

CONFERENCE
DESIGNING
THE FUTURE WITH
INVESTMENTS

Succeeding in international competition through practical solutions

P R O G R A M

23 & 24

April 2018

Divani Caravel Hotel

#SEV4growth



SUMMARY CONFERENCE PROGRAM

Monday, 23 April 2018

OLYMPIA Meeting Room

17:30 - 21:00 **PLENARY SESSION:**
Investments as a central political choice

Tuesday, 24 April 2018

OLYMPIA Meeting Room

09:30 - 12:30 **PLENARY SESSION:**
Building the future with investments

13:15 - 16:30 **PARALLEL SESSION A**

OLYMPIA I Meeting Room

Industry and Infrastructure
A1. Industrial Investments
A2. Investments in networks, infrastructure and energy

13:15 - 16:30 **PARALLEL SESSION B**

OLYMPIA II Meeting Room

New, dynamic sectors in manufacturing and value added infrastructure
B1. Investments in emerging manufacturing sectors
B2. Investments in logistics - ports - airports

13:15 - 16:30 **PARALLEL SESSION C**

VERGINA Meeting Room

Investing in the future: technology, innovation and the circular economy
C1. Investments in digital economy - innovation - startups
C2. Circular economy investments



PROGRAM

Monday, 23 April 2018

OLYMPIA Meeting Room

INVESTMENTS AS A CENTRAL POLITICAL CHOICE

17:30 - 21:00

17:30 - 18:00 Registration

18:00 - 18:05 Opening Session

Konstantinos Bitsios, Vice-President, SEV Hellenic Federation of Enterprises

18:05 - 18:20 The investment gap today

Nikolaos Christodoulakis, Professor, Athens University of Economics and Business

18:20 - 18:35 Each investment is a national objective

Theodore Fessas, Chairman, SEV

18:35 - 18:50 What we have learned from the Ellinikon Investment

Odisseas Athanassiou, CEO, Lamda Development SA

18:50 - 20:00 Encouraging flagship investments

Discussion

- **Odisseas Athanassiou**, CEO, Lamda Development SA
- **Yannis Dragasakis**, Deputy Prime Minister and Minister of Economy & Development
- **Theodore Fessas**, Chairman, SEV

20:00 Cocktail

Tuesday, 24 April 2018

OLYMPIA Meeting Room

PLENARY SESSION

BUILDING THE FUTURE WITH INVESTMENTS

09:30 - 12:30

09:30 - 10:00 Registration

10:00 - 10:15 Winning in international competition

Michael Massourakis, Chief Economist, SEV

10:15 - 11:00 How will Greece become an attractive investment destination?

Discussion

- **Theodore Fessas**, Chairman, SEV
- **Christos Michaelides**, Chairman, Cyprus Employers & Industrialists Federation (OEB)
- **Kyriakos Mitsotakis**, Leader of the Opposition and President of Nea Demokratia party

11:00 - 12:30 Towards a new, pro-growth, taxation policy

Introduction: **Kostas Sfakakis**, Advisor to the Board - Tax Policy, SEV

Discussion

- **Natan Aronshtam**, Global Managing Director, Global Investment and Innovation Incentives (Gi³), Deloitte
- **Dimitris Liakos**, Deputy Minister to the Prime Minister
- **Harry Theocharis**, Member of Greek Parliament
- **Eftichios Vassilakis**, Vice-Chairman, Aegean Airlines SA
- **Nikos Vettas**, General Director of IOBE and Professor, Athens University of Economics and Business

Moderator: **Nikolaos Chatzinikolaou**, President A.D.N.P.A., Editor Realnews

12:30 - 13:15 Light lunch break



PARALLEL SESSIONS

PRACTICAL SOLUTIONS FOR ENCOURAGING INVESTMENTS

13:15 - 16:30

Parallel Session A: Industry and Infrastructure

OLYMPIA I Meeting Room

Larger scale productive investments are necessary in order to increase industry's GDP share to 12% by 2020. Through what instruments can Greece accelerate the mobilization of investments in the highly competitive international environment? Besides the macroeconomic environment, internationally, investment promotion includes a modern licensing system, spatial planning, competitive energy costs, up-to-par infrastructure and connections, tax incentives, legal certainty.

13:15 - 14:45 **A1. Industrial Investments**

Introduction: The Investment Incentive Toolkit

Stylios Sbyrakis, Principal, Global Investment and Innovation Incentives (Gi³), Deloitte

Discussion

- **Christina Baritaki**, Secretary General, Ministry of Environment and Energy
- **Eirini Klabatsea**, Secretary General for Regional Planning and Urban Development, Ministry of Environment and Energy
- **Efstratios Zafeiris**, Secretary General for Industry, Ministry of Economy & Development
- **Natan Aronshtam**, Global Managing Director, Global Investment and Innovation Incentives (Gi³), Deloitte
- **Eleftherios Faidros**, Deputy General Secretary, Greek Mining Enterprises Association
- **Angelos Kalogerakos**, Division Director, Cement, Greece, Titan Cement Company SA
- **Dimitri Kyriacopoulos**, Executive Vice-President, ElvalHalcor SA
- **Vrasidas Zavras**, CEO, ETVA Industrial Areas & Business Parks SA

Moderator: **George Xirogiannis**, Director, Industry, Growth and Infrastructure, SEV

14:45 - 15:00 Coffee break

15:00 - 16:30 **A2. Investments in networks, infrastructure and energy**

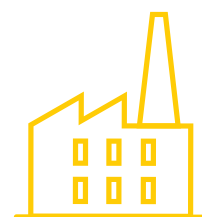
Introduction: The Investment Incentive Toolkit

Sotiris Batzias, Principal, Strategy & Operations, Deloitte

Discussion

- **Michail Verroiopoulos**, Secretary General for Energy & Mineral Resources, Ministry of Environment and Energy
- **Dinos Benroubi**, General Manager Electric Power BU / Protergia, Mytilineos SA
- **Constantine Couclelis**, Chairman of the Board of Directors of UNICEN (Hellenic Union of Industrial Consumers of Energy)
- **Vassilis Karamouzis**, Assistant General Manager of Corporate and Investment Banking, National Bank of Greece
- **Ioannis Margaris**, Vice-Chairman BoD & Chief Technology, System Planning & Strategy Officer, ADMIE
- **Emmanouil Panagiotakis**, Chairman and CEO, Public Power Corporation SA
- **George Peristeris**, CEO, GEK TERNA SA

Moderator: **Akis Skertsos**, General Director, SEV



Parallel Session B: New, dynamic sectors in manufacturing and value added infrastructure

OLYMPIA II Meeting Room

Dynamic sectors such as agro-food, pharmaceuticals, chemicals, construction materials, logistics, could offer significant investment opportunities. However, chronic regulatory hurdles, in conjunction with hypertaxation, the overlapping of oversight mechanisms, and the lack of innovation incentives hamper the mobilization of investments. Which instruments can Greece use to exploit its geolocation (ports, shipping, agriculture), effectively utilize its highly skilled workforce and attract high added-value investments to produce internationally tradeable goods and services and create production networks?

13:15 - 14:45 **B1. Investments in emerging manufacturing sectors**

Introduction: The Investment Incentive Toolkit

Yiannis Valvis, Principal, Strategy & Operations, Deloitte

Discussion

- **Nikos Antonoglou**, Secretary General of the Ministry of Rural Development and Food
- **Lois Labrianidis**, Secretary General for Strategic & Private Investments, Ministry of Economy & Development
- **Olaf Babinet**, Director, Real Estate & Location Strategy Service Leader, Deloitte
- **Angelos Iatridis**, CEO and Vice-President, Alpha Estate
- **Theodore Tryfon**, President of the Panhellenic Union of Pharmaceutical Industry, Vice-President ELPEN SA
- **Christos Tsatsoulis-Krimizis**, CEO, Alchimica SA

Moderator: Yannis Mitsos, Senior Advisor, Industry, Growth and Infrastructure, SEV

14:45 - 15:00 Coffee break

15:00 - 16:30 **B2. Investments in logistics - ports - airports**

Introduction: The Investment Incentive Toolkit

Christos Theocharopoulos, Principal, Strategy & Operations, Deloitte

Discussion

- **Nikolaos Mavraganis**, Deputy Minister, Ministry of Infrastructure and Transport
- **Kallinikos Kallinikos**, Vice-President & Managing Director, Goldair Cargo SA
- **Christos Lampridis**, Secretary General of Ports, Port Policy & Maritime Investments, Ministry of Maritime Affairs and Insular Policy
- **Yiannis Sarantitis**, Deputy Managing Director, SARMED
- **Sotirios Theofanis**, Chairman of the BoD & CEO, Thessaloniki Port Authority SA
- **Ilias Xanthakos**, Secretary General, Ministry of Economy & Development

Moderator: Michael Mitsopoulos, Senior Advisor, Macroeconomic Analysis and European Policy, SEV



Parallel Session C: Investing in the future: technology, innovation and the circular economy



VERGINA Meeting Room

Investing in research, technological development and the adoption of a circular growth model are keys for sustainable development in Greece as well as for its adaptation to Industry 4.0. Regulatory malfunctions, together with insufficient links between enterprises and research centres, impede the transformation of research results into tradeable goods. How can investment in innovation and digital transformation be encouraged and how can the transition to a circular economy be facilitated? What policies are required to interconnect the startup ecosystem with larger enterprises for innovation transfer in production?

13:15 - 14:45 C1. Investments in digital economy - innovation - startups

Introduction: Innovation policies and instruments

Vassilis Antoniadis, Senior Partner and Managing Director, The Boston Consulting Group

Discussion

- **Alexis Charitsis**, Alternate Minister, Ministry of Economy & Development
- **Giorgos Chourdakis**, Director, Office of the Alternate Minister for Research and Innovation
- **Konstantinos Kokkalis**, Vice-Chairman, Intracom Holdings SA
- **Spyros Magiatis**, CTO & Co-founder, Workable
- **Simon Schaefer**, CEO, Startup Portugal
- **Yannis Tsakiris**, Head of Division, SE Europe and EU Neighborhood, European Investment Fund

Moderator: Maggie Athanassiadi, Senior Advisor, Industry, Growth and Infrastructure, SEV

14:45 - 15:00 Coffee break

15:00 - 16:30 C2. Circular economy investments

Introduction: The Investment Incentive Toolkit

Dimitris Nektarios, Principal, Financial Advisory Services, Deloitte

Discussion

- **Sokrates Famellos**, Alternate Minister of Energy and Environment, Ministry of Environment and Energy
- **Lena Belsi**, Geocycle Manager, Heracles General Cement Co., member of LafargeHolcim Group
- **Vasilis Karakousis**, Environment & Sustainability Manager, TEMES SA
- **Eleni Koliopoulou**, President, Association of Industries in Thessaly and Central Greece
- **Dimitrios Kontaxis**, Managing Director, Member of the BoD, LPC SA
- **Panagiotis Skiadas**, Sustainability Director, Viohalco SA

Moderator: Yanni Paniaras, Chairman, SEV Business Council for Sustainable Development



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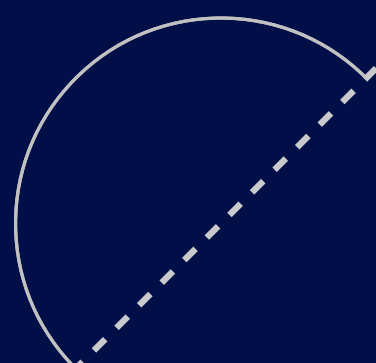
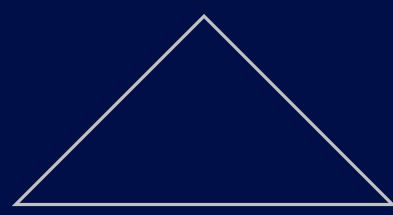


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