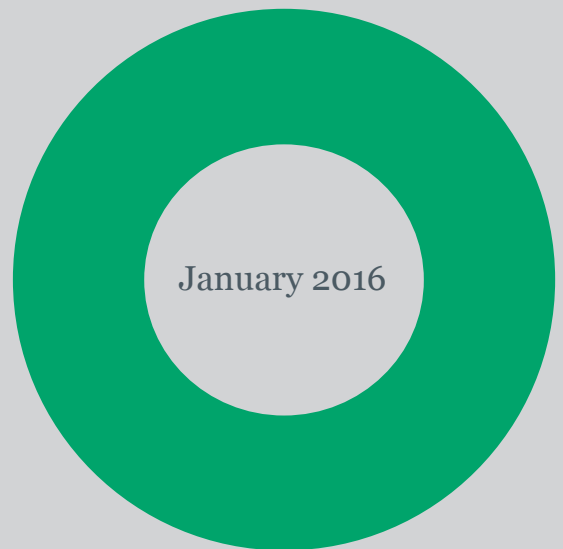
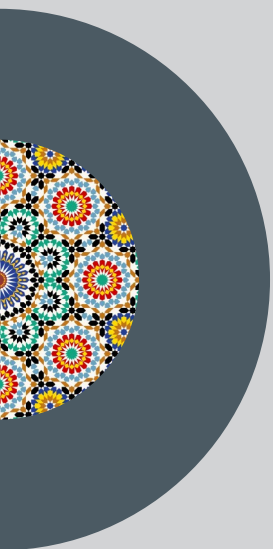


INTERNATIONAL SERVICE CATALOGUE

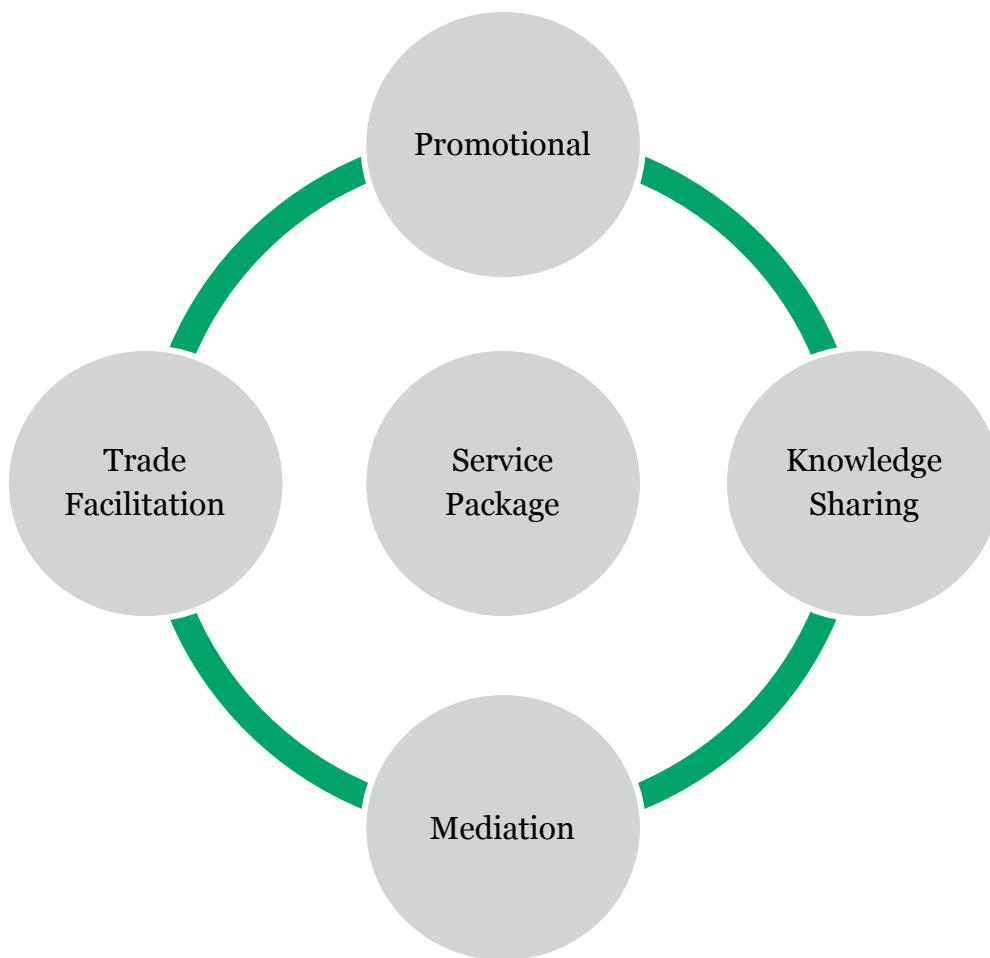


This catalogue serves as a guiding tool for interested – potential and current – companies and business people considering partnerships in the MENA region. It builds on the members of the Arab-EU Business Facilitation Network and the services offered by each member organization when it comes to assisting foreign companies entering the region.



The MENA region faces sustained and higher economic growth than high income countries, although the MENA economies since 2009 have been exposed to repeated external and internal shocks as a result of the global financial crises, increasing youth unemployment rate, low female labour force and, most importantly, the "Arab transitions". A vital part of the continuous economic growth has been the realization of the importance of attracting foreign investment in a structured way.

This guide provides a brief overview of the AE-Network, its participating Business membership Organisations (BMOs), and the varying services, which are primarily aimed at facilitating foreign investment, attracting partnerships, and thereby abetting foreign companies to enter the region. The services offered by the members are highly associated:



THE AE-NETWORK

The Arab-EU Business Facilitation Network, founded in 2010, is an alliance of 15 leading Business Membership Organisations (BMOs) and Chambers of Commerce from the MENA region whose purpose is to enhance the general business environment in and between the MENA region and the EU.

The participating organisations have signed a Memorandum of Understanding to tactically cooperate and promote relevant policy issues, ease of trade facilitation, encourage B2B and sharing of information.

In 2015, a regional permanent secretariat was established in Amman, Jordan, hosted by the Jordanian partner, Jordan Chamber of Industry. The secretariat secures that the many activities of the network are implemented smoothly and is a first point of contact for information on the network and its members.

What We Offer

The AE-Network strives to improve the business environment in the MENA region by acting as a catalyst of trade within the MENA region and between the MENA and the EU.

As a platform between leading business organizations across the region, the AE-network facilitates sharing of information, contacts, service offers, and policies. Each year the network gathers several times in its working group meetings and furthermore participates in relevant exhibitions and events.

Building on data collected from members during working group meetings the network disseminates benchmarking reports, best practices guides, and relevant information which act as common services to all members within the network.

The AE Network Services Catalogue provides an overview of the services offered by each member organization when it comes to assisting foreign companies enter the region.

The services given below are offered by all AE-Network members. They are divided into four main categories:



Mediation Services The business organisation acts as a mediator to assist its companies



Trade Facilitation Services the business organisation provides trade services to facilitate the exchange process



Knowledge Sharing Services the business organisation offers services like data collection and analysis, and organisation of events



Promotional Services the business organisations support members in organising conferences and forums to promote themselves to foreign investors

Services

Mediation Services

B2C services to help members market their products

B2B services to help members/ investors connect with each other

B2G services to connect members with important regulators and policy makers

Matchmaking services between members and investors

Trade Facilitation Services

Consulting Services

Business delegation organization

Investment and exporting opportunities promotion

Knowledge Sharing Services

Data Collection and analysis

Support events, conferences and seminars

Promotion of business opportunities

Promotional Services

Establish joint business councils to promote businesses abroad

Create Investment and Export opportunities

Arranges exhibitions inside and outside the country

Mediation Services

Description	Country	Member Organization	Cost / USD
Matchmaking Services between members and investors	Algeria	Forum des Chefs des Entreprises	Free
	Libya	Libyan Businessmen Council	Free
	Palestine	Federation of Palestinian chambers of Commerce, Industry and Agriculture	Free
	Tunisia	Union Tunisienne de l`Industrie Du Commerce at de l`Atisanat (UTICA)	Free
	Egypt	Federation of Egyptian Industries	Free
	*Lebanon	Association of Lebanese Industrialists	*
	Sharjah	Sharjah Chamber of Commerce and Industry	Free •

Algeria	Forum des Chefs des Entreprises	Free
Sharjah	Sharjah Chamber of Commerce and Industry	Free •
Palestine	Federation of Palestinian chambers of Commerce, Industry and Agriculture	Free
Jordan	Jordan Chamber of Industry	Free
Tunisia	Union Tunisienne de l`Industrie Du Commerce at de l`Atisanat (UTICA)	Free
GCC	Federation of GCC Chambers	Free
Morocco	Confederation Generale des Entreprises du Maroc	\$1500
*Lebanon	Association of Lebanese Industrialists	*

Mediation Services

B2B services to help members / investors connect with each other	Algeria	Forum des Chefs des Entreprises	Free
	Libya	Libyan Businessmen Council	Free
	Palestine	Federation of Palestinian chambers of Commerce, Industry and Agriculture	1000-2000
	Jordan	Jordan Chamber of Industry	Free
	Tunisia	Union Tunisienne de l'Industrie Du Commerce et de l'Atisanat (UTICA)	Free
	GCC	Federation of GCC Chambers	Free
	Morocco	Confederation Generale des Entreprises du Maroc	\$1500
	Oman	Oman Chamber of Industry and Commerce	One month- \$1000 Two months- \$1300 Three months- \$3000 Chamber's logo- \$1500 Chamber's letter-head -\$500
	Saudi	Federation of Saudi Chambers	Free
	*Lebanon	Association of Lebanese Industrialists	*
	Sharjah	Sharjah Chamber of Commerce and Industry	Free •

Mediation Services

B2G services to connect members with important regulators and policy makers	Algeria	Forum des Chefs des Enterprises	Free
	Libya	Libyan Businessmen Council	Free
	Palestine	Federation of Palestinian chambers of Commerce, Industry and Agriculture	Free
	Jordan	Jordan Chamber of Industry	Free
	Tunisia	Union Tunisienne de l'Industrie Du Commerce at de l'Atisanat (UTICA)	Free
	GCC	Federation of GCC Chambers	Free
	*Lebanon	Association of Lebanese Industrialists	*
	Sharjah	Sharjah Chamber of Commerce and Industry	Free •
Engage in joint business councils	Algeria	Forum des Chefs des Enterprises	Free
	Libya	Libyan Businessmen Council	Free
	Palestine	Federation of Palestinian chambers of Commerce, Industry and Agriculture	Free
	Jordan	Jordan Chamber of Industry	Free
	Tunisia	Union Tunisienne de l'Industrie Du Commerce at de l'Atisanat (UTICA)	Free
	*Lebanon	Association of Lebanese Industrialists	*
	Sharjah	Sharjah Chamber of Commerce and Industry	Free •
Create product Catalogues for member businesses	Jordan	Jordan Chamber of Industry	Free
	Tunisia	Union Tunisienne de l'Industrie Du Commerce at de l'Atisanat (UTICA)	Free
	Oman	Oman Chamber of Industry and Commerce	One month-\$1000 Two months-\$1300 Three months-\$3000 Chamber's logo-\$1500 Chamber's letter-head -\$500
	*Lebanon	Association of Lebanese Industrialists	*
	Sharjah	Sharjah Chamber of Commerce and Industry	Free •

Trade Facilitation Services

Description	Country	Member Organization	Cost / USD
Organize the logistics of business meetings with potential investors	Algeria	Forum des Chefs des Entreprises	Free
	Libya	Libyan Businessmen Council	Free
	Palestine	Federation of Palestinian chambers of Commerce, Industry and Agriculture	Free
	Tunisia	Union Tunisienne de l` Industrie Du Commerce at de l` Atisanat (UTICA)	Free
	Egypt	Federation of Egyptian Industries	Service turnaround is about 10 days, and at a rate of \$1000 per day
	*Lebanon	Association of Lebanese Industrialists	*
	Sharjah	Sharjah Chamber of Commerce and Industry	Free •

Review and evaluate potential investors and recommend potential partners	Algeria	Forum des Chefs des Entreprises	Free
	Libya	Libyan Businessmen Council	Based on the services and third party services provider
	Tunisia	Union Tunisienne de l` Industrie Du Commerce at de l` Atisanat (UTICA)	Free
	Egypt	Federation of Egyptian Industries	Service turnaround is about 10 days, and at a rate of \$1000 per day
	*Lebanon	Association of Lebanese Industrialists	*
	Sharjah	Sharjah Chamber of Commerce and Industry	Free •

Trade Facilitation Services

Consulting services	Algeria	Forum des Chefs des Entreprises	Free
	Libya	Libyan Businessmen Council	Based on the services and third party services provider
	Palestine	Federation of Palestinian chambers of Commerce, Industry and Agriculture	Free
	Jordan	Jordan Chamber of Industry	Free
	Tunisia	Union Tunisienne de l` Industrie Du Commerce at de l` Atisanat (UTICA)	Free
	GCC	Federation of GCC Chambers	Free
	*Lebanon	Association of Lebanese Industrialists	*
	Sharjah	Sharjah Chamber of Commerce and Industry	Free •

Organizes business delegations	Algeria	Forum des Chefs des Entreprises	Free
	Libya	Libyan Businessmen Council	Based on the services and third party services provider
	Palestine	Federation of Palestinian chambers of Commerce, Industry and Agriculture	\$1000 - \$2500
	Jordan	Jordan Chamber of Industry	Free
	Tunisia	Union Tunisienne de l` Industrie Du Commerce at de l` Atisanat (UTICA)	Free
	*Lebanon	Association of Lebanese Industrialists	*
	Sharjah	Sharjah Chamber of Commerce and Industry	Free •

Trade Facilitation Services

Visa Facilitation	Algeria	Forum des Chefs des Entreprises	Free
	Libya	Libyan Businessmen Council	130\$/ Month
	Jordan	Jordan Chamber of Industry	Free
	Tunisia	Union Tunisienne de l'Industrie Du Commerce at de l'Atisanat (UTICA)	Free
	Morocco	Confederation Generale des Entreprises du Maroc	Free
	Oman	Oman Chamber of Industry and Commerce	Free
	Saudi	Federation of Saudi Chambers	Free
	*Lebanon	Association of Lebanese Industrialists	*
	Sharjah	Sharjah Chamber of Commerce and Industry	Free •

	Palestine	Federation of Palestinian chambers of Commerce, Industry and Agriculture	Free
	Libya	Libyan Businessmen Council	Based on board members evaluation
Aids foreign investors with VIP tracks for trade facilitation	Tunisia	Union Tunisienne de l'Industrie Du Commerce at de l'Atisanat (UTICA)	Free
	Oman	Oman Chamber of Industry and Commerce	Free
	Sharjah	Sharjah Chamber of Commerce and Industry	Free •
	*Lebanon	Association of Lebanese Industrialists	*

Trade Facilitation Services

Assistance of foreign investors inside the country	Palestine	Federation of Palestinian chambers of Commerce, Industry and Agriculture	Free
	Libya	Libyan Businessmen Council	Based on the services and third party services provider
	Jordan	Jordan Chamber of Industry	Free
	Tunisia	Union Tunisienne de l`Industrie Du Commerce at de l`Atisanat (UTICA)	Free
	*Lebanon	Association of Lebanese Industrialists	*
	Sharjah	Sharjah Chamber of Commerce and Industry	Free •

Promote investment and exporting opportunities	Algeria	Forum des Chefs des Enterprises	Free
	Libya	Libyan Businessmen Council	Based on the services and third party services provider
	Palestine	Federation of Palestinian chambers of Commerce, Industry and Agriculture	Free
	Jordan	Jordan Chamber of Industry	Free
	Tunisia	Union Tunisienne de l`Industrie Du Commerce at de l`Atisanat (UTICA)	Free
	*Lebanon	Association of Lebanese Industrialists	*
	Sharjah	Sharjah Chamber of Commerce and Industry	Free •

Description	Country	Member Organization	Cost / USD
Members' directory for potential investors	Algeria	Forum des Chefs des Entreprises	Free
	Libya	Libyan Businessmen Council	Under progress
	Jordan	Jordan Chamber of Industry	Free
	Tunisia	Union Tunisienne de l'Industrie Du Commerce at de l'Atisanat (UTICA)	Free
	*Lebanon	Association of Lebanese Industrialists	*
	Sharjah	Sharjah Chamber of Commerce and Industry	Free •
Data collection and analysis	Algeria	Forum des Chefs des Entreprises	Free
	Palestine	Federation of Palestinian chambers of Commerce, Industry and Agriculture	Free
	Jordan	Jordan Chamber of Industry	Free
	Tunisia	Union Tunisienne de l'Industrie Du Commerce at de l'Atisanat (UTICA)	Free
	*Lebanon	Association of Lebanese Industrialists	*
	Sharjah	Sharjah Chamber of Commerce and Industry	Free •
Market survey and research to give companies information about the current market conditions	Algeria	Forum des Chefs des Entreprises	Free
	Libya	Libyan Businessmen Council	Under Progress
	Jordan	Jordan Chamber of Industry	Free
	Egypt	Federation of Egyptian Industries	Free
	Saudi	Federation of Saudi Chambers	Free
	Sharjah	Sharjah Chamber of Commerce and Industry	Free •
	*Lebanon	Association of Lebanese Industrialists	*

Online Platforms	Algeria	Forum des Chefs des Entreprises	Less than \$50 per year
	GCC	Federation of GCC Chambers	Free
	*Lebanon	Association of Lebanese Industrialists	*
Promotion of business opportunities	Sharjah	Sharjah Chamber of Commerce and Industry	Free •
	Algeria	Forum des Chefs des Entreprises	Free
	Libya	Libyan Businessmen Council	Free
	Palestine	Federation of Palestinian chambers of Commerce, Industry and Agriculture	Free
	Jordan	Jordan Chamber of Industry	Free
	Tunisia	Union Tunisienne de l'Industrie Du Commerce at de l'Atisanat (UTICA)	Free
	*Lebanon	Association of Lebanese Industrialists	*
Technical support to initiate and implement Sustainable Development programs	Sharjah	Sharjah Chamber of commerce and Industry	Free •
	Palestine	Federation of Palestinian chambers of Commerce, Industry and Agriculture	Free
	*Lebanon	Association of Lebanese Industrialists	*
Facilitate the Adoption technologies and best practices	Sharjah	Sharjah Chamber of Commerce and Industry	Free •
	Algeria	Forum des Chefs des Entreprises	Free
	Jordan	Jordan Chamber of Industry	Free
	Tunisia	Union Tunisienne de l'Industrie Du Commerce at de l'Atisanat (UTICA)	Free
	*Lebanon	Association of Lebanese Industrialists	*

Knowledge Sharing Services

Capacity building	Algeria	Forum des Chefs des Entreprises	Depends on the case
	Jordan	Jordan Chamber of Industry	Free
	*Lebanon	Association of Lebanese Industrialists	*
Support events, conferences and seminars	Sharjah	Sharjah Chamber of Commerce and Industry	Free
	Algeria	Forum des Chefs des Entreprises	Free
	Libya	Libyan Businessmen Council	Based on Board members' evaluation
	Palestine	Federation of Palestinian chambers of Commerce, Industry and Agriculture	Free
	Jordan	Jordan Chamber of Industry	Free
	Tunisia	Union Tunisienne de l'Industrie Du Commerce et de l'Atisanat (UTICA)	Free
	*Lebanon	Association of Lebanese Industrialists	*
Business advocacy for trade agreements	Sharjah	Sharjah Chamber of Commerce and Industry	Free •
	Palestine	Federation of Palestinian chambers of Commerce, Industry and Agriculture	Free
	Algeria	Forum des Chefs des Entreprises	Free
	Libya	Libyan Businessmen Council	Free
	Jordan	Jordan Chamber of Industry	Free
	Tunisia	Union Tunisienne de l'Industrie Du Commerce et de l'Atisanat (UTICA)	Free
	*Lebanon	Association of Lebanese Industrialists	*
Provides up-to-date market policy and information to ease the transition of foreign investment	Sharjah	Sharjah Chamber of Commerce and Industry	Free •
	Morocco	Confederation Generale des Entreprises du Maroc	Free
	*Lebanon	Association of Lebanese Industrialists	*

Promotional Services

Description	Country	Member Organization	Cost / USD
Arranges exhibitions inside and outside the country	Algeria	Forum des Chefs des Enterprises	Depends on the case
	Libya	Libyan Businessmen Council	Based on Board members evaluation
	Palestine	Federation of Palestinian chambers of Commerce, Industry and Agriculture	1500-3500
	Oman	Oman Chamber of Industry and Commerce	One month- \$1000 Two months- \$1300 Three months- \$3000 Chamber's logo- \$1500 Chamber's letter-head -\$500
	*Lebanon	Association of Lebanese Industrialists	*
	Sharjah	Sharjah Chamber of Commerce and Industry	Free •

	Algeria	Forum des Chefs des Enterprises	Free
Support members in organizing conferences and forums to promote themselves to foreign investors	Libya	Libyan Businessmen Council	Based on the services and third party services provider
	Tunisia	Union Tunisienne de l`Industrie Du Commerce at de l`Atisanat (UTICA)	Free
	*Lebanon	Association of Lebanese Industrialists	*
	Sharjah	Sharjah Chamber of Commerce and Industry	Free •

Promotional Services

Establish joint business councils to promote businesses abroad	Algeria	Forum des Chefs des Entreprises	Depends on the case
	Libya	Libyan Businessmen Council	Free
	Palestine	Federation of Palestinian chambers of Commerce, Industry and Agriculture	Free
	Tunisia	Union Tunisienne de l'Industrie Du Commerce et de l'Atisanat (UTICA)	Free
	*Lebanon	Association of Lebanese Industrialists	*
	Sharjah	Sharjah Chamber of Commerce and Industry	Free •

Partner search services	Algeria	Forum des Chefs des Entreprises	Depends on the case
	Libya	Libyan Businessmen Council	Based on the services and third party services provider
	Tunisia	Union Tunisienne de l'Industrie Du Commerce et de l'Atisanat (UTICA)	Free
	*Lebanon	Association of Lebanese Industrialists	*
	Sharjah	Sharjah Chamber of Commerce and Industry	Free •

Create investment and Export opportunities	Algeria	Forum des Chefs des Entreprises	Free
	Tunisia	Union Tunisienne de l'Industrie Du Commerce et de l'Atisanat (UTICA)	Free
	*Lebanon	Association of Lebanese Industrialists	*
	Sharjah	Sharjah Chamber of Commerce and Industry	Free •

* In collaboration with the Chamber of Commerce, Industry and Agriculture of Beirut and Mount Lebanon, and prices for each service will be quoted on case to case basis as per every request they receive

• Fees may be applicable on certain cases

FOUNDING ORGANISATIONS

The AE-Network consists of leading BMOS representing countries in the Middle East and North Africa, those who value the importance of sustainable economic growth, dedication to improving trade facilitation, and reduction of barriers, to help the private sector compete and thrive in today's global economy:

FGCCC www.english.globalarabnetwork.com
The Federation of GCC Chambers (FGCCC)

ALGERIA www.fce.dz
Forum des Chefs des Entreprises (FCE)

BAHRAIN www.bcci.bh
Bahrain Chamber of Commerce and Industry (BCCI)

EGYPT www.fei.org.eg
Federation of Egyptian Industries (FEI)

JORDAN www.jci.org.jo
Jordan Chamber of Industry

KUWAIT www.kuwaitchamber.org.kw
Kuwait Chamber of Commerce and Industry (KCCI)

LEBANON www.ali.org.lb
Association of Lebanese Industrialists (ALI)

LIBYA www.lybc.org
Libyan Businessmen Council (LBC)

MOROCCO www.egem.ma
Confédération Générale des Entreprises du Maroc (CGEM)

OMAN www.chamberoman.com
Oman Chambers of Commerce and Industry (OCCI)

PALESTINE www.pal-chambers.org
Federation of Palestinian chambers of Commerce, Industry and Agriculture (FPCCIA)

SAUDI ARABIA www.csc.org.sa
Council of Saudi Chambers (CSC)

SYRIA www.dci-syria.org
Damascus Chamber of Industry (DCI)

TUNISIA www.utica.org.tn
Union Tunisienne de l'Industrie, du Commerce et de l'Artisanat (UTICA)

UNITED ARAB EMIRATES www.iccuae.com
Federation of UAE Chamber of Commerce and Industry (FCCI UAE)

QATAR www.qatarchamber.com
Qatar Chamber of Commerce and Industry (QCCI)

DENMARK www.di.dk
Confederation of Danish Industry (DI)

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