Organised by the Black Sea Development Foundation and the British Ukrainian Chamber of Commerce, with the Odessa Oblast Administration, the Odessa City Council, the American Chamber of Commerce, the Ukrainian Real Estate Club and with informational support Australia-Ukraine Chamber of Commerce, Belgian-Ukrainian Chamber of Commerce, Benelux Business Club, Canada-Ukraine Chamber of Commerce, European Business Association, EU-Ukraine Business Council, German Delegation of Business in Ukraine, Odessa Chamber of Commerce, Swedish-Ukrainian Business Club, International Turkish Ukrainian Businessmen Association, Ukrainian Chamber of Commerce and Industry and US-Ukraine Business Council

AGENDA

8 October 2015

8:00 - 9:00. Registration / Coffee and Croissants 1. Introduction / The Perspectives for Black Sea Development

9:00 – 9:30. Conference Introduction with the Odessa Oblast Governor

1. B. C. Toms – Chairman of the Black Sea Development Foundation and the British-Ukrainian Chamber of Commerce – Introduction
2. Mikheil Saakashvili – Governor of Odessa Oblast
3. Alexander Malin, Advisor to the Prime Minister of Ukraine
4. Natalia Popovych – Advisor to the Head of the Presidential Administration and Founder of the Black Sea Economic Forum

Opportunities for the Black Sea Region to Develop – An Overview

9:30 – 10:20. The Importance of the Black Sea Region – an Overview to Set the Framework to Discuss Development and Investment Opportunities

Moderator. Oleg Skoropad – Former Deputy Secretary General of the Black Sea Economic Organization and Former Ambassador of Ukraine to Nigeria and the ECOWAS Countries in West Africa

Panelists | Topics

1. The Ukrainian Economic Situation – Jerome Vacher – IMF, Representative for Ukraine;
2. Reforms in Ukraine as a New Source for Development of the Black Sea Region – Roman Shpek – Development of the Odessa Region - Oleksandr Borovik, Advisor to the Governor of Odessa Oblast; Former Head GR Microsoft Seattle, US;
3. Financing Black Sea Development – Sevki Acuner – EBRD Country Director in Ukraine;
Ports and Shipping – the Development Opportunities

10:20 - 11:10. Expanding Black Sea Ports for Shipping between Asia and Central and Eastern Europe
Moderator and Speaker: Alexander Malin - Advisor to the Prime Minister of Ukraine

1. Making Ukrainian Ports Efficient with Deregulation and Simplification of Trade Procedures – Problems and Solutions – Andriy Amelin – SE Ukrainian Sea Ports Authority
2. The Ukrainian Example – Yuri Gubankov – Brooklyn-Kiev LLC World Trading Company (owner of the Odessa Grain Terminal)
4. Michael Sokolov – Head of the Odessa Branch of the SE "The Administration of the Seaports of Ukraine" (the Administration of the Odessa Seaport)

11:10 - 11:30. Coffee Break

Focus on the Key Port Development Problems

11:30 - 12:45. Customs - Freight Railroad Capacity and Administration, Land Rights / Use, Sea Depths and Dredging and Other Construction Issues
Moderator. Serhiy Vovk – Director – Center for Transport Strategies Ukraine

1. The Development of Black Sea Ports, Railroads and Other Transport Infrastructure to Meet the Increased Demand for Shipping between Asia and Europe that Will Result If the Time Required for Ukrainian Customs is Reduced by Two to Three Weeks – Yurii Vaskov – Deputy Minister of Infrastructure;
2. Customs – Preventing Blockages for Trans Shipment Between the EU and Ukraine – Igor Muratov – Head of the Customs Department of the State Tax Administration of Ukraine;
3. Results of the Odessa & Illichivsk Sea Port Study – Improving Customs - Colin Gazele – of the EU Border Assistance Mission – Team Leader for the Study
4. Customs Reformation of the Black Sea Region of Ukraine – Dmytro Shuval – Ukrainian Representative of Adam Smith International (that is currently conducting a major study on Ukrainian customs)
5. Current Issues for Ukrainian Ports – Andrei Stavintser – TIS
6. Possible Solutions to Increase the Future Capacity for Shipping to Odessa Ports, including by By-Passing the Bosporus – Oleg Skoropad – Former Deputy Secretary General of the Black Sea Economic Organization and Former Ambassador of Ukraine to Nigeria and the ECOWAS Countries in West Africa

12:45 – 14:30. Working Luncheon: Addresses by Çetin Yılmaz, the Counsel General of Turkey to Odessa, and by Ghinea Arminio Iorga – Head of Policy and Strategy and Board Director – Black Sea Trade and Development Bank Senior Adviser of PJSC "Alfa-Bank" Ukraine (Kyiv) and a Board Member of the National Bank of Ukraine

Programs for Reform to Fight Corruption, Improve the Judicial System and Facilitate Trade and Economic Development – Focus on Ukraine

Moderator. David Clarke – Trustee Director of the Fraud Advisory Panel and Former Chief Superintendent, City of London Police

Panelists | Topics

1. Solving Corruption Problems - David Clarke – Trustee Director of the Fraud Advisory Panel and
Former Chief Superintendent, City of London Police

2. Problems with the Judiciary – Ekaterina Zguladze – Deputy Minister of Internal Affairs of Ukraine and Former Minister of Internal Affairs of Georgia;

3. Observations on the Practical Enforcement of Anti-Corruption Laws Based on Experience in the UK – Peter O’Doherty – Detective Superintendent and Head of the National Reporting and Analysis Centre of Economic and Cyber Crime in the UK (who is advising Ukrainian law enforcement bodies);

4. The Ukrainian Open Courts Initiative and Other Proposals – Stanislav Batryn, Chairman NGO “OPEN UKRAINE”;

5. The Legal Ombudsman – the Swedish Model as a Solution to Address Foreign Investor Concern over the Rule of Law in the Ukrainian Court System – Bate Toms – Chairman of the British Ukrainian Chamber of Commerce

15:20 - 15:40. Coffee Break

15:40 - 16:25. Port Infrastructure Finance and Political Risk Insurance

Moderator. Alexander Kifak – ANK Law Firm, Odessa

1. Project Financing and Other Financing Models to Stimulate Infrastructure Investment – Dominique Menu – BNP Paribas;
2. Black Sea Infrastructure Finance – Mark Mageletsky – Head of Energy and Infrastructure, EBRD Ukraine

Energy

16:30 – 17:20. Oil and Gas, Alternative Power and Energy Efficiency

1. Moderator: Sergey Leivikov – Director of the Odessa Regional Energy Efficiency Company with ORSA
2. Possible Prospects for Oil and Gas in Ukraine – Alastair McBain, President of Arawak Energy
3. The Energy Situation for Ukraine – Mykhailo Bno-Airiian, Head of European Integration Department – Ministry of Energy and Coal Industry of Ukraine
4. Robert Kueunne – GIZ - Director of Project “Establishment of Energy Agencies in Ukraine”
5. Evgen Soykin – Deputy Head of the Commission on Improving Energy Efficiency and Increasing Renewables Use (presented with Sergey Leivikov, the Head of ORSA

Information Technologies

17:20 – 18:10. The Potential for the Development of the Software Industry

1. The Ukrainian Example and the Prospects for Future Expansion in the Odessa Region – Anton Novikov - Regional Director - Luxoft Odessa
2. Black Sea IT Regional Development – Oleksandr Borovik, Advisor to the Governor of Odessa Oblast; Former Head GR Microsoft Seattle, US
3. E-Government to Create E-Customs Services, Etc. to Improve Efficiency – Liuba Shipovich – Technical Director of E-Government Department of Odessa Oblast Administration
4. Financing IT in Ukraine – Ruslan Furtas – Investment Director – Horizon Capital

18:30. Reception

19:15. Gala Dinner – Speech by Mikheil Saakashvili – Governor of Odessa Oblast
Friday, 9 October 2015

8:30 - 9:00. Registration / Coffee and Croissants
9:15 – 9:30 Introduction of the Mayor by Bate C Toms

9:00 – 9:30. Welcoming Address by Gennadiy Trukhanov – Mayor of Odessa

Tourism

9:15 – 10:00. Attracting International and Regional Black Sea Tourism

Moderator. Natalia Popovych – Advisor to the Head of the Presidential Administration

Panelists | Topics

1. Oleksiy Evchenko – the Adviser on Tourism at the Ministry of Economic Development and Trade of Ukraine – The Potential for Greatly Expanded International Tourism to the Black Sea Region – With a Focus on the Attraction of Multiple Varied Destinations for Cruise Liners, as Is Done Successfully in the Caribbean
2. Glyn Thomas – Editor Casino Life Magazine – Gambling to Boost Hotel Development and Tourism
3. Georgiy Tokman – Executive Director – Black and Azov Seas Ports Association – Black Sea Tourism
4. Tatiana Markova – Head of the Department of Culture and Tourism – Odessa City Council
5. Ihor Shevchenko – Advisor to the Governor of Odessa Oblast – The Potential to Develop Regional Black Sea Tourism

10:00 – 11:00. Coffee Break

Financing and Investing in Irrigation and other Infrastructure Development

10:00 – 11:00. Financing the Irrigation and other Infrastructure Needed for the Development of the Black Sea Region – Presentation followed by Panel Discussion

Moderator. Sevki Acuner – Country Director – EBRD in Ukraine

Panelists | Topics

1. Elena Voloshina – Head of Representative Office – IFC Ukraine – IFC Finance for Infrastructure
2. Erik Versavel – Country Manager for Ukraine – ING Bank – Irrigation, Port and Railway Infrastructure Finance
3. Kristian Andersson – Chairman of the Management Board of SEB Corporate Bank Financing – Infrastructure for the Black Sea Region
4. Finance for Agricultural Development in the Black Sea Region - Larisa Bondarieva - Member of the Management Board, Responsible for Corporate and SME - Credit Agricole Ukraine

11:00 – 11:30 Coffee Break

11:30 – 12:30. Communication with a Financing Panel Discussion with the Speakers and the Following

5. Mark Magaletsky – Head of Energy and Infrastructure – EBRD
6. Dominique Menu – Country Head CIB Ukraine and Kazakhstan – BNP Paribas
7. Konstantin Magaletski – Partner – Horizon Capital
8. Vyacheslav Andriyko – Willis Insurance – Political Risk Insurance
9. Ghinea Arminio Iorga – Head of Policy and Strategy and Board Director – Black Sea Trade and Development Bank
12:30 – 14:00. Luncheon: Address by Gennadiy Trukhanov – Mayor of Odessa – the Prospect for Rapid Economic Development of Odessa in the EU Context

**Agriculture**

14:00 – 15:20. The Black Sea Region as the Future Bread Basket for the Middle East and North Africa – Development Opportunities

**Moderator.** Andriy Vadaturskyy – MP, Member of the Committee on Agrarian Policy and Land Relations

**Panelists | Topics**

1. Oleksiy Pavlenko – Minister of Agrarian Policy of Ukraine  
2. Aaron Schapper – Vice-President Valley Irrigation  
3. Elizabeth Solovyova – First Secretary Attaché – Embassy of Israel in Ukraine Drip Irrigation Farming  
4. Igor Muratov – Head of the Department of Customs Control of the Ukrainian State Fiscal Service  
5. Vladyslava Rutyska – Ukrainian Deputy Minister for Agrarian Policy  
6. Yurii Knyazev – FCO – Allseeds


**Tourism Infrastructure & Retail**

15:50 – 16:50. Tourism Infrastructure – Hotels

**Moderator.** Dmitry Sennychenko – Head of Country Office – JLL Ukraine

**Panelists | Topics**

1. Tatiana Veller – Head of Hotels and Hospitality Group in Russia and the CIS – JLL  
2. Alisa Goloschapova – Head of Department for Investment in Tourism – Odessa Regional Administration  
3. David Jenkins – Vice President Business Development Russia, CIS & Baltics – The Rezidor Hotel Group  
4. Sergei Egorov – Development Director Russia & CIS - Wyndham Hotel Group  
5. Ivan Kiseev – Development Director Russia & CIS – Marriott International  
6. Alexis Delaroff – COO – Accor Hotel services Russia, Georgia, Ukraine and CIS  
7. Adela Cristea – Development Director Central and Eastern Europe – Hilton Worldwide

16:50 – 17:30. Tourism Infrastructure: Roads, Beach Sanitation, Airports and Cruise-line Facilities, What is Required to Develop Tourism in Southern Ukraine

**Moderator.** Sergei Vovk – Director – Center of Transport Strategies

**Panelists | Topics**

1. Nikolai Evstifeev – Head of Department for Investments in Transport System, Odessa Regional Administration – Airport and Cruise-Line Development  
2. Sergei Podgorodetskyi – General Manager – AtlasJet – The Open Skies Concept  
3. Ivan Liptuga – Advisor on tourism to the Minister of Economic Development and Trade of Ukraine  
4. Tatiana Markova – Head of the Department of Culture and Tourism – Odessa City Council  
5. Vladimir Shemaiev – Head of Department for Investments in Construction and Infrastructure

17:30 – 18:15. Developing Shopping Centers and Retail

**Moderator.** Anna Chubotina – Head of Retail Department – JLL Ukraine

**Panelists | Topics**
1. Mikhail Merkulov – General Manager – Arricano Group – Developing Shopping Centers in Ukraine: the Example of What Can Be Achieved When Investors Work In Effective Partnerships With the City and Regional Authorities
2. Vladislav Burda – President – RedHead Family Corporation
3. Juri Shpirt – Owner – Arber Fashion Group
4. Artem Bilyk – Head of Engineering Center, Ukrainian Steel Construction Center – Use of Steelwork in Construction to Improve the Economic Feasibility for Commercial and Infrastructure Projects
5. Zhanna Mandrychenko – General Representative – Kadorr Group
6. Andrei Kucherov – General Manager – Gagarinn Plaza

18:15 – 18:25. Introduction by the Shabo Winery of Their Wine-Tasting To Be Held on Saturday, 10 October 2015, and Remarks on the Possible Future Development of Wine Tourism in Ukraine.

18:25 – 18:40. Transportation to the Closing Reception at the Odessa Diplomatic Club, with an Address by Mikheil Saakashvili, the Governor of Odessa Oblast, and Remarks by Konstantin Rzhepishevskyy, the Representative of the Ministry of Foreign Affairs of Ukraine in Odessa, Introduced by Mr. Bate Toms, Chairman of the Black Sea Development Foundation and British-Ukrainian Chamber of Commerce.

Saturday, 10 October 2015

9:00 – 14:00. A visit to the famous “Shabo” winery and a wine tasting followed by a luncheon.

15:00 – 16:00. Opening of the Palace of Justice by the Governor of Odessa Oblast.

16:00 – 17:30. Visit to Brooklyn-Kiev’s Odessa Grain Terminal.