



ITALY - SOUTH EAST EUROPE NETWORK

INTERNATIONAL WORKSHOP

**“SHARING PARTNERSHIP AND INDUSTRIAL OPPORTUNITIES:
A STRATEGIC ALLIANCE TO FOSTER GROWTH
AND TO INCREASE COMPETITIVENESS IN THE GLOBAL MARKETPLACE”**

**Thursday December 12th 2013
Palazzo Mezzanotte
Piazza Affari 6, Milan**

PROGRAM



PROMOTER	PROMOS - MILAN CHAMBER OF COMMERCE
CO-FUNDED BY	MINISTRY OF ECONOMIC DEVELOPMENT UNIONCAMERE NAZIONALE
WITH THE PATRONAGE OF	EUROPEAN COMMISSION
IN COOPERATION WITH	EUROPEAN BANK FOR RECONSTRUCTION AND DEVELOPMENT (EBRD) EUROPEAN INVESTMENT BANK (EIB)
WITH THE SUPPORT OF	FOUNDATION EURO-MED DEVELOPMENT CENTER FOR MICRO, SMALL AND MEDIUM ENTERPRISES (EMDC)
DATE	THURSDAY DECEMBER 12th 2013
VENUE	Palazzo Mezzanotte Piazza Affari, 6 Milan (website: www.palazzomezzanotte.it)
TARGET OF PARTICIPANTS	<ul style="list-style-type: none"> • International Institutions and Organizations • Entrepreneurial and Industrial Associations • Public and Private Agencies and Organizations for Economic Development and Micro, Small and Medium Enterprises (MSMEs) Support • Chambers of Commerce and Industry • Arbitration Chambers • Micro, Small and Medium Enterprises (MSMEs) • Businessmen and Managers
COUNTRIES INVOLVED	Italy and South East European Countries: Albania, Bosnia and Herzegovina, Croatia, FYROM, Montenegro, Serbia



PROGRAM OVERVIEW

Thursday, December 12th 2013				
Venue	Location	Schedule	Sessions	Format
		09.00 - 09.30	PARTICIPANTS' REGISTRATION	
Palazzo Mezzanotte	Sala Convegni	09:30 - 09:40	WELCOME ADDRESS	Open to the Public
Palazzo Mezzanotte	Sala Convegni	09:40 - 10:00	OPENING SPEECHES	Open to the Public
Palazzo Mezzanotte	Sala Convegni	10:00 - 10:30	<i>SCENARIO: "South East Europe Regional Outlook: from a Geopolitical and Macroeconomics Overview to a Doing Business and Country Risk Perspective"</i>	Open to the Public
Palazzo Mezzanotte	Sala Convegni	10:30 - 11:45	<i>1st SESSION: "Doing Business in South East Europe. Partnership & Commercial Opportunities beyond the Regional Boundaries to Approach the Global Marketplace"</i>	Open to the public
Palazzo Mezzanotte	Sala Convegni	11:45 - 13:15	<i>2nd SESSION: "Investing in South East Europe between Finance & Credit Opportunities and Security Issues"</i>	Open to the public
Palazzo Mezzanotte	Sala Convegni	13:15 - 13:30	<i>INTERVENTION: "Encouraging and Fostering Italian and European MSMEs Participation to European Funds and Public Private Partnerships (PPP) in South Eastern European Countries. The case of the "TED Project"</i>	Open to the public
Palazzo Mezzanotte	Sala Convegni	13:30	END OF SESSION	Open to the public
Palazzo Mezzanotte	Sala Convegni	13:30 - 14:30	Lunch Buffet	PRIVATE
Palazzo Mezzanotte	Sala Convegni	14:30 - 18:30	B2B Meetings	Scheduled Meetings



OPEN PLENARY SESSION

- 09:00 - 09:30** **PARTICIPANTS' REGISTRATION**
- 09:30 - 09:40** **WELCOME ADDRESS**
Claudio ROTTI, President of the Italian Association for Foreign Trade (AICE) and Vice-President of the Technical and Scientific Committee for Internationalization of Promos - Milan Chamber of Commerce
- 09:40 - 10:00** **OPENING SPEECHES**
Chiara GARGANO, Officer, Division VII, Ministry of Economic Development
Fabio PIZZINO, Manager, Internationalization Department, Unioncamere Nazionale
- 10:00 - 10:30** **SCENARIO: "South East Europe Regional Outlook: from a Geopolitical and Macroeconomics Overview to a Doing Business and Country Risk Perspective"**
Antonio VILLAFRANCA, Senior Research Fellow, Institute for International Political Studies (ISPI)
Katarina MATHERNOVA, Senior Adviser and Manager, World Bank Liaison Office for East Europe and Central Asia, World Bank Group (WBG)
Claudio VIEZZOLI, Director for Western Balkans, European Bank for Reconstruction and Development (EBRD)
- 10:30 - 11:45** **1st SESSION: "Doing Business in South East Europe. Partnership & Commercial Opportunities beyond the Regional Boundaries to Approach the Global Marketplace"**

Moderated by: **David DONINOTTI**, General Secretary, Italian Association for Foreign Trade (AICE)
Introducing: **Roberto CORCIUOLO**, Faculty NIBI (New Institute for International Business) - Milan Chamber of Commerce and President of IC&Partners

Enes ALIŠKOVIĆ, Director, Bosnia and Herzegovina Export Promotion Agency (BHEPA)
Mirjana TURUDIĆ, Assistant Managing Director, International Relations Department, Croatian Chamber of Economy
Ivan SAVELIĆ, Vice President, Chamber of Economy of Montenegro
Aleksandra STANAREVIĆ, Advisor to the President, Chamber of Commerce and Industry of Serbia
Nenad LAKETIĆ, Officer, National Agency for Regional Development (NARD) of Serbia
Paola BARCHIETTO, Account - Underwriter, Milan Branch, SACE S.p.A.
- 11:45 - 13:15** **2nd SESSION: "Investing in South East Europe between Finance & Credit Opportunities and Security Issues"**

Moderated by: **Chiara FANALI**, Head of International Business Unit, Assolombarda
Introducing: **Matteo RIVELLINI**, Senior Loan Officer, Lending Operations in Slovenia, Croatia & Western Balkans, Adriatic Sea Department, European Investment Bank (EIB)

Jelica GRUJIĆ, Director, Foreign Investment Promotion Agency of Bosnia and Herzegovina (FIPA)
Visar FIDA, Chief Executive Officer, InvestMacedonia
Miloš JOVANOVIĆ, Chief Executive Officer, Montenegrin Investment Promotion Agency (MIPA)
Vesna STAJIĆ, Senior FDI Advisor, Serbian Investment and Export Promotion Agency (SIEPA)
Roberto GALLO, East Europe Desk, Enterprise Internationalization Office, Intesa Sanpaolo S.p.A.
Marino INIO, Managing Director, Head of Cross Border Business Management (CBBM) Italy, UniCredit Group S.p.A.
Silvia CONTI, Advisor for International Relations, Institute for the Promotion of Arbitration and Mediation in the Mediterranean (ISPRAMED)
- 13:15 - 13:30** **INTERVENTION: "Encouraging and Fostering Italian and European MSMEs Participation to European Funds and Public Private Partnerships (PPP) in South Eastern European Countries. The case of the "TED Project"**
Roberto VALENTE, Head of Development Area, Unioncamere Lombardia
- 13:30** **END OF SESSION**



PARTICIPANTS

<i>Bosnia and Herzegovina</i>	<p>Enes ALIŠKOVIĆ, Director, Bosnia and Herzegovina Export Promotion Agency (BHEPA) Jelica GRUJIĆ, Director, Foreign Investment Promotion Agency of Bosnia and Herzegovina (FIPA) Slavica KORICA, Project Manager, Foreign Investment Promotion Agency of Bosnia and Herzegovina (FIPA) Ivana KNEŽEVIĆ Project Manager, Bosnia and Herzegovina Export Promotion Agency (BHEPA)</p>
<i>Croatia</i>	<p>Ines OBRADOVIĆ, Project Manager, Croatian Chamber of Economy Mirjana TURUDIĆ, Assistant Managing Director, International Relations Department, Croatian Chamber of Economy</p>
<i>FYROM</i>	<p>Visar FIDA, President, InvestMacedonia Ivan ILIEV, Project Manager, InvestMacedonia</p>
<i>Italy</i>	<p>Concetta AMATO, Project Manager, Chamber of Commerce of Palermo Rosalia AMATO, Project Manager, Chamber of Commerce of Palermo Federico Maria BEGA, Strategic Areas Director, Promos - Milan Chamber of Commerce Paola BARCHIETTO, Account - Underwriter, Milan Branch, SACE S.p.A. Pierantonio CANTONI, International Business Development Manager, Italian Association for Foreign Trade (AICE) Silvia CONTI, Advisor for International Relations, Institute for the Promotion of Arbitration and Mediation in the Mediterranean (ISPRAMED) Roberto CORCIUOLO, Faculty NIBI (New Institute for International Business) - Milan Chamber of Commerce, and President of IC&Partners Pietro COSTA, Director, World Trade Center (WTC) Genoa, Chamber of Commerce of Genoa Michele CROSATTO, Project Manager, Aries - Chamber of Chamber of Commerce of Trieste David DONINOTTI, General Secretary, Italian Association for Foreign Trade (AICE) Chiara FANALI, Head of International Business Unit, Assolombarda Roberto GALLO, East Europe Desk, Enterprise Internationalization Office, Intesa Sanpaolo S.p.A. Chiara GARGANO, Officer, Division VII, Ministry of Economic Development Marino INIO, Managing Director, Head of Cross Border Business Management (CBBM) Italy, UniCredit Group S.p.A. Cristina IRACI, Project Manager, World Trade Center (WTC) Genoa - Chamber of Commerce of Genoa Fabio PIZZINO, Manager, Internationalization Department, Unioncamere Nazionale Giulia REPETTO, Project Manager, Assolombarda Claudio ROTTI, President of the Italian Association for Foreign Trade (AICE) and Vice-President of Technical and Scientific Committee for Internationalization, Promos - Milan Chamber of Commerce Lorenzo TELLINI, Project Manager, Metropoli - Chamber of Commerce of Florence Roberto VALENTE, Head of Development Area, Unioncamere Lombardia Antonio VILLAFRANCA, Senior Research Fellow, Institute for International Political Studies (ISPI)</p>
<i>Montenegro</i>	<p>Miloš IVANOVIĆ, CEO, Montenegrin Investment Promotion Agency (MIPA) Ivan SAVELIĆ, Vice President, Chamber of Economy of Montenegro Dragana ŠOFRANA, Project Manager, Chamber of Economy of Montenegro Maja VUKAŠEVIĆ, Project Manager, Montenegrin Investment Promotion Agency (MIPA)</p>
<i>Serbia</i>	<p>Nenad LAKETIĆ, Officer, National Agency for Regional Development (NARD) Vesna STAJIĆ, Senior FDI Advisor, Serbian Investment and Export Promotion Agency (SIEPA) Aleksandra STANAREVIĆ, Advisor to the President, Chamber of Commerce and Industry of Serbia Vera VELJANOVSKI, Project Manager, Chamber of Commerce and Industry of Serbia</p>
<i>International Organizations</i>	<p>Enzo HOLOU, Manager, Business Development, European Bank for Reconstruction and Development (EBRD), London Katarina MATHERNOVA, Senior Adviser and Manager, World Bank Liaison Office for East Europe and Central Asia, World Bank Group (WBG), Brussels Matteo RIVELLINI, Senior Loan Officer, Lending Operations in Slovenia, Croatia & Western Balkans, Adriatic Sea Department, European Investment Bank (EIB) Claudio VIEZZOLI, Director for Western Balkans, European Bank for Reconstruction and Development (EBRD)</p>



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