



Virtual Workshop

«How to be an Exports-Expert»

“The Importance of Risks in International Trade”

Wednesday 26th October 2022 | 15:00

Program

- 15:00 - 15:05 **Welcome**
Dr. George Xirogiannis, Deputy Director General, SEV
- 1st part: Risks in International Trade**
- 15:05 – 15:20 **Understanding the various types of international risks**
Analysis of commercial and financial risk
- 15:20 – 15:25 **Q&A**
- 15:25 – 15:40 **Business preparation for avoiding a wrong choice**
Analysis of business failure that didn't take into consideration international trade.
Speaker: Dimitris Karavasilis, Founder & CEO, DK Consultants Group
- 15:40 – 15:45 **Q&A**
Coordination: Amalia Gounela, Senior Advisor ExportReady, SEV
- 2nd part: Export Credit Greece S.A. (ECG)**
- 15:45 – 16:00 **The support of ECG for strengthening extroversion**
Information on working capital guarantees, political risk insurance, etc.
Speaker: Grigoris Stamatopoulos, CEO, ECG
- 16:00 - 16:05 **Q&A**
Coordination: Amalia Gounela, Senior Advisor ExportReady, SEV
- 3rd part: Eurobank**
- 16:05– 16:15 **Title: Banking Ecosystems for managing risks in Business Beyond Borders**
Speaker: Athanassios Daflos, Head of Transaction Banking Solutions, Global Transaction Banking, Eurobank
- 16:15 - 16:20 **Q&A**
Coordination: Eleftheria Roma, Associate Advisor, SEV



4th part: Case study - UNI-PHARMA KLEON TSETIS PHARMACEUTICAL LABORATORIES S.A.

16:20– 16:35 **Strategic countries selection based on trade risks**

Speaker: Spyros Kintzios, Director, Corporate Development, UNI-PHARMA KLEON TSETIS PHARMACEUTICAL LABORATORIES S.A.

16:35 - 16:40 **Q&A**

Coordination: Eleftheria Roma, Associate Advisor, SEV

16:40 - 16:50 **Conclusions**

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