



INTERNATIONAL  
THESSALONIKI  
EXHIBITION  
TIF 2016

TIF-EXPO.COM

PROGRAM OF  
THE RUSSIAN-  
GREEK  
BUSINESS  
FORUM

AT THE  
THESSALONIKI  
INTERNATIONAL  
EXHIBITION

ORGANIZERS



MINISTRY OF  
INDUSTRY AND  
TRADE



MINISTRY OF  
AGRICULTURE



MINISTRY OF  
ECONOMIC  
DEVELOPMENT

PROJECT OPERATOR

FRMA

GENERAL  
CONTRACTOR



BUSINESS PROGRAM  
OPERATOR

MAKO

OFFICIAL PARTNERS OF THE  
BUSINESS PROGRAM



ΕΛΛΗΝΟΡΘΕΞΙΚΟ  
ΕΜΠΟΡΙΚΟ ΕΤΙΜΕΛΗΤΗΡΙΟ



ГРЕКО-ΡΗΜΣΚΑЯ  
ТОРГОВАЯ ПАЛАТА

PROGRAM OUTLINE OF THE  
RUSSIAN-GREEK BUSINESS FORUM  
AT THE THESSALONIKI INTERNATIONAL EXHIBITION

September 9, 2016 Friday		
Time	Event	Venue
10:00-11:15	<b>Bilateral meeting of heads of Ministry of Agriculture of Russia and Ministry of Agrarian Development and Food of Greece</b>	Board of Directors Hall
11:30-1:30	<b>Roundtable discussion Development of cooperation in the agricultural and industrial complex between Russia and Greece</b>	Tbc
	Welcoming addresses by Russian and Greek officials <ul style="list-style-type: none"> <li>➤ S. L. Levin., Deputy Minister of Agriculture of Russia</li> <li>➤ Ministry of Agrarian Development and Food of Greece. Tbc</li> </ul>	
	<i>Moderator</i>	
	<p><i>Topic 1: Interaction between Russia and Greece in viticulture and wine making</i></p> <ul style="list-style-type: none"> <li>➤ Report: tbc</li> </ul> <p><i>Topic 2: Development of cooperation between Russia and Greece in science and education</i></p> <ul style="list-style-type: none"> <li>➤ Report: tbc</li> </ul> <p><i>Topic 3: Cooperation in amelioration</i></p> <ul style="list-style-type: none"> <li>➤ Report: tbc</li> </ul> <p><i>Topic 4: New areas of Russian-Greek interaction between representatives of Russian Federation regions, industry associations and unions, as well as business communities</i></p> <ul style="list-style-type: none"> <li>➤ Report: tbc</li> </ul> <p><i>Topic 5: Regional aspect of Russian-Greek cooperation: existing projects, plans, initiatives, promising spheres of interaction</i></p> <ul style="list-style-type: none"> <li>➤ Report: tbc</li> </ul> <p>Discussion</p>	
1:30-2:00	Coffee break	
2:00 -6:00	Working visits of the Russian delegation to Greek enterprises Agrarian Sector (by choice, by previous appointment) Visit to production sites (information on production sites to be confirmed)	
September 10, 2016 Saturday		

10:00-12:00	Registration of business program participants	Emilios Riadis Hall
11:00-11:30	Opening of the Russian exposition of the exhibition, tour of the Russian exposition. ➤ <b>A. V. Dvorkovich</b> , Deputy Chairman of the Government of the Russian Federation ➤ <b>Y. Dragasakis</b> ., Deputy Chairman of the Government of Greece	Pavilion 16 – Russian exposition
11:30-11:50	Ceremony of signing of bilateral agreements: ➤ <b>On pharmaceutical cooperation</b> between the Association of Russian Pharmaceutical Manufacturers and Greek Institute of Pharmaceutical Studies and Technologies ➤ <b>On cooperation in production of fur</b> between the Fur Producers Association of Greece and Russian Fur Union ➤ <b>On representation of interests of Russian Union of Builders</b> in Greece between Russian Union of Builders and Hellenic-Russian Chamber of Commerce ➤ <b>On cooperation</b> of Hellenic-Russian Chamber of Commerce with the Chamber of Trade and Industry of Stavropol Krai ➤ <b>On cooperation</b> of Hellenic-Russian Chamber of Commerce with the Association of European Businesses of Russia	Pavilion 16 – Russian exposition
12:00 - 12:50	<b>Conference “Russian-Greek Business Dialogue”</b>	Emilios Riadis Hall
	Welcoming addresses by Russian and Greek officials: ➤ <b>A. V. Dvorkovich</b> , Deputy Chairman of the Government of the Russian Federation ➤ <b>Y. Dragasakis</b> , Deputy Chairman of the Government of Greece ➤ <b>T. Dzikas</b> , President, Thessaloniki International Exhibition, ➤ <b>Ch. Dimas Ch.</b> , President, Hellenic-Russian Chamber of Commerce, ➤ <b>V. A. Zubkov</b> , Chairman, Board of Directors, Gazprom ➤ <b>A. S. Misharin</b> , First Vice-President, Russian Railways (tbc) ➤ <b>A. M. Maslov</b> , Ambassador of Russia to Greece	Emilios Riadis Hall
12:50-1:20	Coffee break	Emilios Riadis Hall
1:20-3:00	<b>Forum “New impetus in trade and economic cooperation between Russia and Greece”</b>	Emilios Riadis Hall
	<b>Moderator:</b> <b>Ch. Dimas</b> , President, Hellenic-Russian Chamber of Commerce  Invited participants of the roundtable discussion:  ➤ <b>G. V. Kalamanov</b> , Deputy Minister of Industry and Trade of Russia ➤ <b>N. S. Kagramanyan</b> , Vice-President, All-Russian Public Organization “Business Russia” ➤ <b>G. Stafakis</b> , Minister of Economy, Development and Tourism of Greece ➤ <b>A. S. Nikitin</b> , CEO, Agency for Strategic Initiatives ➤ <b>Frank Schauff</b> , CEO, Association of European Businesses (AEB) ➤ <b>V. A. Dmitriev</b> , CEO, Association of Russian Pharmaceutical Manufacturers ➤ <b>A. S. Misharin</b> , First Vice-President, Russian Railways ➤ <b>K. Mikhalos</b> , President, CCI of Athens * ➤ <b>T. Fessas</b> , President, Union of Greek Industrialists * ➤ <b>K. Lufakis</b> , President, Union of Exporters of Northern Greece ➤ <b>G. Stasinou</b> , Technical Chamber of Greece* ➤ <b>K. Pozrikidis</b> , Thessaloniki International Exhibition <b>Q &amp; A</b>	
3:30-5:00	B2B meetings of Russian and Greek businessmen	Pavilion 16 – Russian exposition
3:00-3:30	Coffee break	Emilios Riadis Hall
3:30 -5:30	<b>Roundtable discussion “Do business with Russia”</b>	Emilios Riadis Hall

3:30-3:40	<p><b>Moderator: A. S. Lossan</b> Deputy Chief Editor, Russia Beyond the Headlines</p> <p>Welcoming addresses</p> <ul style="list-style-type: none"> <li>➤ Tbc</li> <li>➤ Tbc</li> </ul>	
3:40-4:05	<p><i>Topic 1: Potential of Russian regions and opportunities for international business development</i></p>	Emilios Riadis Hall
	<p><b>Potential of foreign economic activity of Stavropol Krai</b></p> <p><b>Speaker: A. Yu. Murga</b>, Deputy Chairman, Government of Stavropol Krai, Minister of Economic Development of Stavropol Krai</p>	
	<b>Speaker 2:</b> tbc	
	<b>Speaker 3:</b> tbc	
4:05-4:50	<p><i>Topic 2: What the Greek businessmen should know for cooperation with the Russian market</i></p>	Emilios Riadis Hall
	<p><b>Moderator: N. Skilakis N.</b>, Secretary, Business Council, Hellenic-Russian Chamber of Commerce</p>	
	<ul style="list-style-type: none"> <li>➤ <b>V. S. Nikolaev</b>, Advisor on Trade Issues, Hellenic-Russian Chamber of Commerce, former head of group of trade relations of the Russian Embassy in Greece, Member of Strategic and Business Councils of HRCC</li> <li>➤ <b>A. Lavrentyeva</b>, Partner, PWC Russia, Chairman of Tax Committee, Association of European Businesses in the Russian Federation</li> <li>➤ <b>A. O. Pogorelets</b>, Vice-President, Hellenic-Russian Chamber of Commerce</li> </ul> <p>Q &amp; A</p>	
4:50-5:30	<p><i>Topic 3: Success stories of Greek business in Russia</i></p>	Emilios Riadis Hall
	<p><b>Moderator: N. Skilakis</b>, Secretary, Business Council, Hellenic-Russian Chamber of Commerce</p>	
	<ul style="list-style-type: none"> <li>➤ <b>A. Antoulinakis</b>, CEO, Intrakom-svyaz OOO</li> </ul> <p><i>Experience in regulatory activity (customs, import procedures, tax procedures), needs and demands of Russian market affecting the actual product and the ways of company operation</i></p> <ul style="list-style-type: none"> <li>➤ <b>D. Makavos</b>, Area Director, Elite Alcoholic Beverages, Coca –Cola HBC Eurasia</li> </ul> <p><i>Successful activity of Coca –Cola HBC Eurasia in Russia: focus on distributor networks, building relations with local authorities and local communities</i></p> <ul style="list-style-type: none"> <li>➤ <b>N. Georgarakos</b>, CEO, OOO Piramis</li> </ul> <p><i>Topic tbc</i></p> <ul style="list-style-type: none"> <li>➤ <b>A. Garefalakis</b>, CEO, Kleeman Russia</li> <li>➤ <b>A. Antulinakis</b>, CEO, Intracom-svyaz</li> </ul> <p><i>B2B sales network development</i></p> <p>Q &amp; A.</p>	
6:00- 10:00	Gala dinner	Emilios Riadis Hall
8:00-10:00	<b>OPENING CEREMONY OF THESSALONIKI INTERNATIONAL EXHIBITION</b> (according to scenario of the Greek party) participation by the Russian official delegation	
<b>September 11, 2016</b>		
<b>Sunday</b>		
	<b>Russian-Greek Forum on Renewable Energy and Energy Efficiency</b>	Nikolas Germanos Hall B
10:00-10:30	Registration of participants	

10:30-11:30	<p><b>Plenary session</b></p> <ul style="list-style-type: none"> <li>● Opening of the Forum</li> <li>● Welcoming address</li> </ul> <ul style="list-style-type: none"> <li>➤ <b>P. Skurletis</b>, Minister of Environment and Energy</li> <li>➤ <b>G. Tsipras</b>, Secretary General for International Economic Relations, Ministry of Foreign Affairs of the Greek Republic (tbc)</li> <li>➤ <b>Ch. Dimas</b>, President, Hellenic-Russian Chamber of Commerce</li> <li>➤ <b>V. Kiliadis</b> CEO, Centre for Renewable Energy Sources and Saving of Greece (CRES)</li> <li>➤ <b>A. V. Tikhonov</b>, CEO, FGFI REA, Ministry of Energy of Russia</li> </ul>	
11:00-1:00	B2B meetings of Russian and Greek businessmen	Pavilion 16 – Russian exposition
11:30-11:45	Coffee break	
11:45-2:00	<p><b>Panel discussions</b></p> <p><b>Development prospects for renewable energy sources (RES), improvement in energy efficiency</b></p> <p>Objective: description of the public policy in RES support in the countries, advantages and disadvantages, areas of improvement. Exchange of experience and identification of areas and participants for potential cooperation in energy efficiency of buildings, RES use in recreational areas</p>	
	<p><b>Moderator: A. I. Bednov</b>, Deputy CEO, FGFI REA, Ministry of Energy of Russia</p> <p><i>Public policy and legislation in RES and energy saving in Greece</i></p> <ul style="list-style-type: none"> <li>➤ <b>Dimitris Athanasiou</b>, Energy Advisor, Minister of Environment and Energy of the Greek Republic</li> </ul> <p><i>Public policy and legislation in RES and energy saving in the Russian Federation</i></p> <ul style="list-style-type: none"> <li>➤ <b>A. Konev</b>, Innovation Director, Russian Energy Agency, Ministry of Energy of Russia</li> <li>➤ RES sector development in the Russian Federation <b>Solar Mendzhment OOO</b></li> </ul> <p><i>Improvement in energy efficiency of buildings in industry</i></p> <ul style="list-style-type: none"> <li>➤ <b>Aristotle Botziadis</b>, Project Development Department, Centre for Renewable Energy Sources and Saving of Greece (CRES)</li> </ul> <p><i>Advantages of expanding RES application in recreational areas</i></p> <ul style="list-style-type: none"> <li>➤ <b>Agis Papadopoulos</b>, Professor of Energy Systems Studies, Aristotle University in Thessaloniki</li> <li>➤ <b>Ermolenko G.V.</b>, Head of RES Centre, Energy Institute, National Research University Higher School of Economics</li> </ul>	
2:00-3:00	Lunch break	
3:00-5:15	<p><b>Panel discussions</b></p> <p><b>Exchange of experience in promising RES technologies and developments</b></p> <p><b>Moderator – Vasilios Tsolakadis</b>, President, Centre for Renewable Energy Sources and Saving of Greece (CRES)</p> <p><i>Balancing of energy systems, including solar and wind power stations</i></p> <ul style="list-style-type: none"> <li>➤ <b>Yannis Kabouris</b>, Director, Distribution Grid Development Department, The Independent Power Transmission Operator (IPTO or ADMIE), Greece</li> </ul> <p><i>Solar and heat energy technologies and their application</i></p> <ul style="list-style-type: none"> <li>➤ <b>Panagitis Kenterlis</b>, Executive Secretary, Solar Energy Association of Greece</li> </ul> <p><i>Solar energy development outlook in the Russian Federation</i></p> <ul style="list-style-type: none"> <li>➤ <b>A. S. Chursin</b>, Head, Business Development Directorate, Khevel OOO</li> </ul>	

	<p><i>Experience in development of distributed energy and terms of its operation within a power system</i></p> <ul style="list-style-type: none"> <li>➤ <b>Statis Tselepis</b>, Head, Department for Development of Solar Electric Systems and Distributed Generation, Centre for Renewable Energy Sources and Energy Saving of Greece (CRES)</li> </ul> <p><i>Geothermal energy and its practical application</i></p> <ul style="list-style-type: none"> <li>➤ <b>Rosgeologiya</b></li> <li>➤ <b>Sokratis Konstantinidis</b>, Director, Department for Development of Renewable Energy Sources, Kopelozos Grupp (Greece)</li> <li>➤ Representatives of Centre for Renewable Energy Sources and Saving of Greece (CRES)</li> </ul>	
5:15-5:30	Coffee break	
5:30-6:30	<b>Contact marketplace: Determination of interaction areas in RES and energy efficiency</b>	