

We need to talk about...

THE GLOBAL FUTURE OF BUSINESS

COBCOE Conference 12 June 2018
International Business Festival, Liverpool

PROGRAMME



2018 INTERNATIONAL
BUSINESS
FESTIVAL



With uncertainty over Brexit, it has become more difficult than ever for businesses to make plans to ensure continuity, growth and development. We do know that there will be challenges and opportunities, but we need to identify where they will come from.

This one-day conference will help businesses plan for the future. The aim is to provide a new understanding of the big picture by sharing the knowledge and insights of leading experts on Brexit, international trade and business.



Keynote speaker: Max Steinberg CBE Chairman, 2018 International Business Festival

As Chief Executive of Liverpool Vision, Max is widely recognised for services to business and the community in Liverpool and the North of England. He was instrumental in securing the first International Festival for Business in 2014 and under his leadership, Liverpool Vision has hosted the Global Entrepreneurship Congress, enhanced its business growth service, expanded into key international markets and created Marketing Liverpool.

We thank the following organisations for their support:

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Association of Economic Representatives in London
International Business and Diplomatic Exchange
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CONFERENCE PROGRAMME

09:00 REGISTRATION

Session 1: We need to talk about... Brexit as a catalyst for change

09:30 **Opening welcome address: David Thomas MBE, Executive Chairman, COBCOE**

09:40 **Opening keynote: Max Steinberg, CBE FRSA, Chief Executive, Liverpool Vision**

09:50 **Panel 1: European Business Effects of Brexit and the need to develop a competitive edge**

Moderator: David Thomas MBE

- **Anton Valk CBE**, Chairman, Netherlands British Chamber of Commerce
- **Daniel Shillito**, President, British Chamber of Commerce for Italy
- **Glenn Vaughan**, Chief Executive, British Chamber of Commerce Belgium & EU
- **Michel de Fabiani OBE**, Vice-President, Franco-British Chamber of Commerce & Industry

10:30 **Panel 2: UK Business**

How trade bodies are preparing for the changes

Moderator: Andy Snell, Head of Strategic Partnerships and International Trade, Wirral Chamber of Commerce

- **Mike Cherry OBE**, National Chairman, Federation of Small Businesses
- **Ronan Quigley**, Executive Director, Corporate Services, British Chambers of Commerce
- **Stephen Phipson CBE**, CEO, EEF – The Manufacturers' Association
- **Susana Cordoba**, Head of International Trade, Greater Manchester Chamber of Commerce

11:10 **Keynote: Barriers to Trade – Maintaining a Frictionless European Economy?**

Paul Hardy, Brexit Director, DLA Piper, formerly the EU Legal Advisor to the House of Lords and the House of Commons, and a permanent official in the Directorate General for External Relations in the European Commission

11.25 **Panel 3: International Trade without Borders or Barriers**

Technology and powerful networking driving the future of global business

Moderator: Glynis Whiting, Vice-Chair, COBCOE

- **Farah Farazad**, Founder and CEO, BACK 2 BUSINESS
- **Joost Visser**, Managing Partner, TIAO
- **Daniel Shillito**, President, British Chamber of Commerce for Italy
- **Nicolas Gidaracos**, Sales Director EMEA, Flywire

12:05 **Panel 4: The CEE Region**

From poor relation to industrial powerhouse?

Moderator: Andrew Wrobel, Head of Content Strategy & Publishing, Emerging Europe
Panel keynote: Tadeusz Kościński, Deputy Minister, Ministry of Entrepreneurship and Technology, Poland

- **Nicolas Georghiades**, COO, Alison Hayes Romania
- **Vedrana Likan**, President, British Croatian Business Chamber
- **Omourtag Petkov**, Chairman, British Bulgarian Business Association

12:45 LUNCH

Session 2: We need to talk about...The ultimate Brexit trade agreement

14:30 **Panel: What is the strategy for driving competitiveness, growth productivity and FDI, as well as frictionless trade?**

Moderator: Jonathan Branton, Partner, DWF

- **Bertrand de Comminges**, Head of Business Development – GB&M, Global Trade & Receivables Finance, HSBC Bank PLC
- **Tej Parikh**, Senior Economist, Institute of Directors
- **Shuichi Akamatsu**, Minister for Economic Affairs, Embassy of Japan
- **Rudi Guraziu**, Executive Chairman, International Business and Diplomatic Exchange (IBDE)

15:10 **Session 3: We need to talk about... Reshaping the supply chain and changing how we work**

Panel: Skills, Growth and Industrial Strategy

Moderator: Paul Hardy, Brexit Director, DLA Piper
Panel keynote: Helen Brand OBE, CEO, Association of Chartered Certified Accountants

- **Christopher Dottie**, President, British Chamber of Commerce in Spain
- **Anne-Marie Martin**, Chief Executive, COBCOE
- **Nicolas Georghiades**, COO, Alison Hayes Romania

15:50 **Closing remarks**

16:00 CLOSE

16:30 **CLOSING KEYNOTE: FESTIVAL PROGRAMME FUTURE STAGE SPEAKER**

(Programme correct at time of going to print and subject to change. Members of Parliament are no longer able to attend this event due to the EU Withdrawal Bill returning to the House of Commons on 12 June.)

SPEAKERS AND PANELLISTS



Helen Brand OBE has built her career with professional bodies and has considerable experience and knowledge of the 180 markets in which ACCA operates. She is a founding member of the International Integrated Reporting Council and has also driven ACCA's pioneering work in supporting the development of the profession across Asia, sub-Saharan Africa, Europe and the Middle East.



David Thomas MBE is a senior executive with many years' experience navigating the trade and business regulatory environments of Europe. Based in Poland, he has been Chairman of the British Polish Chamber and became President of COBCOE in 2012 (changing to Executive Chairman upon restructuring). His career has included senior roles at HSBC, ING, Shroders and Coopers & Lybrand.



Daniel Shillito began his career over 30 years ago in business consulting and tax advisory roles in Australia. He went on to hold senior commercial and financial management positions within multinational companies in IT, real estate and consumer products. He now leads the Milan office of the Spectrum IFA Group and manages cross-border financial advice for My Financial Life.



Michel de Fabiani OBE began his career in Morocco in the civil service and banking, and then spent 36 years with the BP Group, retiring as Vice President Europe. He holds and has held a number of directorships and plays a key role in several non-profits, including President of the Board of the British Hertford Hospital Charity in Paris and founder of Paris think-tank Cercle Economique Sully.



Mike Cherry OBE has run a successful timber and manufacturing business for over 40 years. He was elected National Chairman of FSB after leading FSB's highly successful campaigning and parliamentary programmes. Passionate about developing the next generation's skills through apprenticeships, he also supports programmes for ex-offenders and armed forces personnel to re-enter the workplace.



Glynis Whiting has broad experience in EU/UK public policy and development, including 10 years managing the West Midlands EU representation office and business centre in Brussels. She now works with organisations to create business development opportunities and shared value, and is a founder of TIAO. She is also Immediate Past President of the British Chamber of Commerce EU & Belgium.



Stephen Phipson CBE held senior roles in the electronics, defence and security industries, and also took on key roles within the UK Government before joining EEF, the representative voice of UK manufacturing. His roles included Head of the Defence and Security Organisation within the Department for International Trade, and Director for Security Industry Engagement at the Home Office.



Tadeusz Kościński is responsible for the development and implementation of rules governing trade between the EU and third states, issues related to economic security and supervising services related to electronic signature. Also responsible for the implementation of European Neighbourhood and Partnership Instrument 2007-2013, he supervises the Ministry's Certifying Authority functions.



Paul Hardy has over 20 years of experience as an EU lawyer, working both in Brussels and Westminster, most recently as the EU Legal Advisor to the House of Lords. Over the last eight years he has reviewed every piece of EU legislation and has played a prominent role in advising Parliament on the implications. He has advised on many aspects of the impact of Brexit and many areas of EU law.



Anton Valk CBE currently chairs or sits on the board of 10 organisations which include a range of high profile, non-profit foundations, projects and museums in the Netherlands and the UK. He is also Managing Director of Valk Management and Advice, and has been Chairman of the Netherlands British Chamber of Commerce since 2013. He was previously CEO of the Abellio Group.



Andy Snell has vast experience of international trade support. He ran inbound and outbound trade delegations with Liverpool Chamber of Commerce and was previously Head of International at Liverpool Vision, where he worked at Liverpool Embassy in London on the Global Entrepreneurship Congress, World Expo in Shanghai and on promotion of the International Business Festival.



Ronan Quigley worked as Financial Controller at Focus Central London, the UK's largest training and enterprise council, before joining British Chambers of Commerce. He has extensive experience in financial and contractual management and was previously Head of Financial Management at the Macmillan Cancer Support charity among a variety of roles in the private and public sectors.



Andrew Wrobel has covered business, investment, trade, politics and economics throughout his career in print and broadcast media. A founding partner of Emerging Europe, his main area of expertise is in Central and Eastern Europe. He has contributed to a number of international business publications and events and has been recognised by the International Event and Visual Communications Association.



Farah Farazad began her career as a reinsurance underwriter and went on to play a key role in British business organisations in Dubai, Turkey and the UK. She started BACK 2 BUSINESS, an international event hosted around the world (12 cities and five continents in 2018) working with chambers, business groups and trade teams to provide a new networking platform for business professionals.

SPEAKERS AND PANELLISTS



Anne-Marie Martin has worked in the industrial and not for profit sectors over many years. As CEO of COBCOE, she has led major thought leadership projects, while also developing the practical solutions, new corporate relationships, services and business events that have enabled COBCOE to become recognised as an effective driving force for international business throughout Europe.



Nicolas Gidaracos is an FX and payments specialist with an entrepreneurial streak. Having built and run sales units, as well as having launched and successfully exited a cross-border payments business, his focus is now on enabling export focused businesses as Sales Director at Flywire. Flywire supports international trade through an extensive global payments network.



Nicolas Georghiades is the COO of the Alison Hayes Group, one of the leading UK companies designing and manufacturing clothes for top UK retailers with a significant presence in Romania, Moldova, Bulgaria and Vietnam. He has served as Director and Vice Chairman of the British Romanian Chamber as well as a non-executive director for Cyta, the main telecommunications company in Cyprus.



Vedrana Likan is Managing Partner at Colliers International, Croatia/Slovenia and B&H. Throughout her career, Vedrana has been involved in new business developments around the region, including setting up new market research operations, branches, team recruitment and education. Before joining Colliers in 2006, she was Client Services and PR Director at Ogilvy & Mather.



Omourtag Petkov is a partner at Djingov, Gouginski, Kyutchukov and Velichkov (DGKV), a leading law firm in Bulgaria. He has worked with the British Bulgarian Business Association, of which he is Chairman, and other organisations to support judicial reform in Bulgaria. Qualified to practice in New York and Bulgaria, Omourtag has represented numerous large international clients.



Jonathan Branton has been a specialist in EU and competition law for over 20 years. He practiced in Brussels before joining DWF, and now manages the Brussels office, while leading the EU/Competition team and the Public Sector Group. Jonathan regularly appears before national and international regulators, and has successfully pleaded before the General (European) Court in Luxembourg.



Bertrand de Comminges currently manages the team that leads the engagement activities and trade finance solutioning for HSBC's Global Banking & Markets clients. He joined HSBC from JP Morgan, where he managed the EMEA Structured Trade Advisory business, and was previously RBS EMEA Head of Trade. Before becoming a banker, Bertrand worked for Johnson & Johnson, and as a consultant.



Tej Parikh, Senior Economist at the Institute of Directors (IoD), has worked as an economic analyst at the Bank of England in roles across monetary and financial policy. He has also been a journalist in Cambodia focusing on economic and private sector development, and has covered Europe and Asia as a freelance political risk consultant and journalist, often appearing in major publications.



Shuichi Akamatsu joined the Japanese Foreign Ministry in 1989 and has been involved in various multilateral and bilateral trade negotiations and dispute settlement procedures as the delegations' legal expert. Having devoted himself to economic policy planning in a wide range of economic fields, he has been posted to the UN in New York and embassies in China, Indonesia and the UK.



Chris Dottie is President of the British chamber of Commerce in Spain, the only independent British-Spanish business organisation, and Managing Director Spain of Hays Recruiting, one of the world's leading experts in qualified, professional and skilled work. Originally from Liverpool, Chris joined Hays in 1996 in Birmingham and went on to open offices in Lisbon, Barcelona, Valencia, Bilbao and Seville.



Glenn Vaughan has been CEO of the British Chamber of Commerce EU & Belgium since 2008. Before that, he was a consultant to international companies and organisations on the environment, technology and innovation, economic development policy and funding. He also led the Welsh representation to the EU in Brussels and was European adviser to the Welsh Development Agency.



Susana Cordoba began her career with a children's clothes manufacturer, exporter and importer in Colombia. Since moving to the UK, she has specialised in international trade development in the public, private and NGO sectors. Her experience includes European funded multi-regional trade and investment projects in Colombia, Brazil, Mexico, Bolivia, Vietnam and China.



Rudi Guraziu was Principal of a large pharmaceutical business before founding the International Business and Diplomatic Exchange (IBDE). He has been engaging with senior policy makers, business leaders and diplomats for many years. Areas of expertise cover international affairs, strategic policy, financial services, political risk and trade. He is also Managing Partner of Albion Rock advisory firm.



Joost Visser helps organisations in the private, public and non-profit sectors to (digitally) transform to become more customer focused and operationally efficient. He was previously in the FMCG sector in sales, marketing, strategy development and general management roles in various countries around the world. He is a founder of TIAO, specialising in online global trading platforms.