



**European Bank**  
for Reconstruction and Development

# Invitation

**The European Bank for Reconstruction and Development**

cordially invites you to attend the Webinar

.....  
«Promoting exports in Ukraine for Greek SMEs»  
.....



which will take place on  
**Monday, 25 October 2021**

between **14:00 - 17:30**  
online

The EBRD in collaboration with the Association of Exporters SEVE, the Athens Chamber of Commerce and Industry ACCI and SEV Hellenic Federation of Enterprises are organizing an online conference aimed at facilitating the export activity of Greek companies in the Ukrainian market. In particular, the conference will cover key aspects of exports to Ukraine, including tax and legal arrangements, contracts, supplies, pricing, distribution channels, the effects of covid-19 and other market entry information. The EBRD advisory tools will also be presented to support companies' development and extroversion plans.



*Participation in the Webinar is FREE. Places will be filled on a first-come-first-served basis. Please register through the link above. For more information you can contact us at (+30) 2111064331, or via email at [paschalz@ebrd.com](mailto:paschalz@ebrd.com).*

 <p><b>European Bank</b> for Reconstruction and Development</p>	<p><i>The Webinar is being held under the Advice for Small Businesses Program implemented by EBRD in Greece and funded by the Government of Greece.</i></p> <p><a href="https://www.ebrd.com/knowhow/greece">https://www.ebrd.com/knowhow/greece</a></p>	 <p><b>HELLENIC REPUBLIC</b></p>
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### “Promoting exports in Ukraine for Greek SMEs” Agenda

14:00	<b>Opening remarks</b> <ul style="list-style-type: none"><li>- Mrs Biljana Scekcic, Associate Director, Advisory Regional Head, SME F&amp;D, CSEE</li><li>- Mrs Stela Melnic, Advisory Regional Head SME F&amp;D, UMB &amp; Caucasus</li><li>- Mr Panayiotis Hassapis, Executive Vice President, SEVE-Greek Exporters Association</li><li>- Mr Dimitris Dimitriou, Member of Executive Board, ACCI-Athens Chamber of Commerce and Industry</li><li>- Dr George Xirogiannis, Deputy Director General, SEV Hellenic Federation of Enterprises</li></ul>
14.15	<b>Ukrainian market overview</b> <ul style="list-style-type: none"><li>• Market trends over the next 1-3 years</li><li>• Touching upon the Agribusiness, Food &amp; Beverage, Construction and Materials sectors</li><li>• Procurement system, Retail and wholesale specifics, Pricing, Logistic issues</li></ul> Speaker: <ul style="list-style-type: none"><li>- Mr Andriy Kaliushenko, Baker Tilly Ukraine Partner Advisory Services</li></ul>
15.15	<b>Tax &amp; Legal issues</b> <ul style="list-style-type: none"><li>• International economic agreements</li><li>• Currency legislation</li></ul> Speaker: <ul style="list-style-type: none"><li>- Mrs Anna Lysenko, Baker Tilly Ukraine Senior Legal Associate, Tax and Legal Department</li></ul>
15.45	<b>Ukrainian market entry</b> <ul style="list-style-type: none"><li>• Covid 19 implications in business in Ukraine</li><li>• Ways to make entry smoother</li><li>• Key specifics you need to know before starting doing business in Ukraine</li><li>• Case studies of foreign companies entering Ukrainian market</li></ul> Speaker: <ul style="list-style-type: none"><li>- Mrs Alyona Skichko, Baker Tilly Ukraine Partner Accounting Outsourcing</li></ul>
16.15	<b>Doing Business in Ukraine</b> Speakers: <ul style="list-style-type: none"><li>- Mr Yiannis Kyriakopoulos, Ukraine Country Manager, Piraeus Bank</li></ul>
16:30	<b>EBRD Advisory support: Presentation of advisory tools available</b> Speakers: <ul style="list-style-type: none"><li>- Ms Dimitra Papandreou, Principal Manager, SME F&amp;D, Greece (Advisory), EBRD</li></ul>
17:00	<b>Q&amp;A Session</b>



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**Our speakers:**

**Andrey Kaliushenko - Partner, Advisory services**

Andrey Kaliushenko is the Advisory Practice Leader at Baker Tilly. He has 13 years of solid experience within financial industry (international consulting and investing companies). Focusing on valuation, financial modelling, debt restructuring, company's reorganization and project finance. He has extensive experience working with leading Ukrainian and European companies in the field of energy, transport, processing industry, metallurgy, agriculture, production etc.



**Anna Lysenko - Senior Legal Associate, Tax and Legal Department**

Anna Lysenko is the Senior Legal Associate at Baker Tilly. She has 19 years of successful experience within legal practice. Anna is involved extensively on the following fields of legal practice: corporate affairs, incl. restructuring, currency regulations, legal due diligence and administrative support in foreign jurisdictions. Anna also counsels clients on M&A and anti-monopoly issues.

**Alyona Skichko - Partner, Accounting Outsourcing**

Alyona Skichko has 15 years of experience in the field of accounting, as well as experience working with enterprises in various sectors of the economy. Coordinates projects for outsourcing business processes and individual functions in the field of accounting and tax accounting. Alyona has extensive experience working with leading Ukrainian, European and Asian companies in the field of oil&gas, retail, energy, transport, processing industry, IT, etc. Key clients' portfolio include Scatec Solar, Georgian International Energy Corporation, Teliasonera, AuditData, PlayWorks, ERCOLE MARELLI IMPIANTI TECNOLOGICI, Viasat Group, P&O Ferrymasters, Logoplaste Group, Wincor Nixdorf Group, etc.,

- Full support of multiple companies setup in Ukraine;
- Full cycle of support for the activities of companies in Ukraine (accounting, finances, tax reporting, labor issues, budgeting, treasury, etc.);
- Companies reorganization and restructuring;
- Strategy development, sustainability and ongoing compliance.

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