



AGENDA

WORKSHOP FOR GREEK ENTERPRISES REGIONAL INTEGRATION AND OUTWARD-ORIENTED BUSINESS DEVELOPMENT

ATHENS, GREECE

*Tuesday 20th November 2012
09.30am – 17.00pm*

Venue: Athenaeum InterContinental Hotel

09.30 Registration / refreshments

10.00-11.10 **CHALLENGES FOR OUTWARD-ORIENTED BUSINESS DEVELOPMENT**

Opening statement by Minister Kostas Hatzidakis, Minister of Development, Competitiveness, Infrastructure, Transport & Networks

Opening statement by Dimitris Daskalopoulos, Chairman of SEV Hellenic Federation of Enterprises

Anthony Bartzokas, EBRD Alternate Board Director:
Regional integration and business sector restructuring

Peter Sanfey, EBRD Deputy Director of Country Strategy and Policy:
Can the Balkans recover from the economic crisis?

11.10-11.30 Intermission – Coffee/Tea

11.30-12.30 **WORKING TOGETHER TO SUPPORT CROSS BORDER INVESTMENT**

Moderator: Jean-Marc Peterschmitt, EBRD Managing Director Central and South Eastern Europe



Alain Pilloux, EBRD Managing Director, Industry, Commerce & Agribusiness:

What can EBRD do for you?

Case Studies Presentations:

-Bill Zarkalis, CFO of Titan Group

-Panos Kaliabetsos, Group Treasurer of OTE (Hellenic Telecommunications Organization)

12.30-13.00 Q & A session then wrap up

13.00 – 14.00 Buffet lunch

14.00-17.00 **NETWORKING AND ONE TO ONE MEETINGS**

EBRD bankers will also be available for business to business meetings. The EBRD team will cover all financing solutions available at the Bank.

Considering the profile of existing and potential Greek sponsors, sector coverage will include manufacturing, energy, natural resources, transportation, construction materials and agri-business. Depending on the expression of interest from the Greek business community, other sectors may also be covered.

***Working Language: English-Greek with simultaneous translation**

(ID required for headsets)