

Southeast Europe Business Forum

22 - 23 November 2012, Istanbul Congress Center, Turkey

DAY 1, Thursday, 22 November 2012

Lobby

15:00 - 17:00 Registration

Emirgan Hall 1

17:00 - 18:00 Official Opening of the SEEBF

H.E. Mr. Nikolay Mladenov, Minister of Foreign Affairs of the Republic of Bulgaria

Mr. Jean-Marc Peterschmitt, Managing Director, Central and South Eastern Europe, EBRD

Mr. Alain Terraillon, Representative for Turkey, European Investment Bank (EIB)

Mr. Andrey Kondakov, President of the Black Sea Trade and Development Bank

Representative of Corporate Commercial Bank, Bulgaria (Strategic partner of SEEBF)

H.E. Recep Tayyip Erdoğan, Prime Minister of the Republic of Turkey (tbc)

H.E. Edmond Haxhinasto, Deputy Prime Minister and Minister of Economy, Trade and Energy of the Republic of Albania (tbc)

H.E. Vujica Lazović, Deputy Prime Minister and Minister for Information Society and Telecommunications of the Republic of Montenegro (tbc)

H.E. Mirko Šarović, Minister of Foreign Trade and Economic Relations of Bosnia and Herzegovina (tbc)

H.E. Giannis Stournaras, Minister of Finance of the Republic of Greece (tbc)

H.E. Mladjan Dinkić, Minister of Finance Economy of the Republic of Serbia (tbc)

Moderator: Mr. George Tabakov, Chairman of the Organizing Committee of SEEBF 2012

Emirgan Hall 1

18:15 - 19:45 Doing Business in Southeast Europe. The Investors' Insight (Presentations by Leading Investors from the Region). **Q&A Session** (The Directors of National Investment Promotion Agencies are invited to present and to be part of the discussion)

Speakers:

H.E. Mr. Octavian Calmic, Deputy Minister of Economy of the Republic of Moldova

Ms. Stefka Slavova, Alternate Director for Poland, Bulgaria and Albania, EBRD

Mr. Branimir Muidža, General Manager Bosnia and Herzegovina and Croatia, HeidelbergCement Group

Mr. Alex Nestor, Director of Corporate and External Affairs – Bulgaria, Dundee Precious Metals Inc. (Industry partner of SEEBF)

Mr. Ruediger Hoeben-Stoermer, Chief Executive Officer, Lufthansa Technik Sofia

Participants in the discussion: **Mr. Bozidar Laganin, Director of Serbia Investment and Export Promotion Agency; Mr. Borislav Stefanov, Executive Director, InvestBulgaria Agency; Ms. Blazenka Miskovic, Deputy Director of Foreign Investment Promotion Agency, Bosnia and Herzegovina;**

Moderator: **Mr. Aleksandar Medjedović, Chairman of the Business Council Serbia-Turkey at the Foreign Economic Relations Board of Turkey (DEİK)**

Beylerbeyi Hall

20:00 - 21:30 Official Reception

DAY 2, Friday, 23 November 2012

Beylerbeyi Hall 2

08:00 - 09:15 Working Breakfast- Meet the Turkish Business

Representatives from the following organizations are invited to present their activities:

DEiK (tbc); TOBB (tbc); TÜSiAD (tbc); MUSIAD (tbc); ISO (tbc); ICOC (tbc); IEA (tbc); TUSKON (tbc); TIM (tbc); BMD (tbc); TABA (tbc);

Moderator: High level representative of DEiK (tbc)

Emirgan Hall 1

09:30 - 11:00 Experience and New Opportunities in the Mining and Chemical Sectors in SEE

As nations around the world industrialize and populations strive to improve their standards of living, mining has come to take a more central role on the world stage. For mining companies, this greater visibility comes with greater responsibility. The industry faces a number of key challenges, such as high commodity prices, recruiting and retaining a skilled workforce and bringing supply to market. These are some of the issues to be discussed in the session.

Speakers:

Mr. Alex Nestor, Director of Corporate and External Affairs – Bulgaria, Dundee Precious Metals Inc. (Industry partner of SEEBF)

Dr. Dipl. Eng. Tzolo Voutov, President of GEOTECHMIN, Bulgaria

Mr. Nikolay Valkanov, Chairman of BD of Minstroy Holding, Bulgaria

H.E. Edmond Haxhinasto, Deputy Prime Minister and Minister of Economy, Trade and Energy of the Republic of Albania (tbc)

H.E. Radimir Čačić, First Deputy Prime Minister and Minister of the Economy of the Republic of Croatia (tbc)

H.E. Mirko Šarović, Minister of Foreign Trade and Economic Relations of Bosnia and Herzegovina (tbc)

H.E. Valon Saraqini, Minister of Economy, FYROM (tbc)

H.E. Vladimir Kavarić, Minister of Economy of the Republic of Montenegro (tbc)

H.E. Milan Bačević, Minister of Natural Resources, Mining and Spatial Planning of the Republic of Serbia (tbc)

Lobby

11:00 - 11:30 Coffee break

Emirgan Hall 1

11:30 - 13:00 Energy resources market in Southeast Europe and perspectives for investments and developing of the transmission infrastructure

Europe's energy infrastructure is the central nervous system of our economy and therefore Europe needs an integrated, reliable and smart energy networks. The energy challenge is one of the greatest tests faced by Europe today and is especially important for SEE region, which has to meet and deal with a lot of issues. The current session will gather at one place all interested parties in the energy sector and will address the today's energy issues among which are: the perspectives for investments and developing of the transmission infrastructure, key energy projects in SEE, PPP, optimization of energy consumption and renewable energy with a focus on hydropower.

Speakers:

H.E. Mr. Taner Yıldız, Minister of Energy and Natural Resources of Republic of Turkey

H.E. Ms. Evgenia Haritonova, Deputy Minister of Economy, Energy and Tourism of the Republic of Bulgaria, responsible for field "Energy"

Mr. Roman Matkiwsky, Director Energy and Infrastructure, Black Sea Trade and Development Bank

Mr. Petar Ivanovic, CEO, Montenegrin Investment Promotion Agency

Mr. Kyriakos Vlachos, Member of the Board of Regulatory Authority for Energy of the Republic of Greece

Mr. Mustafa Karahan, President, Energy Traders Association, Turkey

H.E. Edmond Haxhinasto, Deputy Prime Minister and Minister of Economy, Trade and Energy of the Republic of Albania (tbc)

H.E. Radimir Čačić, First Deputy Prime Minister and Minister of the Economy of the Republic of Croatia (tbc)

H.E. Mirko Šarović, Minister of Foreign Trade and Economic Relations of Bosnia and Herzegovina (tbc)

H.E. Valon Saraqini, Minister of Economy, FYROM (tbc)

H.E. Vladimir Kavarić, Minister of Economy of the Republic of Montenegro (tbc)

H.E. Mrs. Zorana Mihajlović, Minister of Energy, Development and Environmental Protection of the Republic of Serbia (tbc)

Mr. Günther Oettinger, Commissioner for Energy, European Commission (tbc)

Participants in the discussion: High level representatives of: the Energy Regulators, National Power Generating Companies, National Power Transmission Operators, Energy Traders Companies from Albania, Bosnia and Herzegovina, Bulgaria, Croatia, FYROM, Greece, Moldova, Montenegro, Romania, Serbia and Turkey (tbc), as well as CEOs of leading companies in the sector

Moderator: **Assist. Prof. Dr. Filiz Katman, Executive Director, Energy Politics and Markets Research Center-Istanbul Aydin University, Turkey**

Beylerbeyi Hall 2

13:00 - 14:00 Business Lunch

Emirgan Hall 1

14:00 – 19:00 Enabling Green and Inclusive Markets in the Black Sea Region

Session 1-Plenum and Panel: CLIMBIZ Black Sea Climate & Business Initiative

The session aims to promote locally-led green and inclusive businesses and their contribution to foster low carbon and climate resilient economies in the Black Sea region. The second objective of the session is to publicly launch the Black Sea Climate & Business (CLIMBIZ) Initiative, implemented by UNDP in partnership with BSEC. Participants will be invited to join the initiative and to become part of an emerging green and inclusive marketplace in the Black Sea region, which will entail opportunities to promote inclusive green businesses and corporate initiatives; to market green and inclusive products, services or destinations; to scout for impact investments, and to develop innovative partnerships across sectors and fields.

Speakers/Participants:

Representative of PVB Power Bulgaria

- Representative of Organization for Black Sea Economic Cooperation (BSEC) (tbc)
- Representative of Commission on the Protection of the Black Sea Against Pollution (BSC) (tbc)
- Representative of Black Sea Trade and Development Bank (BSTDB) (tbc)
- Representative of UNDP Black Sea Trade and Investment Programme (BSTIP) (tbc)
- Representative of UNDP Istanbul International Center for Private Sector in Development (IICPSD) (tbc)
- Representative of UN Global Compact (tbc)
- Representative of UNEP SEED Initiative (tbc)
- Representative of UNIDO (tbc)
- Representative of World Bank (tbc)
- Representative of KfW (tbc)
- Representative of OECD LEED Programme (Local Economic and Employment Development) (tbc)
- Representative of UN Conference on Trade and Development (UNCTAD) (tbc)
- Representative of Austrian Chamber of Commerce (tbc)
- Representative of USAID PFS Partners For Financial Stability (tbc)
- Representative of Turkish Confederation of Businessmen and Industrialists (TUSKON) (tbc)
- Representative of Istanbul Chamber of Commerce (tbc)
- Representative of Union of Black Sea and Caspian Confederation of Enterprises (UBCCEE) (tbc)
- Representative of TONIIC International Impact Investor Network (tbc)
- Representative of EVPA European Venture Philanthropy Association (tbc)
- Representative of Ashoka Turkey (tbc)
- Representative of Investment Promotion Agencies (tbc)
- Representatives of Multinational Corporations (tbc)
- Representative of Green and Inclusive Entrepreneurs (tbc)

Session 2- Workshop: Green FDI, Trade and Investments (tbc)

The aim of the workshop is to strengthen the capacities of the Investment Promotion Agencies in order to promote green and inclusive investment opportunities and to attract green foreign direct investment (FDI)

Emirgan Hall 2

09:30 - 11:00 Regional Transport Projects. Improving the Business Climate by Investing in Modern Transport. Role of the Governments and Opportunities for PPPs

The session will look at the future of transport systems and will focus on the challenges for the countries from Southeast Europe in their path towards integration into the EU Transport Networks. Overall, the prosperity of the region depends on the improvement of the existing links and building of new tracks that will contribute for the successful integration of SEE countries into the political and economic mainstream of Europe. Transport infrastructure investments will boost the economic growth, enhancing trade, geographical accessibility and the mobility of people. Issues for discussion: Priorities in Southeast Europe transport networks; Multi-modal transport approach in South East Europe: problems and solutions; Importance of PPPs for the implementation of future infrastructure projects in a time of financial constraints in national and EU budgets.

Speakers:

- H.E. Ms. Liliyana Pavlova, Minister of Regional Development and Public Works of the Republic of Bulgaria**
- H.E. Mr. Ivaylo Moskovski, Minister of Transport, Information Technology and Communications of the Republic of Bulgaria**
- Mr. Michael Davey, Director, EBRD Turkey**
- Mr. Martin Spicer, Manager, Infrastructure and Natural Resources, Southern Europe, IFC**
- Mr. Orhan Aytemiz, Director General Industries, Black Sea Trade and Development Bank**
- Mr. Erich Cossutta, President of Confindustria, Serbia**
- Mr. Lazar Lazarov, Chairman of the Management Board, Road Infrastructure Agency, Republic of Bulgaria**
- Mr. Dragan Kostic, Deputy Chairman of Chamber of Commerce and Industry of Serbia**
- H.E. Damir Hadžić, Minister of Communications and Transport of Bosnia and Herzegovina (tbc)
- H.E. Siniša Hajdaš Dončić, Minister of Maritime Affairs, Transport and Infrastructure of the Republic of Croatia (tbc)
- H.E. Kostis Hatzidakis, Minister of Infrastructure, Transport and Networks of the Republic of Greece (tbc)
- H.E. Andrija Lompar, Minister of Transport and Maritime Affairs of the Republic of Montenegro (tbc)
- H.E. Milutin Mrkonjić, Minister of Transport of the Republic of Serbia (tbc)
- H.E. Binali Yildirim, Minister of Transport and Communications of the Republic of Turkey (tbc)

Participants in the discussion: High level representatives of Agencies in charge of Road and Railway Infrastructure and Port Authorities from Albania, Bosnia and Herzegovina, Bulgaria, Croatia, FYROM, Greece, Moldova, Montenegro, Romania, Serbia and Turkey (tbc)

Moderator: **Mr. Guido Paolucci, Programme Manager EBRD-CEI**

Lobby

11:00 - 11:30 Coffee break

Emirgan Hall 2

11:30 - 13:00 Latest development in e-Government services, Broad Band Access, ICT Infrastructure and Social Media as a Factor for Fostering the Business in the Region

In a period of a global financial crisis every factor for growth and cost saving is important. E-Government services provides even more. By combining good regulation, advanced Information and Communication technologies and broadband Internet access, e-Government improves public services, thus getting overall business climate better, life easier and cost for administration lower. In the session you can learn about best regulatory framework, latest technologies for data collection, processing and storage and broadband Internet access rollout.

Speakers:

- H.E. Mr. Ivaylo Moskovski, Minister of Transport, Information Technology and Communications of the Republic of Bulgaria**
- Ms. Megan Richards, Director for Coordination, DG Communications Networks, Content and Technology, European Commission**
- Mr. Veselin Bozhkov, Chairman of Communications Regulation Commission, Republic of Bulgaria**
- Mr. Robert Ordanoski, Director of Agency for Electronic Communications, FYROM**
- Mr. Zoran Sekulic, CEO of Agency for Electronic Communication and Postal Services, Republic of Montenegro**
- Ms. Nadia Babaali, Communications Director at FTTH Council Europe**
- H.E. Vujica Lazović, Deputy Prime Minister and Minister for Information Society and Telecommunications, Montenegro (tbc)
- H.E. Genc Pollo, Minister for Innovation and for Information and Communication Technology of the Republic, Albania (tbc)
- H.E. Damir Hadžić, Minister of Communications and Transport, Bosnia and Herzegovina (tbc)
- H.E. Siniša Hajdaš Dončić, Minister of Maritime Affairs, Transport and Infrastructure, Croatia (tbc)
- H.E. Kostis Hatzidakis, Minister of Infrastructure, Transport and Networks, Greece (tbc)
- H.E. Pavel Filip, Minister of Information Technologies and Communications, Moldova (tbc)
- H.E. Mr. Rasim Ljajić, Minister of Foreign and Home Trade and Telecommunications of the Republic of Serbia (tbc)
- H.E. Binali Yildirim, Minister of Transport and Communications, Turkey (tbc)
- Mr. Karim Taga, Managing Director of Arthur D. Little, Austria (tbc)

Participants in the discussion: Directors of Telecommunications Regulatory Bodies and high level business representatives in the field of ICT from Albania, Bosnia and Herzegovina, Bulgaria, Croatia, , FYROM, Greece, Moldova, Montenegro, Romania, Serbia and Turkey (tbc)

Moderator: **Mr. Plamen Rusev, Chairman of the Board, e-Academy**

Beylerbeyi Hall 2

13:00 - 14:00 Business Lunch

Emirgan Hall 2

14:00 - 15:30 Municipality infrastructure projects in Southeast Europe. Presentation of project cases by municipalities

Speakers: **Mr. Stefan Tsankov, Deputy Mayor of Maritsa Municipality, Republic of Bulgaria**

Beylerbeyi Hall 1

Agro-Logistics

The Forum is focused not only for the Agro segment in the Logistics sector but also to both supply and demand sides of it. Objectives of the Event: business collaboration in cross-country level; showcase technology and services related to agriculture logistics; offer solutions for companies that seek to respond to the increasing market demand; provide information to about best transportation services providers & logistics companies.

9:30-10:00 Registration

10:00-10:45 Opening Panel

Welcome addressed by:

Representative, Ministry of Foreign Affairs of Turkey

Representative, Ministry of Economy of Hellenic Republic

Representative, BSEC

Ms. Dita Daniela Drone, Business Broker, UNDP Black Sea Trade & Investment Promotion

H.E. Miroslav Milovanovic, Minister of Agriculture, Water-Management and Forestry of Bosnia and Herzegovina for Republika Srpska (tbc)

H.E. Dr. Miroslav Naydenov, Minister of Agriculture and Food of the Republic of Bulgaria (tbc)

H.E. Tihomir Jakovina, Minister of Agriculture of the Republic of Croatia (tbc)

H.E. Ljupcho Dimovski, Minister of Agriculture, Forestry and Water Economy, FYROM (tbc)

H.E. Vasile Bumacov, Minister of Agriculture and Food Industry of the Republic of Moldova (tbc)

H.E. Tarzan Milosevic, Minister of Agriculture and Rural Development of the Republic of Montenegro (tbc)

H.E. Goran Knežević, Minister of Agriculture, Forestry and Water Management of the Republic of Serbia (tbc)

H.E. Mehmet Mehdi Eker, Minister of Food, Agriculture and Livestock of the Republic of Turkey (tbc)

Mr. Dacian Cioloș, Commissioner for Agriculture and Rural Development, European Commission (tbc)

11:00-12:30 Technical Presentations

- “Reducing costs – intelligent Agro-Logistics”, Mr. Theodor Damianidis, Managing Director Agrologistics - Innovative Solutions, Greece
- Presentation by Mr. Michael Jurriaans, Secretary General of the Dutch Board of Agrologistics

Beylerbeyi Hall 2

12:30 - 13:30 Business Lunch

13:30-18:00 Business Meetings

Bilateral B2B meetings

Registration and the match-making arrangements are pre-set at:

<http://www.one2onescheduler.com/UNDP/company/register.php>

18:00 Reception