



Infrastructure and reconstruction projects across the Arab World : Opportunity for Greek Involvement

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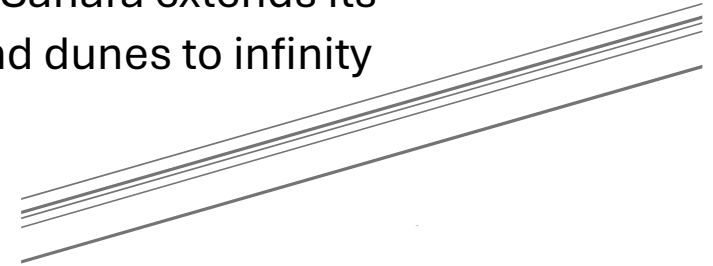
Video

1- Introducing Tunisia

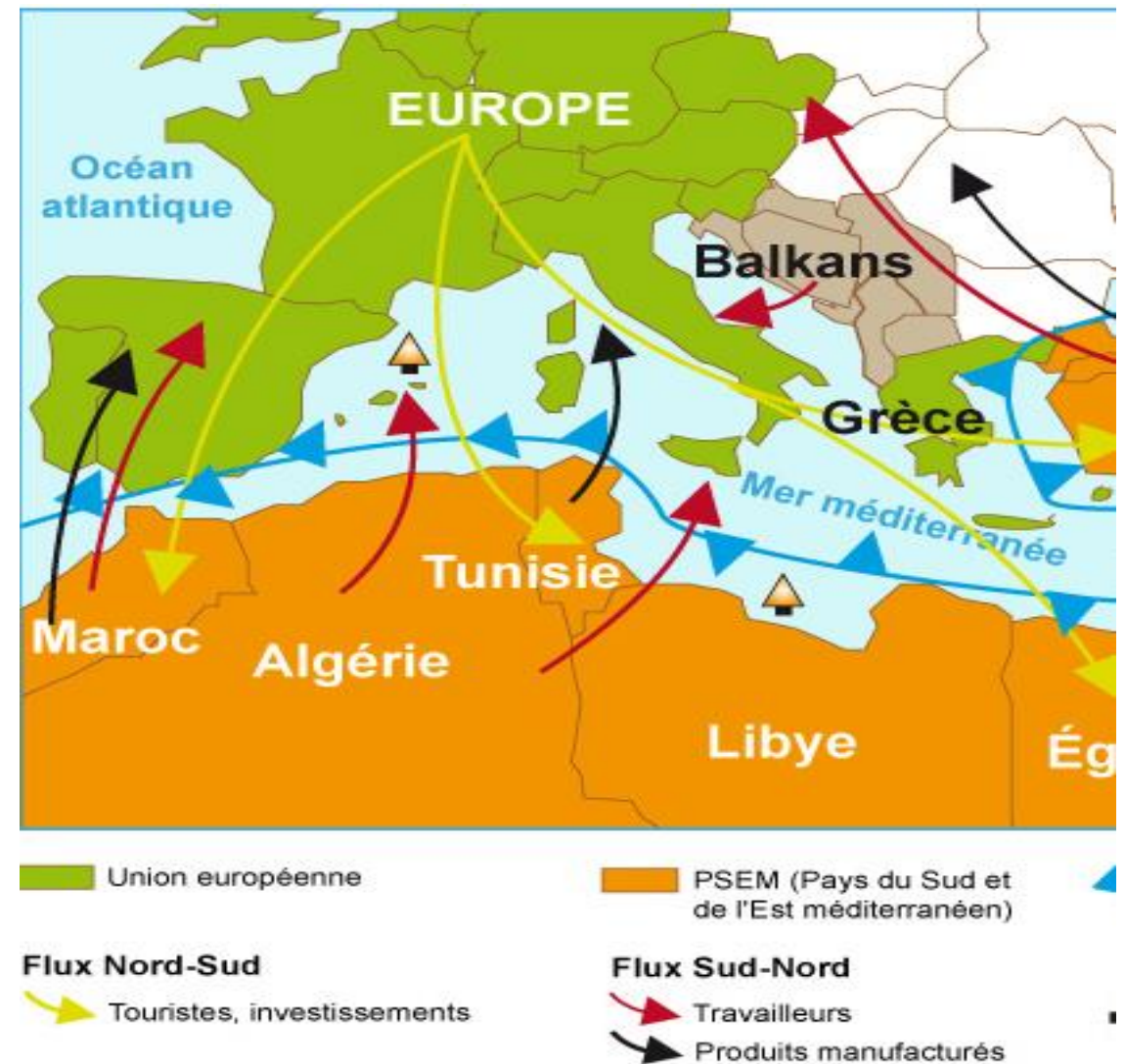
- A country rich in history and culture **3000 thousand** years of history
- A strategic geographical position at the heart of the Mediterranean 165,000 km² in area and 1,300 km of Mediterranean coastline
- A dynamic market with a young, educated population



In the north, the landscape is dominated by immense green plains and low plateaus; in the south, the Sahara extends its golden sand dunes to infinity



- Tunisia is much more than just a tourist destination. It's a country in the throes of change, combining tradition and modernity. Its privileged geographical position makes it a veritable bridge between Africa and Europe, offering access to vast markets."



2- Attractive features of Tunisia.

- In recent years, Tunisia's economy has experienced strong growth in the **mechanical, electrical and electronics industries**, which have reached an annual growth rate of 13%: 600 out of 1,000 companies have experienced foreign investment, and more than 400 are 100% exporters.

In fact, Tunisia is the leading industrial exporter to the EU from the southern Mediterranean.

- Tunisia was the first country in the southern Mediterranean to sign a free-trade agreement with the EU, and ratified in 2012, the Organisation for Economic Co-operation and Development (OECD) Declaration on International Investment and Multinational Enterprises.

3- International companies present in Tunisia

Tunisia has significant growth potential in several sectors, through a skilled workforce and competitive production costs:

1. Automotive sector

The automotive industry is one of the pillars of the Tunisian economy.

Lear Corporation, Yazaki, Somfy Protection Systems



2. Textile and clothing sector:

The textile and clothing sector is traditional in Tunisia.

Groupe Lacoste, Groupe Cofra, Groupe Textima



3. Electronic components sector

The electronic components sector is booming in Tunisia, thanks to investment by major international companies

TE Connectivity, Yazaki, STMicroelectronics, ZOLLNER ELECTRONICS NORTH, SUMITOMO ELECTRIC WIRING, MARQUANRT TUNISIE, ATEMS, ET VISTEON.



- **4- Food industry**

The agri-food sector is another key sector of the Tunisian economy. Several international companies are present in the country, particularly in the fields of agricultural product processing and beverage production.

Groupe Danone, Groupe Unilever, Groupe Savencia



- **5. Services sector**

The service sector is booming in Tunisia, with strong growth in activities linked to call centers, IT and engineering: **Accenture, Atos, Sopra Steria**

- **6- The Energy sector**

Tunisia's energy sector has undergone considerable development, attracting a number of international companies. These companies are attracted by the country's renewable energy potential, hydrocarbon resources and the opportunities offered by the energy transition.

- **Oil and Gas :** Major oil companies have carried out and are still carrying out exploration and production operations in Tunisia. These include **ENI (Italy), Ophir Energy (UK) and US companies** in oilfield services (drilling, logistics, etc.) are also present, including **Schlumberger and Halliburton**.
- **Renewable energies :**
 - **Photovoltaics :** Companies specializing in solar panel installation and photovoltaic project development are present in Tunisia, including **European and American companies , SCATEC et AEOLUS (Group Toyota Tsusho)**
 - **Wind power:** Wind power projects are currently under development, with the participation of international companies specializing in this field.
 - **Biomass:** The biomass sector, in particular the production of electricity from agricultural waste, is also attracting foreign investors.

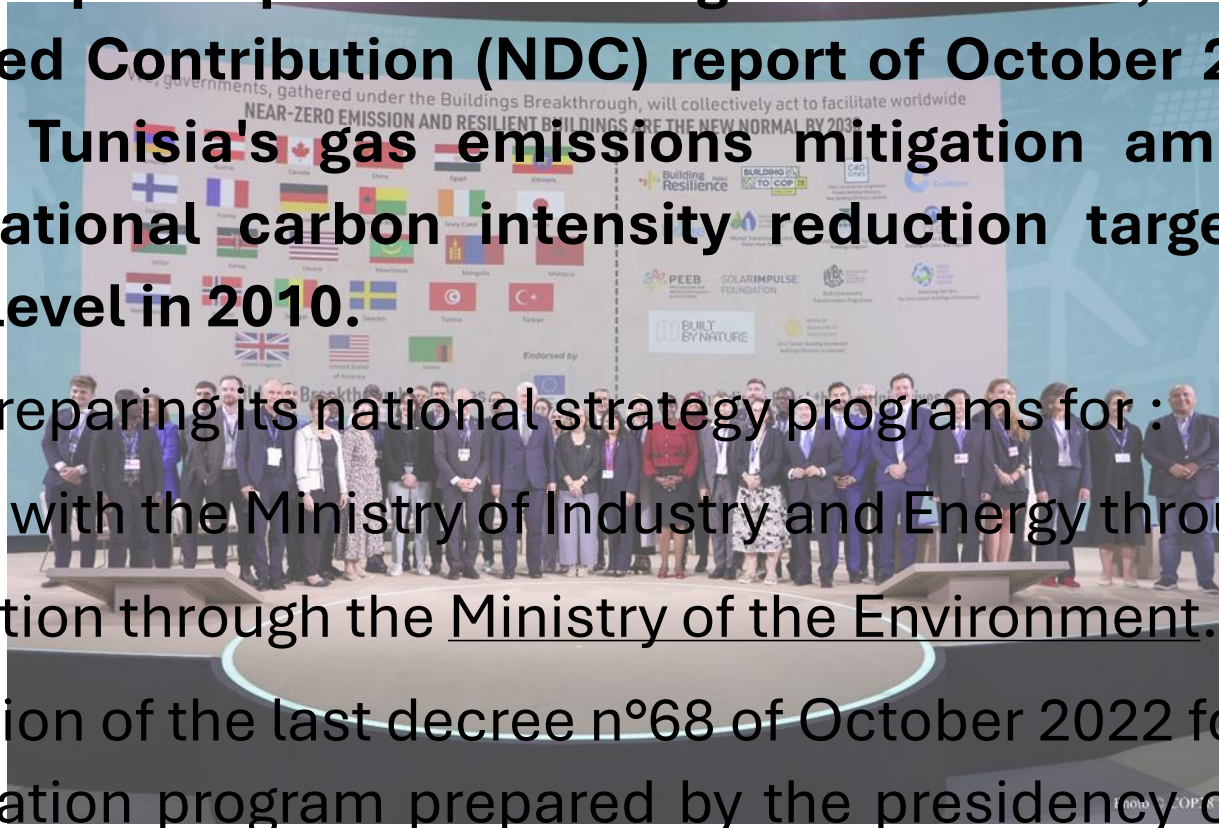
4-Signature of the Paris agreement by Tunisia and Strategies

In accordance with Tunisia's commitment to COP 21 (by signing the Paris Agreement) and its participation in Glasgow at COP26, and in line with the National Determined Contribution (NDC) report of October 2021 which provided for the raising of Tunisia's gas emissions mitigation ambitions, through an increase in the national carbon intensity reduction target to 45% by 2030, compared with its level in 2010.

Tunisia has begun preparing its national strategy programs for :

- Energy transition with the Ministry of Industry and Energy through ANME.
- Ecological Transition through the Ministry of the Environment.
- Then the publication of the last decree n°68 of October 2022 following the "INNOVI" innovation foundation program prepared by the presidency of the government for the integration of hubs and start-ups in public markets.

Tunisia's participation in COP 28 at the launch of the «Buildings Breakthrough»



Use of new construction processes

Bloc SOIB Moderne
Et Authentique
100% Naturel
Esthétique, Sain et Écologique



GEN BLOC



Event participation
14th and 15th
eco-construction and
innovation events on:
June 23 and 24, 2022
May 3 and 4, 2023
at UTICA



5- Big projects in Tunisia

Modern infrastructure is constantly evolving Tunisia has invested heavily in its infrastructure to facilitate trade and attract business. The road and rail network is constantly being improved, as are the ports and airports.

This enables companies to connect easily to local and international markets.



Enfidha Airport



RFR project



تدشين أول محطة طاقة شمسية عائمة في شمال إفريقيا والشرق الأوسط بتونس
تم تطوير محطة الطاقة الشمسية من قبل شركة "كبير" الفرنسية بدعم من "بيزنس فرانس تونس"، و قد تم تمويل هذه المحطة من خلال صندوق "FASEP : Fonds d'études et d'Aide au Secteur Privé" (FASEP : « Fonds d'études et d'Aide au Secteur Privé ») لإدارة العامة للخزينة الفرنسية.
تقع هذه المحطة الشمسية العائمة تحديدا في بحيرة تونس ، وتبلغ طاقتها 200 كيلوواط ، أي ما يعادل استهلاك 390 شخصا ، مما يسمح بتخفيض انبعاثات ثاني أكسيد الكربون بحوالي 120 طنا سنوياً.
وسيتم توصيلها وتشغيلها من طرف الشركة التونسية للكهرباء و الغاز.



floating solar power plant



Bizerte new bridge



An «energy bridge» between Italy and Tunisia, linking two major electrical systems: that of Europe and that of North Africa.

Achieved through the synergy and cooperation between **Terna and Steg**, the companies that **manage the electricity networks of both countries**, Will be the first direct current interconnection between the two continents.

A project that, thanks to the bidirectionality of flows, will bring important energy and environmental benefits. The power line will connect the Partanna station in Sicily to that of Mlaabi on the Tunisian peninsula of Cap Bon, over a

total length of approximately 220 kilometres (including approximately 200 km by submarine cable), with a capacity of 600 MW and a maximum depth of about 800 meters

V. La Tunisie, Carrefour Énergétique

A. La Tunisie, Pont entre l'Afrique et l'Europe

La Tunisie, pont entre les deux bassins de la Méditerranée, est connectée **énergétiquement** à l'Europe par le gazoduc **Transmed**. Cette connectivité sera renforcée par le câble électrique **Elmed**.



Figure 9 : Gazoduc Transmed



5- Big projects in Tunisia (under construction & planned)

<https://www.youtube.com/watch?v=9v2178dMCFo>

6- Coopération Internationale

Program title	Partner organization
Energy Efficiency in Buildings Program (PEEB)	French Development Agency (AFD).
Promoting thermal insulation (PROMO-ISOL)	
Renewable cooperation agreements, the most recent of which was signed on October 16, 2017 and targeted the following actions: Electric mobility, Local authorities, Development of an e-Learning platform on solar thermal energy, Development of energy management information	L'ADEME et l'ANME
Study of energy efficiency potential in the public sector	Financing agreement between ANME and KFW signed on May 3, 2016.
Scaling-up Renewable Energy and Energy Efficiency in the Tunisian Building Sector	Implementation contract between ANME and GIZ.
Strengthening the solar market in Tunisia -RMS	Execution contract between the Ministry of Industry, ANME and GIZ
Program to equip public buildings with self-generating photovoltaic systems (PV connected)	Loan contract and financing contract signed between the Ministry of Foreign Affairs and KFW

<p>(ACTE) (Alliance of Municipalities for Energy Transition)</p> <p>Objectives: This program aims to strengthen the capacities of Tunisian municipalities to contribute at their level to the national energy transition, through the exploitation of energy efficiency and the use of renewable energies</p>	<p>.</p>
<p>Mitigation enabling energy transition in the Mediterranean region. (Mitigation enabling energy transition in the Mediterranean region) -meet-MED-</p>	<p>ANME and MEDENER specific financing contract signed in 2018</p>
<p>Up-scaling Energy Efficiency in the residential and services sectors in the ArabRegion</p> <p>Objective: This project aims to substantially strengthen the capacity of ESCWA member states to improve and optimize energy efficiency in the building sector, and to accelerate energy efficiency programs in the existing stock of residential and non-residential buildings.</p>	<p>par Swedish International Development Cooperation Agency (SIDA) and financed by l'ESCWA.</p>

7- Why invest in Tunisia?



An attractive legal and tax framework

**Clear and stable investment
legislation**

**Competitive tax
incentives**

**Intellectual property
protection**

**the new Investment law
(effective April 1, 2017).**

grants investors a number of advantages and simplifies the authorization process. In addition to providing total freedom for foreign participation in the capital of off-shore companies, it allows free access to land ownership for investment purposes and the free transfer of funds abroad. Adopted in April 2019, the transversal law to improve the business climate has considerably facilitated administrative procedures.

NB : under some conditions, a total exemption from tax on profits, or even payment of the employer's contribution.

8- Tunisia's structural advantages

- Tunisia's favorable geographical location in the north of the African continent, at the gateway to Europe (**just 140 km away**) and at the center of Euro-Mediterranean logistics, makes it a gateway to several major markets.
- **Its infrastructure includes 9 international airports, 7 commercial ports, a road network of over 20,000 km and a rail network of over 2,000 km**
- **Tunisia's economy is one of the best performing in Africa.**
It has :
 - 157 industrial zones,
 - 15 cyber parks,
 - 10 technopoles
 - and 2 business parks (free trade zones).
- **Tunisia's workforce is particularly well qualified**, especially in the industrial sector, with **8 engineering schools and 36 sector-specific training centers** (including the CEMIA center of excellence for the aerospace industry). Tunisia ranks 2nd worldwide in terms of the number of post-graduates in science, engineering, industry and construction.
- **In 2018**, Tunisia took 1st place in North Africa for its attractiveness, innovation and entrepreneurial ecosystem, which is particularly strong in the aeronautics, automotive components and mechanical, electrical and electronics industries.



9- Economic exchanges between Greece and Tunisia

It can be based on a number of key sectors, taking advantage of the economic, geographic and cultural complementarities between the two countries. Here are a few particularly promising sectors for strengthening trade relations between the two nations :

1. Maritime industries and fishing

Greece, with its strong maritime industry, and Tunisia, with its strategic ports, can collaborate on projects related to maritime transport, port infrastructure and fishing. The two countries can also envisage partnerships in shipbuilding, port management and sailor training.

2. Renewable energies


Tunisia, with its sunshine and wind power potential, is looking to diversify its energy sources by developing renewable energies. Greece, which has made progress in this field, could share its expertise and invest in joint solar and wind energy production projects, particularly in southern Tunisia.

3. Technology and start-ups

The technology and start-up sectors are booming in both countries. Tunisia has a fast-growing technology sector, and Greece also has a dynamic entrepreneurial ecosystem. The two countries could collaborate in the fields of innovation, software development, artificial intelligence, and financial technologies (FinTech).

4. Infrastructure and construction

Greece, with its infrastructure expertise, could contribute to the modernization of Tunisia's infrastructure (roads, bridges, buildings, etc.). In addition, cooperation in real estate and urban infrastructure construction could be another avenue for exchange.

A close-up photograph of several hands of different skin tones working together to assemble a colorful jigsaw puzzle. The puzzle pieces are in shades of orange, red, green, and white. The background is blurred, showing more hands and puzzle pieces.

**Investing in Tunisia
means
investing in the future**





THANK YOU

الجمهورية التونسية



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