

Exporting in a shifting world

November 4th 2019 Grand Hyatt Athens



12.30 REGISTRATION

13.00 WELCOME ADDRESSES

Elias Spirtounias, Executive Director, American-Hellenic Chamber of Commerce **Nikolaos Bakatselos**, President, American-Hellenic Chamber of Commerce **Geoffrey Pyatt**, U.S. Ambassador to the Hellenic Republic

OPENING REMARKS

Dimitrios Kourkoulas, Member of the BoD, Enterprise Greece

TradeUSA OVERVIEW

Dina Athanasiou, TradeUSA Head, American-Hellenic Chamber of Commerce

13:30 MAPPING OF THE U.S. MARKET & CONSUMER SHIFTING PREFERENCES

Opportunities & Threats for Greek Companies Dimitris Karavasilis, Founder & CEO, DK Marketing & Idea Monkeys The U.S. Consumer Review Ioannis Valvis, Deloitte Partner

14.00 SESSION I: HOW DIGITALIZATION IS CHANGING EXPORTS

Digital Tools for the Growth of Exports & Blockchain Technology in Supply Chain Management Angelos Galanakis, Head of Sales Greece, Bulgaria, Cyprus & Malta, Google Dr. Georgios Sarantavgas, Director, Standards & Solutions, GS1 Association Greece Haris Linardakis, Cloud Leader, IBM Greece and Cyprus Kostas Nikou, Blockchain Expert, Alpha Estate - Denis Avrilionis, Founder, Compellio Moderator: Giannis Dionatos, Journalist - Publisher

15.00 LIGHT LUNCH

16.00 SESSION II: FROM THE GREEK FARM TO THE U.S. TABLE

Nikolaos Katopodis, CEO, North Shore Farms Demetrios Kafchitsas, President & CEO, Pan Gregorian Enterprises & Sr. VP & CEO Jet Set Communications Aris Kefalogiannis, CEO, Legendary Food Costas Mastoras, President, Optima Foods Dionisis Grigoropoulos, President, Greek Cold Storage & Logistics Association *Moderator: Dimitris Karavasilis, Founder & CEO, DK Marketing & Idea Monkeys*

17:00 SESSION III: DOING BUSINESS IN THE U.S.

The SelectUSA Program **Keith Silver**, Commercial Counselor, Embassy of the United States of America

U.S. FDA Compliance

Allen Sayler, Senior Director of Food Consulting Services, EAS Consulting Group Food Safety, Audit and Certification Services Fragiskos Mavrogenakis, Chief Officer of Food Safety Sector, Swiss Approval The U.S. Tax and Legal Framework Dr. Chris Holidis, President, C & J Global Consultants LLC (U.S. Tax Experts) The importance of global barcoding standards Dimitris Christou, Director, Market Development, GS1 Association Greece Credit Insurance: A useful supportive tool Grigoris Stamatopoulos, Director General, Export Credit Insurance Organization

18:00 ONE-ON-ONE DIALOGUE

Konstantinos Skrekas, Deputy Minister, Ministry of Rural Development and Food Elias Spirtounias, Executive Director, American-Hellenic Chamber of Commerce

18:30 NETWORKING | COCKTAIL RECEPTION

