



MINISTRY FOR FOREIGN AFFAIRS  
EMBASSY OF GREECE IN ALGIERS  
OFFICE FOR ECONOMIC &  
COMMERCIAL AFFAIRS



**ECONOMY-TRADE  
WORKING TOGETHER**

# ON THE CROSSROADS OF THREE WORLDS: MEDITERRANEAN, ARAB, AFRICAN

- A Southern Mediterranean market with a population of approximately 44 million, between the European Union and developing African countries
- One of the most competitive economies in Africa and the third largest of the MENA region (Middle East and North Africa)
- Dominated by the oil and gas sector
- In the past two decades, the hydrocarbon boom has allowed Algeria to make advances in economic and human development
- BUT
- like other hydrocarbons-exporting countries, needs to shift toward a more diversified economy



# In this framework, Algerian government policies aim to:

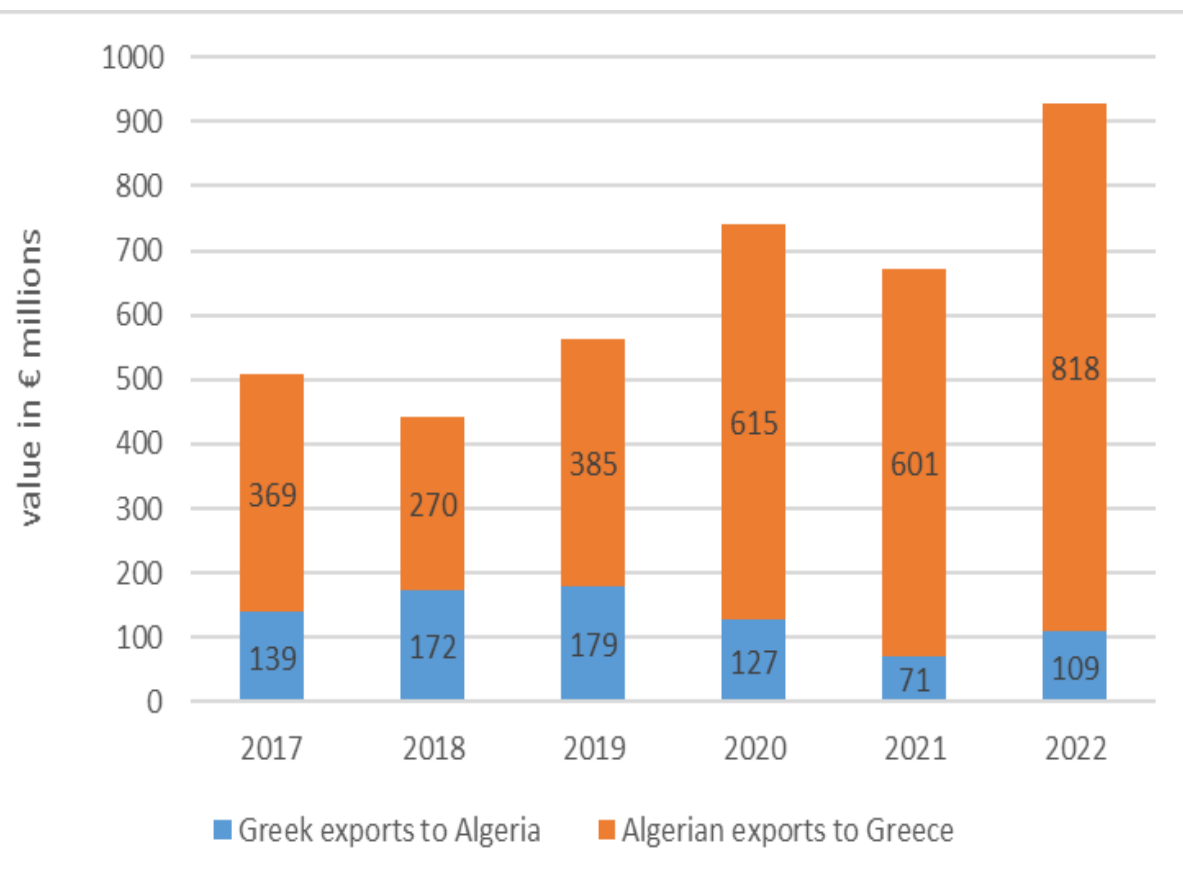
## **ATTRACTING FOREIGN INVESTMENTS**

- NEW INVESTMENT LAW
- MUCH FRIENDLIER TO FOREIGN INVESTORS

## **DEVELOPING AND PROMOTING LOCAL PRODUCTION**

- IMPORT SUBSTITUTION
- IMPORT RESTRICTIONS

# BILATERAL TRADE



Main Algerian exports to Greece:  
Liquefied natural gas, crude petroleum oils, jet fuel, anhydrous ammonia, liquefied propane, natural calcium phosphates

**Main Greek exports to Algeria:  
Petroleum bitumen, copper pipes, cotton, marble, tobacco**

# WE CAN DO BETTER!

- A middle-income country
- Cost effective labor, low cost energy
- Avid for technical know how and expertise
  
- Always in need of consumer products (food, clothing)
- Construction materials
- Intermediate goods

# BEST PROSPECTS

- TOURISM
- ENERGY-RENEWABLES
- ICT
- AGRICULTURE
- INFRASTRUCTURE PROJECTS

# KEEP IN MIND



- Choose the right partners
- Conduct a thorough market research
- Come and visit/participate to the international trade fairs in Algeria
- Algeria is a Mediterranean country, use your southern mentality
- Its market is a price sensitive one
- Promotional sales material and technical documentation in Arabic and in French
- Be sensitive and respectful to religious and cultural issues

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**THANK YOU**