



FEDERATION  
OF INDUSTRIES  
OF GREECE



Confederation of Indian Industry

## **Memorandum of Understanding**

### **Federation of Industries of Greece (SBE) and Confederation of Indian Industry (CII)**

This Memorandum of Understanding is signed between the Confederation of Indian Industry (CII) and the Federation of Industries of Greece (SBE), hereafter referred to as "parties".

The Confederation of Indian Industry (CII), is a society registered under the Societies Registration Act, 1860, of India. It is a not-for-profit and industry managed organisation, having its Central Office at The Mantosh Sondhi Centre, 23, Institutional Area, Lodhi Road, 110003 New Delhi. It works to create and sustain an environment conducive to the development of India, partnering industry, Government, and civil society, through advisory and consultative processes. CII is a non-government, not-for-profit, industry-led and industry-managed organization, playing a proactive role in India's development process. Founded in 1895, India's premier business association has over 9000 members, from private as well as public sectors, including SMEs and MNCs, and an indirect membership of over 300,000 enterprises from around 276 national and regional sectoral industry bodies. CII charts change by working closely with Government on policy issues, interfacing with thought leaders, and enhancing efficiency, competitiveness and business opportunities for industry through a range of specialized services and strategic global linkages. With 66 offices, including 9 Centers of Excellence in India, and 10 overseas offices in Australia, China, Egypt, France, Germany, Iran, Singapore, South Africa, UK, and USA, as well as institutional partnerships with 355 counterpart organizations in 126 countries, CII serves as a reference point for Indian industry and the international business community.

SBE was established in 1915 as the Federation of Industries of Northern Greece and since then it has been active in promoting not only industrial development, but also economic and social progress in Northern Greece. Recently, our Federation has become one of the Social Partners, according to the relevant national legislation. On 25<sup>th</sup> January 2019 at the General Assembly, the Members of our Federation decided to change the name to the Federation of Industries of Greece. The total number of members of our Federation is 497 from different sectors. SBE is a member of the European Centre of Employers and Enterprises providing public services and services of general interest (CEEP), as well as a member of the Network of Greek Professional Organizations in SE Europe. Since 1987, SBE has been a member of the Enterprise Europe Network (EEN), which helps businesses innovate and grow on an international scale. It is the world's largest support network for Small and Medium-sized Enterprises (SMEs) with international ambitions. SBE issues a number of publications and provides information to its members on various topics related to industrial, economic and social development. It also provides advice on legal issues, labor relations, EU financial incentives, as well as on penetrating foreign markets and performing international business. The Federation is represented in Ministries, local

authorities, banks and state agencies, and it participates in expert working groups on national legislation and Strategic Action Planning. SBE is the main organizer of the "Thessaloniki Summit", which is an annual conference on Southeastern Co-operation in Europe.

Both the CII and SBE agree to strengthen economic and trade ties between India and Greece. Both the parties have agreed to enter into a co-operation agreement, based on equality and mutual benefit to each other.

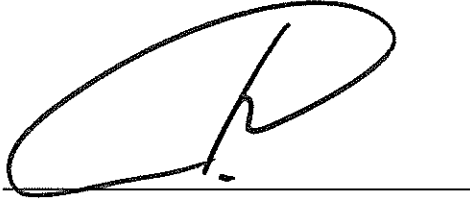
After discussion, CII and SBE agree to co-operate as follows:

1. Maintain frequent and regular contact with each other for mutual exchange of non-confidential economic and trade information and disseminate such information, as far as possible, to their respective industries, including Small and Medium-sized Enterprises (SMEs), about business interests expressed by the Greek and Indian enterprises.
2. Suggest and recommend partners for economic and trade co-operation and explore opportunities for business between members of both parties.
3. Organize investment fact-finding and business development missions and provide each other with necessary support in terms of organizing Conferences, Round Tables, Road Shows and other activities.
4. Both CII and SBE, within the limits of their competence, will aspire to make coordinated efforts in solving and eliminating the obstacles standing in the way of companies, being the members of their industry associations in the fields of taxation, customs procedures, visas, regulation of mechanisms of mutual payments, transport etc.
5. Both the parties agree not to publish any press release concerning their joint activities without prior consent and agreement of each party as to the content of such a document.
6. This memorandum shall come into force with effect from today and will be valid unless either of the parties gives to the other side a three months' written notice of termination. In case of termination of this MoU, neither party shall be liable to pay any compensation under any situation or for any case and incident whatsoever.
7. The terms of co-operation of this Memorandum are subject to resources at the parties' disposal and to the availability of funds and time of both parties. Unless otherwise specifically agreed to in writing by the parties, each party will cover the respective costs of carrying out the obligations under this MoU. Each party is responsible for its own taxes and compliances corresponding to the deliverables envisaged herein and shall not hold the other party responsible for such taxes and compliances.
8. This is merely a broad understanding between the parties in order to further the common intention for accomplishing the aforementioned objectives. In future, if the parties intend to enter into any financial arrangement, the legal rights and commercial obligations of the parties as applicable shall be delineated through separate documents on a case-by-case basis. Taxes, if any, will be charged extra


and withholding tax, if any, will be deducted by the respective party on any financial transaction as per applicable laws.

We agree to the above articles.

This MoU is signed on Saturday, 7<sup>th</sup> of September at Thessaloniki, Greece.

A large, stylized handwritten signature in black ink, consisting of a large loop and a vertical stroke, positioned above a horizontal line.

**Athanasios Savvakis**  
**President**  
**Federation of Industries of Greece**

A handwritten signature in black ink, appearing to read 'R. Dinesh', positioned above a horizontal line.

**Dinesh Ramachandran**  
**Chairman, CII Institute of Logistics**  
**Advisory Council, and CII National**  
**Committee on Shipping & Logistics**