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General Information and Logistics

- Programme
- Lecturers
- Project Promoters
- Organisers, Partners and Sponsors
- Other CEI Contacts
# Summary Programme

## Day 00 // Tuesday 22 November 2005

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<tr>
<th>Time</th>
<th>Event</th>
<th>Location</th>
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<tbody>
<tr>
<td>12.00 - 20.00</td>
<td>Registration / Accreditation</td>
<td>Lower Foyer of the Slovak Philharmonic, entrance from Palackeho Street</td>
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## Day 01 // Wednesday 23 November 2005

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<thead>
<tr>
<th>Time</th>
<th>Event</th>
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<tbody>
<tr>
<td>08.00 - 19.00</td>
<td>Registration / Accreditation</td>
<td>Lower Foyer of the Slovak Philharmonic, entrance from Palackeho Street</td>
</tr>
<tr>
<td>09.30 - 10.15</td>
<td>Official Opening</td>
<td>Plenary Session, Main Hall of the Slovak Philharmonic</td>
</tr>
<tr>
<td>10.30 - 12.00</td>
<td>STREAM 1 Sessions</td>
<td>Hotel Radisson SAS Carlton ( Symphony + Rhapsody Suite )</td>
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<tr>
<td></td>
<td>STREAM 2 Sessions</td>
<td>Hotel Danube ( Diamant Hall )</td>
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<td>STREAM 3 Sessions</td>
<td>Hotel Devin ( Dominant Hall )</td>
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<td></td>
<td>IBA - Seminars, Project Presentations and Matching</td>
<td>Seminars: Hotel Radisson SAS Carlton ( Melody Suite )</td>
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<td>Project Presentations: Hotel Danube ( Saphir + Emerald )</td>
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<tr>
<td>12.00 - 13.30</td>
<td>Lunch Break</td>
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</tr>
<tr>
<td>13.30 - 18.30</td>
<td>STREAM 1 Sessions</td>
<td>Hotel Radisson SAS Carlton ( Symphony + Rhapsody Suite )</td>
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<td>Project Presentations: Hotel Danube ( Saphir + Emerald )</td>
</tr>
<tr>
<td>19.30 - 20.00</td>
<td>Cultural Programme</td>
<td>Main Hall of Slovak Philharmonic ( entrance from Mostova Street )</td>
</tr>
<tr>
<td>20.00 - 22.00</td>
<td>Evening Reception</td>
<td>Main Hall, Upper Foyer ( exits open to Mostova and Palackeho Streets )</td>
</tr>
</tbody>
</table>

## Day 02 // Thursday 24 November 2005

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
<th>Location</th>
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<tbody>
<tr>
<td>08.00 - 13.00</td>
<td>Registration / Accreditation</td>
<td>Lower Foyer of the Slovak Philharmonic, entrance from Palackeho Street</td>
</tr>
<tr>
<td></td>
<td>STREAM 1 Sessions</td>
<td>Hotel Radisson SAS Carlton ( Symphony + Rhapsody Suite )</td>
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<tr>
<td></td>
<td>STREAM 2 Sessions</td>
<td>Hotel Danube ( Diamant Hall )</td>
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<tr>
<td></td>
<td>STREAM 3 Sessions</td>
<td>Hotel Devin ( Dominant Hall )</td>
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<td></td>
<td>Project Presentations: Hotel Danube ( Saphir + Emerald )</td>
</tr>
<tr>
<td>12.00 - 14.00</td>
<td>Lunch Break</td>
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</tr>
<tr>
<td>14.30 - 16.00</td>
<td>Roundtable of the CEI Ministers of Economic Sectors</td>
<td>Main Hall of the Slovak Philharmonic</td>
</tr>
<tr>
<td>16.30 - 17.00</td>
<td>Press Conference of CEI Troika Ministers</td>
<td>Small Hall of the Slovak Philharmonic</td>
</tr>
<tr>
<td>17.00 - 17.30</td>
<td>Closing Ceremony</td>
<td>Plenary Session, Small Hall of the Slovak Philharmonic</td>
</tr>
<tr>
<td>17.30 - 18.30</td>
<td>Cocktail</td>
<td>Upper Foyer of Slovak Philharmonic</td>
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<table>
<thead>
<tr>
<th>Stream 1</th>
<th>Stream 2</th>
<th>Stream 3</th>
<th>IBA</th>
</tr>
</thead>
<tbody>
<tr>
<td>Structural Reforms, Ways of Improving the Business Environment</td>
<td>Development Strategies for Raising Competitiveness</td>
<td>Infrastructure for Entrepreneurship</td>
<td>Interactive Business Area</td>
</tr>
</tbody>
</table>
Logistics

Registration and Accreditation

SEF registration includes: access to all formal sessions and to the Interactive Business Area, an information pack (SEF bag), access to all SEF databases (for business contacts and project promotion), participation in social events including a cocktail, an evening receptions and a concert.

Registration / Accreditation point
(Lower Foyer of the Slovak Philharmonic, entrance from Palackeho Street)

- Tuesday 22 November: 12.00 a.m. – 8.00 p.m.
- Wednesday 23 November: 8.00 a.m. – 7.00 p.m.
- Thursday 24 November: 8.00 a.m. – 13.00 p.m.

Accommodation

The CEI has arranged special discount rates for participants quoting “SEF05” booking code with partner hotels in Bratislava.

- www.radissonsas.com
- www.hoteldevin.sk
- www.hoteldanube.com
- www.hotelmarrlos.sk
- www.holidayinn.sk
- www.incheba.sk
- www.accorhotels.com
- www.cityhotelbratislava.sk

More info at www.ceinet.org/SEF/Hotels

Local Transportation

Regular shuttle bus service to Bratislava is available for guests arriving at the Vienna Schwechat airport. The organisers will complement this service with additional buses to cover early and late arrivals. The SEF welcome desks will be located in arrival area of both Bratislava and Vienna international airports. Please ask hostesses at SEF Info Points for available transport service.

More info and schedules at: www.ceinet.org/SEF/Transport

Press Center

Assistance for journalists is available at the SEF Project Room (Danube Hotel), also for information and participation at the Roundtable of the CEI Ministers of Economic Sectors.

After the Event

The 8th CEI Summit Economic Forum major outputs and updated information, including speakers’ abstracts, presentations and contacts, project-related documentation, press releases and clipping, post Official Report and list of participants will be published on the CEI website www.ceinet.org/SEF.
Social Events

Cultural Programme and Evening Reception

Date
23 November 2005

Place
Main Hall & Upper Foyer of the Slovak Philharmonic, entrance from Mostova Street

Programme
19:00 – 19:30 Guests coming
19:30 – 19:30 Welcome guests by moderator
19:30 – 20:00 Cultural Program – performer: Orchestra GOLDEN VIOLIN
20:00 – 20:05 Invitation for Evening Reception
20:05 – 22:00 Evening Reception with Jazz Band NOTHING BUT SWING

Performers

Orchestra GOLDEN VIOLIN // www.lucnica.sk
One of the best Slovak folklore music. It is part of the Slovak National Folklore Ballet LUCNICA. The program will consist of Slovak folklore songs performed by the whole Orchestra. The guest of the Orchestra is Jan Babjak. He is the soloist of the Slovak National Opera and he will sing a selection of Slovak folklore songs.

Jazz Band NOTHING BUT SWING // www.nbsjazztrio.sk
Nothing but Swing Trio (NBS Trio) was formed in 1998 in Banska Bystrica and has existed ever since in its original set-up: Klaudius Kovac - piano, Robert Ragan - double-bass and Peter Solarik - drums. NBS Trio performs regularly with the singer Dasa Libiakova.

Cocktail

Date
24 November 2005

Place
Upper Foyer of the Slovak Philharmonic

Programme
17:30 – 18:30 Cocktail without performers
Streams and Venues

stream 1
Structural Reforms, Ways of Improving the Business Environment

This stream will highlight current research, reform processes and governmental policies, and will also provide some insights into current debates within the fields of transition economics in the CEI countries of operation. The results of the new EBRD-run BEEPS (Business Environment and Enterprise Performance) will be presented, in particular to explore the factors that affect the performance of firms, i.e. ownership, location, size and the extent to which they face competition, and the analysis of the relationship between enterprise performance and progress in transition. Other issues under scrutiny will be the analysis of the impact of European funds – structural, regional, cohesion – onto the economy of the new member countries. What correlations can be made between increased provision of funds and growth? The rest of the stream will reopen the debate on some “classic” themes of transition economics, i.e. monopoly vs. perfect competition, liberalisation vs. protectionism, state-ownership vs. privatisation.

Hotel Radisson SAS Carlton
(Symphony + Rhapsody Suite)

stream 2
Development Strategies for Raising Competitiveness

This stream will concentrate on the analysis of sector and regional strategies across the entire geographical area of the CEI. For the newly acceded countries of central Europe, directors and senior management of international organisations and financial institutions will answer questions related to enlargement, the Lisbon strategy, and on the steps taken for the creation of a knowledge-based economy in Europe. For south-eastern Europe, issues of regional integration and incentives will be on the table. Will there be a slow-down in the accession process and how is this affecting the ongoing rhetoric on regional integration? What can Europe offer the Western Balkans in the absence of a clear accession timeline? Are we going to witness geopolitical changes? How could this affect the investors and their confidence in the region? The stream will also deal with current policies and strategies for those countries remaining outside the EU, namely Ukraine, Moldova and Belarus – is being Europe’s neighbour enough?

Hotel Danube
(Dominant Hall)

stream 3
Infrastructure for Entrepreneurship

This stream will present technical issues linked to agricultural development, human resources, and more specifically on infrastructure. As regards the infrastructure side, there will be analysis of best practices and experiences of privatisation and concessions of airports, models of procurement and how to do business with the EBRD. The stream will also include a roundtable on energy, which will provide analyses and expert opinions on the main industry developments and on the major issues currently affecting energy efficiency and renewable energy sources in Central and East European countries.

Hotel Devin
(Dominant Hall)

IBA Interactive Business Area

The Interactive Business Area - IBA at the CEI Summit Economic Forum provides participants with a unique opportunity to present the finished projects as success stories, to attract investors with a presentation of an on-going project, to assist in searching for partners for an idea or a study implementation. If and when the interested businesspeople and government representatives attend the CEI SEF, the CEI Software System assists in making appointments by creating a calendar of business meetings during the event. That is what we call Match-Making, on basis of which entrepreneurs, bankers, potential investors and joint venture partners can get to know each other and to discuss their business proposals, availability of funds, projects and programmes.

Hotel Radisson SAS Carlton
(Melody Suite)

Seminars
Hotel Radisson SAS Carlton
(Melody Suite)

Project Presentations
Hotel Danube
(Dominant Hall)
# Timetable Programme

## Day 00 // Tuesday 22 November 2005

<table>
<thead>
<tr>
<th>Time</th>
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| 12.00 | Registration/ Accreditation  
                 Lower Foyer of the Slovak Philharmonic (entrance from Palackeho Street)          |
| 19.00 | Evening Reception  
                 Main Hall and Upper Foyer of the Slovak Philharmonic (exits open to Mostova and Palackeho Streets) |

## Day 01 // Wednesday 23 November 2005

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</table>
| 8.00  | Registration/ Accreditation  
                 Lower Foyer of the Slovak Philharmonic (entrance from Palackeho Street)          |
| 9.30  | Official Opening  
                 Main Hall of the Slovak Philharmonic                                                      |
| 10.30 | 1.1 Economic and Institutional Reforms in CEI countries.  
               Coordinator: Slovak Ministry of Economy                                                  |
| 12.00 | 2.1 EC, EIB, EBRD Strategies and Sector Policies for Investment in the Czech Republic, Hungary, Poland, Slovakia and Slovenia.  
               Coordinator: Slovak Ministry of Economy                                                  |
| 13.00 | 3.1 The Impact of the Development of the Food Retail sector on the Transition in the CEI countries.  
               Coordinator: EBRD                                                                       |
| 15.00 | 1.2 EBRD Transition Report - Business Environment and Enterprise Performance.  
               Coordinator: EBRD                                                                       |
| 15.10 | 2.2 World Bank Assistance Strategy in the CEI region.  
               Coordinator: World Bank                                                                  |
| 16.45 | 3.2 Human Resources. Modern Education Policy, Workforce Mobility.  
               Coordinator: Slovak Ministry of Education                                               |
| 16.45 | 1.3 The impact of the EU Structural Funds on the Regional Development among new Member States.  
               Coordinator: CEI                                                                       |
| 17.00 | 2.3 Trade, Competitiveness, Investment Opportunities and Challenges for the CEI region.  
               Coordinator: EBRD                                                                       |
| 18.30 | 3.3 Public Private Partnerships in Transport and Infrastructure.  
               Coordinator: EBRD                                                                       |
| 19.30 | Cultural Program  
                 Main Hall of the Slovak Philharmonic (entrance from Mostova Street)                  |
| 22.00 | Evening Reception  
                 Main Hall and Upper Foyer of the Slovak Philharmonic (exits open to Mostova and Palackeho Streets) |
Day 02 // Thursday 24 November 2005

8.00
Registration/ Accreditation
Lower Foyer of Slovak Philharmonic (entrance from Palackeho Street)

9.00
10.30
Natural Monopoly – network branches. State or private owner?
Coordinator: Slovak Ministry of Economy

10.30 - 11.00
Coffee Break

11.00
12.30
Coordinator: Slovak Ministry of Economy

12.30 - 14.00
Lunch Break

14.30
Roundtable of the CEI Ministers of Economic Sectors
Main Hall of the Slovak Philharmonic
* Special invitees & press allowed

16.00
Press Conference of CEI Troika Ministers
Small Hall of the Slovak Philharmonic

17.00
Closing ceremony
Plenary Session, Small Hall of Slovak Philharmonic

17.30
Cocktail
Upper Foyer of the Slovak Philharmonic

IBA 05
Seminar: CECCI Seminar on agribusiness: focus on local brands protection regulations.
Project Presentations: Energy efficiency. Renewable and new energy sources (hydro, bio, solar, wind power).

IBA 06
Seminar: CECCI Seminar on agribusiness: focus on local brands marketing.
Project Presentations: Municipality Infrastructure.
The Official Opening sees SEF organizers welcoming all participants and drawing attention to the main highlights and topics to be discussed during the event. The host, the Slovak Minister of Economy, Mr. Jirko Malcharek, will address the public on behalf of the Slovak Government holding the CEI Presidency in 2005. The representative of the European Bank for Reconstruction and Development (EBRD), Mr. Enzo Quattrociocche, will take the floor on behalf of the Bank (the main SEF partner) and of the Italian Government (the major SEF financial supporter). Finally, the representatives of CEI Secretariats will welcome participants and provide practical information on the event.
Day 01 // Wednesday 23 November 2005

1.1 Economic and Institutional Reforms in CEI countries
Venue: Symphony & Rhapsody Suite in Hotel Radisson SAS

Moderator  
Mr. Ondrej SOČUVA, Advisor to the Prime Minister for Foreign Investments and Macroeconomics, Slovakia: “Slovak Reforms - Improving the Business Environment and attracting Foreign Direct Investments”

Keynote Speaker  
Mr. Martin BRUNČKO, Chief Economic Advisor to the Deputy Prime Minister and Minister of Finance, Ministry of Finance, Slovakia: “MINERVA - The knowledge economy strategy for Slovakia”

Speaker  
Mr. Anthony O’SULLIVAN, Programme Director, OECD Investment Compact: “Investment Reforms Index: the OECD Investment Compact approach to promote economic and institutional reforms in South Eastern Europe”

Speaker  
Mr. laurent GUYE, Director, Working Table II - Economy, Stability Pact for South Eastern Europe: “Infrastructure, Trade and Investment: the Stability Pact contribution to improve the business climate in South Eastern Europe”

Speaker  
Ms. Maria KADLECKOVA, Sub-regional Representative, FAO Sub-Regional Office for Central and Eastern Europe: “FAO approach to scaling up institutional capacity building action in agriculture and rural development of CEI countries”

Coordinator  
Slovak Ministry of Economy

CEI Officer in Charge  
Ms. Lara Tassan Zanin

2.1 EC, EIB, EBRD strategies and sector policies for investment in the Czech Republic, Hungary, Poland, Slovakia and Slovenia
Venue: Diamant Hall in Danube Hotel

Moderator  
Mr. Alexander AUßOECK, Country Director for Czech Republic, Slovakia, Hungary and Slovenia, EBRD

Speaker  
Mr. Emanuel MARAVIC, Director, Directorate for Lending Operations – Europe, EIB

Speaker  
Ms. Katarina MATHERNOVA, Director, DG Regional Policy, European Commission

Speaker  
Ms. Malgorzata KOLAKOWSKA, Country Director, EBRD Warsaw Office

Coordinator  
EBRD

CEI Officer in Charge  
Ms. Marta Simonetti

3.1 Impact of the Development of the Food Retail Sector on the Transition in CEI countries
Venue: Dominant Hall in Devin Hotel

The workshop explores the expanding role played by supermarkets in the marketing of agricultural products in the CEI countries. In many transition countries, between 40% and 60% of all agricultural produce and food products may be sold through large supermarket chains within a period of 5 to 10 years after the opening of the economy. Speakers to the workshop explore the impact of trade liberalization, the impact of the evolution of supermarkets and supply chains in the CEI region and the importance of effective sanitary control and food safety.

Moderator  
Mr. Gary BOND, Director, Official Co-financing Unit, EBRD

Speaker  
Mr. Gilles METTETAL, Deputy Director, Agribusiness, EBRD

Speaker  
Mr. Emmanuel HIDIER, Economist, EBRD/FAO Cooperation, Investment Centre Division, FAO: “Investing in food distribution: the experiences of International Financial Institutions operating in CEI countries”

Speaker  
Mr. Johan SWINNEN, Professor of Agricultural Economics and Food Policy, University of Leuven, Belgium

Coordinator  
CEI

CEI Officer in Charge  
Ms. Cinzia Pica
10.30
12.00

**1.1 Economic and Institutional Reforms in CEI countries**
Venue: Symphony & Rhapsody Suite in Hotel Radisson SAS

**Moderator**
Mr. Ondrej SOCUVKA, Advisor to the Prime Minister for Foreign Investments and Macroeconomics, Slovakia: “Slovak Reforms - Improving the Business Environment and attracting Foreign Direct Investments”

**Keynote Speaker**
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**Coordinator**
Slovak Ministry of Economy

**CEI Officer in Charge**
Ms. Lara Tassan Zanin

**2.1 EC, EIB, EBRD strategies and sector policies for investment in the Czech Republic, Hungary, Poland, Slovakia and Slovenia**
Venue: Diamant Hall in Danube Hotel

**Moderator**
Mr. Alexander AUDBOECK, Country Director for Czech Republic, Slovakia, Hungary and Slovenia, EBRD

**Speaker**
Mr. Emanuel MARAVIC, Director, Directorate for Lending Operations – Europe, EIB

**Speaker**
Ms. Katarina MATHERNOVA, Director, DG Regional Policy, European Commission

**Speaker**
Ms. Malgorzata KOLAKOWSKA, Country Director, EBRD Warsaw Office

**Coordinator**
EBRD

**CEI Officer in Charge**
Ms. Marta Simonetti

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Mr. Gary BOND, Director, Official Co-financing Unit, EBRD

**Speaker**
Mr. Gilles METTETAL, Deputy Director, Agribusiness, EBRD

**Speaker**
Mr. Emmanuel HIDIER, Economist, EBRD/FAO Cooperation, Investment Centre Division, FAO: “Investing in food distribution: the experiences of International Financial Institutions operating in CEI countries”

**Speaker**
Mr. Johan SWINNEN, Professor of Agricultural Economics and Food Policy, University of Leuven, Belgium

**Coordinator**
CEI

**CEI Officer in Charge**
Ms. Cinzia Pica
This session explores the impact of the EU enlargement on the marketplace in the new EU Member States. Has the enlargement influenced the movement of people for business? Has it endangered the new Member States of being "brain drained" from their best professionals who would take advantage of the free movement of labour within the EU? In this context, the speakers will explore the best tools and policies to retain young talents in the country. One of the main reasons why investors are moving to the Central and Eastern Europe is the inexpensive workforce. But will the new EU Member States and accession countries have a chance to shift from the cheap production sites to R&D centers with more value added? Finally, the speakers will discuss the role of the university education in preparing the young professionals to act on the ever-changing and increasingly global marketplace. Being a national but thinking European? Does the university teach a regional perception of the job market?

Moderator  
Ms. Brigita SCHMOGNEROVA, Vice President, Human Resources and Administration, EBRD

Keynote Speaker  
Ms. Daniela KALUZNA, General Director, Section for Employment and Labour Relations, Ministry of Labour, Social Affairs and Family, Slovak Republic

Speaker  
Mr. Domenico ROMEO, Secretary General of the CEI University Network and Rector of Trieste University: “CEI University Network: Joint Programmes of Post-graduate Education”

Speaker  
Mr. Ronald BASTYR, Country Manager, Hudson Group, Slovakia

Speaker  
Mr. Arjen VOS, Head of Department, Department for Enlargement and South Eastern Europe, European Training Foundation: “Investing in human capital: a matter of urgency”

Coordinator  
Slovak Ministry of Economy

CEI Officer in Charge  
Ms. Lara Tassan Zanin, Mr. Adrian Keler
The representative of the Insurance Regulators bodies of the CEI member countries discuss the following topics: 1. Should maximum technical (guaranteed) interest rates in traditional life products be further reduced through regulatory intervention? 2. What effect will the introduction of IFRS (international financial reporting standards) have on solvency requirements in individual markets? Is further regulatory clarification required? 3. Should industry claims registers to be introduced in those countries where they have not been introduced so far? The discussion is chaired by a representative of the Slovak Market Authority; and Mr. Alasdair Macdougall from the EBRD also attends the session.

**Keynote Speaker**  
Mr. Alasdair MACDOUGALL, Senior Banker, Financial Institutions, EBRD

**Coordinator**  
CEI

**CEI Officer in Charge**  
Ms. Cinzia Pica

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<tbody>
<tr>
<td>13.30</td>
<td><strong>IBA2 Roundtable for Insurance Regulators</strong></td>
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<tr>
<td>15.00</td>
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<td>Melody Suite in Hotel Radisson SAS Carlton</td>
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<th>Venue</th>
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<tbody>
<tr>
<td>13.30</td>
<td><strong>IBA2 Transport Infrastructure</strong></td>
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<tr>
<td>15.00</td>
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<td>Saphir &amp; Emerald in Hotel Danube</td>
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**Project Promoter**  
Mr. Vincenzo PORRO, Economist, Secretariat Corridor VIII: “Technical Assessment of feasibility of Corridor VIII railway border crossing within the CEI region”

**Project Promoter**  
Mr. Marian HANTAK, TEM Project Manager and Mr. Mircea LUPESCU, TER Deputy Project Manager, UNECE: “Conclusions of the Final Report on TEM and TER Master Plan for countries in Central and Eastern Europe”

**Project Promoter**  
Mr. Douglas RASBASH, Manager, South East Europe Transport Observatory (SEETO), European Commission: “Regional Coordination in the Development of Transport Infrastructure: Experience of South East Europe”

**Project Promoter**  
Mr. Marin STANCU, Superior Counsellor, Directorate General for Railway Transport, Ministry of Transport, Construction and Tourism, Romania: “Contribution of Romania to the development of railway infrastructure in the South East Europe”

**Project Promoter**  
Mr. Dimitrije DINIC, President and Mr. Jacob SALOM, Vice President, YUEltran Info, Serbia and Montenegro: “The Realisation of North-to-the-South Backbone in the South Eastern Europe”

**CEI Officer in Charge**  
Ms. Lara Tassan Zanin
The scope of this session is very wide. Speakers will present and analyse ways to support trade and competitiveness in the CEI region. How can Europe ensure it is able to sustain competitive pressures from south-east Asia in manufacturing? What is Europe’s competitive advantage? What about being a strong knowledge economy? How can countries/governments/institutions support exports and research?

Moderator
Mr. Domenico ROMEO, Secretary General of the CEI University Network, Rector of Trieste University, Italy

Keynote Speaker
Mr. Daniel IVARSSON, Chief, Office for Arab States, Europe and the CIS, ITC UNCTAD / WTO: “Competitiveness challenges for trade and investment”

Speaker
Ms. Maja JURIC, Head of the Managing Board Office, Croatian Bank for Reconstruction and Development: “Croatian Bank for Reconstruction and Development – the Importance of Providing Support for Exports”

Speaker
Mr. Paolo ANSELMO, Secretary General, Italian Business Angel Network IBAN, Director of Centro Sviluppo Valle d’Aosta, Italy: “The informal risk capital – an opportunity for CEI region”

Speaker
Ms. Zofia WYSOKINSKA, Counsellor, Department for Competitiveness of the Economy, Ministry of Economy and Labour, Poland: “Impact of Foreign Trade and Foreign Direct Investment on the Competitiveness of the Polish Economy”

Speaker
Mr. Costin LIANU, General Directorate for Export Promotion, Ministry of Economy and Commerce, Romania: “Addressing competitiveness constraints through a National Export Strategy - the Romanian Experience”

Coordinator
CEI

CEI Officer in Charge
Ms. Marta Simonetti
3.3 Public Private Partnerships in transport and infrastructure

Venue: Dominant Hall in Devin Hotel

Moderator  Mr. Alessandro MORELLI, Società Infrastrutture Est, SIEST, Italy
Speaker  Mr. Gianni NOBILI, Technical Manager, Italian National Road Authority (ANAS), Italy
Speaker  Mr. Krzysztof SIWEK, Deputy Director, Department for Infrastructure Financing and European Funds, Ministry of Infrastructure, Poland: “Public Private Partnerships: Poland’s experience and plans”
Speaker  Mr. Roberto FERRAZZA, Ministry of Infrastructure and Transport, Italy (to be confirmed)
Coordinator  CEI
CEI Officer in Charge  Ms. Lara Tassan Zanin, Mr. Adrian Keler

IBA3 How the International Chamber System can affect the European Integration: lessons learned and best practices

Venue: Melody Suite in Hotel Radisson SAS Carlton

The seminar focuses on the support of Chamber of Commerce International Networks to the process of EU enlargement and particularly to the business community of new EU Member States. Discussion and presentations aim at defining how International Chamber Systems support the national Chambers to prepare itself and its member companies for the European Integration process by developing programmes and projects tailored for Chambers and companies and involving local and regional, including non-governmental, actors, to ensure the full benefit of regional and sub-regional cooperation.

Moderator  Mr. Gian Angelo BELLATI, Director, Unioncamere Veneto, Italy
Keynote Speaker  Mr. Pietro BACCARINI, President of Unioncamere Section of the Italian-Foreign Chambers of Commerce, Italy: “The College of Europe”
Speaker  Mr. Gian Carlo MURKOVIC, President, ACCOA - Chambers of Commerce for Central Europe: “Promoting Economic Development through Social Accountability in the CEI countries”
Speaker  Mr. Giovanni Carlo VERRI, President, Vercelli Chamber of Commerce, Italy: “CC Factor: the Chambers of Commerce … Growing Together - Entrepreneurs Hosting Entrepreneurs - The Role of the Chamber Network”
Speaker  Mr. Toni BRUNELLO, Consultant, StudioCentroVeneto, Italy: “Effective trans-national and national networking rules”
Coordinator  CEI
CEI Officer in Charge  Ms. Elisabetta Dovier

IBA3 CEI instruments: the Funds, the Know-how Exchange Programme (KEP) and the Funding Unit

Venue: Saphir & Emerald in Hotel Danube

Project Promoter  Mr. Adrian KELER, Junior Executive Officer, Secretariat for CEI Projects: “CEI financial instruments to support the development assistance and the know-how transfer in the region: how to apply for the CEI co-financing”
Project Promoter  Mr. Emmanuel HIDIER and Ms. Nada ZVEKIC, Investment Center Division, FAO: “CEI support to Wholesale Markets Development in Ukraine”
Project Promoter  Ms. Izabela GOSTISA, Junior Executive Officer, CEI-Executive Secretariat: “15 year experience in multilateral cooperation as a key exercise for successfully promoting transnational projects in CEI region”
Project Promoter  Mr. Paolo ZARAMELLA, Consultant, Training and Consultancy Department, StudioCentroVeneto Sas, Italy: “Business Transfer East: intermediate report”
Project Promoter  Mr. Mauro BIANCHI, TESEO Sprl, Belgium: “FP6 Great-IST project: international cooperation in IST between the EU and candidate countries, Western Balkans and the NIS”
CEI Officer in Charge  Ms. Lara Tassan Zanin, Mr. Adrian Keler, Ms. Izabela Gostisa
## 1.4 New challenges of Global Competition on industrial sectors. Ensuring Economic Growth

**Venue:** Symphony & Rhapsody Suite in Hotel Radisson SAS

<table>
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<tr>
<th>Time</th>
<th>Event</th>
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<tbody>
<tr>
<td>17.00</td>
<td>Opening Remarks by Mr. Gabriel TOCKA, Coordinator for Foreign Affairs, Tesco Stores Slovakia and President of Slovak Association for Business Assistance</td>
</tr>
<tr>
<td>18.00</td>
<td>Keynote Speech by Mr. Miroslav POLACEK, Director General, Entrepreneurship and Tourism Section, Ministry of Economy, Slovakia: “Fair Competition”</td>
</tr>
<tr>
<td>18.30</td>
<td>Session Overview by Mr. Ugo POLI, Vice President, Informest, Italy: “The role of localisation factors for the competitiveness of SMEs”</td>
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<tr>
<td>18.45</td>
<td>Session Overview by Mr. Miroslav MAJOROS, Chief Executive Officer, Slovak Telecom: “Knowledge Economy”</td>
</tr>
<tr>
<td>19.00</td>
<td>Session Overview by Mr. Radovan PEKNIK, External Affairs Manager, Coca-Cola Beverages Slovakia: “FDI in the Slovak Republic”</td>
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<tr>
<td>19.15</td>
<td>Session Overview by Mr. Ivan HODAC, Secretary General, European Automobile Manufacturers Association, Belgium</td>
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<tr>
<td>19.30</td>
<td>Session Overview by Mr. Peter TATARKO, Coordinator, OECD LEED Trento Centre for Local Development</td>
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### Coordinator
EBRD

### CEI Officer in Charge
Ms. Lara Tassan Zanin, Mr. Adrian Keler

## 2.4 Accession progress and key transition challenges for Bulgaria and Romania

**Venue:** Diamant Hall in Danube Hotel

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<tr>
<td>17.00</td>
<td>Opening Remarks by Ms. Ivanka DILOVSKA, Deputy Minister of Economy and Energy, Bulgaria (to confirmed)</td>
</tr>
<tr>
<td>17.15</td>
<td>Keynote Speech by Mr. Miroslav POLACEK, Director General, Entrepreneurship and Tourism Section, Ministry of Economy, Slovakia: “Fair Competition”</td>
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</tr>
<tr>
<td>17.45</td>
<td>Session Overview by Mr. Daniel KOUZENOV, Director, Black Sea Trade &amp; Development Bank (BSTDB), Greece: “Financing with Black Sea Trade and Development Bank”</td>
</tr>
<tr>
<td>18.00</td>
<td>Session Overview by Mr. James HYSLOP, EBRD, Deputy Head of Office, Romania: “Transition success and transition challenges”</td>
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<tr>
<td>18.15</td>
<td>Session Overview by Mr. Pavel EZEKIEV, Chairman, Bulgarian Foreign Investment Agency</td>
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<tr>
<td>18.30</td>
<td>Session Overview by Mr. Catalin COSTACHE, Counsellor, General Directorate External Financial Relations, Ministry of Transports, Constructions and Tourism, Romania: “Preparation of the Romanian Transport Operational Programme”</td>
</tr>
</tbody>
</table>

### Coordinator
CEI

### CEI Officer in Charge
Ms. Ludmila Savova

## 3.4 Air transport: experience on privatisation and concessions of airports in CEI countries

**Venue:** Dominant Hall in Devin Hotel

<table>
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<tr>
<th>Time</th>
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<tr>
<td>17.00</td>
<td>Opening Remarks by Mr. Riccardo PULITI, Director of Transport, EBRD</td>
</tr>
<tr>
<td>17.15</td>
<td>Keynote Speech by Mr. Branislav KWASICA, Director, Department of Civil Aviation, Ministry of Transport, Posts and Telecommunications, Slovakia</td>
</tr>
<tr>
<td>17.30</td>
<td>Session Overview by Ms. Anduena STEPHAN, Chief Executive Officer, Tirana Airport Partners SHPK, Tirana International “Nene Tereza”, Albania</td>
</tr>
<tr>
<td>17.45</td>
<td>Session Overview by Mr. Raphael von HEEREMAN, Executive Director, Lufthansa Consulting GmbH, Germany: “PPP Models to Build Airport Infrastructure Matching the Demand in Central Europe”</td>
</tr>
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</table>

### Coordinator
EBRD

### CEI Officer in Charge
Ms. Lara Tassan Zanin, Mr. Adrian Keler
Overview of the elements to take into consideration when doing or participating in procurement financed initiatives financed by EBRD in public or private sector projects. Applications and illustration in the transport sector projects. Elements to consider in parallel or joint co-financing, in collaboration with EIB.

Moderator
Mr. Ian NIGHTINGALE, Deputy Director, Procurement and Purchasing, Procurement Department, EBRD

Speaker
Mr. Maurice LEPAGE, Director, Procurement and Purchasing, Procurement Department, EBRD

Speaker
Mr. Philippe OSTENC, Associate Director, Procurement, EIB

Coordinator
CEI

CEI Officer in Charge
Ms. Ludmila Savova

Project Promoter
Mr. Kakha NADIRADZE, Association for Farmers Rights Defense, Georgia: “Infrastructure Development for Sustainable Rural Tourism”

Project Promoter
Mr. Ugo POLI, Vice President, Informest, Italy: “Tourism as a toll for local development: smiling territories”

Project Promoter
Mr. Viorel GHERCIU, Project Manager, ProRuralInvest, Moldova: “Loan Guarantee Fund: SMEs and Entrepreneurship Support in Rural Area of Moldova”

Project Promoter
Mr. Arben MOLLA, Agriculture Programme Office, Director, Ministry of Agriculture and Food, Albania: “Local Development Plan for Peza Commune - Albania”

Project Promoter
Ms. Ilaria GAROFOLI, Head, Department of Agricultural and Urban Design, University of Trieste, Italy: “Cross-border planning guidelines: a tool to address and assess sustainability”

Project Promoter
Mr. Miha SVENT, National Programme Director, CEI BAS Programme, Slovenia: “CEI BAS Programme and GEF Facility in Slovenia”

Project Promoter
Mr. Jovan GAVRILOVSKI, National Programme Director, Business Advisory Service, Macedonia: “Environmental Management Strengthening: Private Sector Assistance”

CEI Officer in Charge
Ms. Lara Tassan Zanin, Mr. Adrian Keler, Ms. Izabela Gostisa
9.00

1.5

Natural Monopoly – network branches. State or Private owner?

Venue: Symphony & Rhapsody Suite in Hotel Radisson SAS

Keynote Speaker
Ms. Alena ZAKOVA, Director, Department of Production and Network Industries Section, Ministry of Economy, Slovakia

Speaker
Mr. Philippe BOUCLY, Chairman, Slovak Gas Sector Monopoly

Speaker
Mr. Patrick Antoine Gaston LUCCIONI and Mr. Erik REGTER, Central Slovakia Electricity (Sredoslovenska energetika): “Are natural monopolies and high level of competitiveness contradictory?”

Coordinator
Slovak Ministry of Economy

CEI Officer in Charge
Ms. Lara Tassan Zanin, Mr. Adrian Keler

9.00

2.5

EU Neighbouring Countries - policies and strategies for Belarus, Ukraine and Moldova

Venue: Diamant Hall in Danube Hotel

This session will explore challenges and opportunities in the three countries which have remained out of Europe. Belarus, Ukraine and Moldova have this aspect in common – bordering the EU – but are otherwise very different countries, which a different economy and, at the moment, different expectations. Is the European Neighbourhood Policy (ENP) a strong enough anchor to trigger institutional change in these three countries? What are the EBRD, IFC and World bank strategies towards these countries? What are the expectations? What message can be given to investors interested in the area?

Moderator
Ms. Judy DEMPSEY, Senior Correspondent, International Herald Tribune

Speaker
Mr. Paul BERMININGHAM, Country Director for Belarus, Ukraine and Moldova, World Bank

Speaker
Mr. Alan ROUSSO, Lead Political Counsellor, EBRD: “Progress in Transition and Business Environment Indicators in Belarus, Moldova, Ukraine”

Speaker
Mr. Kamil EBRI, Regional Chief Economist and Strategist, Central and Eastern Europe Department, International Finance Corporation (IFC): “Two Alternative Development Strategies: Ukraine and Belarus”

Speaker
Mr. Marcus SVEDEBERG, Chief Analysts and Acting Director, Stockholm Institute of Transition Economics: “Being Neighbour is not Good Enough”

Speaker

Speaker
Mr. Andreas PAPADOPOULOS, Deputy Head of Unit, Directorate General for Economic and Financial Affairs, European Commission

Coordinator
CEI

CEI Officer in Charge
Ms. Marta Simonetti

9.00

3.5

Roundtable: Urban infrastructure development in CEI countries – success stories and best practices in municipal projects

Venue: Dominant Hall in Devin Hotel

What are the factors that contribute to successful investment projects leading to improved local services? Examples from recent experience. What can City administrations do to improve the size and predictability of local tax and other revenues and thereby increase their capacity to borrow and invest? What forms of ownership and corporate governance work best between municipalities and municipally owned public utilities? How can accountability and responsibility for improved services and efficient operations be instilled at the level of public utility management? How effective are public service contracts in practice?

Moderator
Mr. Henry RUSSELL, Deputy Director, Municipal & Environmental Infrastructure Team, EBRD

Speaker
Mr. Bojan STANOJEVIC, City Manager Belgrade, Serbia and Montenegro

Speaker
Mr. Angelo DELL’ATTI, Leader, Southern Europe Advisory Services, IFC

Speaker
Mr. Raffaele BOLDRACCHI, Principal Manager, Official Co-financing Unit, EBRD

Speaker
Mr. Kevin STARLING, Chief Executive Officer, Sofiyska Voda, Bulgaria

Speaker
Mr. Branislav HOCHEL, Deputy Mayor, City of Bratislava, Slovakia

Coordinator
CEI

CEI Officer in Charge
Ms. Ludmila Savova
IBA5  CECCI Seminar on Agribusiness: focus on local brands protection regulations

9.00 - 10.30  Venue: Melody Suite in Hotel Radisson SAS Carlton

The seminar will focus on comparing national and European regulations on the protection of local brands in agro-industry with a special focus on the know-how transfer. It will include the analysis of consortia (constitution and rules) and evaluation of their quality assessment methodology. Furthermore, emphasis will be put on ensuring that the competent authorities issue a guarantee certification (DOP or patents which guarantee that a product and all phases of production for that product have been carried out in a strictly defined geographic area) for local brands.

Moderator
Ms. Cornelia ROTARU, General Secretary, Chamber of Commerce of Romania: “Support services to SMEs for the development of the entrepreneurial culture referring to local brands”

Keynote Speaker
Mr. Victor MOSOTI, Legal Officer, FAO

Speaker
Mr. Stanislav SILHAR and Ms. Denisa KACENOVA, Food Research Institute, Slovakia: “Implementation of the Policy of Quality in Slovak Republic Conditions”

Speaker
Mr. Francesco CIANI, Director, North-East Quality Institute - INEQ, Italy: “Best practice: San Daniele del Friuli- how brand regulations affect and improve ham quality”

Coordinator
Chamber of Commerce of Udine (Italy)/ Slovak Chamber of Commerce

CEI Officer in Charge
Ms. Elisabetta Dovier

IBA5  Energy efficiency. Renewable and new energy sources (hydro, bio, solar, wind power)

9.00 - 10.30  Venue: Saphir & Emerald in Hotel Danube

Project Promoter
Ms. Ekaterina RYBAKOVA, Chief Specialist, Investment Department, Ministry of Energetic, Belarus: “Reconstruction of heat power station HPS-2 Minsk, Belarus”

Project Promoter
Mr. Yegeyni NIKITIN, Director, International Centre of Energy Efficient Technologies, Ukraine: “Creation of biodiesel production plant”

Project Promoter

Project Promoter
Mr. Nenad PAVLOVIC, Director, Serbian Energy Efficiency Agency: “Energy efficiency improvement in public buildings in Serbia”

Project Promoter
Mr. Jozef MIKULEC, Director, Slovnaft Research Institute of Petroleum and Hydrocarbon Gases VURUP and Mr. Jan CVEN-GROS, Professor, Department of Physical Chemistry, Faculty of Chemical and Food Technology, Slovakia: “Increasing efficiency of biodiesel production: Fatty Acid Ethylester case”

Project Promoter
Mr. Gianfranco CICOGNANI, Science and Technology Advisor, CEI-Executive Secretariat: “Renewable Energies Development in the CEI Region: Projects and Strategies”

Project Promoter
Mr. Roman DOUBRAVA, Director, Energy Centre Bratislava: “Removing barriers to reconstruction of public lighting systems in Slovakia”

CEI Officer in Charge
Ms. Lara Tassan Zanin, Mr. Adrian Keler
1.6 Improving Business Environment. Raising the Competitiveness of SMEs. Support schemes. Access to Financing

Venue: Symphony & Rhapsody Suite in Hotel Radisson SAS

11.00
12.30

Moderator
Ms. Daniela FIORI, SME Officer, Ministry of Productive Activities, Italy: “Public Private Partnership (PPP) as an institutional policy to boost SME development”

Keynote Speaker
Mr. Adolfo URSO, Deputy Minister, Ministry of Productive Activities, Italy

Speaker
Mr. Ugo POLLI, Vice President, Informest, Italy: “Awareness raising of local business communities and public – private partnership”

Speaker
Mr. Juraj POLEDNA, National Agency for Development of SME (NADSME), Slovakia: “The Development of Business Environment in Slovakia Related to Recent Reforms and its Perception by the Business Community”

Speaker
Mr. Antonio FANELLI, Principal Administrator, Directorate for Financial and Enterprise Affairs, OECD

Speaker
Mr. Robert SIMONCIC, General Manager of Microsoft Slovakia and President of American Chamber of Commerce in Slovakia

Speaker
Ms. Anca POPESCU, Director, Directorate Strategies, Policies and Analysis for SMEs and European Integration, National Agency for SMEs and Cooperation, Romania

Speaker
Ms. Jasminka KESER, Senior Adviser, Division for SMEs and Cooperatives, Ministry of Economy, Labour and Entrepreneurship, Croatia: “SME Promotion System in Croatia”

Coordinator
Slovak Ministry of Economy

CEI Officer in Charge
Ms. Marta Simonetti, Mr. Adrian Keler

This session will provide an overview of strategies, operations and future challenges in the Western Balkan region, with particular emphasis on the achievements so far of regional integration in trade and economic terms. The panel will also deal with the issues of a political nature – will there be a slow-down in the accession process and how is this affecting the ongoing rhetoric on regional integration? Can we really talk about a more cohesive region? What can Europe offer the Western Balkans in the absence of a clear accession timeline? Are we going to witness geopolitical changes? How could this affect the investors and their confidence in the region? The session will also provide a macroeconomic overview as well as a case study to emphasise possibilities and challenges of working and investing in this area. What can the EBRD do? Is there still room for grant-type financing and a strong donors’ role?

Moderator
Mr. Claudio VIEZZOLI, Director Western Balkans, EBRD: “Overview of EBRD activities in the region”

Speaker
Mr. Peter SANFEY, Lead Economist, EBRD: “Prospects for investment and regional integration in South Eastern Europe”

Speaker
Mr. Peter HULENYI, Director, Department of Development Cooperation, Ministry of Foreign Affairs, Slovakia: “New tool for traditional relations - Slovak ODA (Official Development Assistance) in Western Balkans”

Speaker
Mr. Aygen YAYIKOGLU, Head of EBRD Resident Office Sarajevo: “Case Study of Bosnia-Herzegovina”

Speaker
Mr. Nicholas WHYTE, Europe Program Director, International Crisis Group

Coordinator
EBRD

CEI Officer in Charge
Ms. Marta Simonetti
This session provides analysis and expert opinions on the main industry developments and the major issues currently affecting energy efficiency and renewable energy sources in Central and East European countries. The speakers and the general discussion will address the following issues:

- Wind energy – how can Central and Eastern Europe achieve the same growth as Western Europe?
- Biomass - what needs to be done to realize the huge potential in Central and Eastern Europe?
- Energy efficiency – are we doing enough to improve efficiency and how can we do better?
- Carbon credits – are the European emission trading scheme and the Kyoto mechanisms (e.g. Joint Implementation) having an impact on energy efficiency and renewable energy? How can they be more effective?
- Biofuels – what is the potential for biofuels production in Central and Eastern Europe?

Moderator: Mr. Jacques LIGOT, Director Energy Efficiency Team, EBRD
Speaker: Mr. Marco ARCELLI, Slovakia Country Manager, Enel, Italy
Speaker: Mr. Alois GEISSLHOFER, Head of Unit, International Cooperation, Austrian Energy Agency
Speaker: Ms. Urszula AJERSZ, KAPE – Polish National Energy Conservation Agency, Poland
Speaker: Mr. Tasko ERMEMOV, Executive Director, Energy Efficiency Agency, Bulgaria
Speaker: Mr. Jiri ZEMAN, SEVEn – Energy Efficiency Center, Czech Republic
Speaker: Mr. Kresimir CEROVAC, Head of the Energy Department, Ministry of Economy, Labour and Entrepreneurship, Croatia
Speaker: Mr. Mario LAZZERI, Energy Environment and Infrastructure Division, D’Appolonia, Italy
Speaker: Mr. Antonio NAVIGLIO, Professor at the Faculty of Engineering, University of Rome, Italy
Speaker: Mr. Gianluca SAMBUCINI, Energy Efficiency 21 (EE21), Industrial Restructuring, Energy and Enterprise Development Division, UNECE

Coordinator: CEI
CEI Officer in Charge: Ms. Ludmila Savova

The seminar will focus on ways of building a “value-added” brand in today’s competitive global marketplace by creating an effective, integrated strategy (which creates a unique identity that will differentiate a certain company from the competition) involving advertising, marketing, publicity, and research. The seminar will pay special attention to the know-how transfer regarding the survey and collection of local brands in the wine sector and to the presentation of best practices in order to both promote and commercialize local brands. Best practice cases from the wine sector in Italy will be presented.

Moderator: Mr. Victor MOSOTI, Legal Officer, FAO
Keynote Speaker: Mr. Elio de TULLIO, Intellectual Property Attorney, Italy: “Geographical wine protection in EU market: case law and new strategies of fight against agro-piracy”
Speaker: Mr. Ladislav ZDUT, Managing Director, Jandl, Marketing a Reklama, s.r.o., Slovakia: “Local Wine Brands in the Global World”
Speaker: Mr. Massimo DEL MESTRE, Regional Director, Movimento Turismo del Vino, Italy: “Best practice case: more than wine, a tourism brand for a territory”

Coordinator: Chamber of Commerce of Udine (Italy)/ Slovak Chamber of Commerce
CEI Officer in Charge: Ms. Elisabetta Dovier
The Roundtable will be open to the public and to the press by invitation only.

Moderator
Mr. Peter BRNO, Ambassador, Permanent Representation of Slovakia to UN Agencies in Geneva

Coordinator
Slovak Ministry of Economy

CEI Officer in Charge
Ms. Lara Tassan Zanin

The Roundtable will provide participants with overall results of the Forum. The speakers will summarize outcomes of the SEF streams and present conclusions of the Roundtable of CEI Ministers of Economic Sectors. The CEI representatives will conclude on the Slovak Presidency 2005 and invite participants to the 9th edition of the SEF coming up in Tirana next November under the Albanian Presidency in CEI in 2006. The Minister of Economy of the Slovak Republic, Mr. Jirko Malchárek, will address the public on behalf of the host Government and will invite the participants to the closing reception.

Moderator
Mr. Jozef HORVATH, Director General, Section Trade and Consumer Protection, Slovak Ministry of Economy

Speaker
Mr. Fabrizio SACCOMANNI, Vice President – Risk Management, EBRD

Speaker
Mr. Leonardo BARONCELLI, Alternate Director General, CEI-Executive Secretariat

Speaker
Mr. Guido PAOLUCCI, Programme Manager, Secretariat for CEI Projects

Speaker
Mr. Peter BRNO, Ambassador, Permanent Representation of Slovakia to UN Agencies in Geneva

Speaker
Mr. Jirko MALCHAREK, Minister, Slovak Ministry of Economy

Coordinator
Slovak Ministry of Economy

CEI Officer in Charge
Ms. Lara Tassan Zanin
Polish events

One of Summit Economic Forum’s highlights is the traditional Roundtable of the CEI Ministers of Economy (open to the public upon invitation) and the Summit of CEI Heads of Government, which provide an insight into the economic policies of the 17 CEI Member States.

This year main theme is “Reforms key to Competitiveness”

Roundtable of the CEI Minister of Economic Sector

Date
24 November 2005, 14.30 – 16.00

Venue
Main Hall of the Slovak Philharmonic, Bratislava

The Ministers of Economic Sectors of the 17 CEI Member States hold their annual Roundtable at the Summit Economic Forum, this year hosted by the Slovak Minister of Economy, H.E. Jirko Malcharek. The Roundtable is attended also by special guests including representatives of the most influential international financial institutions and international organisations in the CEI region. The Roundtable is followed by the Press Conference of Troika Ministers (Small Hall of the Slovak Philharmonic) representing the CEI Presidency of Slovenia, Slovakia and Albania.

The Roundtable is open to the public and to the press by invitation only.

Summit of CEI Heads of Government

Date
25 November 2005, 9.00 – 13.00

Venue
Piestany (Slovakia)

The annual Meeting of the CEI Heads of Government (CEI Summit) is one of the most significant CEI events. The CEI Summit is usually convened in autumn in the country holding the CEI Presidency and in parallel with the Summit Economic Forum.

The Meeting of the CEI Heads of Government usually and mainly focuses on principles and objectives of the CEI as well as political and economic orientation for co-operation within the framework of the Initiative.
Introduction to Lecturers

This chapter contains biographical notes, abstracts of presentations and contact details of SEF speakers that the CEI was provided with by Monday 7th November 2005.

The Power Point presentations along with the documentation that is already put at your disposal in this Booklet will be available in the electronic format on the CEI website at www.ceinet.org/SEF
Biographies and Abstracts

Official Opening

Enzo QUATTROCIOCCHE

Director for Italy, Board of Directors
European Bank for Reconstruction and Development (EBRD)

Contacts
tel. +44 20 7338 6417
fax +44 20 7338 6483
e-mail : quattroe@ebrd.com

Biography

Enzo Quattrociocche is a Director General at the Italian Ministry of Economy and Finance. At the Ministry he worked at the International Affairs Department dealing extensively with International Financial Institutions. He was also in charge of negotiations for the liberalisation of financial services within the GATT (now WTO). Between 1992 and 1994 he served as Assistant to the Executive Director for Italy at the IMF. He was appointed Director for Italy at the EBRD in January 1996.

Presentation

Investment Reform Index: The OECD Investment Compact approach to promoting economic and institutional reform in South Eastern Europe.

Countries in South East Europe have made significant progress in improving the investment environment over the last five years, but there are many challenges that remain in the areas of tax, competition policy, national treatment, regulatory governance and anti-corruption. Where to SEE countries stand on investment reform? What are the priorities going forward? The Investment Reform Index helps in providing some answers to these questions by measuring regional progress in investment reform along ten key dimensions. The presentation will focus on the structure and approach of the Investment Reform Index and how this can be used to promote investment reform.

Anthony O’SULLIVAN

Head, Investment Compact for South East Europe
Organisation for Economic Co-operation and Development (OECD)

Contacts
tel. +33 1 4524 7637
fax +33 1 4524 9335
e-mail : anthony.osullivan@oecd.org

Biography

Anthony O’Sullivan is the Head of the Investment Compact for South East Europe. The Investment Compact, under the Stability Pact for South Eastern Europe (Working Table II on Economic Reconstruction, Development and Co-operation) and the OECD (Directorate for Financial and Enterprise Affairs) is a leading programme designed to improve the investment climate and encourage private sector development in South East Europe (SEE). Head office is located in Paris, France with regional offices in Bucharest, Romania and Belgrade, Serbia and Montenegro (www.investmentcompact.org). Mr. O’Sullivan has a background as a strategy consultant with the firms Accenture, Monitor Company and A.T. Kearney. His academic credentials include a first class Honours Degree in Economics at McGill University and a Masters in Development Economics at the LSE in London.

Biography

Ondrej SOCUVKA

Advisor to the Prime Minister for Foreign Investments and Macroeconomics
Government Office of the Slovak Republic

Contacts
tel. +421 2 8729 5193
fax +421 2 52442311
e-mail : ondrej.socuvka@vlada.gov.sk

Biography

Ondrej Socuvka is advising the Prime Minister in the field of foreign investments and macroeconomic data analysis. His main responsibilities include preparation of the macroeconomic indicators, coordination of State Institutions responsible for Foreign Direct Investments, identifying and contacting the potential foreign investors, and following the strategic investors from the decision making phase to implementation phase. Mr. Socuvka has received his Masters Degree from the University of Economics in Slovakia, and has graduated programs at Georgetown University in DC, University of Sacro Cuore in Milan, and at Università degli Studi di Udine. He has also graduated the Certificate in European Law and Economics program organised by the Erasmus University. He has worked in government relations companies in the US and in Belgium in 2003-2004. Previous to the position at the Government Office of the Slovak Republic he has worked as State Counsellor at the Ministry of Labour, Employment and Social Affairs, where he was responsible for the Employment Strategies. Mr. Socuvka is also President of the Fund for American Studies Slovak Alumni association.

Presentation

Slovak Reforms – Improving the Business Environment and Attracting Foreign Direct investments.

Structural reforms have positioned Slovakia among the top performing countries in the Central Europe. The GDP growth is more than 5 percent, deficit is under the Maastricht requirements of 3 percent, and the business environment is continuously improving. Slovakia has been praised by leading international...
institutions and rating agencies in the last period. Improved business environment is reflected also in number and structure of the Foreign Direct Investments. Recently the Investment Incentives Rules have been approved by the Slovak government, that are creating transparent and effective base for potential foreign investors. The main goal of the Slovak Government remains the support of business environment and bringing attention to selected regions and sectors of economy, in order to achieve sustainable growth and raising living standard of the population.

2.1
EC, EIB, EBRD strategies and sector policies for investment in the Czech Republic, Hungary, Poland, Slovakia, and Slovenia.

Alexander AUBOECK
Director for Czech Republic, Hungary, Slovakia and Slovenia
European Bank for Reconstruction and Development (EBRD)

Contacts
tel. +421 2 5910 1700
fax +421 2 5910 1750
e-mail : auboecka@ebrd.com

Biography
Alexander Auboeck is the EBRD Director for the Czech Republic, Hungary, Slovakia, Slovenia responsible for the operations of the EBRD in these countries. He is based in Bratislava. Mr. Auboeck joined the EBRD in 1992 and prior to moving to Bratislava in 2000 focused on the financing of projects in the energy, telecoms, transport and municipal sectors in Central and Eastern Europe. He developed significant know how in the structuring of public-private partnerships and in particular of concession-type projects. Prior to joining the EBRD, Alexander Auboeck held various functions in the Austrian bank Girozentrale with a focus on international finance including project finance, real estate finance and asset based finance.

Emanuel MARAVIC
Director Lending Operations in Central Europe
European Investment Bank (EIB)

Contacts
tel. +352 4379 7263
fax +352 4379 7277
e-mail : e.maravic@eib.org

Biography
Mr. Emanuel Maravic is the Director responsible for Lending Operations in Central Europe (Austria, Hungary, Slovenia, Bulgaria, Romania and Croatia). He joined the EIB in 1996 as the first Director to be nominated from the then three new Member States Austria, Finland and Sweden. Until 2000 he was the Director for Lending Operations in Germany and Austria and from 2000 until 2003 the Director of the Accession Countries Department. He graduated to Doctor of Law at the University of Vienna. From 1977 until 1996 he worked for the Austrian Creditanstalt Group and the Deutsche Bank Group with an international career leading him to assignments in Brussels, Sydney, Manila and Hong Kong followed by New York and London. He worked in Vienna as the bank’s Head of International Credit Risk Control followed by an appointment as Managing Director of asset-based lending arm Creditanstalt Leasing International. Following a special assignment as head of a unit for restructurings and distressed corporate assets, he was nominated in 1994 Assistant General Manager and Head of the Corporate and Trade Finance Department.

Gary BOND
Director, Official Co-financing
European Bank for Reconstruction and Development (EBRD)

Contacts
tel. +44 20 7338 6205
fax +44 20 7338 6538
e-mail : bondg@ebrd.com

Biography
Gary Bond is Director of Official Cofinancing at EBRD. From 1996 to 2000 he was Manager of Technical Assistance and Trust Funds at the International Finance Corporation in Washington DC. Previously he worked in IFC investment activities in the Asia region and has worked as a consultant to the World Bank. He is co-author of Financing Private Infrastructure.

Emmanuel HIDIER
Economist, FAO/EBRD Cooperation focal point
Food and Agriculture Organization of UN

Contacts
tel. +39 06 570 54194
fax +39 06 570 54657
e-mail : Emmanuel.Hidier@fao.org

Biography
Since 1996, Mr. Hidier has been working at FAO’s Investment Centre Division. The Investment Centre helps FAO’s member countries to mobilise funding from international financial institutions (IFIs) for investment in agriculture and agribusiness. Mr. Hidier has a long experience in formulating and supervising projects with the World Bank and the European Bank for Reconstruction and Development (EBRD) in Eastern and Central Europe and the CIS. His areas of interests include agricultural marketing and agricultural policy. In collaboration with the CEI, the EBRD and the WB, Mr. Hidier launched in 2001 the EastAgri CEI network with the aim of improving exchanges of lessons learnt between IFIs and private banks operating in the region. Before joining the UN, Mr. Hidier was Export and Project Finance Manager for the Banque Nationale de Paris in Bangkok. Mr. Hidier speaks fluently French, English, Italian and Thai.

Presentation
Investing in food distribution: the experiences of IFIs operating in CEI countries.

Mr. Hidier will illustrate how the EastAgri CEI Network promotes exchanges of lessons learnt between IFIs and private banks, taking the example of investments in the food distribution sector. Mr. Hidier’s presentation will look at past EBRD and WB experiences in the area of wholesale markets and food retail. He will elaborate on how EastAgri, with CEI support, is encouraging its members to capitalize on these experiences.
and International Donor (mainly the European Investment Bank) levels. Infrastructures using all the main financial resources available at EU, National and International levels can be the base for some proposals to EU Secretariats, with the identification of the best practices and the main problems encountered in their management can be the base for some proposals to EU Secretariats.

The Corridors policies and managing structures: experiences and proposals

Mr. Razza has been graduated in the University of Trieste (Italy) as Civil Engineer on 1986 (110/110 cum laude). He is actually the General Manager of the Corridor 5 Permanent Secretariat established to support the Steering Committee of the Ministries of Transport of the Corridor 5 Member States (Italy, Slovenia, Hungary, Ukraine, Slovakia, Croatia and Bosnia and Herzegovina). He is also the Programme Manager of the Adriatic New Neighbourhood Programme INTERREG-CARDS/PHARE concerning the cross-border co-operation between Italy, Croatia, Bosnia and Herzegovina, State Union of Serbia and Montenegro and Albania and President of the NGO PERLA for the assistance to women, children and disabled persons in Bolivia and in Developing Countries. He has a broad experience (19 years) in dealing with programmes and projects managed by international organisations and institutions (European Bank for Reconstruction and Development, EU Commission, United Nations, World Bank, Italian Co-operation, etc.) in Italy and in Central and Eastern European Countries. He has been the personal assistant of numerous Ministers (Italian Presidency of Council of Ministries, Italian Minister of Environment, Italian Minister of Transport and Navy, Italian Minister of Foreign Affairs, two Prime Ministers and different Ministers of Central and Eastern European Countries).


The main difference between the sectoral policies that characterized the management and implementation of the EU financial instruments (i.e. ERDF, SF, ISPA, CARDS, TacIS and future IPA and ENPI Instruments) and the EU transport policies are that there is no any clear definition at EU level of the transport priorities at Corridors levels as well as a specific EU Regulation supporting the implementation of these policies, that means that only an identification of 30 priority projects exist but there is a tremendous lack of any clear identification of the strategies for the development of each single Corridor, as well as a corresponding allocation of financial resources and a proposal for the identification of structures and bodies necessary to guarantee an efficient management and implementation of the priority projects in an harmonized framework. The EU guidelines are very general and while this approach support the development bottom-up proposals, it create a confusion and not harmonic development of the transport strategy at EU level. The description of the experiences of the management of the Corridor structures like the Steering Committees and the Secretariats, with the identification of the best practices and the main problems encountered in their management can be the base for some proposals to EU Commission in order to improve and harmonize the management of the transport strategies and to accelerate the realization of the most important transport infrastructures using all the main financial resources available at EU, National and International Donor (mainly the European Investment Bank) levels.
Main reforms in the area of employment and priorities for 2006-2008.

In the course of 2003-2004, Slovakia implemented major structural reforms which have had significant positive impact on employment growth and reduction of unemployment in Slovakia. These include the tax reform, the reform of the labour market, the reform of the social system, the pension reform, and the reform of public sector. By way of mutual effect of these reforms the flexibility of the labour market has been enhanced, the barriers for job creation were reduced and the incentives for the unemployed to seek work have increased. Employment growth has picked up since 2003 and unemployment has been declining since 2Q 2004. Employment has particularly grown among self-employed persons and older workers. Job creation in private sector has been significant during the past two years and it has surmounted the job losses in declining industries. Further employment growth is expected. Yet, the long term unemployment remains high and one can speak about structural unemployment in case of Slovakia. The combination of a large proportion of low skilled labour and/or labour with inadequate skills, together with the level of cost of low paid labour, create a cohort of virtually unemployable people. The Government of Slovakia has, among other priorities for 2006-2008 in the National Lisbon Programme, addressed the necessity of employment growth as the main means of combating poverty in Slovakia. To achieve high level of employment growth, it is necessary to set up conditions for the improvement of labour supply as well as demand for labour. These main issues include: reduction of tax and contribution burden on labour, mainly for low income groups; further reduction of regulatory and administrative burden of employment and self-employment; elimination of barriers to workforce mobility; efficient assistance to disadvantaged groups on the labour market; system of life-long career guidance; system of life-long learning with special emphasis on second chance programmes.
An insight on future steps to be taken in order to enhance cooperation through mobility will also be developed. Finally, it goes without saying that the CEI UniNet is an instrument which fully complies with the general “mandate” of the CEI since it responds to the changing European environment, where an increase in qualified assistance from institutions of higher learning, especially towards those 10 non EU countries of the CEI, is considered an asset.

1.3 The impact of the EU structural funds on the regional development among new Member States.

Giovanni RONCUCCI
Managing Director
Eco Business Consulting srl, Italy

Contacts
tel. +39 051 270947
fax +39 051 270948
e-mail: info@ebcnet.it

Biography

Founding partner of Eco Business Consulting, for which he now acts as CEO, he graduated in Economics at Modena University and has done postgraduate work on various aspects of business development, planning and analysis at the SDA School of Management of Bocconi University in Milan and at PROFINEST in Bologna. Mr. Roncucci has directed research and study departments of entrepreneurial organizations and has filled managerial positions in companies providing consultancy and training services to business, where responsibilities included promoting, coordinating and directing high management consulting projects focused on economic and financial analysis and planning, business process re-engineering, budgeting and management control systems development. He has a broad professional experience of project management and technical assistance in several fields, particularly in the agribusiness one: business plans preparation, organizational analysis and financial appraisal, especially for small and medium enterprises and cooperatives, human resources management, managerial training. He has directed technical assistance projects funded by European Commission PHARE and TACIS Programmes, and has acquired professional experience in Central and Eastern Europe (Poland, Russian Federation, Romania, Bosnia-Herzegovina, Serbia, Hungary, Slovenia, Albania), in Africa (Morocco, Ghana, Ivory Coast, Senegal, Eritrea, Uganda, Zambia, Kenya), in South America and the Caribbean (Argentina, Brazil, Venezuela, Nicaragua, Dominican Republic, Cuba), the Middle-East (Egypt, Jordan, Syria, Lebanon) and Asia (Uzbekistan, China).

2.3 Trade, competitiveness, investment opportunities and challenges for the CEI region.

Paolo ANSELMO
Managing Director
Centro Sviluppo SpA (Aosta Valley RDA)

Contacts
tel. +39 0165 305511
fax +39 0165 305540
e-mail: info@centrosviluppo.it

Biography

Paolo Anselmo is the Managing Director of the Aosta Valley Regional Development Agency (Centro Sviluppo SpA) since 1994. Since then he has been involved in public policy support for small and medium sized enterprises; specializing in activities for the creation and development of new technology-based firms: consultancy, seed and venture financing schemes, new measures for spin-off promotion. Centro Sviluppo is currently full member of various European Commission networks: as BIC, EIC, BIC. He is jointly responsible for general management of the IBAN Presidency based in Milan (Italy), Italian Business Angels Network Association. Actually Paolo is member of EBAN’s (European Business Angel Network) Executive Committee, member of the BIC-Italia net, EURADA and INSME Board of Directors. Prior to joining Centro Sviluppo, Paolo was CEO of important helicopters transport companies based in Italy and Spain. Paolo Anselmo (47) has a Degree of Aeronautical Engineering at the Politechnic of Turin (Italy), Paolo Anselmo is a member of the Italian Society of Engineers and visiting Professor in some Italian Universities.

Presentation

The informal risk capital – an opportunity for CEI region.

It is generally acknowledged that business angels have a crucial role to play in supporting new and growing business by providing finance and mentoring support. IBAN has prepared a SWOT analysis concerning the state of the art of the informal venture capital in Italy. The results can be used, as example of bad and best practices, in new growing emerging markets. Further ways to stimulate business angel investment and how to improve relations between entrepreneurs, investors and SME support organizations will be examined in more detail. An overview will be dedicated to the Business Angels’ Networks (BAN) role, and how they can cooperate with the business incubators.

Zofia WYSOKINSKA
Adviser to the Minister, Professor of International Economics
Ministry of Economy and Labour, Poland

Contacts
tel. +48 22 6935310
fax +48 22 6934025
e-mail: zofwys@uni.lodz.pl

Biography

Professor Zofia Wysokinska is the Adviser to the Minister in the Ministry of Economy and Labour in Poland. She is the experienced Manager of selected scientific and governmental projects with special reference to: Comparison of Demand’s Structures between CEFTA Countries; “Costs and Benefits of Poland’s Integration with the European Union” (Ministry of Economy); “Comparative Analysis For Selected OECD Countries With Special Reference To The European Union And Poland in the Field of Foreign Trade in Goods influencing the Environmental Protection within the Strategy of Sustainable Development (Ministry of Environmental Protection). In the Ministry of Economy she is the expert cooperating with the OECD and United Nations (she represented Poland at the 5th Global Forum on Reinvigorating Government in Mexico City in the year 2003). Zofia Wysokinska is also the academic professor at the University of Lodz in Poland. She has published 145 publications. Her publications are related first of all to foreign trade, foreign direct investment, European integration and sustainable development strategy. She was awarded for some of them by the Ministry of Higher Education in Poland, for example the publication of the book Dynamic Interdependence of Central and East European Countries Foreign Trade in the Context of Integration’s and Foreign Trade’s Thesry (1999) and Trade and Investment within the Sustainable Development Strategy (2005). She is since the year 2001 Jean
Monnet Professor, Jean Monnet Chair-grantholder and the Director of the European Centre of Excellence co-financed by the grant of the European Commission. She is the Vice President of ITSEFA (International Trade and Finance Association) and the Member of ISINI (International Society for Intercommunication of New Ideas).

**Presentation**

Impact of Foreign Trade and Foreign Direct Investment on the Competitiveness of the Polish Economy (within the European Integration Process).

The aim of the paper is to: present structural changes in foreign trade, FDI and GDP formation in Poland within the European integration process; compare some indices of competitiveness in the European internal market between some Central and Eastern European New Member States of the EU; compare the most important macro- and micro-determinants shaping the business environment in CEE countries; examine, compare and summarize the most important effects of the internationalization and modernization processes in Poland and their impact on the competitiveness of the Polish economy and enterprises.

### 3.3

**Public Private Partnership in transport and Infrastructure.**

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**Krzysztof SIWEK**  
Deputy Director  
Ministry of Infrastructure, Poland

**Contacts**

tel. +48 22 6301380  
fax +48 22 6301319  
e-mail : ksiwek@mi.gov.pl

**Biography**

Krzysztof Siwek is the Deputy Director in the Department for Infrastructure Financing and European Funds, Ministry of Infrastructure, Poland. He is responsible for Cohesion Fund, TEN-T and PPP in the transport sector. He has been in the governmental administration since 1997; acting as director of several privatization projects mainly in the energy and construction sectors, member and president of several supervising boards. In 80’s and 90’s he was the manager in foreign joint ventures in Poland. Post graduate diplomas of: Maastricht University / Warsaw University (Centre for Europe) – Polish–Dutch Postgraduate European Studies; Warsaw University – Postgraduate Studies on Economics of Developing Countries; Central School of Planning and Statistics in Warsaw (SGPiS) – Postgraduate Studies on World Economy. Graduated in economics of foreign trade at Central School of Planning and Statistics in Warsaw. Numerous courses in high schools and institutes - St.Gallen, Bern, Rouen, Helsinki, Moscow, Berlin, Prague and business and finance trainings in Mobil Oil Turkey and Bank Handlowy in Warsaw.

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**Pietro BACCARINI**  
President, Italian-Foreign CCI section  
Unioncamere, Italy

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**IBA 03 - Seminar**

How the International Chamber System can affect the European Integration: lessons learned and best practices.

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**Gian Carlo MURKOVIC**  
President  
ACCOA – Associazione delle Camere di Commercio per l’Europa Centrale (Chamber of Commerce for Central Europe)

**Contacts**

tel. +39 0481 550 118  
fax: +39 0481 549 768  
e-mail : info@accoa.it

**Biography**

Mr. Murkovic belongs to a Croatian family that emigrated in the mid-40s to Italy and then to Argentina. He settles in Trieste (NE of Italy) definitely in 1963. In 1975 he begins to assist his father, Mr. Nicolas Murkovic, founder of C.G.M.-Group, in directing the company that specializes in the trade of appliances and components for heating and catering equipment and manages, within a short time, to establish it in several countries of Central and Eastern Europe. Mr. Murkovic, managing director of Unitech S.r.l., was for a long time, until its privatization, Representative for the former Yugoslavian Market of the companies Nuovo Pignone S.p.A. and Savio S.p.A. which belonged both to the ENI group, for which he has developed several commercial and industrial collaborations, as well. From 1994 he is member of the Executive Counsel of ACCOA, Chamber of Commerce for Central Europe, of which he was elected, in September 1998, President of the delegation of the Trieste-Triveneto area and, in March 1999, also national President. He was recently elected again for a third mandate. Mr. Murkovic is, furthermore, one of the founders of the Croatian community of Trieste (President) and the recently founded Federation of the Croatian communities in Italy (Vice President). For five years, in the late-90s, Mr. Murkovic was the Secretary General of the Centro culturale Veritas and actively involved in several cultural projects in the city of Trieste. Thanks to his many years of grass
root experience as entrepreneur in the field of economy, with wide interests in
this part of the continent and thanks to his sensibility for the different cultures
and related issues like migration, Mr. Murkovic is often invited to give contribu-
tions as speaker and chairman in seminars, forums, meetings all over Europe.
In his role as President of ACCDA he recently headed several economic missions
to Belarus, Ukraine, Moldova, Bulgaria, Romania, Serbia and other countries in
Central and Eastern Europe. In addition to his Italian and Croatian mother tongue,
Mr. Murkovic speaks and writes fluently English and Spanish.

Presentation

Promoting Economic Development through Social Accountability in the CEI
Countries.

Aim: The project aimed at promoting commercial and industrial relationships
among companies located in the Italian province of Forlì-Cesena, Bulgaria,
Romania and Bosnia-Herzegovina, and at building said relationships basing them
on transparency, long-term prospective, and sustainability, through the
promotion of Social Accountability tools, in particular of the Social
Accountability Watch. The Social Accountability Watch (S.A.W.) is an observatory on the Web that intends to put in
evidence those companies, that decide voluntarily to participate, by accepting
the principles of visibility and transparency and of monitoring activities all
interested parties may carry out on continuous basis through the use of the
internet. The S.A.W. functioning is ensured by interactions among organisations,
the society and institutions where, among others, some representatives of the
interested parties, properly trained on the use of the system’s features (referred
to as ‘monitors’) are qualified to highlight, via Web, those organisations’ conduct
having an impact on social accountability-related issues. Among the principles
on which the S.A.W. is founded, there is the effective involvement of the
interested parties, either in the design of the social accountability systems or in
the progress monitoring of the results obtained. The participation to the S.A.W.
responds to two fundamental general principles for the verification of the
company conducts relating to social accountability: everybody may use the tool
extending in this way the democratic participation to the company’s life in an
egalitarian way and the freedom to benefit of this opportunity of interaction,
whose modalities have been beforehand accepted by the organisation. These
aspects are certainly factors that may valorise the role of all stakeholders, while
for the companies they are a concrete evidence of the principle of transparency
that is able to valorise its image. Said monitoring activities are carried out by
selected representatives of workers, entrepreneurs, consumers, NGOs, and
institutions by means of the very same Social Accountability Watch. Monitored
companies are sent observations they must answer to, providing their point of
view and committing to improve by setting up solutions and proposing
measurable objectives. On the other hand, companies joining the Watch are made
officially recognized good practice on business transfer, hosted in the EU offi-
cial site. On the issue he wrote “Passaggi Obbligati” (Franco Angeli ed.,
2003). In 2002 he was appointed by the Veneto Region Minister to design a
model of hospitality. This initiative, regarding the hosting of foreign operators
by Italian entrepreneurs at companies for 1 or 2 days, is being started in order to
facilitate and give positive significance to the first contacts. The business
operators and the representatives of Associations of enterprises (industry,
trade, tourism, handicrafts, agriculture etc.) of the CEI area will be able to study
the functioning of similar Italian Associations of the same sector, to know the
Italian SME model and to have comparison moments which could stimulate the
reciprocal growth. Furthermore, their stay in Italy will allow the hosting oper-
ators to deepen their knowledge of the reality of the country involved, as well
as to find possible reference people in the CEI area for future cooperation.

Contacts

tel. +39 0444 512733
fax +39 0444 512420
e-mail : toni.brunello@studiocentroveneto.com

Biography

Aged 64, and since 1995 a CMC internationally certified management con-
sultant and a vocational net-worker, he became a specialist in business transfer.
After field experience with SMEs, started in 1983, in 1996 he became an
EU Commission Expert on this issue. His kit brunello tool (1997) was the first
officially recognized good practice on business transfer, hosted in the EU offi-
cial site. On the issue he wrote “Passaggi Obbligati” (Franco Angeli ed.,
2003). In 2002 he was appointed by the Veneto Region Minister to design a
research and to lead a table of specialists, who designed the first regional draft
of law in Europe on business transfer. Today he co-operates with the Italian
Ministry of productive activities, and is a consultant of the national Italian
Chambers of commerce institution Unioncamere/Retecamere, Member of
APCO-IOMCI, Assococonsult and Assindustria Vicenza Advanced Sector (Past

Giovanni Carlo VERRI
President
Vercelli Chamber of Commerce, Italy

Toni BRUNELLO
Business Leader
StudioCentroVeneto Sas, Italy

Contacts

tel. +39 0161 598242
fax +39 0161 598265
e-mail : project@vc.camcom.it

Biography

President of the Chamber of Commerce of Vercelli since 1992.
The Vercelli Chamber of Commerce is a public institution that helps the local
economy and promotes the territory through: support and promotion of entre-
preneurship; advising in administration and economy; market regulation and
customer protection; economic and statistic information.

CC Factor: The Chambers of Commerce ... Growing together - Entrepreneurs
hosting Entrepreneurs – the role of the Chamber Network.

“CC Factor: the Chambers of Commerce ... growing together” is a project aimed at
the realization of a tight connection network among the Chambers of the
countries in the CEI area, in order to offer easier co-operation ways to entre-
preneurs and professionals, both Italians and foreigners. The minor project
“Entrepreneurs hosting Entrepreneurs” is located in this context of network.
Long-lasting trade relationships are based also on strong interpersonal rela-
tionships: a traditionally effective, but innovative for the business world, for-

mula is hospitality. This initiative, regarding the hosting of foreign operators
by Italian entrepreneurs at companies for 1 or 2 days, is being started in order to
facilitate and give positive significance to the first contacts. The business
operators and the representatives of Associations of enterprises (industry,
trade, tourism, handicrafts, agriculture etc.) of the CEI area will be able to study
the functioning of similar Italian Associations of the same sector, to know the
Italian SME model and to have comparison moments which could stimulate the
reciprocal growth. Furthermore, their stay in Italy will allow the hosting oper-
ators to deepen their knowledge of the reality of the country involved, as well
as to find possible reference people in the CEI area for future cooperation.
Presentation

Effective trans-national and national networking rules.

Networking is a soft tool, an attitude in doing things, and it is similar to salt, or if you prefer to wine: it is not the substance of the food, but it accompanies it, and it makes the difference. Why to believe in networking so much? Because we can realize, in many situations, its effectiveness. Some concrete, actual experiences are presented, particularly in a trans-national environment. Some rules will be proposed, as a good help to work together, in order to build up some shared innovation, in the right atmosphere. And to disseminate it. The basic experience is coming from a particular project, called B2T – Business to Tourism – which was run in the recent years 2003-2005 in four countries, between four quite different cultures: Spain, Finland, Greece, Italy. We believe this is a very affordable experience to be taken as an example also for other situations, in order to accelerate the times of co-operation. The basic idea is to organize business-visits in a country, with a business focus, which may change time by time. But it is very useful to take the opportunity to visit also the country, in a tourism attitude, by an organised way. During the time of the visits, some bi-lateral meetings, that must be previously prepared by on-line information, are arranged. The formula has proved to be very effective in order to start new projects, well tailored to different culture and regions, and to increase confidence between participants: A very good base to go on working together. Here are some rules for networking. The spirit of networking co-operation: the secret of innovation is innovating what is new. Strategic factors for success: 1. Do not be in a hurry. 2. Evaluate the potentials of existing funding, even if the sources are awkward to discover. 3. Use associative networks, because in them is a silent convergence of skills and an accumulation of capacities for access to valuable sources. 4. Non-competitive competition (co-competition): do not be selfish, aim at winning together. Golden rules for networking: 1. THE PROJECT, FIRST! (1.1. Each single Partner, after!). 2. Respect bureaucracy rules since the beginning: in funded projects they are as important as the operational activities. 3. Go on day by day (week by week) with reporting papers. 4. Co-operate in order to have reporting documentation ON TIME from each single Partner (otherwise nobody will get money!). Some genuine advice: 1. Towards potential partners. Before the projects, give them: your experience; your precious past projects; genuine interest (study their history? culture? language?); know how to get involved, and involve.2. Towards partners in action. During the projects, get involved, and involve your collaborators. Recognize their commitment first of all, and take the chairs away from the desks; offer trips in life experience; make them act with public visibility; get a symbolic reward from them when they have to work on a holiday. 4. Towards yourself, above all: Privilege planning over everyday urgencies, in order to network.

1.4

New challenges of global competition on industrial sectors. Ensuring economic growth.

Ivan HODAC
Secretary General
European Automobile Manufacturers Association (ACEA)
Presentation

New Challenges of Global Competition in Slovakia.

In recent 5-8 years the expression “Foreign Direct Investment” has become the key tool of the Slovak Government, local government, media, public, non-governmental organizations etc. All stakeholders in Slovakia seem to understand how FDI is inevitable for further economic growth and nobody dares any doubt on positive economic impact linked to new jobs, infrastructure, transfer of know-how. Hopefully the times from mid 90ties, when FDI was politically not fully accepted or even rejected as not compliant with Slovak economy, have definitely passed. Now the main focus has turned towards new investing entrants, who potentially could come and build operations as green field projects. Focus should be dedicated not only to new business opportunities, but also to existing investors, both on local and international level, who are willing to keep and expand their presence in the Slovak market. Slovakia should not build its reputation only on cheap labour or extraordinary incentives, but on long term economic growth. This is an area, where business which started in early 90ties and is willing to stay in the country, could serve as a beacon in sharing best practices and learning across other industrial and service sectors. Retaining existing investors means retaining jobs and retaining and developing indirect jobs via multiplier effect. Soft drink industry counts for every job in its sector for 10 additional jobs in agricultural sector, transport, packaging industry, food industry, services and trade. Foreign direct investment flow, existing investment and local investors gradually move the quality standards from products to processes, own staff, environment and go for more sustainable projects like waste management, water protection, education programs. Partnership and permanent dialogue are the key tools in any external communication not only with customers and consumers, but include other industry, government, local authorities, non-governmental organizations. Only companies, who are able to communicate with all potential stakeholders in a fair and consistent manner, could survive their business in next future.

Miroslav POLACEK
General Director of the Section of Entrepreneurship and Tourism
Ministry of Economy, Slovakia

Contacts
tel. +421 2 4854 7029
fax +421 2 4854 3613
e-mail: polacek@economy.gov.sk

Biography

Miroslav Polacek is the General Director of the Section of Entrepreneurship and Tourism at the Ministry of Economy of the Slovak Republic. There are three departments under his responsibility – Department of Economic Strategy, Department of Entrepreneurship and Department of Tourism. He was deputy head (5/2004 – 5/2005) for the international project of the Ministry of Finance and the World Bank – Public finance management reform aimed at programme budgeting. Mr Polacek has worked at NFK SR on the position of state debt management head of unit. As an independent consultant, he also has a lot of experience in coordinating complex projects in an international environment. In the field of public finance he managed a project on pension reform communication for the Ministry of Labour and Social Affairs of Slovakia. The project was concentrated on information dissemination about ongoing pension reform and contained research of level of knowledge about pension reform, press conference, creation of information leaflets and dissemination in co-operation with biggest newspapers. For the project “Doing Business in the Slovak Republic” he coordinated the work of approximately thirty experts on macro-economy, economic sectors, legislation, bookkeeping, customs procedures etc. The project resulted into a yearbook about the investment climate in Slovakia. The project “How to survive in EU” was aimed at informing SME in Slovakia about the possible impact of EU accession on their performance and to help them to survive competition on opened European market. During his work at the Ministry of Economy (9/2001 – 10/2002) he worked on the creation and assessment of grant schemes supporting SME, which included trainings and consulting, financial tools such as micro loan scheme, support loan programme, SEED Capital and Innovation, technology transfer and improvement of quality standards. Within this SME frame he was representing Slovakia working group for SME in OECD and another similar international forums.

Presentation

Fair Competition In Globalization.

Speech will be oriented on different views of various stakeholders on globalization. There is different perception of this process from point of view of developing countries, developed countries, investors, clients of multinational companies. Roles, tasks and responsibilities of participants of this process vary. Common idea of all of this would be fair competition on international markets, the same rules of intellectual ownership protection, realistic technical standards, corporate social responsibility and approximation of measures oriented on internal market protection.

Ugo POLI
Vice-President
Informest - Service & Documentation Centre for International Economic Cooperation, Italy

Contacts
tel. +39 0481597411
fax +39 0481537204
e-mail: ugo.poli@informest.it

Biography

Ugo Poli is Vice-President and project manager of Informest dealing with development projects and capacity building in particular. After a long lasting activity in the field of Regional and Local Authorities administration (he was an elected member of both Municipal and Regional Councils in Italy for 17 years), he got a Europe wide experience of transnational institutional co-operation being a player in the Standing Conference of Local & Regional Authorities of the Council of Europe (Strasbourg – F / 1992 – 1994), in Italian and European URA Associations, in the Central European Initiative activities, in the OECD – LEED programme, in the EC EIC Network and in other national and regional bodies, both public and private. He is working since twelve years as a contracted professional on regional and local development issues, including public - private partnership building, programming and project generation, and SME policy design. Last relevant projects he managed, relate to industrial district communities awareness rising and networking in Italy, Hungary, Romania, Bulgaria (1999 – 2001), partnership building and project generation for the preparation of Hungarian and Czech regions to the Structural Funds implementation (2001 – 2004) and regional development in the Russian Federation and Western Balkans (2002 – 2005). Skilled in innovative approaches to development and training needs and familiar with institution building and multi-cultural environment, his competence has been awarded in 1997 with the diploma of Fellow in Economic Systems Comparison by the University of Trento (Italy) - Faculty of Economics. Besides English he has a working knowledge of German, French and Spanish.

Presentation

The role of localisation factors for the competitiveness of SMEs.

The territory is the organisation place of the SME clustering. Effectiveness of territorial governance shapes important factors of final production costs. The role of Regional and Local authorities is still inadequately focussed on entrepreneurial development in their spatial scope of operation. Moreover the attractiveness of a territory in terms of a friendly location for economic activity is decisive for the final decision of external investors, that are so important for contributing to balanced economic growth and social cohesion.
Peter TATARKO
Coordinator
OECD LEED Centre for Local Development

Contacts
tel. +39 0461 277600
dom. +39 0461 277650
e-mail: peter.tatarko@oecd.org

Biography
Peter Tatarko is the Coordinator of the OECD LEED Regional Centre for Local Development based in Trento. He is responsible for the daily management and operations of the Centre and for the implementing of appropriate OECD LEED Programme policies, particularly in the regions of Central-East and South-East Europe. Prior to joining the Secretariat of the OECD, Peter was working closely with the OECD for nearly four years from his position as the Embassy Counselor of the Permanent Delegation of the Czech Republic to the OECD. Simultaneously, he was a Member of the Bureau of the OECD LEED Coordination Committee and a Member of the Advisory Board of the OECD LEED Regional Centre for Local Development, Trento – and held this position from the very early stages of its establishment. Before joining this senior governmental position, Peter had picked-up broad experiences from the international business environment. He spent several years with the international auditing and consulting group, Deloitte & Touche, as a Regional Director and focused on large international projects within Central and Eastern Europe. He had also experienced more than six years in the international banking sector in various senior positions within Citibank/Citigroup, Prague, Czech Republic. He was appointed as the Coordinator of the OECD LEED Regional Centre for Local Development by the Secretary General of the OECD as of March 15, 2005.

Gabriel TOCKA
Corporate Affairs Coordinator
Tesco Stores SR a.s., Slovakia

Contacts
tel. +421 2 4949 6758
dom. gtocka@sk.tesco-europe.com

Biography
Gabriel Tocka has been working with Tesco Stores SR a.s. for more than 5 years. Promoted several times since beginning, he is responsible for government relations at Corporate Affairs Department now, based at Tesco Stores SR a.s. Head Office in Bratislava—Zlote Piesky. Among his current tasks are the management of the External Relations with GO and NGO bodies and Property Communication. He represents the company at the Leadership of Slovak Association of Commerce and the Executive Board of the Ministry of Transport, Constructions and Tourism of Slovakia and he activates in the Programming Compartment of the mentioned directorate. Among our current tasks are the elaboration of Ministry of Transport, Constructions and Tourism’s contribution to the Romanian NDP 2007-2013 and the preparation of the Transport Operational Programme for 2007-2013. Mr Costache’s expertise spans over 6 years of professional experience in programming for the transport sector, focusing on the financial allocations from various sources (IFIs, State Budget, Commercial Bank Loans, European Funds, etc.). In particular, working as expert in the General Directorate for Economics and Budget of the Ministry of Transport, Constructions and Tourism of Romania during 1999-2005. In June 2005, Mr. Costache was appointed Counsellor in the General Directorate for External Financial Affairs of the Ministry of Transport, Constructions and Tourism of Romania.

Presentation
Preparation of the transport sector for the absorption of the structural funds.

Philippe OSTENC
Associate Director, Procurement European Investment Bank (EBI)

Contacts
tel. +352 43794679
e-mail: ostenc@eib.org

Biography

Catalin COSTACHE
Counsellor
Ministry of Transport, Constructions and Tourism of Romania

Contacts
tel. +40213199528
e-mail: iscalf3@mt.ro

Biography
Counsellor, General Directorate for Foreign Financial Affairs, Ministry of Transport, Constructions and Tourism of Romania. Catalin Costache is a counsellor in the General Directorate for Foreign Financial Affairs of the Ministry of Transport, Constructions and Tourism of Romania and he activates in the Programming Compartment of the mentioned directorate. Among our current tasks are the elaboration of Ministry of Transport, Constructions and Tourism’s contribution to the Romanian NDP 2007-2013 and the preparation of the Transport Operational Programme for 2007-2013. Mr Costache’s expertise spans over 6 years of professional experience in programming for the transport sector, focusing on the financial allocations from various sources (IFIs, State Budget, Commercial Bank Loans, European Funds, etc.). In particular, working as expert in the General Directorate for Economics and Budget of the Ministry of Transport, Constructions and Tourism of Romania during 1999-2005. In June 2005, Mr. Costache was appointed Counsellor in the General Directorate for External Financial Affairs of the Ministry of Transport, Constructions and Tourism of Romania.

### Natural Monopoly - network branches. State or private owner?

**Alena ZAKOVA**  
Director of Structural Program Department  
Ministry of Economy of the Slovak Republic

**Biography**

Alena Zakova has worked for Ministry of Economy since 2000 year. She is Director of Structural Program Department, which consists of European Agenda Unit and structural program unit. She participates on preparation of Strategic European document, which deals with the planned European policy and financial perspectives. Alena Zakova represents the Slovak Republic in EU Council Energy Working Group, which covers also area of energy efficiency and sustainable development issues and also represents the Slovak Republic in EU Council Atomic Question Group, which covers nuclear issues including safety of nuclear facilities and nuclear waste management. She cooperates with the Energy Charter in presentation the energy policy of the Slovak Republic. She is also chairman of the Joint Committee between SR and EBRD, which is responsible for managing issues in relation with decommissioning of Nuclear Power Plant of Jaslovske Bohunice. Joint committee manages all respective institutions. She represents the Ministry of Economy on the Assembly of Contributors in EBRD, which administrates the Bohunice International Decommissioning Fund. Alena Zakova is team leader and main coordinator within the process of access- 
sion process the Slovak Republic into International Energy Agency (IEA). She also manages team for creation of strategies for structural programmes, which is in competence of Ministry of Economy. Since 1995–1999 Alena Zakova worked at City University of Bratislava as a team leader of case stud-
ies in various companies, firms and corporations and lectured.

**Presentation**

Energy sector in the Slovakia.

Presentation will consist of actual information in the field of transformation, restructuring, privatization, liberalization of energy sector including of information about current legislation.

**Oleg BABINOV**  
Head of Emerging Markets  
The Risk Advisory Group plc, Russia

**Contacts**  
tel. +7 095 937 7080  
fax +7 095 937 7081  
e-mail : Oleg.Babinov@riskadvisory.net

**Biography**

Oleg Babinov, who was born in Russia, is a graduate of Moscow State University. From 1989 he worked as a management consultant providing services to Russian companies undergoing privatisation and restructuring. In 1994 he was appointed by Kroll Associates as deputy director of its Moscow office. In 1997 he joined The Risk Advisory Group Limited in Moscow where he holds the position of head of emerging markets. Oleg Babinov advises corporations on the assessment, reduc-
tion and mitigation of risk associated with investment in the countries of the for-
ermer Soviet Union and Eastern Europe. He is also a highly experienced advisor in problem and conflict resolution in these countries, in which the legal and justice systems often does not provide for easy resolution.

**Presentation**

Transnational organised crime in Ukraine, Belarus and Moldova and its threats to Central European Countries.

Throughout the past 15 years, Central European countries have become a hub connecting transnational organised criminal groups originating in the former Soviet Union with the rest of the world. Their activities ranged from robberies of tourists in Prague and extortion of Russian used car dealers transiting from Germany via Poland at the low end to massive human trafficking and money laundering. On the other hand, businessmen and companies from Central European countries when investing in the economies of their Eastern neigh-
bours or simply trading with their local counterparties have frequent encounters with organised crime. Protection payments extorted by criminal gangs have resulted in the growth of transaction costs. However, more recently the crimi-
nal environment in Ukraine, Belarus and Moldova has changed. Most criminal gang have been pushed to the periphery of the business environment. Local businesses are more likely to be making unofficial protection payments to state regulatory agencies. The criminal gangs’ sphere of influence has been reduced to traditional illegal activities. Senior criminal figures died in the gang warfare, received prison sentences or moved to Russia (which has observed a similar trend but which, due to its size, provides wider opportuni-
ties for criminal).[1] Several leading criminal figures have succeeded in the instit-
tutionalisation of their status. They have become intermediaries in large ener-
gy supply and commodities export contracts. They get regularly involved in dealings with national governments. They have even gained influence in the political arena. Oleg Babinov’s presentation will analyse situation with organised crime in Ukraine, Belarus and Moldova and its affect on, and presence in, Central European countries.

**Marcus SVEDBERG**  
Chief Analyst  
Stockholm Institute of Transition Economics (SITE)

**Contacts**  
tel. +46-8-736 96 86  
e-mail : marcus.svedberg@hhs.se

**Biography**

Marcus Svedberg is working as chief analyst at the Stockholm Institute of Transition Economics (SITE). With advanced academic research at its core, SITE engages policymakers, business leaders, and academics in a vibrant dialogue about economic transition and large-scale institutional change. Marcus is responsible for SITE’s policy work and is also in charge of establishing a new centre of excellence economic research and policy analysts in Kyiv, Ukraine. Marcus holds a Degree in Political Science from University of Stockholm and a Master’s in Political Economy of Transition from the London School of Economics. He previously worked with business development in the Baltic Sea Region at the Swedish Trade Council.
**Presentation**

**Being Neighbor Is Not Good Enough.**

Ukraine has a strategic political, economic and security position in-between the expanding EU and diminishing Russia. Ukraine’s main challenge is, perhaps contrary to popular thought, not about choosing one over the other but rather to move from merely being part of general neighboring agreements to becoming a strategic partner with both Russia and the EU. Ukraine is increasingly dependent on trade and investment from the EU25 and, at the same time, very dependent on Russian energy and investment. The source of the problem is not necessarily the ambivalent political situation within Ukraine, exemplified by the East-West divide, but rather the inadequate EU and Russian policies towards Ukraine. The EU Neighborhood Policy will not be nearly as effective of a reform driver in Ukraine as the accession process was for the Central European countries as ENP provides too much stick and too little carrot. It is even clear from the name that ENP is not a strategic cooperation with the EU but rather a common albeit ambitious neighboring program. The initiative made by Russia concerning the Common Economic Space is certainly not the blueprint either for a strategic relationship although it may be a useful regional initiative. It ought to be in the interest of both Brussels and Moscow to develop a strategic relationship with its most important neighbor and Ukraine may, in the process, be a litmus test for the EU-Russia relationship.

**Raffaele BOLDRACCHI**
Principal Manager – Official Co-financing Unit
European Bank for Reconstruction and Development (EBRD)

**Contacts**
tel. +44 207 338 6629
fax +44 207 338 6538
e-mail: boldrac@ebrd.com

**Biography**
Raffaele Boldracchi joined the EBRD’s Official Co-financing Unit in July 2003. He’s managing the TC and Official co-financing funds provided to the Bank by multilateral donors like the European Union (PHARE, and CARDS Countries of operations) and the CEI, as well as by bilateral donors like Italy, Switzerland, France, Luxemburg and Greece. Between 1993 and 2003 he assisted the European Commission in the formulation, management and evaluation of TC projects and programs funded by the EU under the PHARE, TACIS and MEDA Programs. Between 1989 and 1993 he managed the SE Asian activities of a company belonging to the “Mediobanca” Group. Between 1981 and 1998 he provided technical assistance services in the frame of TC projects funded by the Italian Government and the United Nations. He’s lecturer at the Faculty of Political Science at the University of Genoa (Italy) and member of the Royal Institute of International Affairs (UK) as well as of the Academy of Political Science of New York.

**Presentation**

**The Role of the Donors in supporting the EBRD’s “Municipal and Environmental Infrastructure” Investments: Technical Assistance and Co-financing to strengthen Effectiveness and Efficiency.**

The EBRD is a financial institution established in 1991 and owned by 62 national and supranational shareholders. The EBRD is mainly focusing on the promotion of market based economies in 27 countries in central and east Europe and in the Former Soviet Union. Through the Official co-financing unit, the EBRD is managing the technical cooperation fund (TC Fund) and the official co-financing activities. In 2004, The TC Fund provides about EUR 100 million to finance TC projects supporting EBRD investments. Official co-financing exceeding EUR 1.8 billion have also been provided in 2004 by various donors and official agencies. In this framework, the EBRD and the Donors community (including the CEI) have established an effective partnership to support the implementation of MEI related investments in the countries of operations under both “Sovereign” and “Non-sovereign guarantee”. The Donors play an important role in supporting EBRD’s investments leading to improved local services. City administrators benefit from Donors support with the improvement of their overall management skills as well as their creditworthiness vis-à-vis the international banking community. Co-financing by Donors and Official agencies is mobilising finance for MEI projects. The presentation is supported by concrete examples and success stories.

**Bojan STANOJEVIC**
City Manager
City Assembly of Belgrade, Serbia and Montenegro

**Contacts**
tel. +381 11 3221 855
fax +381 11 3229 969
e-mail: jatanackovic@beogradsg.og

**Biography**
As of 2000 to 2004, he was the Vice President of the Executive Board of the City Assembly of Belgrade in charge of the public utility services and infrastructure projects. He was engaged in the following projects: Conclusion of the credit arrangements with the European Bank for Reconstruction and Development and European Investment Bank; Water Plant Project of Maki 2; Preparing of the Project for reconstruction of the tram system of Belgrade; Reconstruction of the district heating system of Belgrade; Study on introducing the private partnership in the sectors of solid waste collection and water and wastewater. Furthermore, Mr. Stanoevic was in charge of preparing the social program and collective agreements in the Public Utility Companies of Belgrade.

**Presentation**

**Infrastructure Development and Investments in Belgrade.**

The presentation will include the infrastructure development up to now and the most important projects for the next ten years: construction of the Inner City Road Ring and a new bridge over the Sava River; construction of the first line of the light metro; programmes for the Private-Public Partnership in the sectors of the solid waste management and water and wastewater; possibilities for private investments in Belgrade.

**Cornelia ROTARU**
Secretary General
Chamber of Commerce and Industry of Romania

**Contacts**
tel. +40 213190151
fax +40 213190159
e-mail: crotaru@ccir.ro
Presentation

Support services to SMEs for the development of the entrepreneurial culture referring to local brands in Romania.

The Presentation contains a few introductory remarks focused mainly on the tendencies faced by Industrial Property held in the knowledge-based more globalised economy. In the same context the general IP issues related to local brands protection regulation are presented. The case of Romania is developed in terms of the legislative, institutional and procedural framework in force for trademarks, geographical indications and appellations of origin. A particular attention is paid on the wine sector. The approach of the Romanian SMEs sector is focused on the issues of the innovation and the role of the innovative SMEs, the IP protection within SMEs (a few figures are delivered), the increasing concern of the enterprise’s managers about the influence of IP issues on the business evolution. A brief assessment of the agribusiness and particularly of wine and viticulture sector in Romania is provided too. One conclusion pointed out by the Romanian case analysis is the necessity to develop IP culture within the entrepreneurial behaviour. In this respect the last part of the presentation is dedicated to presenting the role of the Chamber of Commerce and Industry of Romania in providing support services to SMEs and developing IP culture referring to protection of the local brands.

Stanislav SILHAR
Head of Department Biocentre
Food Research Institute Bratislava, Slovakia

Antonio FANELLI
Deputy Head of Programme Investment Compact, OECD

Biography

Cornelia Rotaru is the Secretary General of the Chamber of Commerce and Industry of Romania. Among her current tasks and responsibilities are the executive management of the national chamber and methodological coordination of the 42 local chambers of commerce and industry. She graduated from Academy of Economic Studies in Bucharest and PhD in economy. Mrs Rotaru’s expertise covers the domain of the information system and business consultation. She managed ten years the Computing Center of the Ready Made Garment Industry in Romania and she acquired a specific expertise for designing, implementing and managing sectorial information system. Mrs Rotaru has direct experience in the institutional capacity building. She brought an important contribution in setting up the new institution of legal registration of the companies, both at national and local level. Between November 1990 and November 2000 Mrs Rotaru managed, as Director General, the National Trade Register Office within the Chamber of Commerce and Industry of Romania. Parallelly she was involved in the organization of the Business Information Centre of the CCI, Euro Info Centre and One stop shop for the registration and authorisation of the companies. Mrs Rotaru coordinated projects on SMEs, Corporate Social Responsibility, EU projects. She is affiliating to the professional organizations as member of Consultative Committee for SMEs Member of the Export Council, Regulation Analysis Impact Group, e-Business IT and Telecom Committee of ICC, South East Europe Regional Roundtable on Investment Promotion (OECD), the Committee Board of EAN Romania, Eurochambres Women Network. In 2001 Mrs Rotaru initiated the Association for Women Entrepreneurship Development - ADAF dealing with gender issues. Mrs Rotaru is author of over 100 studies, articles and interviews in economic press about trade registry, intelectual property rights, business information, e-commerce, as well as she participated with lectures in symposiums and seminars in Romania and abroad.

Presentation

Implementation of the Quality Policy in Slovak Republic Conditions.

The quality, as a guaranteed property of a product, which makes it exceptional, original and inimitable, which is given by geographical conditions or experience and tradition of production process, is the interest of present Europe. The quality policy is defined in Council Regulations, i.e. Regulation 2081/92 „Protection of geographical indications and designations of origin of agricultural products and foods”; Regulation 2082/92 „Specific character of agricultural products and foods” and Regulations 2092/91 and 1804/99 on organic farming. In Slovak Republic is the Quality Policy defined in Act No. 469/2003 on designation of origin and geographical indications for products and in Regulation No. 21/2004 on requirements of producers to obtain the certificate of specific character. Up to the 1st September 2005, 2 applications were forwarded from Slovakia to Brussel and 5 another products are registered on the national level and are prepared to forward them.

1.6

Improving business environment. Raising the competitiveness of SMEs. Support schemes. Access to financing.

Antonio FANELLI
Deputy Head of Programme Investment Compact, OECD

Biography

Antonio Fanelli joined the OECD Investment Compact in 2001, a program aiming at assisting the countries of South East Europe in improving their investment climate and in the elaboration and implementation of economic reforms. He is currently Deputy Head of Program, focusing on enterprise policy and on SME support measures. Before joining the OECD, he worked at the EBRD (1992-2001), as principal banker and as EBRD representative in Albania (1993-1996), and as an official at the Italian Institute for Foreign Trade (1981-1992), with postings in Rome, Beijing and Milan. Antonio Fanelli holds a B.A. in Economics from Bocconi University in Milan and an M.A. in International Economics from Sussex University in the UK.

Presentation

Assessing Enterprise Policy Performance in South East Europe.

Since 2002, the OECD Investment Compact, in co-operation with the EBRD and in consultation with the EC (DG Enterprise and Industry) has regularly monitored the implementation of enterprise and SME support policies in the countries of South East Europe belonging to the SEE Stability Pact. The monitoring covers a broad spectrum of policy dimensions, in line with the scope of the project’s objectives. The OECD Investment Compact has produced so far two series Enterprise Policy Performance Assessments reports (EPPAs), published in 2003 and 2005. The presentation will focus on main
issues related to the design and the implementation of measures supporting the small business sector, with a particular interest on the issue of access to finance. It will also include a series of considerations over policy impact, drawing from the results of the EPPAs.

Daniela FIORI
SME development Unit – D.G. Competitiveness Ministry of Industry and Trade, Italy

Contacts
- tel. +39 06 47052387
- fax +39 06 47887926
- e-mail : daniela.fiori@minindustria.it

Biography
A graduate in Social Science (University of Rome) and holding a Master degree in Small Business Management, Daniela Fiori has made a career of enterprise creation and SME development in Italy, Europe and numerous developing countries. Her formative assignments included agriculture, infrastructure and enterprise development in Mozambique, Algeria and the People’s republic of China. Between 1992-95 she was the Italian Ministry of Foreign Affairs’ senior expert on enterprise creation and SME development for Nicaragua, Mozambique, Colombia and El Salvador. In 1998 she was the senior training expert for AIDDA (Italian Association of Women Entrepreneurs) in Bosnia & Herzegovina as part of the EU’s “Women Entrepreneurs Development Program. From 1998-2000 she served as the International Labor Organization’s senior specialist for Enterprise and Cooperative Development, based in Zimbabwe, covering Southern Africa. Since 1994 to date she has served at the Italian Ministry for Industry and Trade Head of the SME Development Unit, representing the Italian Government at the EU in Brussels, at CEI and as Deputy Chair of the OECD’s Working party on SMEs and Entrepreneurship. In 2003/04 she has served as CPA-South’s SME development expert throughout Southern Iraq.

Presentation
Public Private Partnership (PPP) as an institutional policy to boost SME development.

Policy makers, entrepreneurs and business intermediaries have to design and implement together policies and strategies aimed to produce a conducive environment for the development of the private sector. Consolidated experiences and best practices can to be made available to build institutional building projects and to support business match-making.

Jasminka KESER
Senior Adviser Ministry of the Economy, Labour and Entrepreneurship, Croatia

Contacts
- tel. +385 1 61 06 370
- fax +385 1 61 06 333
- e-mail : jasminka.keser@mingorp.hr

Biography
Jasminka Keser is a Senior Adviser for SME development and financing in the SME Directorate and Project Manager for CARDS 2004 Project “Improving Information to the Croatian Business Community”. Her current tasks include SME operational planning, SME macro analysis, international cooperation and projects of SME promotion. Ms. Keser’s has worked in ICT development of payment system, finances and accounting, financial analyst and statistics, IT implementation and evaluation, IS project management and project portfolio management in telecommunications for over 29 years. As former Assistant Minister of Finance and Project Director of the Croatian Government Treasury System, she has direct experience in all phases of the project from project identification and appraisal to implementation, system operations and organizational changes. Ms. Keser is particularly skilled in the systemic approach to economic and SME development and strategies, long term planning and budgeting and project management. As a skilled practitioner and expert, she joined project teams in appraising of National Clearing House, Croatian Banking Credit Commitments Register, Environmental Fund and projects of new Financial Laws. She is a member of the Croatian Society of Translators for Science and Technology and author of published articles/co-author of specialized books. She won a master’s degree on Postgraduate study “Accounting, auditing and finances” on Faculty of Economics - Zagreb in the scientific filed of entrepreneurial economics.

Robert SIMONCIC
General Manager Microsoft Slovakia

Contacts
- tel. +421 2 59295111
- fax
- e-mail : i-katri@microsoft.com

Biography
Robert Simoncic became General Manager Microsoft’s Slovak branch in June 2001. His present commitment was preceded by a long-term professional career in the US and Slovakia where he gained huge experience in business strategy and firm and IT development. Robert Simoncic studied at the Slovak Technical University in Bratislava where he received a “CSc.” degree (Slovak equivalent of PhD.) in Computer Communication. In September 1994 he completed The Management Development Program For Central & Eastern European Executives in the Advanced Management Institute in Washington. In 1995 he completed The Wharton Advanced Management Program, Class XVII at the University of Pennsylvania. After receiving the “Engineer” degree, he worked in the Computer Technology Institute of the Slovak Technical University as a computer network and communication research worker. From 1988 he held the post of Associate Director of Computer Networks Labs at the Computer Science Department at the University of Virginia. He was a co-founder of the InterCom Group coalition that was to create favourable conditions for Electronic
Commerce in firms in Virginia. He was also a co-founder and CEO of Network Xpress Inc. in Charlottesville, Virginia. In 1994 he started to work in the field of management consulting, first with PricewaterhouseCoopers as Principal Consultant and later with IBM as Senior Manager of the Business Innovation Services division in the US. He specialised in business consulting in the field of firm and governmental organisation strategy development. On May 20, 2004 the Board of Directors of the American Chamber of Commerce in Slovakia elected Robert Simonicz as President of the Board of Directors. He has been a member of the Board of AmCham Slovakia since May 2003. Since July 2003 he has also been serving as Chair for the European Council of American Chamber of Commerce (ECACC). ECACC represents American Chambers of Commerce in 36 European countries. In April 2004 he won the IT Personality of the Year prestigious award for 2004. This award is given by the informal association of Slovak journalists and members of professional associations in IT as an award of a professional, managerial and moral effort.

Presentation
The presentation discusses issues related to raising the competitiveness of Small and Medium Enterprise (SME). Global Competitiveness in SMEs Can Be Driven by Knowledge Economy, in which human resources (knowledge workers) and knowledge are the most important assets of companies – i.e. not tangible assets like land, buildings, equipment, but intangible assets like tacit and codified knowledge are basis for creation of economical value. There is a success story for SMEs where we may be able to learn – the U.S. success of the small and medium segment. What can be done in Europe in order to encourage more people to set up SMEs? SMEs in Europe need a solid entrepreneurship policy. Opportunities for SMEs can also be accelerated by focusing on IT sector. This sector is unique and has a high value-add potential in growth, job creation, and industry efficiency.

Regional Integration in South-Eastern Europe. Strategies and sector interventions: Albania, Bosnia and Herzegovina, Croatia, Macedonia, Serbia and Montenegro.

Peter HULENYI
Director
Department of Development Cooperation, Ministry of Foreign Affairs, Slovakia

Contacts
tel. +421 2 5978 2740
fax +421 2 5978 3579
e-mail : peter_hulenyi@foreign.gov.sk

Biography
Peter Hulényi is currently working as the Director of a newly established Department of Development Cooperation (DDC) at the Slovak Ministry of Foreign Affairs (since April 2005). DDC with the staff of nine is in charge of formulating Slovak development policy and its coordination with European Commission, UN agencies and other multilateral and bilateral donors. Through the management of two administrative and contracting units is DDC responsible for the implementation of more than 100 Slovak development projects in priority areas (mostly Western Balkan and Central Asia). Mr. Hulényi is a Deputy Chairman of the Development Coordination Committee – advisory body to the Minister of Foreign Affairs on development policy. At the same time he is a Secretary of two Steering Committees responsible for selecting projects receiving grants from Slovak Aid. Prior to the current position (from August 2002 to April 2005) he worked as a Deputy Director and Director of the Department of International Economic Cooperation at the Slovak MFA. Between years 1998 and 2002 he was posted as a Second Secretary at the Slovak Embassy in Ottawa. Beside his career at the MFA he worked as a UNDP/ODA consultant (seconded by MFA), UNDP focal point and USAID/CPE (Centre for International Private Enterprise) project manager. He initiated and was personally involved in establishing UNDP/RC in Bratislava and in launching Canadian program ODA/CE for Central Europe. Mr. Hulényi is publishing articles on ODA and Economic subjects in the bulletin International Issues and in other periodicals.
Presentation

New tool for traditional relations. Slovak ODA in Western Balkan.

In the last two years, Slovak foreign policy has acquired a new, efficient tool that could, when used in the right and effective way, provide the necessary dimension, dynamics and spark to our foreign relations. The tool is the bilateral program of development assistance that was officially launched in January 2003. Naturally, its launch was nothing unique – Slovakia was simply classified among the standard donors among which bilateral assistance is a common part and parcel of their foreign policy. The new program helps in fulfilling the moral and political obligations of Slovakia, such as the Millennium Development Goals and the obligations adopted at the Monterrey Conference and the Barcelona EU summit. It also opens broad opportunities for state, foreign policy and various Slovak entities, on the program and project level. The development program should be consistent with political, economic, security and other activities reflected in Slovakia’s relations with the developing world, neighboring countries, the community of donors and the European Union. It is only natural that bilateral development assistance creates a broad space for the cooperation of Slovakia with greater Europe, including the Western Balkans.

Sani LJUBUNICIC

Head of Investment Promotion Department
Ministry of Economy, Labour and Entrepreneurship, Croatia

Contacts
tel. +385 1 6106745
fax +385 1 6109118
e-mail : sani.ljubunicic@mingorp.hr

Biography

Sani Ljubunic is Head of Investment Promotion Department of the Ministry of Economy, Labour and Entrepreneurship of Croatia, responsible for; planning, development and promotion of favourable legislative environment for both; foreign and domestic investors and a realization of investment project incentives based on Investment Promotion Act. Investment Promotion Department is also designated Government partner for CARDS 2002 project – “Development of the Business and Investment Climate in Croatia”. Mr. Ljubunic has over 15 years of experience in the privatization process and FDI promotion process in the Republic of Croatia. He has served as an advisor on; privatization programs, privatization models and technique and co-ordinating relations with domestic and foreign investors. Mr. Ljubunic served as a project co-ordinator for Croatian “Program for the Free Transfer of Shares” (mass voucher privatization), co-ordinating and overseeing all components of a program designed to enhance the transparency and speed up the privatization process, and also to increase the Croatian capital market development. Mr. Ljubunic is also the author of various articles, presentations, work-shops, etc., concerning the enterprise privatization, capital market, enterprise restructuring, and FDI promotion. Mr. Ljubunic is member of Croatia’s Association of Management Consultants.

Presentation

Investment Climate Improvement as a key factor for overall Economic Improvement – Case Croatia.

This presentation will enable a deep and comprehensive picture about current stage and recent trends in FDI promotion and attraction into the Republic of Croatia. The presentation will provide cumulative results of FDI inflow and outflow from the beginning of transitional process in Croatia, regarding the; origin and type of the industry of investors. Special highlights will be given to FDI inflow out of Croatia – mainly into the neighbouring countries in the South-East European Region. Investment incentives scheme, and special economic zones (free zones, entrepreneurial zones, etc.) will be presented in detail, and their impact on overall investment environment in Croatia. Investment Promotion Act will be present and its impact assessment for the four-year period of its implementation. The most prosperous industries of Croatia’s Economy, as investment opportunities and key competitive advantages of Croatia will be presented, at the end of presentations, as a conclude remarks considering Investment Climate Improvement in Republic of Croatia

Peter SANFEY
Lead Economist
European Bank for Reconstruction and Development (EBRD)

Contacts
tel. +44 207 338 6227
fax +44 207 338 6111
e-mail : sanfey@ebrd.com

Presentation

Prospects for investment and regional integration in south-eastern Europe.

This presentation takes stock of the current state of the private sector in south-eastern Europe and of the obstacles that may prevent the private sector from growing and developing further. Private sector development is at the heart of a successful transition, and it is essential for reducing unemployment and poverty, both of which blight large parts of the region. Four key ingredients for a successful transition are: an enabling business environment; access to domestic finance through the efficient intermediation of domestic saving; inflows of foreign direct investment; and expanded regional and global integration. The region has made rapid progress in recent years in all four dimensions, but on average it still lags behind the more advanced transition countries in central eastern Europe and the Baltic states that recently joined the European Union. Nevertheless, south-eastern Europe is clearly a region of opportunity and potential, and the presentation will outline ways in which this potential can be realised.

Aygen YAYIKOGLU
Senior Banker/Head of Office
EBRD Resident Office in Bosnia and Herzegovina

Contacts
tel. +387 33 667 945
fax +387 33 667 950
e-mail : yayikoga@ebrd.com

Biography

Aygen Yayikoglu is a Senior Banker at the EBRD. He has been the Head of Office in Bosnia and Herzegovina since February 2004. Prior to taking up this position, Aygen spent eight years at the EBRD’s Headquarters in London. As part of the Power and Energy Utilities Team, he has specialised in project finance in the energy sector, including public and private sector projects in electricity generation, transmission, distribution, gas pipelines, and oil retail. Over the years he worked on projects in Central Asia, the Caucasus, the Ukraine, Russia, and across South Eastern Europe. Aygen holds a BA from Ankara University, and an MA in International Economics and European Studies from Johns Hopkins University, SAIS.

Presentation

Case study of Bosnia and Herzegovina.

The presentation gives a brief outline of the current economic situation in Bosnia and Herzegovina, with main macroeconomic indicators and potential
for country’s development within the region. Special emphasis is placed on progress achieved in the last two years in legal reforms, improvement of business environment and large-scale privatization, as well as the most recent major progress in fulfilling the necessary preconditions for start of SAA negotiations. The overview of EBRD’s activities shows that the Bank is one of the largest investors in Bosnia and Herzegovina, having committed more than 356 million EUR in 40 projects ranging from transport and infrastructure to banking and support for small and medium-sized enterprises. The EBRD priorities for 2005 include further support to Bosnia and Herzegovina’s Medium-Term Development Strategy, assistance to BiH’s regional integration and progress towards EU membership, support to the private sector through direct and indirect financing of SMEs (small and medium-size companies) and large-scale privatization as well as further infrastructure financing. Bosnia and Herzegovina is still facing many major challenges such as further rehabilitation and regulatory reform of infrastructure sectors, continued large-scale privatization and restructuring, further improvement of business climate and creation of a single economic space and improvement of the country image abroad. However, there are valuable strengths and prospects for further development of the country, including an advanced and successful banking sector, strong commitment of local authorities to continue with reform process and ensure macro stability and shifting from foreign aid to foreign investments. Bosnia and Herzegovina is an integral part of an emerging South-Eastern Europe region.

3.6
Roundtable: Challenges and perspectives for sustainable energy in CEI countries.

Urszula AJERSZ
Marketing and PR Director
The Polish National Energy Conservation Agency (KAPE), Poland

Contacts
tel. +48 22 626 09 10
fax +48 22 626 09 11
e-mail : uajersz@kape.gov.pl

Biography
Urszula Ajersz is the Marketing and PR Director in the Polish National Energy Conservation Agency (KAPE) – national partner and consultant in the field of sustainable energy policy in Poland, created in 1994. She worked in KAPE from 2002. She has many years experience in marketing, PR and promotion, including preparation of educational and informational campaigns, also in planning and implementing of international projects (PHARE, USAID, World Bank, UE and bilateral projects). In KAPE she participated or participated in several UE and bilateral projects: Baltic Sea Region Energy Co-operation (BASREC), Polish-Danish DSM Initiative (the leader), twinning PHARE programme “Sustainable Energy Policy in Poland”, educational campaign “Polish energy bus” (SAVE I), Polish Japanese Energy Efficiency Technology Centre etc. In May 2005, she started to manage the first edition of the most energy efficient Polish municipality competition based on Danish experience (yearly ranking of municipalities in Denmark). She is also the author of many articles published in professional magazines and press bulletins.

Presentation
Promotion of the energy efficiency in Poland – recent initiatives of KAPE.
Presentation describes potential of energy efficiency measures in Poland, status of KAPE, mission and areas of activities. It focuses on recent initiatives of KAPE promoting rational management of energy in regions educational campaign “Polish energy bus”, competition for municipalities, structural founds model projects) and in the industry (Polish Japanese Energy Efficiency Technology Centre, Polish energy efficient motors programme – FEMP).

Alois GEISSLHOFER
International Co-operation, Head of Unit
Austrian Energy Agency

Contacts
tel. +43 1 586 15 24 33
fax +43 1 586 15 24 40
e-mail : alois.geisslhofer@energyagency.at

Biography
Alois Geisslhofer is Head of Unit of the Department International Co-operation in the Austrian Energy Agency in Vienna, which is the national energy agency of Austria with about 60 permanent employees and approximately 60 members, among them the Federal Government, eight of the nine Austrian “Laender” (Federal Provinces), important enterprises from the fields of energy industry and energy engineering, banks, interest groups, scientific organizations, energy agencies and consulting companies (for more see http://www.energyagency.at). Among his tasks are the management of the Energy Partnership Programs between Austria and Czech Republic, Slovak Republic, Bulgaria, Romania and Ukraine. Alois Geisslhofer is also the Contact Point of the Austrian Energy Agency within the European Energy Network (EEn), a network of 21 European Energy Agencies (see http://www.ener-network.org/) and co-chair of the CEI Working Group on Energy. Mr. Geisslhofer’s expertise spans over 25 years of professional experience in energy and environmental projects with private firms in Central and Eastern Europe. The main output of his work are for example the implementation of some biomass district heating projects in Czech Republic, combined heat and power (CHP) projects in Czech Republic and Slovak Republic, modernisation of district heating projects in Bulgaria and Ukraine, solar thermal projects in Bulgaria and coal mine methan projects in Ukraine as consequence of the ongoing energy partnership program between Austria and some CEE countries. On the international level he and his team was and is partner in some EU projects together with other energy agencies in “old” and “new” EU Member States and accession countries, as for example „Training of Local Authorities Experts on the Identification, Development and Implementation of Energy Efficiency Projects in Municipalities (ENEFMUN http://enefmun.net/), Promoting CHP in the framework of East-West Energy Partnership (PROCHP, http://www.kape.gov.pl/PROCHP/) and Bankable Energy Efficiency Projects (BEEP, www.save-beep.org). His department is also responsible as editor for the information platform “Energy in Central and Eastern Europe” (www.enerCEE.net) with more than 20,000 hints per month. In his own municipality in Lower Austria he his one of the shareholders and members of the board of directors in a biomass district heating project (1.4 MW) on a voluntary basis, too and as owner of his parental forest he is producing wood chips as fuel for this heating plant. In March 2004, Mr. Geisslhofer was appointed as Managing Director of the Energiewertungsgesellschaft GmbH, a limited company for consultancy contracts with non-members, 100% owned by the Austrian Energy Agency.

Presentation
Co-operation between Austrian Energy Agency and Slovak Republic in the Framework of Energy Partnership as an Example for Future Co-operations with CEI-Non-EU-MS.
Energy Partnership between Austria and some CEI countries. Aware of the increasingly merging European energy markets, the Austrian Energy Agency has been working in tight co-operation with the CEI countries for years. On behalf of the Austrian Federal Ministry of Agriculture and Forestry, Environment and Water Management (BMELFW), the Agency oversees energy partnerships with the Czech Republic, Slovakia, Slovenia, Bulgaria, Romania and the Ukraine. As the new EU member states more and more frequently act as project partners in multilateral consortia, the energy partner-
ships increasingly focus on the new acceding countries and EU candidate countries of Eastern and South-Eastern Europe. Central themes of all energy partnerships are renewable energy sources (particularly biomass, solar energy and small hydropower), combined heat and power (CHP) and building renovation. The partnerships’ activities comprise first of all the establishment of confidence between the partner institutions, followed by exchange of information, preparation of the foundations for programmes on renewable energy and energy efficiency, development of market contacts (furthered by market analyses, conferences and excursions) as well as the joint identification of projects. However, the Austrian Energy Agency wants to continue playing a catalytic role and does not strive to replace the market forces. Energy Partnership between Austria and Slovak Republic. Co-operation between Austrian Energy Agency and Slovak Republic in the framework of the bilateral energy partnership started in 1997 with a survey of the potential for combined heat and power (CHP) production in Slovak Republic. Slovakia’s estimated CHP potential was found to correspond to approximately 3,000 GWh produced electricity (about 600 MWe installed capacity) in the district-heating sector and at least the same value in the industrial sector. As a consequence of this survey, a CHP-centre was established in Bratislava. This centre was jointly financed by both the Austrian and the Slovak sides, and staff was trained for consulting of potential CHP-projects. Between 1998 and 2004, this centre initiated and advised 55 new CHP projects with an installed capacity of 271 MWe, based on new CHP technologies, and with an investment of 102 Mio. Euro. Until 2006, a brochure shall be produced, presenting the CHP-centre and some of the resulting projects. After this start, the co-operation between Slovak Energy Agency (SEA) and Austrian Energy Agency deepened. In 1999, the draft of the Slovak energy policy concept was commented on by the Austrian Energy Agency. In 2002, the National Energy Efficiency Study of Slovak Republic, prepared for the World Bank by a group of consultants, was assessed by the Austrian Energy Agency. In 2003, a project, financed by INTERREG IIIA, the Federal State of Lower Austria and the Austrian Federal Ministry of Agriculture, Environment and Water Management was started, which aims at establishing a Bioenergy-Information Centre at SEA. Such a centre is being established between 2003 and the end of 2005. The Austrian experience of biomass district heating and biomass CHP will be used to train staff of SEA; in consequence the trained people at SEA shall be able to identify potential biomass projects on their own, and support them until their realisation. Besides several training courses, excursions of experts from Slovak Energy Agency and from the Slovak administration to Austria were organised and carried out. Austria and Slovakia both have ratified the Kyoto Protocol to the United Nations Framework Convention on Climate Change. In 2003/04 the Austrian Energy Agency carried out feasibility-studies for co-firing of bioenergy in the SE coal power plant Nováky, and for the utilisation of coal bed methane in Nováky-region, originally with the intention to develop them further as joint implementation projects. Due to changed frame conditions however, joint implementation projects between Austria and Slovak Republic were hardly any longer possible due to the implementation of the emission trading directive in both countries. In early 2005 both energy agencies agreed upon a joint working program for the years 2005/06. Both sides will make personnel resources available, the Austrian Energy Agency according to the Energy Partnership program. All reports on the Energy Partnership Program with Slovak Republic as well as other CEI countries are available at http://www.energyagency.at/themen/kooperation_index.htm (some reports are published in English).
Projects and Programmes of the Secretariat for CEI Projects

The mission of the Secretariat for CEI Projects (in Trieste and in London at the EBRD) is to assist the transformation of strategies and project ideas into bankable projects or fundable programmes. The CEI Trust Fund at the EBRD, contributed by Italy, is available for this purpose. It is used for Technical Cooperation (TC) directly linked to investment projects, such as feasibility studies and project supervision or support. It is also used for the promotion of a favourable economic and institutional environment in CEI countries, by organising training programmes, workshops, exchange of know-how, advisory services, etc., under the heading of Development Programmes and Cooperation Activities. Another area of activity is the promotion of “project ideas” through business matchmaking of investors with financial and technical sources, also using the Networking database on www.ceinet.org, but mainly during the major annual CEI economic event, the Summit Economic Forum this year at its eighth edition. The total inflow to the CEI Trust Fund at the EBRD, contributed by Italy, has been approximately 27 million EUR, since the start in 1991.

Technical Cooperation (TC) for Investment Projects and Development Programmes

The CEI-PS promotes and supervises co-operation on “Investment Projects” in various sectors (including agriculture, transport, energy, SMEs, municipal infrastructure and services, banking, insurance) optimising the synergies of the CEI – EBRD co-operation (and cooperation CEI-other IFIs, in special cases). The CEI-PS also promotes and supervises “Development Programmes” in partnership with IFIs (e.g. CEI Business Advisory Service implemented by the EBRD BAS/TAM Team) and with international organisations (e.g. FAO, OECD, etc.) in order to develop economic sectors and institutions, to transfer know-how, to promote reforms, economic transition and modern technologies. Also in the cases of development programmes, the CEI funds are associated with other sources of TC co-financing, in order to maximise the “amplification factor” of CEI resources. Other uses of the Trust Fund for TC activities may relate to investment projects in an earlier stage (before they may be inserted in the official “pipeline”), or to more general pre-investment activities. All these activities are labelled as Technical Cooperation (TC). According to a recent EBRD analysis, TCs supported by the CEI Trust Fund since 1991 (contributed by Italy) with 16.6 million EUR, have resulted in about 415 million EUR of EBRD investments that are in turn connected to more than 1.300 million of total investment (adding together the contributions of EBRD and other investors).

CEI Co-operation Activities (workshops, seminars, international events)

The CEI Trust Fund at the EBRD has been used to promote and assist the planning, financing and realisation of “Co-operation Activities” (CAs), such as training programmes, conferences, workshops and other events normally proposed by CEI structures (e.g. WG) and partners. Activities of the Know How Exchange Programme (KEP) launched in 2004 are also financed through this Fund. CAs and KEP activities funded by the Trust Fund have a strong focus on economic and investment subjects such as agriculture, energy, environment, SMEs and transport. Furthermore they involve various IFIs and are linked to the CEI Summit Economic Forum (SEF).

CEI Know-how Exchange Programme (KEP)

For several years the CEI has supported knowledge dissemination among its Member States within its “Co-operation Activities”. However, no comprehensive mechanism to support knowledge transfer had existed until 2004. As a response to EU enlargement, the CEI created a new financial instrument, the Know-how Exchange Programme (KEP) by opening a “window” in the CEI Trust Fund at the EBRD. The basic concept of the KEP is to encourage CEI Member States with a specific experience in a particular sector to share it with some other Member States lacking this experience. Such a knowledge transfer is most likely to originate in the five CEI Member States which joined the EU in May 2004, since these countries have gained a particularly relevant knowledge in their preparations for EU membership. The KEP offers financial assistance in this process.

CEI Networking System

The CEI-PS assists a wide range of project idea “originators” (in the areas of investment and institution building), in their promotion and search for investors, partners, institutional support, technology inputs, suppliers, financial sources for credit or for grants. This is called “networking/matchmaking”, and is accomplished using concepts, definitions and forms developed by the CEI-PS (“CEI Project Opportunity Methodology”). Project information is made available through databases on Internet, publications (in particular CEI Project Booklets and the CEI Networking System), meetings, and the SEF. As of November 2005, 417 organisations are present in the database with “Organisation Summaries”, 207 investment project ideas (“Investment Project Summaries”) and 121 Technical Cooperation proposals (“TC Summaries”). The CEI-PS assists in the dissemination of the relevant information, in order to facilitate business matchmaking, but does not finance the preparation or implementation of these “project ideas”.

SECRETARIAT FOR CEI PROJECTS

Trieste Office
Via Genova, 9 // 34121 Trieste - Italy
tel. +39 040 77 86 777 // fax +39 040 77 86 766
e-mail : projects.sef@cei-es.org

London Office
At the European Bank for Reconstruction and Development (EBRD)
One Exchange Square // London E2A 2JN - UK
tel. +44 20 7338 61 52 // fax +44 20 7338 6538
e-mail : paoluccg@ebrd.com
Projects: a selection from the SEF Project Room

IBA 1  Agriculture Expert Database (AGROEXPERT)

Project

Organisation summary

Description
PROGIS Software AG is a GIS-software (geographic information systems) developing and innovative company which focuses on application for agriculture, forestry, ecology, planning rural areas but also for community and pipeline management. PROGIS is one of the leading European Software development companies fully dedicated to the development of GIS (geographic information systems) technologies and applications.

Target interest
Institutional and business development

Country of offices
Austria

Target country
All CEI countries

Marketing and Financial Data

Core business
Professional software

Company capital
222,000 EUR

Offering
Technology

Looking for - requesting
Institutional support / development center and services

Technical Cooperation Summary

Description
The AGROEXPERT database handles more then 30,000 items like agro machines and their costs, fertilizers, fungicides, herbicides, all crops as well lots of data around these data (costs, benefits in h, use in kg etc.). Having these data and an included GIS with one mouse click the following is done for any field: documentation standards for traceability, business calculation based on standards, nutrient balance, subsidies as well as a map is created. To build up such an expert database from the participant countries it is necessary to involve 2 people (agro and IT experts with additional GIS know how) from a partner country and 6 man month of two PROGIS experts to support and help. If this work is done with a group of countries, a significant break down of costs can be achieved as well as the technology will be available in several countries at the same time and increase the agricultural output significant as well as guarantees exports according EC documentation legislation.

CEI Sector of activity
Agriculture

Country of project location
Austria

Target country / ies
All CEI countries

Looking for – requesting
Institutional support / development center and services

Offering
Technology

Operational and Financial Data

Total project’s cost
939,800 EUR

Funding requested
939,800 EUR

Project’s duration
9 months (from 2006)

Contact data
Mr. Guenter Kronawetter
Key-developer, PROGIS Software AG, Austria
tel. +43 4 24226332 // fax +43 4 242263327
e-mail : office@progis.com
Organisation summary

Description
GEONETLAB is a centre organized by the University of Trieste, Italy. GEONETLAB joins researchers from Geodesy, Cartography, Surveying, Ecology, Geology, Archaeology, Geography, Telematic networks, Operational Research, Road constructions. GEONETLAB is a consultant of the Ministry of Infrastructure and Transport for Road Survey. GEONETLAB is also leader of a FIRB project by Ministry of University and Research on GEOMATICS of Cultural Heritages in Mediterranean area. GEONETLAB is also present in the ALADIN group.

Target interest
Information & Communication Technology

Country of offices
Italy

Target country
All CEI countries

Marketing and Financial Data

Core business
Road survey and information systems

Offering
Supplier of goods and services

Technical Cooperation Summary

Description
The proposed project regards the driver’s safety in the Balkan countries. A pilot project is made for a chosen road area of 300 km in every country. To collect all necessary data, a Mobile Mapping System, equipped with digital cameras, has been constructed for Road Surveying. The target is to provide the Balkan region and the rest of the Central and Western Europe with a Road Information System which is essential to plan transportations, to reduce the car accidents, and to improve the touristic industry of every country. The Survey has been already carried out in Italy on the length of 500 km, in Croatia and Montenegro, and Slovenia. In total, it is expected to survey 10,000 km in this region.

CEI Sector of activity
Information technology

Country of project location
Italy

Target country / ies
All CEI countries

Looking for -- requesting
Financial sources from donor (unspecified)

Offering
Supplier of goods and services

Operational and Financial Data

Total project’s cost
3,000,000 EUR

Funding available
300,000 EUR

Funding requested
2,700,000 EUR

Project’s duration
3 years

Contact data
Mr. Giorgio Manzoni
Director, Geonetlab, University of Trieste, Italy
tel. +39 040 5587449 // fax (+39 040) 5582524
e-mail: manzoni@units.it // homepage: www.units.it/telegeom
### Organisation summary

**Description**
The Free Economic Zone (FEZ) "Vitebsk" is a part of the Republic of Belarus territory with strictly defined borders where special preferential regime of tax and customs regulations is implied. The FEZ "Vitebsk" was established in 1999 for the period of 30 years and is appeared to be a complex zone which combines production, export and free customs zones. During the whole period of its existence 31 enterprises with foreign capital from Germany, Poland, the USA, Czech Republic, Bulgaria, the UK, Latvia, Lithuania, Russia, Belarus were registered in FEZ "Vitebsk". On the present moment 29 investment projects in the following spheres of industry are successfully realizing on the FEZ "Vitebsk" territory.

**Target interest**
- Industry / Manufacturing

**Country of offices**
- Belarus

**Target country**
- All CEI countries

### Technical Cooperation Summary

**Description**
The current project is aimed at the creation of modern brick plant for production of 30 million pieces of bricks per year. The concept of processing equipment and control system allows to produce a wide variety of bricks: faced brick, chipped brick, moulded brick and blocks for glue jointless laying. The proposed technology is flexible and doesn’t require large amounts of energy resources. The technology was tested and the high quality of products has been certified by competent structures in Minsk. According to the established order, a legal entity will be registered as the resident of FEZ Vitebsk and will be given tax and custom preferences.

**CEI Sector of activity**
- Finance

**Country of project location**
- Belarus

**Target country / ies**
- All CEI countries

### Marketing and Financial Data

**Core business**
- Foreign Direct Investments attraction

**Offering**
- Allocation of foreign companies on the territory of FEZ Vitebsk

**Looking for - requesting**
- Business partner

**Looking for – requesting**
- Financial sources (credit / guarantor)

**Offering**
- Owner/ company president- director/ borrower/ project or service operator

**Total project’s cost**
- 12.000.000 USD / 10.137.000 EUR

**Funding available**
- 20.000 USD / 16.000 EUR

**Funding requested**
- 11.980.000 USD / 10.120.100 EUR

**Project’s duration**
- 10 years

**Estimated annual gross revenue**
- 8.200.000 USD / 7.000.000 EUR

**Contact data**
- Mr. Aleksandr Tikhonov
  - Head of Administration, FEZ Vitebsk, Belarus
  - tel. +375 212 210927 // fax +375 212 260802
  - e-mail : fez@vitebsk.by // homepage : www.fez-vitebsk.com
Eltran Info was established in 2000; it occupies with design of electrical transport systems, transport processes, objects and infrastructure, with IT and computer modeling support in interaction with power production and usage and ecology. It is working on the projects on regional transport (Belgrade), transformation of classical railways into a modern transport system (Montenegro), design and implementation of integrated electrical Transport System (IETS) into multinational, multi-regional transport network (BH and SEM).

**Target interest**
Transport and Infrastructure

**Country of offices**
Serbia and Montenegro

**Target country**
South Eastern Europe

**Marketing and Financial Data**

**Core business**
Design and engineering of electrical transport systems

**Offering**
Existing railways data, IT modeling, programme support

**Looking for - requesting**
Investors and partners

**Technical Cooperation Summary**

**Description**
The proposed project regards revitalization and new affirmation of railway through its transformation into a modern electrical transport system. The project’s goal is a rail backbone line that mostly uses already existing but underused track routes and goes through regions that potentially generate large requests for transport. With its convenient location the backbone establishes the optimal interconnection with all other neighborhood track routes to the shores of Adriatic, Ionian, Aegean and Black seas. The route network goes from Koper through Sezana and Jasenice in Slovenia, Croatia, Bosnia and Herzegovina, Serbia and Montenegro, Bulgaria and Turkey until Istanbul. Over compatible routes it is indirectly connected to Macedonia, Albania and Greece.

**CEI Sector of activity**
Transport and Infrastructure

**Country of project location**
Bosnia and Herzegovina

**Target country / ies**
Slovenia, Croatia, Bosnia and Herzegovina, Serbia and Montenegro, Bulgaria, Turkey

**Looking for – requesting**
Investors and partners / consultants to finalize the project and to do the feasibility study

**Offering**
Existing railways data, IT modeling, programme support

**Operational and Financial Data**

**Total project’s cost**
2.750.000 EUR

**Funding available**
550.000 EUR

**Funding requested**
2,200,000 EUR

**Project’s duration**
14 months

**Contact data**
Mr. Jakob Salom
Vice President, YU Eltran Info, Serbia and Montenegro
tel. +381 11 3026565 // fax +381 11 2648395
e-mail : jakob.salom@hypo-alpe-adria.co.yu
homepage : www.eltraninfo.org.yu
<table>
<thead>
<tr>
<th>Organisation summary</th>
<th>Technical Cooperation Summary</th>
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<tbody>
<tr>
<td><strong>Description</strong></td>
<td><strong>Description</strong></td>
</tr>
<tr>
<td>Pan-European Corridor VIII Technical Secretariat</td>
<td>The study is aimed at evaluating the opportunity of developing full feasibility studies on the implementation of some railway border crossing connections, actually corresponding to missing links, between Member Countries on Corridor VIII.</td>
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<tr>
<td><strong>Target interest</strong></td>
<td><strong>CEI Sector of activity</strong></td>
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<tr>
<td>Transport Infrastructure</td>
<td>Transport</td>
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<td><strong>Country of offices</strong></td>
<td><strong>Country of project location</strong></td>
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<tr>
<td>Italy</td>
<td>Italy</td>
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<tr>
<td><strong>Target country</strong></td>
<td><strong>Target country / ies</strong></td>
</tr>
<tr>
<td>Albania, Republic of Macedonia, Bulgaria, Greece, Turkey, Italy</td>
<td>Albania, Republic of Macedonia, Bulgaria</td>
</tr>
<tr>
<td><strong>Core business</strong></td>
<td><strong>Looking for – requesting</strong></td>
</tr>
<tr>
<td>Assisting Corridor VIII Member Countries in defining projects geared towards completing the major axis of Corridor VIII, as well as running required activities for raising relevant funds</td>
<td>Financial sources</td>
</tr>
<tr>
<td><strong>Offering</strong></td>
<td><strong>Offering</strong></td>
</tr>
<tr>
<td>Institutional information and contacts</td>
<td>Institutional information and contacts</td>
</tr>
</tbody>
</table>

### Operational and Financial Data

- **Total project’s cost**: 95,000 EUR
- **Funding available**: 66,800 EUR
- **Funding requested**: 28,200 EUR
- **Project’s duration**: 5-6 months

### Contact data

Mr. Vincenzo Porro  
Economist, Corridor VIII Technical Secretariat  
tel. +39 080 5746952 // fax +39 080 5276820  
e-mail : porro@secretariat-corridor8.it  
homepage : www.secretariat-corridor8.it
**Organisation summary**

**Description**
ProRuralInvest is a national NGO. ProRuralInvest started its activities in June 2003 as a partner organization of the Landell-Mills Management Consultants which is a UK based consulting company, and founders are involved in the implementation of the Support to Rural Investment and Services Project in Moldova. It is governed by General Meeting of Members of the Association, which elects the President of the organization for a 4 year period. The main objective is to contribute to multidimensional and ongoing development of the rural sector.

**Target interest**
Services and support for SMEs in rural areas

**Country of offices**
Moldova

**Target country**
Moldova

**Marketing and Financial Data**

**Core business**
Rural SMEs financing

**Company capital**
108,333 EUR

**Offering**
Consultant / professional services / training programme / expert

**Technical Cooperation Summary**

**Description**
The project regards support to rural investments and development of the rural loan guarantee services in Moldova. The project started in 2002 by initiative of the UK Government. It has been planned for 3 years but based on the positive results of the ongoing project, it is foreseen to implement it further. The project helped to finance over 1,000 rural SMEs in Moldova, and it is going to develop now a Rural Loan Guarantee Fund that was established in 2005. The rural SMEs in Moldova are the main beneficiaries of this project as they obtain access to financial resources and credits to manage their business. Supporting the development of the loan guarantee services in the rural area of Moldova facilitate the access of rural entrepreneurs to credit resources which are highly demanded now.

**CEI Sector of activity**
Services and support to rural SMEs

**Country of project location**
Moldova

**Target country / ies**
Moldova, Ukraine

**Looking for – requesting**
Financial sources from donor (grant)

**Offering**
Consultant / professional services / training programme / expert

**Operational and Financial Data**

**Total project’s cost**
1,121,000 EUR

**Funding available**
58,333 EUR

**Funding requested**
1,062,667 EUR

**Project’s duration**
3 years (from March 2006)

**Contact data**
Mr. Viorel Gherciu
Project Manager, President, ProRural Invest, Moldova
tel. +373 22 238939 // fax +373 22 237802
e-mail : VGherciu@landell-mills.moldline.net
homepage : www.rural.md
## Organisation summary

### Description
The Energy Centre Bratislava is an NGO, not-for-profit consulting organisation which has been working in the Slovak Republic since 1993. The mission of the Energy Centre Bratislava is to promote the rational use of energy (EE) and the utilisation of renewable energy sources (RES).

### Target interest
Energy

### Country of offices
Slovakia

### Target country
All CEI countries

## Marketing and Financial Data

### Core business
Preparation and implementation of EE/RES projects, policy development

### Annual turnover
350,000 EUR

### Offering
Consultant / professional services / training programme / expert

### Looking for - requesting
Financial sources from donor (grant)

## Technical Cooperation Summary

### Description
The proposed project regards improvement of energy efficiency of public lighting systems. The objective of this project is to reduce carbon dioxide emissions through the provision of more efficient street lighting systems by removing technical, financial and policy barriers to public lighting reconstruction. A service centre is going to be set up to provide advisory services and training in financial and technical structuring of investments. The project has pioneered a new business model in Slovakia in form of Investment Facilitation Department (IFD) that was established in 2005 in Slovakia. The main role of IFD is to support municipalities in procurement, installation, operation and maintenance of energy efficient public lighting technologies. First goal of the IFD is a portfolio of successful investments that it has brokered and which make clients cost savings.

### CEI Sector of activity
Energy

### Country of project location
Slovakia

### Target country / ies
All CEI countries

### Looking for – requesting
Financial sources from donor (unspecific)

### Offering
Built-up facilities

## Operational and Financial Data

### Total project’s cost
3,206,000 USD / 2,640,400 EUR

### Funding available
970,000 USD / 798,837 EUR

### Funding requested
2,236,000 USD / 1,841,563 EUR

### Project’s duration
5 years

## Contact data
Mr. Roman Doubrava
Director, Energy Center Bratislava, Slovakia
tel. +421 2 59300091 // fax +421 2 59300097
e-mail : doubrava@ecb.sk // homepage : www.ecb.sk
Organisation summary

Description
Austrian Energy Agency (E.V.A.), which activity started in 1977, is a membership organisation embracing 46 members from energy industry, banking sector, energy consumer advocates (from industry, households and traffic). E.V.A. is a member of the EnR-network, which is used both as information source and as network for the dissemination of project results. The overall mandate of E.V.A. is to make energy savings an energy source which can successfully compete with conventional sources of energy. E.V.A. assists federal and provincial governmental administrations in defining energy, technology and research policies.

Target interest
Energy

Country of offices
Austria

Target country
All CEI countries

Marketing and Financial Data

Core business
Energy programme management, and studies

Annual turnover
3.000.000 EUR

Offering
Consultant / professional services / training programme / expert

Looking for - requesting
Relevant / related / required complementary projects

Technical Cooperation Summary

Description
The proposed program regards the selection of investment projects related to Energy Efficiency and / or Renewable Energy Sources and their launch in CEI-Non-EU-MS. The chosen projects will be fully developed from an idea stage to business plan and selection of a reliable investor, and will be co-financed by relevant financial institutions. The outcome of this process is one specific EE or RES project for each participating CEI New-EU-MS or CEI EU Accession Country. This project is going to be directed for preparation of a detailed business plan by the project team. The end of the project pipeline is selection of the relevant investors for a specific project. This phase is finished once an agreement is achieved and the financing plan is fixed. The subsequent tender procedure, which is task of the investor, is out of the scope of this project.

CEI Sector of activity
Energy

Country of project location
Austria

Target country / ies
All CEI countries

Looking for – requesting
Financial sources from donor (grant)

Offering
Financial sources (unspecific)

Operational and Financial Data

Total project’s cost
488.950 EUR

Funding available
100.000 EUR

Funding requested
388.950 EUR

Project’s duration
2 years (from January 2006)

Contact data
Mr. Alois Geisslhofer
Senior Expert, The Austrian Energy Agency
tel. +43 1 586 152433 // fax +43 1 586 152440
e-mail : alois.geisslhofer@energyagency.at
homepage : www.energyagency.at
**Organisation summary**

**Description**
Agentura MVP that was established in 2004, is a company providing business consulting and advisory services together with the interpreting and translation services. Company mainly cooperates with the external co-workers (subcontractors). In present time it is active in project management - projects supported by the EU funds.

**Target interest**
Professional and Consulting services

**Country of offices**
Slovakia

**Target country**
No specific country target

**Marketing and Financial Data**

**Core business**
Business consulting, advisory services, translation and interpreting services

**Company capital**
40,000 EUR

**Offering**
Consultant / professional services / training programme/ expert

**Looking for - requesting**
Financial sources (unspecified)

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**Technical Cooperation Summary**

**Description**
The project is aimed at improving social services provided within the spa resorts in Slovakia. Patients and visitors who are consumers of medical services provided in the spas are often the people who are sick, handicapped, disabled or old and they need special assistance services that have been tested by the Slovak Red Cross, branch in Levice. These services enable their consumers to improve the quality of the life, to be in better contact with the major community and/or to improve their health state as well. Current statistics proved that these assistance services are highly appreciated and demanded by the target segments. Therefore the project is going to be expanded to make it accessible a big number of final consumers.

**CEI Sector of activity**
Training / Capacity Building

**Country of project location**
Slovakia

**Target country / ies**
No specific country target

**Looking for – requesting**
Financial sources from donor (unspecified)

**Offering**
Consultant / professional services / training programme/ expert

**Operational and Financial Data**

**Total project’s cost**
300,000 EUR

**Funding available**
60,000 EUR

**Funding requested**
240,000 EUR

**Project’s duration**
3 years

**Contact data**
Mr. Marcela Passova
Manager, Agentura MVP, spol. s.r.o., Slovakia
tel. +421 37 6554638 // fax +421 37 6586481
e-mail: mpassova1@stonline.sk
homepage: www.agenturamvp.com
Organisation summary

Description
LANDMARK agency is a small company dealing with distribution of own products in the field of marketing -management and foreign tourism. It was established in 2003. In the field of marketing and management, the agency worked up an own product “Complex marketing operations implementation” focusing first of all for small and medium size companies. In the field of foreign tourism agency worked up an own product “Tokay wine trip”. These days agency is working hard on the next own project “Tourism PARK”.

Target interest
Private sector investment projects

Country of offices
Slovakia

Target country
All CEI countries

Marketing and Financial Data

Core business
Projects preparation and realization

Annual turnover
40.000 EUR

Offering
Tourism PARK land and land close to Kosice, Slovakia. Project idea, including know-how

Looking for - requesting
Financial sources (unspecified), potential investors

Technical Cooperation Summary

Description
The Tourism Park represents one multifunctional complex implemented into particular environment, offering to tourists wide spectrum of program opportunities, including complex complementary services. The Tourism Park product portfolio is built on two basic pillars (sector of attractions and sector of complementary services), that together create wide potential for complex products possibilities. Final Tourism PARK product portfolio, wideness and structure of particular sectors are depending on general and specific given values of a particular territory (unique natural potential of territory). The Tourism PARK structure with location close to Kosice in Slovakia, is composed of: within sector of attraction – Golf complex, Family park, Country park, ECO park, Fishing park, Western runch; within sector of complementary services – Hotel complex, sport complex.

CEI Sector of activity
Tourism

Country of project location
Slovakia

Target country / ies
All CEI countries

Looking for – requesting
Financial sources (unspecified), potential investors

Offering
Tourism PARK land and land close to Kosice, Slovakia. Project idea, including know-how

Operational and Financial Data

Total project’s cost
> 10.000.000 EUR

Annual turnover
1.000.000 EUR

Funding requested
> 10.000.000 EUR

Project’s duration
2 years (from 2007)

Contact data
Mr. Gabriel Kulik
Director, Landmark Agency, Slovakia
tel. +421 903 636518
e-mail : landmark@extel.sk
Organisers

**Main Organisers**

**Secretariat for CEI Projects**
Programme Manager: Mr. Guido Paolucci

**Trieste Office at the CEI Headquarters**
Via Genova 9 // 34121 Trieste - Italy
tel. +39 040 7786 777 // fax +39 040 7786 766
e-mail : cei.ebrd@cei-es.org // homepage : www.ceinet.org

Transport Expert: Ms. Lara Tassan Zanin
Executive Officer: Ms. Slavena Radijovanovic
Junior Executive Officer: Ms. Elisabetta Dovier
Junior Executive Officer: Mr. Adrian Keiser

**London Office at the European Bank for Reconstruction and Development (EBRD)**
One Exchange Square // London EC2A 2JN - UK
tel. +44 20 7338 7471 // fax +44 20 7338 6538
e-mail : paoiuuccg@ebrd.com // homepage : www.ebrd.com

CEI Political Analyst: Ms. Marta Simonetti
CEI Analyst: Ms. Ludmila Savova
CEI Programme Assistant: Ms. Cinzia Pica

**Ministry of Economy of Slovak Republic**
Mierova 19 // Bratislava 82715
tel +421 2 485 41111
e-mail : info@economy.gov.sk
homepage : www.economy.gov.sk

Mr. Jozef Horvath, Director General
e-mail : Jozef.Horvath@economy.gov.sk
Ms. Lubica Nejezchlebova, SEF Country Coordinator
e-mail : Nejezchlebova@economy.gov.sk
Mr. Jozef Steis, Deputy SEF Country Coordinator
e-mail : Steis@economy.gov.sk
Ms. Ivanka Moraveikova, Deputy SEF Country Coordinator
e-mail : Moraveikova@economy.gov.sk
Ms. Alexandra Duzekova, Protocol
e-mail : aduzekova@economy.gov.sk
Ms. Natália Struharova, Protocol
e-mail : Struharovan@economy.gov.sk

**Other CEI Offices**

**2005 Slovak CEI Presidency**
CEI National Coordinator: Mr. Igor Vencel
Ministry of Foreign Affairs
Hlboka cesta 2 // 83336 Bratislava
tel. +421 2 5978 3563 // fax +421 2 5978 3579

**CEI - Executive Secretariat**
Director General: Mr. Harald Kreid
Alternate Director General: Mr. Leonardo Baroncelli
Deputy Director General: Mr. Milan Predan
Science and Technology Expert: Mr. Gianfranco Cicognani
Senior Executive Officer: Ms. Giulietta Del Fabbro
Executive Officers: Ms. Barbara Fabro, Ms. Paola Plancher
Junior Executive Officers: Ms. Lidija Arsova, Ms. Izabela Gostisa Pasic
Assistant Executive Officer: Mr. Giovanni Gabassi
Secretary of CEI University Network: Ms. Tania Pibernik

SEF is organised in co-operation with:

**EBRD - European Bank for Reconstruction and Development**
One Exchange Square // London EC2A 2JN - UK
homepage : www.ebrd.com
<table>
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<tr>
<th>Partners, Media Partners and Sponsors</th>
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### SARIO P.O.
- Martinekova 17 // 821 01 Bratislava
- homepage: www.sario.sk
- Mr. Martin Horvath
- Head of the PR & Marketing Department
- tel. +421 2 58 26 01 30 // fax +421 2 58 26 01 09
- e-mail: martin.horvath@sario.sk

### MEDIA IN, spol. s r.o.
- Matuskova e. 15 // 831 01 Bratislava 37
- homepage: www.mediain.sk
- Ms. Iveta Puchovanova
- Account Director
- tel.: +421 904 707 014
- e-mail: puchovanova@mwpromotion.sk

### CITY OF BRATISLAVA
- Primacialne nam. 1 (P.O.Box 192) // 81499 Bratislava
- homepage: www.bratislava.sk
- tel. +421 2 59 35 61 11 // fax +421 2 54 43 50 37

### INTERNATIONAL MEDIA PARTNER
- 6bis, rue des Graviers // 92521 Neuilly Cedex - France
- homepage: www.iht.com
- e-mail: iht@iht.com

### HOSPODARSKÉ NOVINY
- Seberiniho 1 (P. O. Box 35) // 820 07 Bratislava 27
- homepage: www.hnonline.sk

### ENEL SPA
- Viale Regina Margherita 137 // 00198 Roma // Italy
- tel. +39 06 83051
- homepage: www.enel.it

Enel is one of the largest utility companies in the world. In 2004 Enel posted revenues of more than EUR 36.5 billion, with an Ebitda of EUR 11 billion. Listed on the Milan and New York stock exchanges since 1999, Enel is the European company with the largest number of shareholders, at some 2.1 million. It has a market capitalisation of about EUR 47 billion. The Italian Ministry for the Economy holds 20% of the company directly and another 10% indirectly through Cassa Depositi e Prestiti, leaving a free-float of 70%. Shareholders include the leading international investment funds, insurance companies and pension funds, with no less than 45 ethical funds accounting for approx 10% of the float. Enel is the leading electricity company in Italy, with 42,000 MW of generating capacity and 30 million electricity customers. Enel is also the second-largest Italian distributor and vendor of natural gas, with more than 2 million customers and a 12% market share.

### BANCA INTESA S.P.A.
- Head Office Via Monte di Pietà B // 20121 Milano // Italy
- tel. +39 02 87911
- e-mail: info@bancaintesa.it // homepage: www.bancaintesa.it

Gruppo Intesa is a leading Italian banking Group which provides a wide range of services and products to its approximately 7 million retail customers and 1 million corporate customers at home and its 3.5 million customers abroad. It relies on a network of over 3,000 branches located in all the Italian regions and 800 branches abroad. Gruppo Intesa ranks among the main banks in Croatia, Slovenia, Serbia and Montenegro and Hungary through its local subsidiaries and is present in approximately 20 Countries with a specialised international network. As at 30th June 2005, Gruppo Intesa had total assets for 271 billion euro, loans to customers of 158 billion euro, direct customer deposits of 182 billion euro and customer deposits under administration for 483 billion euro. Gruppo Intesa is operational in Central-Eastern Europe with Privredna Banka Zagreb - PBZ, the second largest bank in Croatia, Všeobecna Uverova Banka - VUB, the second largest bank in Slovakia, Delta Banka, the second largest bank in Serbia and Montenegro, Central-European International Bank - CB, the fourth largest bank in Hungary and KMB, a leading bank in the Russian Federation in the segment of small enterprises. Banca Intesa is also present in the Russian Federation with ZAO Banca Intesa, set up in 2003, the only Italian banking subsidiary licensed to operate in Russia and the Representative Office in Moscow. Moreover the Bank is active in the Czech Republic through VUB, in Slovenia with the operations of its Italian banking subsidiary Banca Popolare FriuliAdria and in Poland with a Representative Office in Warsaw.
VVB Bank
Slovensko: Head office: Mlynske nivy 1 // 829 90 Bratislava 25
tel.: +421 2 5055 1111 // e-mail: info@vvb.sk // homepage: www.vvb.sk
Czech Republic: Head office: Pobrezni 3 // 186 00 Praha 8
tel.: +420 2 2186 5111 // e-mail: infovb@vvb.cz // homepage: www.vvb.cz
VVB Bank is a member of the international banking group Gruppo Banca Intesa. It takes a forefront position in the Slovak financial market in the area of both retail and corporate banking. The bank owns a network of 211 retail and 26 corporate branches and 10 mortgage centers in Slovakia. Through its Prague branch, VVB Bank is active also in Czech republic. The prestigious Global Finance magazine has ranked VVB Bank among the “Best Emerging Market Banks in Central and Eastern Europe” this year.

Openworldconsultancy Ltd
Campo Grande 30, 68 // 1700-093 Lisbon // Portugal
tel. +351 21 7942102 // + 351 217 942 102
e-mail: info@openworldconsultancy.com
homepage: www.openworldconsultancy.com
Openworldconsultancy Ltd provides to the business community a credible alternative service to all other consultancy firms and to the standardized practices. We offer a broad range of professional services from turning companies around to help them to achieve expansion and help them to secure financing as well as providing a first class service at a fraction of a cost of what you would expect to pay to the market leaders. We provide independent reliable service backed up by a team of experienced and fully qualified professionals in Economy, Banking and Finance. Our aim is to work closely with our client’s because they matter to us and by doing so we will help them to achieve their goals while minimizing costs. Our services include: Business Plan, Project Finance, Due Diligence, Feasibility Studies, Cash Flow, Appraisals, Structured Finance, Restructuring Finance, Investment Opportunities, Transaction Advisory Services, and others.

Supporters

UniCredit Banca d’Impresa
Via Garibaldi 1 // 37121 Verona // Italy
e-mail: internaties.UBI@unicredit.it
UniCredit Banca d’Impresa is the first nationwide bank with a specialist service for medium-sized and large companies to whom it offers the traditional financial services along with corporate consulting and advice for highly sophisticated financial transactions. It is organized along the lines of a traditional local bank with the financial and consulting potential of a large national bank. Its headquarter is in Verona and it is present with 240 branches and more than 900 corporate account officers throughout the entire national territory. Amongst the services it offers Credit facilities, Financial Consulting, Risk management consulting and products, Corporate Finance products and consulting and Treasury Products. UniCredit Banca d’Impresa supports the Italian companies in their international development also through the International network of UniCredit Group (abroad banks, branches and representative offices).

Assicurazioni Generali
Head Office
Piazza Duca degli Abruzzi 2 // 34132 Trieste // Italy
tel. +39 040 671 1111 // fax +39 040 671 600 // homepage: www.generalii.com
The Generali Group is one of the most significant participants in the global insurance and financial products market. The Group is leader in Italy and Assicurazioni Generali, founded in 1831 in Trieste, is the Group’s Parent and principal operating Company. Characterised from the outset by a strong international outlook and now present in 40 Countries, Assicurazioni Generali has consolidated its position among the world’s leading insurance operators, having strengthened its position in western Europe, main area of activity, with significant market shares in Germany, France, Austria, Spain, Switzerland as well as Israel. In recent years, the Group has made a significant return to central-eastern European markets and has set up offices in the principal markets of the Fareast, among which China. In the last decade, the Group has widened its product offerings from only insurance to include the entire range of financial services and asset management.

Sponsors in Slovakia

Vychodoslovenska energetika a.s.
Vychodoslovenska energetika a.s. is a regional distribution company and electricity supplier. We provide complex solutions in the area of energy industry – electricity purchase, distribution and sales, grid operations, measurement of electricity cables, thermovision diagnostics, repair, verification and calibration of transformers. (More info at www.vse.sk)

SSE, a.s.
SSE, a.s. is a regional energy distribution company operating in the area of Central Slovakia. It supplies industrial companies, entrepreneurs and households with electricity. A lot of industrial companies – besides small companies also big engineering, metallurgical and chemistry giants – operate in the region of SSE, a.s. The area is mostly mountainous with severe climatic conditions, especially in winter months. A typical feature is a supply of electricity to many mountain villages and hamlets. (More info at www.sse.sk)

Stredoslovenska energetika, a.s.
Stredoslovenska energetika, a.s. is a distribution and supply electricity company providing energy for life and business for nearly 700 000 customers. Our home market is the region of Central Slovakia, in which we have been operating for more than 80 years. Excellent performance and maximum customer satisfaction are among our vital sustainable objectives on increasingly liberalised electricity market. By construction of new connections, investing into the distribution system and by supporting the social interests we contribute to further economic development of our region and thus increase the quality of life of its inhabitants. Since the accession of the Strategic Partner to SSE in 2002, SSE became a member of the Electricité de France (EdF) Group.

Supporter in Slovakia

EximBanka SR
Eximbanka SR was established in 1997. The original and still current single shareholder is the Slovak Republic. The primary objective of EximBanka SR is to support the maximum possible volume of exports of sophisticated production principally to EU and OECD countries while ensuring that the invested funds are collected due by mitigating risk arising from insurance, credit, guarantee and financial transactions. With a view to accomplish its main objective of export promotion, Eximbanka SR does business in two principal areas: financing export credits and insuring export credits. The institution offers a broad range of products to meet the needs of exporters as well as banks participating in export promotion. In addition, some products are aimed at supporting imports, which in the long run will enhance development of export-generating production. (More info at www.eximbanka.sk)
**Government Delegation**

**Ministry of Foreign Affairs**
Boulevardari Gjergj Fishta // Tirana  
Ms. Elvira Isufi, CEI National Coordinator  
tel. +355 4 364090 // fax +355 4 62084  
e-mail : elvira.isufi@mfa.gov.al

**Ministry of Economy**
Boulevard Zhan d’Ark // Tirana // homepage: www.minek.gov.al  
tel. +355 4 228442 // fax +355 4 222655  
Mr. Anastas Angjeli, Minister

**CEI Working Group Members**

**Economic Development Only**

**Agriculture**  
Mr. Sali Metani, Ministry of Agriculture and Food, European Integration and Foreign Relation Directorate  
Sheshi “Skenderbej” 2 // Tirana  
tel. // fax +355 4 227920  
e-mail : salimetani@yahoo.com

**Energy**  
Mr. Bujar Leka, Ministry of Industry and Energy  
tel. // fax +355 4 226452  
e-mail : bleak@sanx.net

**Environmental Protection**  
Ms. Gentiana Hasko, Foreign Relations Dept., Ministry of Environment  
tel. +355 4 270622 // fax +355 4 270627  
e-mail : ghasko@yahoo.com

**SMEs**  
Mr. Bashkim Sykja, Ministry of Foreign Cooperation  
tel. +355 4 264673 // fax +355 4 264658  
e-mail : eda_ter@yahoo.com

**Tourism**  
Mr. Milton Nushi, Ministry of Urban Development and Tourism  
Rruga “Deshkurret e kombit” 8 // Tirana  
tel. // fax +355 4 225683  
e-mail : bshkreli@yahoo.com

**Transport**  
Mr. Besa Shkreli, Ministry of Transport and Communication  
Rruga “Abdi Toptani” 5 // Tirana  
tel. // fax +355 4 225196  
e-mail : bshkreli@yahoo.com

**Chamber of Commerce**

Albanian Chamber of Commerce and Industry  
Rr. Kavajes, 6 // Tirana // homepage: www.cci.gov.al  
tel. +355 42 30284  
e-mail : ccitr@abissnet.com.al  
Mr. Luan Bregasi, President

---

**Austria**

**Government Delegation**

**Federal Ministry of Foreign Affairs**
6 Ballhausplatz 2 // 1014 Vienna  
homepage: www.bmaa.gv.at  
Mr. Hannes Porias, CEI National Coordinator  
tel. +43 50 11 50 3457  
e-mail : hannes.porias@bmaa.gv.at  
Mr. Thomas Schnoll, CEI Deputy National Coordinator  
tel. +43 50 11 50 3238  
e-mail : thomas.schnoell@bmaa.gv.at

**Federal Ministry for Economy and Labour**
Stubenring 1 // 1011 Vienna  
homepage: www.umwelttechnik.co.at  
tel. +43 1 71100 8307 // fax +43 1 7143 582  
Mr. Martin Bartonstein, Federal Minister

**CEI Working Group Members**

**Economic Development Only**

**Agriculture**  
Mr. Hans Kordik, Federal Ministry of Agriculture, Forestry, Environment and Water Management  
Stubenring 1 // A-1012 Vienna  
tel. +43 1 71100 6911 // fax +43 1 7189 385  
e-mail : Hans.kordik@bmlfuw.gv.at  
Ms. Brigit Hell, Federal Ministry of Agriculture, Forestry, Environment and Water Management, Desk officer in the Division EU coordination and planning  
Stubenring 1 // Vienna  
tel. +43 1 71100/2878 // fax +43 1 711002937  
e-mail : birgit.hell@lebensministerium.at

**Energy**  
Mr. Alois Geisslhofer, Austrian Energy Agency  
Otto-Bauer-Gasse 6 // A-1012 Vienna  
tel. +43 1 586 152433 // fax +43 1 586152440  
e-mail : alois.geisslhofer@energyagency.at

**Environmental Protection**  
Ms. Robert Thaler, Federal Ministry of Agriculture, Forestry, Environment and Water Management  
Stubenbastei 5 // A-1012 Vienna  
tel. +43 1 51522 1209 // fax +43 1 515227208  
e-mail : robert.thaler@bmlfuw.gv.at

**SMEs**  
Ms. Olga Swoboda, Ministry for Economy and Labour  
Stubenring 1 // A-1012 Vienna  
tel. +43 1 71100 5223  
e-mail : olga.swoboda@bmwa.gv.at

**Tourism**  
Ms. Angelika Liedler-Januschik, Federal Ministry for Economy and Labour  
Stubenring 1 // A-1010 Vienna  
tel. +43 1 71100 5838 // fax +43 1 7142718  
e-mail : angelika.liedler@bmwa.gv.at
TRANSPORT

Mr. Serguey Negrey, Ministry of Transport and Communication
Ul. Czicherina, 21 // 220029 Minsk
tel. +375 17 234 3019 // fax +375 17 227 9860
e-mail : nbvs@mintrans.by

CHAMBER OF COMMERCE

Austrian Federal Economic Chamber
Wedner Hauptstraße 63 // A-1045 Vienna
homepage : www.wko.at; www.austriantrade.org
Mr. Christoph Leitl, President
tel. +43 5 90900 4254 // fax +43 5 90900 240
e-mail : christoph.leitl@wko.at

BELARUS

GOVERNMENT DELEGATION

Federal Ministry of Foreign Affairs
Ul. Lenina, 19 // 220030 Minsk
Mr. Valeriy Ramashka, CEI National Coordinator
tel. +375 17 227 64 58 // fax +375 17 227 45 21
e-mail : cei@mfa.org.by
Mr. Sergei Balashchenko, CEI Deputy National Coordinator
tel. +375 17 227 39 05 // fax +375 17 227 45 21
e-mail : cei@mfa.org.by

Ministry of Economy
Ul. Bersona, 14 // 220050 Minsk
Mr. Nikolai P. Zajchenko, Minister
Mr. Vladimir Sobolev, SEF Country Coordinator
Belarusian Chamber of Commerce and Industry
tel. +375 17 26 91 72 // fax +375 17 26 98 60
e-mail : sobolev@cci.by

CEI WORKING GROUP MEMBERS

ECONOMIC DEVELOPMENT ONLY

Agriculture
Mr. Igor Murashko, Ministry of Agriculture and Food
ul. Kirova 15 // 220031 Minsk
tel. +375 17 2004117 // fax +375 17 227 4388
e-mail : vnesh@mshp.minsk.by

Energy
Mr. Vladimir Tarasenko, Committee of Energy Efficiency under the Council of Ministers
Svobody Square 17 // 220030 Minsk
tel. +375 172260124 // fax +375 17 227 7043
e-mail : energoeffekt@bc.by

ENVIRONMENTAL PROTECTION

Mr. Igor Mishkorudny, Ministry of Foreign Affairs, Head of the Department for International Scientific Cooperation
Ul. Lenina 19 // Minsk
tel. +375 17 226773 // fax +375 17 274 521

SMEs

Mr. Andrei Trosko, Ministry of Foreign Affairs, Embassy of Belarus in Vienna, Austria
Hüttelbergstrasse 6 // Vienna
tel. +43 1 419963015 // fax +43 1 419963030
e-mail : wirtschaft@byembassy.at

TOURISM

Mr. Alexsandr Opimakh, Ministry of Foreign Affairs
Ul. Lenina, 19 // 220030 Minsk
tel. +375 17 227 5556 // fax +375 17 227 452
e-mail : integration@mfa.org.by

CHAMBER OF COMMERCE

Belarusian Chamber of Commerce and Industry
14 Masherova Pr. // 220035 Minsk
Mr. Vladimir Bobrov, President
tel. +375 17 226 9127 // fax +375 17 226 9860
e-mail : mbox@cci.by

BOSNIA AND HERZEGOVINA

GOVERNMENT DELEGATION

Ministry of Foreign Affairs
Musala 2 // 71000 Sarajevo
Mr. Omer Ajanovic, CEI National Coordinator
tel. +387 33 281 159 // fax +387 33 472 188
e-mail : omer.ajanovic@mvp.gov.ba

Ministry of Foreign Trade & Economic Relations
Musala 9 // 71000 Sarajevo
tel. +387 33 663 863
Mr. Dragan Doko, Minister

CEI WORKING GROUP MEMBERS

ECONOMIC DEVELOPMENT ONLY

Environmental Protection
Mr. Ahdin Orahovac, Ministry for Environment
M. Tita 9a // 71000 Sarajevo
tel. +387 71 473 124 // fax +387 71 663 548
**SMEs**

Mr. Nenad Pandurevic, Ministry of Foreign Trade and Economic Relations, Department for Economic Development
Musala 9 // Sarajevo
tel. +387 33 562540 // fax +387 33 206141
e-mail: nenadp@gmail.com

**Transport**

Mr. Izet Bajrambasic, Head of Dept. for International Road Transport
tel. +387 33 222181 // fax +387 33 222193
e-mail: l.bajrambasic@mkt.gov.ba

**CHAMBER OF COMMERCE**

Foreign Trade Chamber of Bosnia and Herzegovina
Branislava Djurdjeva 10 // 71000 Sarajevo
homepage: www.komorabih.com
Mr. Mahir Hadziahmetovic, President
tel. +387 33 663 631 // fax +387 33 663 632
e-mail: mahirh@komorabih.ba

**BULGARIA**

**GOVERNMENT DELEGATION**

Ministry of Foreign Affairs
2, Alexander Zhendov St. // 1113 Sofia
Ms. Snejana Philipova, CEI National Coordinator
tel. +359 2 948 2360 // fax +359 2 703140
e-mail: sfilipova@mfa.government.bg

Ministry of Economy
Batenberg Str. 12 // 1000 Sofia
homepage: www.mi.government.bg
tel. +359 2 94071 // fax +359 2 987 21 90
e-mail: public@mi.government.bg
Mr. Rumen Ovcharov, Minister
Mr. Emil Tepavicharov, SEF Country Coordinator

**CEI WORKING GROUP MEMBERS**

**ECONOMIC DEVELOPMENT ONLY**

Agriculture
Ms. Maria Lazorova, Ministry of Agriculture and Food
55, Christo Botev bldv. // Sofia
tel. +359 2 985 11239 // fax +3592 981 0735
Ms. Slava Spasova, Ministry of Agriculture and Forestry
55, Hristo Botev bldv. // Sofia
tel. +359 2 985 11224 // fax +3592 981 0735
e-mail: int_reli@mxzar.government.bg

Energy
Ms. Antonia Mognova, Ministry of Energy and Energy Resources
Triaditsa Str. 8 // 1040 Sofia
tel. +3592 980 0110 // fax +3592 980 1244
e-mail: mognova@doe.bg

**Environmental Protection**

Ms. Nona Karadjova, Ministry of Environment and Waters
67 W. Gladstone Street // 1000 Sofia
tel. +359 2 9406259 // fax +359 2 9864848

**SMEs**

Mr. Stanimir Barzashky, Bulgarian Small and Medium Enterprises Promotion Agency
1, Sveta Nedelia Sq. // 1000 Sofia
tel. +359 2 9329211 // fax +359 2 9805869
e-mail: office@smegovernment.bg

**Transport**

Ms. Elitza Stojanova, Ministry of Transport and Communications
9, Diakon Ignatii Str. // 1000 Sofia
tel. +3592 940 9521 // fax +3592 987 4942

**CHAMBER OF COMMERCE**

Bulgarian Chamber of Commerce and Industry
42 Parchevich Str. // 1058 Sofia // homepage: www.bcci.bg
tel. +359 2 987 2631 // fax +359 2 987 3209
e-mail: bcci@bcci.bg
Mr. Bojidar Bojinov, President
tel. +359 2 987 2528
e-mail: bojinov@bcci.bg

**CROATIA**

**GOVERNMENT DELEGATION**

Ministry of Foreign Affairs
Trg. N.S. Zrinskog 7 - 8 // 10000 Zagreb
Ms. Ana Puljic Zunjic, CEI National Coordinator
tel. +385 1 4597746 // fax +385 1 4597416
e-mail: apuljic@mvp.hr

Ministry of Economy, Labour and entrepreneurship
Ulica grada Vukovara 78 // 10000 Zagreb
tel. +385 1 6106 111 // homepage: www.mingo.hr
Mr. Branko Vukelic, Minister
Ms. Dragica Karaic, SEF Country Coordinator
Ministry of Economy, Labour and Entrepreneurship
tel. +385 1 6106 812 // fax +385 1 6109 114
e-mail: dragica.karaic@mingorp.hr
CEI Working Group Members
Economic Development Only

Agriculture
Ms. Lidija Mrkoci, Ministry of Agriculture and Forestry, Dept. for International Relations
Avenija Vukovar 78 // 10000 Zagreb
tel. +385 1 6106677 // fax +385 1 6109202
e-mail: lidija.mrkoci@mps.hr
Ms. Marina Deur, Ministry of Agriculture and Forestry, Dept. for International Relations
Avenija Vukovar 78 // 10000 Zagreb
tel. +385 1 6106623 // fax +385 1 6109206
e-mail: mdeur@mps.hr

Energy
Mr. Zeljko Tomsic, Ministry of Economy, Labour and Entrepreneurship
Ulica grada Vukovara 78 // 10000 Zagreb
e-mail: zeljko.tomsic@mingo.hr

Environmental Protection
Ms. Mirna Vlasic, Ministry of Environmental Protection and Physical Planning
Ulica Republike Austrije 20 // Zagreb
tel. +385 1 3782144/7 // fax +385 1 377 2555
e-mail: tajnik.kabineta@mzopu.hr
Mr. Velimir Dumicic, Ministry of Environmental Protection and Physical Planning
Ulica Republike Austrije 20, // Zagreb
tel. +385 1 3782477 // fax +385 1 3772822

SMEs
Ms. Dragica Karaic, Ministry of Economy, Labour and Entrepreneurship
Prisavlje 14 // 10000 Zagreb
tel. +385 1 6106812
e-mail: dragica.karaic@mingorpr.hr

Tourism
Mr. Zdenko Micic, Ministry of Sea, Tourism, Transport and Development
Prisavlje 14 // 10000 Zagreb
tel. +385 1 616 9180 // fax +385 1 616 9181
e-mail: zdenko.micic@mmtp.cz

Transport
Ms. Romana Palcic, Ministry of Maritime Affairs, Transport & Communications
Prisavlje 14 // 10000 Zagreb
tel. +385 1 6169011 // fax +385 1 6196477
e-mail: romana.palcic@mmpv.hr

CEI Working Group Members
Government Delegation

Mr. Nadan Vidovic, President

Czech Republic

Chamber of Commerce
Croatian Chamber of Economy
Rooseveltov Trg 2 // 10000 Zagreb // homepage: www.hgk.hr
tel. +385 1 45 61 555 // fax +385 1 48 28 380
e-mail: hgk@hgk.hr

Government Delegation

Mr. Jaroslav Stepanek, CEI National Coordinator
tel. +420 224 182 672 // fax +420 224 183 049
e-mail: jaroslav_stepanek@mzv.cz

Ministry for Regional Development
Staromestske namesti 6 // 110 15 Prague 1
tel. +420 224 86 1111
Mr. Radko Martinik, Minister

CEI Working Group Members
Economic Development Only

Agriculture
Mr. Radek Stransky, Ministry of Agriculture
Tesnov 17 // Prague
tel. +420 2 2181 2310 // fax +420 2 2481 0652
e-mail: radek.stransky@mze.cz

Energy
Mr. Miroslav Stary, Energy Policy Department, Ministry of Industry and Trade
Na Frantisku 32 // 11015 Prague 1
tel. +420 224853305 // fax +420 224852428
e-mail: starym@mpo.cz

Environmental Protection
Ms. Silvie Kypusova, Ministry of Environment
Vrsovickeho 65 // 10010 Prague 10
tel. +420 2 671202089 // fax +420 2 67310308
e-mail: silvie_kypusova@env.cz

SMEs
Mr. Josef Duchon, Ministry of Industry and Trade
tel. +420 224062679 // fax +420 224062384
e-mail: duchon@mpo.cz

Tourism
Mr. Petr Tiefenbock, Ministry for Regional Development
Staromestske nam. 6 // 110 15 Prague 1
tel. +420 224 861 165 // fax +420 224 861 500
e-mail: petr.tiefenbock@mmr.cz
Transport
Mr. Karel Steiner, Ministry of Transport
tel. +420 223031223 // fax +420 224812293
e-mail : karel.steiner@mdcr.cz

Chamber of Commerce
Economic Chamber of the Czech Republic
Freyova 27 // 190 00 Prague 9 // homepage : www.komora.cz
tel. +420 296 646 245 // fax +420 296 646 257
e-mail : foreigndpt@komora.cz
Mr. Jaromír Drabek, President
tel. +420 296 646 204 // fax +420 296 646 221
e-mail : presid@komora.cz

Government Delegation
Ministry of Economic Affairs
Bem rkp. 47 // 1047 Budapest // homepage : www.mfa.gov.hu
Mr. Natáli Toth, CEI National Coordinator
tel. +36 1 458 1678
e-mail : ntoth@kum.hu
Mr. Loránt Juhász, CEI Deputy National Coordinator
e-mail : ljuhos@kum.hu

Ministry of Economy and Transport
Hronved u. 13-15 // 1055 Budapest
Mr. Janos Koka, Minister

CEI Working Group Members
Economic Development Only

Agriculture
Ms. Mariann Kovacs, Ministry of Agriculture and Rural Development , Dept of Int. Relations - Budapest
tel. +36 1 3014661 // fax +36 1 301 4662
e-mail : kovacs.m@posta.fvm.hu

Energy
Ms. Judit Kopacsy, Ministry of Economic Affairs, Energy Department
tel. +36 1 4728475 // fax +36 1 4728430
e-mail : kopacsy@gkm.hu

Environmental Protection
Mr. Alojz Horvath Lakosne, Department for International Coordination, Ministry of Environment
tel. +36 1 497 3300 // fax +36 1 201 2846

SMEs
Ms. Annamaria Szukics, Ministry of Economy and Transport
Hronved utca 13-15 // 1055 Budapest
tel. +36 1 3742886 // fax +36 1 3742800
e-mail : szukics.annamaria@gkm.gov.hu

Tourism
Mr. Tamas Vlg, Ministry of Economy and Transport, Int. Tourism Relations Dept.
Vermez u. 4 // 1012 Budapest
tel. +36 1 336 7644 // fax +36 1 336 7642
e-mail : vigt@gkm.hu

Hungary

Chamber of Commerce
Chamber of Commerce and Industry
Kossuth ter 6-8 // H - 1055 Budapest
homepage : www.mkik.hu
International department
tel. +36 1 4745140 // fax +36 1 474 5149
e-mail : intdept@mkik.hu
Mr. Laszlo Parragh, President
tel. +36 1 474 5100 // fax +36 1 474 5105
e-mail : elnok@mail.mkik.hu

Government Delegation
Ministry of Foreign Affairs
Piazzale della Farnesina, 1 // 00194 Rome
homepage : www.esteri.it
Mr. Pierandrea Magistrati, CEI National Coordinator
tel. +39 06 36912624 // fax +39 06 36918596
e-mail : pierandrea.magistrati@esteri.it

Ministry of Productive Activities
Viale Boston 25 // 144 Rome
Mr. Adolfo Urso, Vice Minister

CEI Working Group Members
Economic Development Only

Agriculture
Mr. Aldo Di Biagio, Ministry of Agricultural and Forestry Policies
Viale XX Settembre, 20 // Rome
tel. +39 06 4665 3090
fax +39 06 4884 394
email : a.dibiagio@politicheagricole.it
Mr. Fabrizio Mottironi, Ministry of Agricultural and Forestry Policies, Legal Adviser
Viale XX Settembre, 20 // Rome
tel. +39 06 4665 3017 // fax +39 06 4665 3136
e-mail : f.mottironi@politicheagricole.it
Mr. Maurizio Parisse, Buonitalia SpA
tel. +39 06 4412 6202 // fax +39 06 4412 5389
e-mail : buonitalia@buonitaliaspa.it
Energy
Mr. Marcello Capra, Ministry of Productive Activities, DG Energy
tel. +39 06 47053550 // fax +39 06 47053803
e-mail : marcello.capra@minindustria.it

Environmental Protection
Ms. Giuliana Gasprini, Ministry of Environment
tel. +39 06 5722 8150/51 // fax +39 06 5722 8172
e-mail : gasprini.giuliana@minambiente.it
Mr. Massimo Cozzone, Ministry of Environment
tel. +39 06 57228141 // fax +39 06 57228180
e-mail : cozzone.massimo@minambiente.it

SMEs
Mr. Natalino Loffredo, Ministry of Productive Activities
Viale Boston 25 // 144 Rome
tel. +39 06 5993 2590 // fax +39 06 5993 2666
e-mail : l.loffredo@mincomes.it

Tourism
Mr. Mauro Di Pietro, Ministry of Productive Activities,
International Relationship General Directorate for Tourism
Via della Ferratella in Laterano, 51 // 184 Rome
tel. +39 06 7732 248 // fax +39 06 7001 992
e-mail : internazionali2@tin.it

Transport
Mr. Roberto Ferrazza, Ministry for Infrastructures and Transport,
DG for EU Programmes
Via Nomentana 2 // 161 Rome
tel. +39 06 4412 6202 // fax +39 06 4412 5389
e-mail : roberto.ferrazza@infrastrutturetrasporti.it

CHAMBER OF COMMERCE

Italian Union of Chambers of Commerce, Industry, Agriculture & Handicraft (Unioncamere)
Piazza Sallustio, 21 // Rome 00187
homepage : www.unioncamere.it
tel. +39 06 47041 // fax +39 06 4704240
e-mail : internazionale@unioncamere.it
Mr. Augusto Strianese, President - Appointed for the internationalization
tel. +39 06 47041 // fax +39 06 4704 240
e-mail : internazionale@unioncamere.it

Macedonia

CHAMBER OF COMMERCE

Government Delegation

Ministry of Foreign Affairs
4 Dame Gruve St. // 1000 Skopje
Ms. Radika Sekulovska, Acting CEI National Coordinator
tel. +389 2 3115153 // fax +389 2 3115790
e-mail : sekulovska@mfa.gov.mk

Ministry of Economy
Jurij Gagarin 15 // 1000 Skopje
homepage : www.economy.gov.mk
tel. +389 2 393 531 // fax +389 2 384 902
Mr. Fatmir Besimi, Minister

CEI WORKING GROUP MEMBERS

ECONOMIC DEVELOPMENT ONLY

Agriculture
Ms. Tatjana Veta, Ministry of Agriculture, Forestry and Water Management, Int. Coop. and Development Dept.
ul. Leninova br. 2 // 1000 Skopje
tel. +389 2 3093 531 // fax +389 2 3084 902
e-mail : veta@on.net.mk

Energy
Ms. Violeta Keckarovska, Ministry of Economy, Energy Department - 1000 Skopje
tel. +389 2 3093 531 // fax +389 2 3084 902
e-mail : violeta.keckarovska@economy.gov.mk

Environmental Protection
Ms. Jadranka Ivanova, Ministry of Environment
Ul. Crvena Skopska Opstina br. 4 // 1000 Skopje
tel. +389 2 3066 930 // fax +389 70 250 234
e-mail : j.ivanova@moepp.gov.mk

SMEs
Ms. Marija Zarezankova-Potevska, Ministry of Economy, Dept. for promotion of Entrepreneurship
Ul. Jurij Gagarin 15 // 1000 Skopje
tel. +389 2 3093 542 // fax +389 2 3093 523
e-mail : marija.z.potevska@economy.gov.mk

Tourism
Mr. Zoran Nikolovski, Ministry of Economy, Tourism Dept.
Ul. Jurij Gagarin 15 // 1000 Skopje
tel. +389 2 3093 539 // fax +389 2 3093 523
e-mail : zoran.nikolovski@economy.gov.mk

Transport
Ms. Svetlana Gligorovska, Ministry of Transport and Communications, Int. Investments and Integration Dept.
Ul. Crvena Skopska Opstina br. 4 // 1000 Skopje
tel. +389 2 3116 695 // fax +389 2 3118 144
e-mail : gligorovska@mtc.gov.mk

CHAMBER OF COMMERCE

Economic Chamber of Macedonia
UL. Dimitrije Èupovski 13 // 1000 Skopje
homepage : www.mchamber.org.mk
Mr. Dusan Petreski, President
tel. +389 2 234460 // fax +389 2 116210
e-mail : president@ic.mchamber.org.mk
Moldova

Government Delegation

Ministry of Foreign Affairs
80, 31 August 1989 Str. // Chisinau MD2012
Mr. Veaceslav Pituscan, CEI National Coordinator
tel. +373 22 578303 // fax +373 22 232302
e-mail : veaceslav.pituscan@mfa.md

Ministry of Economy
1, Piata Marii Adunarii Nationale // Chisinau MD2033
tel. +373 22 237745 // fax +373 22 234064
e-mail : minecon@moldova.md
Mr. Valeriu Lazar, Minister

CEI Working Group Members
Economic Development Only

Agriculture
Ms. Diana Gherman, Ministry of Agriculture and Food Industry,
Division for Int. Relations and Investment Prog - Chisinau
tel. +373 22 210 135 // fax +373 22 210 204
e-mail : dianagherman@mail.md

Energy
Mr. Eugen Bot, Ministry of Energy
tel. +373 22 253 593
e-mail : minen@mtc.md

Environmental Protection
Ms. Maria Nagornii, Ministry of Environment and Natural Resources
BD Cosmonautilor Str. 9 // MD 2005 Chisinau
tel. +373 22 204 505 // fax +373 22 226 858
e-mail : policy@mediu.moldova.md

SMEs
Ms. Ala Tomciuc, Ministry of Economy, Division for External Economic Cooperation - Chisinau
tel. +373 22 234045 // fax +373 22 234064
e-mail : timciuc_am@moldova.md

Transport
Ms. Valentina Veverita, Ministry of Transports and Telecommunications
tel. +373 22 251 112
e-mail : veverita@mtc.gov.md

Chamber of Commerce

Chamber of Commerce and Industry
Eminescu Str. 28 // Chisinau MD2012
homepage : www.chamber.md
tel. +373 22 235332 // fax +373 22 221391
e-mail : foreign@chamber.md
Mr. Gheorghe Cucu, President
e-mail : president@chamber.md

Poland

Government Delegation

Ministry of Foreign Affairs
Al. J. Ch. Szucha 23 // 00530 Warsaw
Mr. Zbigniew Krzyński, CEI National Coordinator
tel. +48 22 523 9680 // fax +48 22 523 9419
e-mail : zbigniew.krzynski@msz.gov.pl
Mr. Józef Wiejacz, CEI Deputy National Coordinator
tel. +48 22 523 8108 // fax +48 22 523 9419
e-mail : jozef.wiejacz@msz.gov.pl

Ministry of Economic Affairs and Labour
Pl. Trzech Krzyży 3/5 // 00507 Warsaw
Mr. Jacek Piechota, Minister
Mr. Bogdan Zagrobelny, SEF Country Coordinator
Ministry of Economic Affairs and Labour
tel. +48 22 693 59 75 // fax +48 22 693 40 28
e-mail : bogzag@mg.gov.pl
Mr. Grzegorz Gawin, SEF Country Coordinator
tel. +48 22 693 59 09
e-mail : grzegorz.gawin@mg.gov.pl

CEI Working Group Members
Economic Development Only

Agriculture
Ms. Janina Sawicka, Faculty of Agricultural Economics, Warsaw Agricultural University, Professor
Nowoursynowska 166 // Warsaw
tel. +48 22 593 40 77 // fax +48 22 59 34 077
e-mail : sawicka@alpha.sggw.waw.pl
Ms. Malgorzata Piotrowska, Ministry of Agriculture and Rural Development
Wspolna 30 // Warsaw
tel. +48 22 623 13 03 // fax +48 22 623 20 30
e-mail : m.piotrowska@minrol.gov.pl

Energy
Ms. Halina Bownik-Trymucha, Ministry of Economy and Labour, Energy Security Department
pl. Trzech Krzyży 3/5 // 00-507 Warsaw
tel. +48 22 6211164 // fax +48 22 6934035
e-mail : haltry@mg.gov.pl

Environmental Protection
Mr. Andrzej Sieminski, Ministry of Infrastructure, Dept. of Programming and Strategy
6 Chalubinskiego Str. // 00-928 Warsaw
tel. +48 22 6301332 // fax +48 22 6301204
e-mail : asieminski@mi.gov.pl

SMEs
Ms. Ewa Swedrowska Dziankowska, Ministry of Economy, Labour and Social Policy, Department of Craft and SMEs
pl. Trzech Krzyży 3/5 // 00-950 Warsaw
tel. +4822 621 27 54 // fax +4822 6934023
e-mail : ewaswe@mg.gov.pl
Tourism
Mr. Wojciech Ejmont, Ministry of Economy, Labour and Social Policy, Tourism Dept.
Pl. Trzech Krzyzy 3/5 Pob 59 // 00-955 Warsaw
tel. +48 22 693 46 54 // fax +48 22 693 40 49
e-mail : wejmont@mg.gov.pl

Transport
Mr. Krzysztof Kumanowski, Ministry of Infrastructure, Infrastructure Planning and Strategy Dept.
ul. Chabinskiego 4/6 // 00-928 Warsaw
tel. +48 22 630 13 99 // fax +48 22 630 12 04
e-mail : kkumanowski@mi.gov.pl

Chamber of Commerce

Chamber of Commerce
UL. Trebacka 4 // 00074 Warsaw // homepage : www.kig.pl
Mr. Andrzej Arendarski, President
tel. +48 22 630 600 // fax +48 22 6309 673
e-mail : infodata@kig.pl

Romania

Government Delegation

Ministry of Foreign Affairs
14 Medrogan St. // Bucharest
Mr. Razvan Rusu, CEI National Coordinator
tel. +40 21 319 21 94 // fax +40 21 231 19 94
e-mail : razvan.rusu@mae.ro

Ministry of Economy and Trade
152-154, Calea Victoriei // Bucharest
Mr. Ioan Don Popescu, Minister
Ms. Adina Lovin, SEF Country Coordinator
Ministry of Foreign Affairs
tel. +40 21 230 21 60 // fax +40 21 230 74 89
e-mail : mae@mae.ro

CEI Working Group Members
Economic Development Only

Agriculture
Mr. Victor Cirlig, Ministry of Agriculture, Forests and Rural Development
tel. +40 21 307 8522
e-mail : victor.cirlig@maa.ro

Energy
Mr. Gabriel Virgilu Barbuc, Ministry of Industry and Trade, General Directorate for Programs with International Bodies
Calea Victoriei Nr. 152 // Bucharest
tel. +40 21 6503029 // fax +40 21 2111560

Environmental Protection
Ms. Liliana Chirila, Ministry of Transports, Ministry of Waters, Forestry and Environmental Protection
Bd. Libertatii nr. 12, // Bucharest
tel. +40 21 3350068 // fax +40 21 3350067
e-mail : lchirila@mappm.ro

SMEs
Ms. Gabriela Tasca, Agency for SMEs
tel. +40 21 336 1451 // fax +40 21 336 1843
e-mail : gabriela.tasca@mimm.ro

Tourism
Ms. Luminita Panait, International Relations and Integration National Tourism Authority
38, Dinicu Golescu Ave // Bucharest
tel. +40 21 223 29 81 // fax +40 21 223 02 72
e-mail : dana-costantinescu@k.ro

Chamber of Commerce
Chamber of Commerce and Industry
2 Octavian Goga Blvd. // 74244 Bucharest 3
homepage : www.ccir.ro
Mr. George Cojocaru, President
tel. +40 21 322 9500 // fax +40 21 322 9502
e-mail : cojocaru@ccir.ro

Serbia and Montenegro

Government Delegation

Ministry of Foreign Affairs
Kneza Milosa 24 - 26 // 11000 Belgrade
Ms. Jelisaveta Djurickovic, Tuvic, CEI National Coordinator
tel. +381 11 3611 266 // fax +381 11 3068 8430
e-mail : j.djurickovic@smip.sv.gov.yu

Ministry of International Economic Relations
2, M. Pupina Blvd // 11070 N. Belgrade
tel. +381 11 3114 227 // fax +381 11 3112 363
e-mail : drsgans@umier.gvp.yu
CEI Working Group Members

Economic Development Only

Agriculture
Ms. Ljiljana Simovic, Ministry of Agriculture of the Republic of Montenegro - Podgorica
tel. +381 81 482 271 // +381 67 207 102
e-mail: ljiljanas@mm.yu; ljiljanas@cg.yu
Mr. Stevan Masirevic, IFVCNS, Assistant Director for International Cooperation
tel. +381 21 48 98 412
e-mail: stevems@ifvcns.ns.ac.yu

Energy
Ms. Biljana Djurovic, Ministry of Environment and Physical Planning
Poslovni centar VEKTRA // 81000 Podgorica
tel. +381 81 482 165
e-mail: biljanad@mn.yu
Mr. Borislav Grubor, Institute for nuclear sciences “Vinca”
P.O. Box 522 // 11000 Belgrade
tel. +381 11 3443498 // fax +381 11 453670
e-mail: ite@vin.bg.ac.yu
Mr. Vasilije Buskovic, Ministry of Environment and Physical Planning
Poslovni centar VEKTRA // 81000 Podgorica
tel. +381 81 482169 // fax +381 81 234183
e-mail: vasob@mn.yu

Environmental Protection
Ms. Biljana Durovic, Ministry of Ecology - 81000 Podgorica
tel. +38181 234048 // fax +381 81 234 183
e-mail: biljanad@mn.yu

SMEs
Ms. Katarina Obradovic, Ministry of Economy, SME Department
Nemanjina 22-26 // Belgrade
tel. +381 11 36 31 360 // fax +381 11 363 13 60
e-mail: k.obradovic@mppriv.sr.gov.yu
Mr. Milan Lalovic, Chamber of Commerce of Belgrade
Kneza Milosa 12 // Belgrade
tel. +381 11 642277 // fax +381 11 642029
e-mail: milian.lalovic@smeproject.co.yu
Mr. Saveta Kontic, Fund of development, Republic of Montenegro
tel. +381 81 243 206 // fax +381 81 224 998
e-mail: saveta.kontic@ffzrcg.cg.yu

Tourism
Ms. Goranka Lazovic, Ministry of Tourism of the Republic of Montenegro
Office centar “Vektra” // 81000 Podgorica
tel. +381 81 482 366 // fax +381 81 234 168
e-mail: gorankal@mn.yu
Ms. Ljubica Milojevic, Ministry of Trade, Tourism and Services
Nemanjina 22 // 11000 Belgrade
tel. +381 11 3616629 // fax +381 11 3616247
e-mail: ljubica.milojevic@minittu.st.gov.yu

Chamber of Commerce

Serbian Chamber of Commerce
Resavska 13-15 // 1000 Belgrade // homepage: www.pks.co.yu
tel. +381 11 3300 900 // fax +381 11 3230 949
e-mail: info@pks.co.yu
Mr. Slobodan Milosavljevic, President
tel. +381 11 3300 902 // fax +381 11 3235 426
e-mail: president@pks.co.yu, slobodan.milosavljevic@pks.co.yu

Government Delegation

Ministry of Foreign Affairs
Hlboka cesta 2 // 83336 Bratislava
Mr. Igor Vencel, CEI National Coordinator
tel. +421 2 5978 3563 // fax +421 2 5978 3579
e-mail: igor_vencel@foreign.gov.sk
Ms. Kristina Forgachova, CEI Deputy National Coordinator
tel. +421 2 5978 3576 // fax +421 2 5978 3579
e-mail: Kristina_forgachova@foreign.gov.sk

Ministry of Economy
Mierova 19 // 82715 Bratislava 212
homepage: www.economy.gov.sk
tel. +421 2 485 41111
e-mail: info@economy.gov.sk
Mr. Jaroslav Malcharek, Minister
Ms. Lubica Nejezchlebova, SEF Country Coordinator,
Ministry of Economy, Slovakia
tel. +421 2 4854 7110 // fax +4421 2 4854 3116
e-mail: nejezchlebova@economy.gov.sk

Slovakia

CEI Working Group Members

Economic Development Only

Agriculture
Ms. Eva Kolesarova, Ministry of Agriculture, Director, Foreign Relations Dept.
Dobrovicova 12 // 812 66 Bratislava
tel. +421 2 592 66 292 // fax +421 2 592 66 294
e-mail: ekol@land.gov.sk
Ms. Lydia Fegyveresova, Ministry of Agriculture
Dobrovicova 12 // 812 66 Bratislava
tel. +421 2 592 66 290 // fax +421 2 592 66 294
e-mail: lydia.fegyveresova@land.gov.sk

Energy
Mr. Marian Husarik, Ministry of Economy, Section of Production and Network Industries
Mierova 19 // 827 15 Bratislava
tel. +421 2 592 66 290 // fax +421 2 592 66 294
e-mail: Marian.Husarik@economy.gov.sk

Tourism
Mr. Marian Husarik, Ministry of Economy, Section of Production and Network Industries
Mierova 19 // 827 15 Bratislava
tel. +421 2 4854 1915 // fax +421 2 4854 1915
e-mail: Marian.Husarik@economy.gov.sk
Environmental Protection
Mr. Frantisek Kolocany, Ministry of Environment, Department for Environmental Conceptions and Planning
Nam. L. Strua 1 // 81235 Bratislava
tel. +42175956 2417 // fax +421 75956 2002
e-mail : kolocany.frantisek@enviro.gov.sk

SMEs
Mr. Vladimir Mracna, Ministry of Economy
Mierova 19 // 827 15 Bratislava
tel. +421 2 48541527 // fax +421 2 4330158
e-mail : mracna@economy.gov.sk

Tourism
M. Kamila Hanakova, Ministry of the Economy of the Slovak Republic, Tourism Dept.
Mierova 19 // 827 15 Bratislava 212
tel. +421 2 4854 2324 // fax +421 2 52731456
e-mail : hanakova@economy.gov.sk

Transport
Mr. Juraj Tkac, Ministry of Transport, Posts & Telecomm., Dep. for International Cooperation
Nam. Slobody 6, P.O. Box 100 // 81100 Bratislava
tel. +421 2 59494476 // fax +421 2 52731456
e-mail : juraj.tkac@Tel.ecom.gov.sk

CHAMBER OF COMMERCE

Chamber of Commerce & Industry
Gorkeho 9 // 81603 Bratislava 1 // homepage : www.sapk.sk ; www.scci.sk
Mr. Peter Mihok, President
tel. +421 2 5413 1228 // fax +421 2 5443 0754
e-mail : spkpurad@scci.sk

Slovenia

Government Delegation

Ministry of Foreign Affairs
Presernova, 25 // 1001 Ljubljana // homepage : www.gov.si
Mr. Peter Kastelic, CEI National Coordinator
tel. +386 1 4782 000 // fax +386 1 4782 348
e-mail : peter.kastelic@gov.si

Ministry of Economy
Kotnikova 5 // 1000 Ljubljana // homepage : www.mg-rs.si
Mr. Andrej Vizjak, Minister

Working Group Members
Economic Development Only

Agriculture
Mr. Marko Verbic, Ministry of Agriculture, Forestry and Food
Dunajska 56-57 // 1000 Ljubljana
tel. +386 1 4789116 // fax +386 1 4789021
e-mail : marko.verbic@gov.si

Energy
Mr. Franc Zlahtic, Ministry of the Environment, Spatial Planning and Energy, Energy Office
Dunajska 48 // 1000 Ljubljana
tel. +386 1 478 7167 // fax +386 1 478 7182
e-mail : franc.zlahtic@gov.si

Environmental Protection
Polona Demsar Mitrovic, Ministry of the Environment and Spatial Planning
Dunajska 21 // 1000 Ljubljana
tel. +386 1 478 70 23 // fax +386 1 478 70 10
e-mail : polona.demsar-mitrovic@gov.si

SMEs
Ms. Jelena Krivograd, Ministry of Small Business and Tourism
Trubarjeva, 11 // 2000 Maribor
tel. +386 2 234 10 05 // fax +386 2 234 10 50
e-mail : jelena.krivograd@gov.si
Ms. Marlen Skarlovnik, Ministry of Economy
Trubarjeva, 11 // 2000 Maribor
tel. +386 2 234 10 37 // fax +386 2 234 10 50
e-mail : marlen.skarlovnik@gov.si

Tourism
Mr. Marjan Hribar, Ministry of the Economy, Directorate for Tourism
Trubarjeva, 11 // 2000 Maribor
tel. +386 1 478 3200 // fax +386 1 433 1220
e-mail : marjan.hribar@gov.si
Ms. Jasna Radic, Ministry of the Economy, Directorate for Tourism
Trubarjeva, 11 // 2000 Maribor
tel. +386 2 234 10 34 // fax +386 2 234 10 50
e-mail : Jasna.Radic@gov.si
Ms. Irena Mišnik, Ministry of Small Business and Tourism
Trubarjeva, 11 // 2000 Maribor
tel. +386 2 234 10 34 // fax +386 2 234 10 50
e-mail : Irena.Mishnik@gov.si

Transport
Mr. Zlatko Podgorski, Ministry of Transport, Transport Policy Sector
Langusova 4 // 1535 Ljubljana
tel. +386 1 4788205 // fax +386 1 4788141
e-mail : Zlatko.Podgorski@gov.si

Chamber of Commerce

Chamber of Commerce & Industry
Dimieeva 13 // 1504 Ljubljana // homepage : www.gzs.si
tel. +386 1 58 98 000 // fax +386 1 589 8100
Mr. Jozko Cuk, President
e-mail : Jozko.Cuk@gzs.si
UKRAINE

GOVERNMENT DELEGATION

Ministry of Foreign Affairs
Mykhailivska sq. 1 // 252018 Kiev
Mr. Volodymyr Bachynsky, CEI National Coordinator
tel. +38 044 238 18 83 // fax +38 044 238 18 83
e-mail : vmb@ua.fm

Ministry of Economy
12/2 Grushevskogo Str. // 01008 Kiev
tel. +38 044 253 9394 // fax +38 044 226 3181
e-mail : meconomy@me.gov.ua
Mr. Sergei Terkhin, Minister
Mr. Igor Zahlada, SEF Country Coordinator
Ministry of Economy and European Integration
tel. +38 044 212 5377 // fax +38 044 212 5318
e-mail : zahlada@mfert.gov.ua

CEI WORKING GROUP MEMBERS

ECOLOGICAL DEVELOPMENT

Agriculture
Ms. Marina Netesa, Ministry of Agricultural Policy of Ukraine
24, Khreshchatyk Street // 1001 Kiev
tel. +380 44 2797197
e-mail : netesa@minapk.gov.ua

Energy
Mr. Evgen Nikitin, International Centre for Energy-Effective Technologies
Gonty Str. 1 // 4112 Kiev
tel. +380 44 4584748 // fax +380 44 4584749
e-mail : er@iceet.kiev.ua

Environmental Protection
Ms. Olga Marushevska, Ministry of Environmental Protection of Ukraine, Head of International Cooperation Department
tel. +38 044 2063110 // fax +38 044 2063111
e-mail : marushevska@menr.gov.ua

Tourism
Ms. Elvira Slobodenyuk, Int. Relations Dept. of the National Tourism Administration of Ukraine
Yaroslaviv val str. 36 // 1034 Kiev
tel. +38 044 272 58 20 // fax +38 044 2725990
e-mail : elvira@tourism.gov.ua

Transport
Mr. Orest D. Klympush, Ministry for Transport
57 Prospekt Peremogy / Kiev
tel. +380 44 226 2345 // fax +380 442694332

CHAMBER OF COMMERCE

Chamber of Commerce & Ind.
33 vul. Velyka Zhytomyrska // 252601 Kiev
homepage : www.ukci.org.ua
tel. +38 044 2122 911 // fax + 38 044 2123 353
e-mail : ucci@ucci.org.ua
Mr. Sergiy Skrypchenko, President
Contacts

OEI - Executive Secretariat
Via Genova, 9
34121 Trieste, Italy
tel. +39 040 7786 777
tax +39 040 3606 40
e-mail: cei-es@cei-es.org

Secretariat for CEI Projects
London office
Secretariat for CEI Projects
EBRD, One Exchange Square
London, EC2A 2JN, United Kingdom
tel. +44 207 332 6152
tax +44 207 333 6538

Trieste office
Via Genova, 9
34121 Trieste, Italy
tel. +39 040 7786 777
tax +39 040 7786 766
e-mail: cei-ps@cei-es.org

More information available on the CEI official website:
www.ceinet.org

Member Countries

Albania
Austria
Belarus
Bosnia and Herzegovina
Bulgaria
Croatia
Czech Republic
Hungary
Italy
Macedonia
Moldova
Poland
Romania
Serbia and Montenegro
Slovakia
Slovenia
Ukraine

The Central European Initiative (CEI) is composed of 17 Member States: Albania, Austria, Belarus, Bosnia and Herzegovina, Bulgaria, Croatia, the Czech Republic, Hungary, Italy, Macedonia, Moldova, Poland, Romania, Serbia and Montenegro, Slovakia, Slovenia and Ukraine, embracing a territory of 2.4 million square kilometres and a population of nearly 260 million. From the very beginning, the main aim of the Initiative was to help transition countries in Central and Eastern Europe at approaching the EU.

Although the CEI is not a major donor organisation, it disposes of several funds which are used to promote projects in diverse sectors of activity. The accession of five CEI Member States to the EU in May 2004 has shifted the CEI focus towards those 10 Member States which remain outside of the EU. By developing and implementing various projects and programmes, the CEI assists its Member States in a concrete and demand-driven manner.