venizelos» and the National Research Foundation «Eleftherios K. Venizelos» honorably present the exhibition titled «Eleftherios Venizelos at Athens International Airport», which has been located at the airport since 2001. The cooperation is renewed for the third time, as the multimedia and interactive content that is currently presented contributes to the cultural promotion of Greece worldwide.

The objective of the exhibition is to present to the travelers and visitors of the Airport the crucial role that Eleftherios Venizelos played in the development of the Modern Greek nation. Another important reason, which also contributed to the naming of the airport, is that in 1929, the Prime Minister, Eleftherios Venizelos founded the Ministry of Aviation and assumed the position of Minister. In 1930, the first Greek airline was founded and the following year, with himself as its first passenger, the route Athens - Thessaloniki - Athens was inaugurated.

The personality and the political career of Eleftherios Venizelos are presented through an integrated system of monitors. The 'narrative' uses photographic and audiovisual material from the Foundation's archive which was created exclusively for this particular exhibition. It starts in 1910, when he first assumed the Prime Minister's post and ends with his death in 1936.

Two interactive games complement the exhibition. The first, "Venizelos: A life in pictures," presents visual material from the Foundation's archive on the political, personal, revolutionary and diplomatic actions of Venizelos. The second game "Find the Differences" is an original pedagogical scenario, which was created for younger and older visitors, to discover information about Venizelos and the Museum of Halepa while having fun.

The bust of Eleftherios Venizelos is a donation by Electra Th. Vassiliou in memory of her husband, sculptor Theodore J. Vassiliou.

*The exhibition is located at the Departures Level (Entrance 3, upper level). The exhibition remains open 24 hours a day and is accessible to visitors and travelers of the airport.*



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<https://www.facebook.com/ATHairport/>

<https://www.instagram.com/athairport/>

<https://www.youtube.com/user/ATHairport>

## GREEK OLIVES: TASTE THE SUPERIOR GREEK FLAVOR NOW - WITH A KALAMATA OLIVES OFFER!

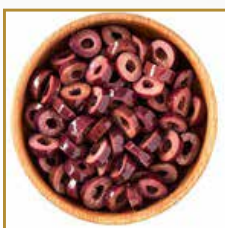
After a long time of coronavirus consequences in our industry, now, that the food market is opening again, and due to the re-starting of the restaurants and hotels, the big news is that we are not only able to supply you with authentic Greek olives (Green & Black) but, the famous nutritious *Kalamata olives* are at very competitive prices, for a short period of time.

Kalamata pitted, halves, sliced, whole, small or big size, always full of rich taste, all of them ready to boost your food business.

In Greek Brands, we are doing our best to cover the needs of your market, with natural and delicious Greek fine foods. More specifically, *there is an extra - special offer in sliced Kalamata, for this period! This is an offer only for the Arab world and will last until summer 2021, so now it is the time to add in your product portfolio a product code of high demand, at incredibly competitive prices! Don't miss the chance to meet us, in the next three months, as your trustworthy olive partner in Greece.*

Please also notice that we are flexible in combining different varieties in many packaging formats, according to the demand of our clients. In any case, after 22 years of experience, we can guarantee the quality of our products, as all of them have all the legal high-quality food certifications.

Visit us at <https://www.kalamataolivesgreek.com/> & send as an email or give us a call – we will be happy to provide you our excellent customer service.



### CONTACT DETAILS

#### GREEK BRANDS FINE FOODS

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Find us on Lin: <https://www.linkedin.com/company/greek-brands/>

on Fb: <https://www.facebook.com/greekbrandsfoods/>

& visit our YouTube channel: <https://www.youtube.com/greekbrands>





## NOEMA GROUP (YOUR SABER AND SASO CERTIFICATION PARTNER) EXPANDS THE AREA OF ITS BUSINESS

NOEMA Group (Your SABER and SASO certification Partner) expands the area of its business in the field of certification, inspection and research services with the support of a Certified Body, a global leading provider of industrial services.

NOEMA Group is in a position to service any importer or exporter in the field of Product certification, management system certification, inspections, audits, and laboratory tests for the countries listed below.

ALGERIA  
BOTSWANA  
EGYPT  
ETHIOPIA  
KENYA  
KUWAIT  
LIBYA  
MOROCCO  
NIGERIA  
UGANDA

NOEMA Group is closely observing global trends and offers solutions to facilitate trade and make supply chains safer and more efficient for every client.

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.

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### CONTACT DETAILS

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## INTERCONTINENTAL MINA AL ARAB, RAS AL KHAIMAH, UAE 5-STAR HOTEL

Luxury resort hotel **InterContinental Mina Al Arab** is scheduled to open in Ras Al Khaimah (RAK), UAE, in third quarter of 2021.

We are very delighted to supply our **Volakas** white marble for this tropical 5-star resort with 300 guestrooms, suites and overwater villas.

More photos and information will follow with the competition of the project.



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## INTRACOM TELECOM'S CYBER SECURITY SOLUTIONS AND SERVICES HAVE BEEN SELECTED BY WIND HELLAS

Telecom, a global telecommunication systems and solutions vendor, announced the implementation of the new cyber security project for WIND Hellas, one of the largest mobile operators in Greece, in order to strengthen the provider's overall security footprint. The completion of the project is expected within a year.

Following an open tender conducted by WIND Hellas, Intracom Telecom's proposed solution was chosen as the best one that includes various features enabled for perimeter security and more. The aim of this project is to efficiently handle, with increased security levels, the ever-increasing LTE mobile traffic, support the transition to VoLTE and 5G technology, and cover the need for increased security in the perimeter and the Data Center NFV infrastructure. Moreover, within the framework of the project, perimeter security products will be installed and configured in WIND's Data Centers in Athens and Thessaloniki, while a central management and control platform will also be implemented for all systems.

Intracom Telecom's cyber security services will significantly contribute to WIND's digital transformation and its goal to further enhance its telecommunication services, without

risking privacy and fully protecting IT infrastructure. The solution will be based on Fortinet's product portfolio that protects network, users, and data from continually evolving threats.



### CONTACT DETAILS

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## POOL YOUR CINEMA AT THE HOTEL GRANDE BRETAGNE



The GB Pool of Hotel Grande Bretagne dresses up its absolute summer attire and bows to the magic of the seventh art while it turns into a summer cinema.

The Pool Your Cinema, on the 7th floor of the legendary hotel, opens its doors and welcomes its honorable guests to a distinct summer cinema experience in the heart of the captivating center of Athens. All-time classic favorites and Hollywood blockbusters show up on the big screen to entertain us on the nostalgic summer evenings in a romantic setting by the pool overlooking Lycabettus Hill and the city lights at nightfall.

Since taste plays a leading role in this scenario, Executive Chef Asterios Koustoudis has curated the absolute fingerfood set menu to pair with your drink while unwind at the relaxing lounge chairs. Handmade nachos, slow fermented pizza, Black Angus cheeseburger and caramelized popcorn with Madagascar vanilla and fleur de sel will transform every minute into a delectable and luxurious experience.

Book your seat in front of the big screen of **Pool Your Cinema** at [www.grandebretagnestore.com](http://www.grandebretagnestore.com)

Opening on Thursday, June 3rd with Hollywood's everlasting masterpiece **"Casablanca"**.

*Discover the menu->*



HOTEL  
GRANDE BRETAGNE  
ATHENS

THE  
LUXURY  
COLLECTION

### CONTACT DETAILS

#### HOTEL GRANDE BRETAGNE

**A:** Vasileos Georgiou A' 1, Athens, 105 64

**T:** +30 210 3330000

THURSDAY – FRIDAY – SATURDAY – SUNDAY

Arrival Time: 21.15 | Start Time: 21.30

**W:** [www.grandebretagnestore.com](http://www.grandebretagnestore.com)



## 14 REGIONAL AIRPORTS UPGRADED WITH ZARIFOPOULOS FIRE PROTECTION SYSTEMS WERE DELIVERED EARLY 2021 BY FRAPORT

**FRAPORT REGIONAL AIRPORTS OF GREECE** infrastructure development program was completed and the regional airports of Thessaloniki, Chania, Zakynthos, Kefalonia, Aktio, Skiathos, Mytilene, Kavala, Samos, Mykonos, Corfu, Rhodes, Santorini and Kos, were delivered at the beginning of 2021.

ZARIFOPOULOS SA, in collaboration with INTRAKAT - INTRACOM CONSTRUCTIONS SA, undertook the supply, installation, delivery in full operation and afterwards support of Inim Electronics, an Italian construction company, modern addressable Fire Detection systems in all 14 regional airports.

This investment project is considered as a milestone in the history of infrastructure development in Greece and a lever for strengthening both the economy of the country and the Greek tourism industry. Another project to be added to the already rich portfolio of ZARIFOPOULOS SA infrastructure projects!

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 - Fire Detection, CCTV and Building Energy Management Systems. It contributes to the construction of critical infrastructure, having participated in numerous projects of special requirements, such as major national roads and tunnels, railway stations, The Athens subway ATTIKO METRO, The subway METRO of Thessaloniki - in progress - airports, sea ports as well as energy production and waste management projects.



## GREECE-BASED MARINAIR CARGO SERVICES HAS ANNOUNCED IT HAS BECOME IATA ACCREDITED AGENT

'We're officially a proud IATA member and we couldn't be happier! Expansion of our vision and new opportunities are just around the corner.'

Pavlos Poutos, CEO, managing director, Marinair Cargo Services.

'Our global presence, with offices around the world, enables us to present to our clients the best possible routes with different transport means.'

Established in Greece in 2007, Marinair expanded to India, opening four branches in Mumbai, Chennai, Tirupur, Tuticorin in 2011. The company also has offices in Hong Kong, China and The Netherlands.

**Pavlos Poutos**

Managing Director – CEO,

**Marinair Cargo Services Ltd**



### CONTACT DETAILS

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من خلال تواجدها في العديد من البلدان عبر ثلاث قارات (في الشرق الأوسط ورابطة الدول المستقلة وأفريقيا وأوروبا)، أثبتت شركة أركيرودون (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 أركيرودون 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 أركيرودون 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 والأرصفة 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 أركيرودون لتوسيع نطاق خبرتها وتأثيرها في مجال الإنشاءات، فهي تطمح إلى مواصلة تنفيذ المشاريع المتطورة التي تضيف قيمة للعملاء، المجتمعات والأفراد.



## الغرفة العربية اليونانية للتجارة والتنمية

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

دعوة للمشاركة

"دليل الاعمال"

2022-2021

Call For  
Participation

ضمن أنشطة وفعاليات الغرفة العربية اليونانية لهذا العام وسيراً على نهجها في تقديم أفضل الخدمات للشركات والهيئات الأعضاء بالغرفة، يسرنا دعوة الاتحادات والغرف العربية التجارية والشركات والهيئات العربية للمشاركة في "دليل الاعمال" لعام 2022-2021، والذي سيصدر باللغة الإنجليزية في الربع الأخير من هذا العام.

يحتوي هذا الدليل على بيانات ومعلومات وطبيعة منتجات وخدمات الشركات والهيئات الأعضاء في الغرفة العربية اليونانية بقصد الترويج لها وبهدف تعزيز ميزان التبادل التجاري بين اليونان والعالم العربي وزيادة التدفقات الاستثمارية المتبادلة.

كما يحتوي هذا الدليل على ملف رئيسي مع أقسام أخرى وادخالات خاصة للاتحادات والغرف العربية التجارية التي ترغب في المشاركة ورعاية هذا الدليل ومن خلال ذلك الترويج عن بلادها أو عن الجوانب التي تراها مناسبة، وهذا الامتياز ينطبق أيضاً على الشركات والهيئات العربية.

يتميز هذا الدليل بالمعلومات التي يحتويها وفائدته لرجال الاعمال العرب ونظرائهم اليونانيين، هذا وسوف يصدر الدليل بطبعة متميزة وسيوزع مطبوعاً وإلكترونياً على كافة الاتحادات والغرف العربية التجارية للتعميم على رجال الاعمال الأعضاء فيها، كما ان نسخ مطبوعة منه سترسل الى السفارات والقنصليات اليونانية المعتمدة في الدول العربية، ويعمم إلكترونياً على كافة الهيئات الرسمية والغرف التجارية ومجتمع رجال الاعمال في اليونان.

يعد اصدار هذا الدليل إضافة أخرى لما تقدمه الغرفة العربية اليونانية من فعاليات متميزة ومن جودة في خدماتها تضيف الى سجلها الحافل كواحدة من أكثر الغرف المشتركة حضوراً وفعالية في اليونان، ولهذا فإن المساهمة في هذا الدليل له مردوده الإيجابي.

لمزيد من المعلومات حول الفوائد والمزايا للرعاة المشاركين في هذا الدليل، يرجى التواصل مع الغرفة

العربية يونانية على هذا البريد الإلكتروني: [chamber@arabgreekchamber.gr](mailto:chamber@arabgreekchamber.gr)

أو على هاتف الغرفة: +30 210 6711 210 / 6773 428 (ext.110)





## "برنامج و مسابقة رالي العرب لريادة الأعمال و الابتكار"

- يسر جامعة الدول العربية بالتعاون مع إتحاد الغرف العربية و الأكاديمية العربية للعلوم والتكنولوجيا و مكتب ترويج الإستثمار و التكنولوجيا التابع لمنظمة الامم المتحدة للتنمية الصناعية في البحرين و المركز العربي الدولي لريادة الاعمال و الإستثمار بمملكة البحرين وغرفة تجارة وصناعة البحرين عن تدشين النسخة الثانية من "برنامج و مسابقة رالي العرب لريادة الأعمال و الابتكار".
- ويفتح برنامج ومسابقة رالي العرب لريادة الأعمال و الابتكار الفرصة للملتحقين بالجامعات بالوطن العربي لتقديم و عرض مقترحات مشروعات ناشئة في قطاعات متعددة على سبيل المثال:
  - حلول لما بعد جائحة كورونا
  - التجارة والتراث
  - تكنولوجيا الجيل الرابع للثورة الصناعية
  - البرمجة والتطبيقات
  - الطاقة المتجددة
  - التكنولوجيا الذكية
- تتيح هذه المسابقة الفرصة للمشاركين في تطوير وتنمية المجتمع من خلال مشروعاتهم التكنولوجية المبتكرة القادرة على توليد قيمة مضافة في الإقتصاديات العربية و رفع مستوى الدخل الخاص بهم وفتح آفاق المستقبل أمامهم لكي يصبحوا أفراداً منتجين ومبدعين. كما سيحظى المشاركون في المسابقة بفرصة عرض مشروعاتهم أمام العديد من أصحاب الشركات العالمية والمستثمرين وذلك في إطار أعمال المنتدى العالمي الرابع لرواد الاعمال والإستثمار.
- يأتي تنظيم النسخة الثانية في ضوء النجاح الباهر والمشاركة الواسعة من الشباب العربي والإشادة التي حققتها النسخة الاولى على الصعد المحلية والعربية والدولية كافة.



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

## أهلاً بكم في عضوية الغرفة العربية اليونانية

أربعون عاماً انقضت منذ تأسيس الغرفة العربية اليونانية استطاعت خلالها أن تبرز كواحدة من أكثر الغرف الأجنبية المشتركة في اليونان حضوراً ونشاطاً، وأن تجذب إلى عضويتها كبار الشركات العاملة في اليونان والمئات من الشركات المتوسطة والصغيرة، وأن تسهم بدورها في زيادة التبادل التجاري والتدفقات الاستثمارية بين اليونان والعالم العربي وتعزيز التعاون العربي اليوناني في كافة المجالات.

تتميز فعاليات الغرفة العربية اليونانية بحضور مكثف ومشاركة فعالة من قبل رجال الأعمال في اليونان ونظرائهم من جميع الدول العربية، يعود هذا إلى ما تتناوله هذه الفعاليات من محاور وقطاعات للتداول والنقاش وبما تقوم به الغرفة العربية اليونانية من تنظيم في عقد اللقاءات الثنائية في كافة قطاعات العمل كجزء أساسي من هذه الفعاليات، كل ذلك أسهم في استمرارية الغرفة وتأكيد مكانتها في أوساط الغرف التجارية العاملة في اليونان.

يضاف إلى تميز الغرفة العربية اليونانية تواصلها المستمر مع الشركات الأعضاء وغير الأعضاء واتباع سياسة الباب المفتوح، مما وفر لها قاعدة بيانات وشبكة اتصالات واسعة تستفيد منها بالدرجة الأولى الشركات الأعضاء في الغرفة.

### امتيازات العضوية:

- المشاركة في فعاليات الغرفة من منتديات ومؤتمرات
- الترويج المجاني للشركات الأعضاء في مطبوعات الغرفة الدورية
- المشاركة في بعض لقاءات العمل الخاصة
- المشاركة في ورش العمل واللقاءات الثنائية التي تنظمها الغرفة
- لقاءات العمل عبر الإنترنت
- تزويد الشركات الأعضاء بالمعلومات المطلوبة من اليونان

### المجالات المشتركة للتعاون العربي اليوناني:

تعد اليونان أقرب الدول الأوروبية مسافة إلى العالم العربي، ولذلك كان التواصل قائماً منذ القدم ونطاق التعاون سهلاً في كثير من المجالات، وفي ظل الظروف الراهنة فإن التجارة مع اليونان لها مزاياها العديدة، فهي قد استطاعت أن تؤسس لنفسها سمعة تجاوزت حدودها في كثير من مجالات العمل، والقطاعات التي تميز اليونان بجودتها منها على سبيل الذكر ما أحرزته من تطور ملموس في الصناعات الغذائية ومواد البناء والطاقة المستدامة بأنواعها والتكنولوجيا، بالإضافة إلى سجل متميز لشركات الهندسة والإنشاءات اليونانية في انجاز العديد من المشاريع في العالم العربي، يضاف إلى ذلك التفوق التقليدي لليونان وريادتها في قطاعي الملاحة وصناعة الموانئ،

ولذلك استطاعت اليونان بجودة ما تنتجه أن تتنافس في كثير من الأسواق العالمية، يدل ذلك الزيادة المستمرة في ميزان صادراتها إلى الكثير من دول العالم . إن فرص الاستثمار رحيبة وفي أكثر من مجال، ويتفرد القطاع السياحي ببنية تحتية متكاملة تؤهله لأن يكون أكثر القطاعات الجاذبة للاستثمارات الخارجية، واليونان كما نعلم من أكثر الوجهات السياحية في العام، وتجذب الملايين من السواح بمختلف اهتماماتهم، منها التعرف على حضارتها العريقة ومنها التمتع بما تمتاز به من جمال الطبيعة في قرأها وجزرها ومدنها.

إن الخدمات التي نقدمها للشركات الأعضاء والتواصل المستمر معهم هو ما يميزنا ويضيف إلى قدرتنا في احداث الفرق المطلوب كعامل إيجابي في تعزيز التواصل بين القطاع الخاص في اليونان ونظيره في العالم العربي.

للمزيد من المعلومات الرجاء زيارة الموقع الإلكتروني الخاص بالغرفة أو الكتابة إلينا عن طريق البريد الإلكتروني أدناه:

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

e-mail: [chamber@arabgreekchamber.gr](mailto:chamber@arabgreekchamber.gr)

مركز  
التجارة  
في  
اليونان





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

[https://docs.google.com/forms/d/e/1FAIpQLScKj-byr4sOIDwXttGrW\\_4LN2Yc\\_IN2CbS\\_Mvh\\_n0uTDRxWxw/viewform?vc=0&c=0&w=1&flr=0](https://docs.google.com/forms/d/e/1FAIpQLScKj-byr4sOIDwXttGrW_4LN2Yc_IN2CbS_Mvh_n0uTDRxWxw/viewform?vc=0&c=0&w=1&flr=0)

مع تحيات

الغرفة العربية اليونانية للتجارة والتنمية



رشاد مبجر  
الأمين العام

## في وداع الجائحة!

لا يبدو في الأفق أو على الأقل على مدى السنتين القادمتين ان اثار جائحة (الكوفيد 19) التي عصفت باقتصاديات الكثير من الدول والمؤسسات الخاصة "ستحل عن سماننا"، وغرفنا العربية الأجنبية المشتركة لم تكن بمنأى عن الاثار السيئة جراء هذه الجائحة، فالكثير من غرفنا المشتركة تعرضت أوضاعها المالية لهزات وخسارات كبيرة، وهذا امر طبيعي ذلك ان النشاط الاقتصادي كان شبه مشلولاً. لهذا تداعى الأمناء العامين لتدارس أوضاع غرفهم للحد من هذه الخسائر، وخرجوا بدعوة الاتحادات والغرف العربية التجارية القادرة والشركات الأعضاء في هذه الغرف الى المساهمة في دعم هذه الغرف بما يُمكنها من تأكيد مكاناتها ويعينها على استمرار انشطتها وفعاليتها. ونود ان نرى مبادرات الدعم هذه تأخذ طريقها الى التطبيق الفعلي لتأكيد المعتقد القائم لدينا بصدق وامانة، "ان الغرف العربية الأجنبية المشتركة وما وصلت اليه من مستوى في الدول المضيفة يمثل نجاحاً مشرفاً للعمل العربي المشترك لم نرى له مثيلاً"، كما اننا في الوقت نفسه ننظر الى هذا الدعم كرسالة وفاء لرجال القطاع الخاص العربي مؤسسي هذه الغرف وروادها لما بذلوه من جهد في تأكيد مكانة هذه الغرف واستمراريتها في الدول المضيفة، (والدعوة في المساهمة مفتوحة لكل رجال القطاع الخاص العربي).

ونعود الان الى الشأن الداخلي للغرفة، منذ بداية هذا العام وحتى اصدار هذا العدد من مجلة الغرفة (MAN) كان لغرفتنا نصيبها الوافر في المبادرات، أولها عقد لقاء افتراضي خاص بين ممثلي الشركات الأعضاء في الغرفة بقصد التعارف وتوثيق العلاقة مع الغرفة وإبقاء قنوات التواصل قائمة بين الأعضاء أنفسهم لإمكانية التعاون فيما بينهم. جاء بعد ذلك لقاء افتراضي اخر من نوع اخر يتميز مشهود جمعنا فيه الجانبين اليوناني والسعودي "لقاء العمل السعودي - اليوناني" لاستكشاف سبل تعزيز ما هو قائم من تعاون بين بلدين يجمعهما تاريخاً طويلاً في التواصل وعلاقات الصداقة. المشهود في هذا اللقاء المشاركة الوزارية مع سفيرى البلدين ورئيس مجلس الغرف السعودية وحشد كبير من رجال الاعمال من الجانبين، كان ذلك في 3 مارس/اذار من هذا العام.

يوماً بعد يوم يتعزز نهجنا في المبادرة وتوسيع رقعة المشاركة العربية، ونذكر هذا بمناسبة اللقاء الافتراضي الثالث الذي شمل دول شمال افريقيا، الجزائر، مصر، ليبيا، المغرب وتونس هذا الجمع "لقاء العمل: اليونان - شمال افريقيا" الذي عُقد في 7 ابريل/نيسان الماضي، وحظى بمشاركة كبيرة وتفاعل حيوي بين المشاركين من الجانبين، مما يدل على تميز فعاليتنا، يُعزز هذا -للتأكيد ليس الا- ما يردنا من انطباعات إيجابية من المشاركين على المستويين الرسمي والخاص.

مع لقاءنا الافتراضي الرابع لهذا العام، يومي 15 و 16 يونيو/حزيران، تتسع مرة أخرى رقعة المشاركة العربية لتضم هذه المرة، البحرين، الكويت، عُمان، قطر، السعودية والامارات في جمع هو الأول من نوعه "اليونان - دول مجلس التعاون الخليجي" تحت شعار "رؤي مشتركة". يأتي هذا اللقاء منسجماً مع توجه اليونان ودول الخليج العربي في تعزيز كافة أوجه التعاون بينهم على نطاق واسع، ولعل التطورات الإقليمية الإيجابية قد أسهمت في هذا التوجه، وحان الوقت للخطوات الفعلية لزيادة التبادل التجاري والتدفقات الاستثمارية المتبادلة بين اليونان ودول الخليج العربي.

يتصدر هذا العدد مخطط معلومات وبيانات (Infographic) عن فعاليات الغرفة العربية اليونانية في اوج جائحة (الكوفيد 19) في العام الماضي 2020 والنصف الأول من هذا العام، لعل في هذه البيانات والمعلومات دلالة على مرونة القائمين على الغرفة وقدرة طاقمها على التكيف والعمل في ظروف تختلف عن الأوضاع المعتادة في أداء الاعمال.



## 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](http://www.arabhellenicchamber.gr) باللغة العربية وتعبئة استمارة المشاركة في هذه اللقاءات الثنائية الافتراضية وارسالها اليها 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 42  
يونيو 2021

## *Greece: Celebrating 200 years Of Independence*



*The Greek of 1821 (1855)  
by Georgios Fytalis (1830-1880)*

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