

Greek Logistics Workshop:

Unlocking Growth Potential through Regulatory Reform and Complementary Measures

31 October 2013, Athens, Greece

Efficient logistics in Greece will help better connect green companies to Europe and take advantage of the country's favorable geographical position to create new opportunities for business. The Ministry of Development and Competitiveness, and the Ministry of Infrastructure, Transport and Networks, facilitated by the Task Force for Greece (an arm of the European Commission), requested the World Bank to carry out a detailed review of Greece's logistics environment and identify realistic reforms that could significantly improve the logistics sector.

This workshop will be an opportunity to discuss these findings, the identification of remedial measures, and the overall development of Greek logistics. Conversations will draw on the experience of a wide cross-section of stakeholders, including the members of the Logistics Permanent Committee (LPC), representatives in the Greek government, and industry leaders from the private sector. The workshop will consist of an introductory section and three panel sessions, each followed by a short Q&A.

Program of the Workshop

8:30 **Welcome & Registration**

9:00 **Opening Remarks**

- **Moderator:** **Dimitra Xynou** or **Mary Iliopoulou**, *Advisors to the Minister of Development and Competitiveness and LPC Coordinators*
- **Konstantinos Chatzidakis**, *Minister of Development and Competitiveness*
- **Michalis Chrisochoidis**, *Minister of Infrastructure, Transport and Networks*
- **Dirk Reinermann**, *Program Manager for Southern Europe, World Bank*
- **Mona Haddad**, *Sector Manager, World Bank*
- **Athanasios Ziliaskopoulos**, *LPC Chairman and Chairman of the Board of Directors & Managing Director, TrainOSE*



10:25 Coffee Break

10:45 Panel #1 -- Logistics Development: An Opportunity for Greece

- Chair: **Harry Kyriazis**, *Advisor to the Minister of Development and Competitiveness and Executive Vice-Chairman Hellenic Federation of Enterprises (SEV)*
- **Baher el-Hifnawi**, *Lead Transport Economist, World Bank*, and **Juan Gaviria**, *Sector Manager, World Bank*
 - “Enhancing the role of Greece in the Southern Europe transport network: The need for balancing soft and hard investment”
- **George K. Vangelas**, *Advisor to the Chairman & Managing Director, Thessaloniki Port Authority*
 - “Infrastructural needs and strategies to allow the port of Thessaloniki to contribute effectively to the vision of Greece as a gateway to Central and Eastern Europe”
- **Gabriel Karakos**, *Director of Procurement, Piraeus Port Authority (OLP)*
 - “Greece and its global competitors: What it takes to allow Piraeus to become a competitive gateway to Southeast Europe”
- **Triantafyllos Papatrifiantafyllou**, *Director of Freight Transport Directorate, Ministry of Infrastructure, Transport and Networks*
 - “Ministry of Infrastructure, Transport and Networks: Plans for the next five years”
- **Kallinikos Kallinikos**, *Executive Vice President, Goldair*
 - “Potential of collaboration with the airport”

11:45 Coffee Break

12:00 Panel # 2 -- Unlocking the Potential through Regulatory Reforms

- Chair: **Sotiris Trichas**, *LPC Member and President of Elliniki Etaireia Logistics (EEL)*
- **Jean Francois Arvis**, *Senior Transport Economist, World Bank*
 - “Regulatory reforms to facilitate logistics”
- **George Xirogiannis**, *LPC Member and Senior Adviser at Hellenic Federation of Enterprises (SEV)*
 - “The role of the LPC and private-public sector dialogue to ensure effective, pragmatic reform”

- **Yiannis Sarantitis**, *LPC Member and Deputy Managing Director of Sarmed*
 - “Reforms for high-quality logistics in Greece: Views from the private sector”
- **Panagiotis Zafeiropoulos**, *Minister’s Office Adviser, Ministry of Finance*
 - “Greece’s reforms for better trade facilitation and fiscal measures”
- **Athanasios Ballis**, *LPC Working Group Member and Assistant Professor, National Technical University of Athens*
 - “The role and development of logistics zones”
- **Tassos Vamvakidis**, *LPC Working Group Member and Commercial Manager, COSCO*
 - “Greece and its global competitors”

12:45 Coffee Break

13:20 Panel #3 -- Developing the Logistics Sector: Proactive Measures

- Chair: **Byron Kabarakis**, *Task Force for Greece*
- **Lauri Ojala**, *World Bank Consultant and Professor of Logistics, Turku University*, and **Frans Copini**, *World Bank Consultant and Independent Expert*
 - “On the importance of skills, measures to stimulate professionalism, coordination across government agencies and compliance enforcement of regulations”
- **Miltiadis Provatias**, *LPC Member and Head of Railways & Combined Transport Department, Ministry of Infrastructure, Transport and Networks*
 - “Regulatory reforms and compliance enforcement: The need for a two-pronged strategy”
- **Maria Boile**, *LPC Working Group Member and Research Director, Centre for Research and Technology, Hellas*
 - “Training and certification needs and solutions”
- **Sotiris Trichas**, *LPC Member and President of EEL*
 - “The role of the private sector for the promotion of logistics sectors abroad”
- **Ioannis Firbas**, *Director of the Special Service for Strategy, Planning and Evaluation of Development Programs, Ministry of Development and Competitiveness*
 - “Accessing E.U. funds for developing logistics”

14:20 Closing Remarks

- **Athanasios Ziliaskopoulos**, *LPC Chairman and Chairman of the Board of Directors & Managing Director, TrainOSE*
 - “Looking forward: How to transform opportunity into reality for Greece”

15:00 Conclusion of the Workshop