

## SPEAKERS

### Session One: «North Eastern Europe & Special Economic Zones Challenges for FDI»

#### COURTNEY FINGAR - moderator



Courtney Fingar is the editor-in-chief of fDi Magazine, a specialist publication from the Financial Times, and the head of content for its associated data division, fDi Intelligence. In her role she oversees all elements of editorial production for the bimonthly magazine and its website, as well as editorial outputs for fDi Intelligence.

She is also the presenter for the 'fDi On Location' video series.

A trained journalist, she interviews political and business leaders at the highest levels about economic and investment issues, and has covered business stories in all major regions of the world. She has a special interest in post-conflict investment sparked by her on-the-ground reporting from Iraq in 2009-11.

She is a popular panellist and moderator at international economic gatherings and has appeared on television and radio in dozens of countries as a commentator on international investment.

Before joining fDi in 2004, she served as the editor of Trade & Forfeiting Review, a London-based magazine focusing on trade finance. She worked previously in Washington, DC, first as a writer for an

environmental news service and later as an editor for Global Business magazine, which reported on international trade and investment for a US executive audience.

fDi Magazine is the flagship publication for fDi Intelligence, the Financial Times' dedicated unit specialising in greenfield crossborder investment, and is read by senior-level executives at multinational corporations responsible for global expansion decisions.

Ms Fingar has a BA in journalism from the University of Alabama in the United States and an MSc in International and European Politics, with a special focus on political economy and trade issues, from the University of Edinburgh in Scotland.

#### SERGEY SIDORSKIY



Sergey Sidorskiy was born on March 13, 1954 in Gomel. In 1976, he graduated from the electrical and technical department of the Belarus institute of railway transport engineers. He progressed from assembly unit senior operator to the managing head of a major radio and machinery manufacturing enterprise. He worked as a first deputy to the President of the Gomel Party Executive Committee on the Economy and Industrial and Energy complex. From 2011 to 2002 he was the First Vice Prime Minister of the Republic of Belarus. From 2002 to 2003 he was the First Vice Prime Minister of the republic of Belarus and acting Prime Minister of the Republic of Belarus. From 2003 to 2010 he was Prime Minister of the Republic of Belarus . Since February 1, 2012, Sergey Sidorskiy has been in charge of industrial and agricultural policy supervision in the EEU, occupying the post of Member of the Board – Minister in charge of Industry and Agroindustrial Complex.

Sergey Sidorskiy is a Doctor of Technical Sciences, Academician of the International Academy of Engineering, Professor Emeritus of the Belarus State University of Transport, Honored Worker of Industry of Belarus. He is the author of more than 40 scientific papers. Speaks German.

## CHRIS KNIGHT



Chris Knight is the Global Commercial Director for fDi Intelligence. Chris has been working in the field of foreign direct investment and advising governments for over 9 years. Chris is an expert in the benchmarking of locations and previously headed up the fDi Benchmark division of fDi Intelligence.

Chris has worked with over 70 economic development organisations worldwide in all aspects of foreign direct investment including lead generation, event organisation and management, best practice, investment promotion and location benchmarking. Chris has extensive experience working in global markets including Asia, Europe, North America, South America, Africa and MiddleEast. Chris is one of the most dynamic speakers on FDI and over the past 5 years has been invited to speak in many events globally on best practice, FDI trends and benchmarking. These events include IEDC, WAIPA, EDCO AIM Congress. Again, these have been global conferences, taking place in such locations as Dubai, Rio, Singapore, Cannes and Barranquilla, to name

a few.

Chris also project manages fDi Intelligence's largest client, UK Trade and Investment. fDi Intelligence is a specialist division from the Financial Times Ltd established to provide industry leading insight into globalization with a portfolio of world-class products, services and business tools that allow both companies and economic development organizations alike to make informed decisions regarding foreign direct investment and investment attraction. The fDi Intelligence portfolio includes fDi Atlas, fDi Benchmark, fDi Markets, fDi Magazine and fDi Reports.

## ALBERTO GABRIELE



### Education

1975-1979 - Faculty of Economics, University of Rome

Main fields: Economics, Statistics and Mathematics

1980-1981 - Master of Science in Economics London School of Economics

Main fields: Economics, Econometrics and Cost-Benefit Analysis

### Experience

May 1982 - September 1983 – Naafins-Unido, Mexico City, Associate Expert

October 1983 - January 1988 – Free-lance consultant

February 1988 - March 1989 – Inies, Managua, Instituto Nicaraguense de Investigaciones Económicas y Sociales, Research economist

March 1989 - March 1992 – United Nations, New York, Economic Affairs Officer, International Economic Relations Branch

April 1992 - June 1996 – United Nations Economic Commission for Latin

America and the Caribbean, Economic Affairs Officer

July 1996 - March 2005 – United Nations Conference on Trade and Development, Economic Affairs Office

March 2005 - March 2007 – United Nations World Food Programme, Senior Trade Economist

Since 2007 - Present – different divisions of United Nations Conference on Trade and Development.

Mr. Alberto Gabriele has published more than 30 books on economic issues and other different papers and publications.

## VLADISLAV SHCHEPOV



Vladislav Shchepov was born in August 1976 in Gomel, Republic of Belarus.

Mr. Shchepov graduated from F. Skorina Gomel State University where he studied Economics and Management. He has PhD in Economics, associate professor.

Mr. Shchepov has an experience of working as assistant, associate professor of chair of economics and manufacturing management, dean of the economics faculty of F. Skorina Gomel State University.

He was awarded with the Certificate of Honour of the National Assembly of the Republic of Belarus.

At present works as Deputy Chairman of the Standing Commission on Economic Policy of the House of Representatives of the National Assembly of the Republic of Belarus

## ANTONINA YEZHOVA



Mrs. Antonina Yezhova was born in 1962 in Gomel region. She graduated from Gomel State Polytechnic University with a degree in electrical engineering. Later she also obtained a second degree in business management.

For 26 years Mrs. Antonina Yezhova worked for one of the largest machine-building enterprises of the region where she rose from an engineer to the rank of Financial director.

In 2005 Mrs. Antonina Yezhova started working for a Free Economic Zone Gomel-Raton. She has been holding the position of the Head of FEZ Administration since 2010.

## Session Two «New Activities under Free & Special Economic Zone Regime»

### JUAN TORRENTS - moderator



Mr. Juan Torrents was born in 1940 in Spain.

He worked in the private sector: as export manager and executive at several Spanish companies.

From 1986 to 1996 he worked as the head of FEZ Barcelona. He participated in international projects for the creation of FEZ in China.

He worked as an external consultant to the United Nations Conference on Trade and Development (UNCTAD) and the United Nations Industrial Development Organization (UNIDO) on free economic zones.

Participated in the project "Tax reform in support of trade liberalization" of the US Agency for International Development (USAID) as an external consultant.



## FRANCESCA GIONNOTTI



### **Education:**

1981 - Degree from the Institute of Business Administration G. Antinori  
1989 - Doctoral degree, University of Ancona, Italy, Faculty of Economics and Commerce  
1995 - MIT Sloan School of Management, Leadership and Executive Development Programme

### **Professional experience:**

1987-1989 - Co-founder & Business Development Director, LOGOS - Economic Research, Ancona – Italy;  
1989-1990 - Strategic Advisor Regional Executive (French Group) & Researcher Correspondent Banking Division, SWISS BANK CORPORATION SBC - Geneva – Switzerland;  
1991-1992 - United Nations Conference on Trade & Development UNCTAD Geneva, Switzerland, Economic Affairs Officer;  
1992 - Research Director and Independent Film Advisor, United Nations Environment Programme UNEP, Audio Visual Department;  
1992-1995 - Country Strategy and Program Development Manager, Europe and CIS UN Industrial Development Organization - UNIDO Vienna – Austria;  
1995-1997 - Program Leader, Africa&Middle East, Latin America UNCTAD United Nations Conference on Trade and Development, Geneva – Switzerland;  
1997-2001 - Director, Africa & Middle East Operations/Investment Director Promotion Programs Worldwide KPMG Fides Zurich;  
2001-2002 - Project Director, Industrial Performance/Industrial Structure NESTLE' Nestec Ltd Vevey – Switzerland;  
November 2002 - Founder, Main Shareholder, President & Chief Executive DIAMINDS

## SERGEY TKACHENKO



Sergey Tkachenko was born in 1959 in Romny, Sumy oblast, Ukraine. He has two degrees as electrician and economist in the field of public administration. He worked at Baranovichi office of the Belarusian Railway for more than 18 years. Since 1999 he worked as a First Deputy Chairman of the Volkovysk district executive committee. He was responsible for such issues as economy, industry, transport, trade and services. From 2002 he heads the Free Economic Zone Grodnoinvest and Special tourist and recreation park Avgustov Canal.

## IGOR MARCHEV



Economic Zones" JSC.

Mr. Igor Marchev was born on November 20, 1971

### **Education:**

1988 - 1993 Lomonosov Moscow State University, Institute of Asian and African Studies, International Economy

2003 - 2005 Academy of National Economy under the Government of the Russian Federation, Executive MBA program

### **Professional Experience:**

1993-2006 - work in government and commercial entities in the oil industry;

2006-2010 - "Novorossiysk Commercial Sea Port" JSC, Head of Marketing Department;

Since December 2010 - Director for Investor Relations. in "Special

## ELMIRA SHAIMARDENOVA



### **Education**

2001 - 2005 – Pavlodar State University (Economics and Management)

### **Professional experience**

2004-2005 – assistant of Economics and Management Department of Pavlodar State Pedagogical Institute;

2005-2006 – manager of back-office Accounting and Reporting Department, Pavlodar Branch of Alliance Bank;

2006-2008 – manager of Corporative Service Department, Pavlodar Branch of Alliance Bank;

2008-2010 – Head of the “Construction” section of “Construction and Repairs” Magazine. Also Head of Sales Department “Pronto Akmola” LLP;

2010-2010 – Head of Sales Department of International Centre of Business Cooperation DAMU;

2010-still – Chairman of the Board of Public Organization «SME Development Association «KAZadvancement»;

2013-still – Chairman of the Board “Association of the Special Economic Zones` Entrepreneurs of the Republic of Kazakhstan”.

## Session Three: «Free & Special Economic Zones as Logistic and Distribution Hubs»

### ANDREW WROBEL -moderator



Editor-in-chief of Why Emerging Europe — the largest portal promoting business opportunities in Central and Eastern Europe with over a decade of experience in economic journalism (TVP Poland, fDi Magazine, Warsaw Business Journal, Folha de São Paulo) and an FDI expert. Andrew is a master of ceremonies at international conferences, moderates economic panels and carries out media trainings for high-ranking professionals in governments and the private sector; he has also authored several economic and investment reports for organisations such as UK Trade & Investment and PwC and is a film maker.

### AURORA RUIZ



Mrs Ruiz has worked as lead specialist at the international level on research and innovation projects in the field of transport and logistics for more than 20 years.

Supply Chain Management Expert with ample experience in Transport, Logistics and Distribution. Phd. In Economics (Castilla-La Mancha University, Spain), M.A. in Industrial Economics, Specialty in Transport Economics (Leeds University, UK and Carlos III University, Spain) and M.A in Regulated Markets (Carlos III University, Spain).

In the field of transport, she has worked with governments and research agencies in Europe, Asia and Latin America and the Caribbean (LAC) on the implementation of transport and trade facilitation policies and projects, including the improvement of logistics chains. As Logistics and Regional Development expert at, Inter-American Development Bank (IADB) she designed and implemented loan operations and technical cooperation projects in logistics and trade facilitation.

Has worked as responsible for business strategy development at RENFE (one of the most important European railways operator) and as transport/logistics consultant for business development in Europe, Asia (Philippines) and LAC (Mexico, Honduras, El Salvador, Ecuador, Colombia, Peru, Paraguay, Bolivia).

She teaches logistics, transport and economics in Spanish and English at graduate level (Carlos III and Tecnocampus-Pompeu Fabra Universities).

## FREDDY OPSOMER



Freddy Opsomer lives in Belgium – Antwerp. He is a Master of Real Estate of the University of Antwerp. In addition he graduated as Master of Science renewable energy at the Technical University of Vienna (TU Wien). He is a full member of the Royal Institute of Chartered Surveyors or MRICS.

Freddy has been working for a number of years at the Belgian National Railways and is specialized in “rail estate” – the development of multimodal public transport terminals and adjacent commercial real estate. The concept of station cities through public-private partnerships was his major focus.

Today Freddy OPSOMER looks from an international angle to the new land corridor connecting the Atlantic and the Pacific Oceans through railways – standard and 1520 mm. gauge. Along this corridor he implements Free Economic Zones and freight villages.

He is the Chairman of the Board of Directors of the Free Economic Zone of Kaunas – Lithuania ( [www.ftz.lt](http://www.ftz.lt) ). By Presidential Decree he received the Cross of the Knights of the Order for Merits to the Republic of

Lithuania in 2009.

In Belarus he develops the Airpark Minsk ([www.logisticpark.by](http://www.logisticpark.by)) adjacent to a new China Industrial park. He has been studying business culture in China at CELAP – China Executive Leadership Academy Pudong . Since this year Freddy is preparing an ambitious project for a Smart greenhouse village and a Greenport in Jiashan nearby Shanghai.

## EVGENI USENKOV



Evgeni Usenkov was born in 1967 in Gomel. He graduated from the Belarusian Institute of Railway Engineering and Academy of Public Administration. From 1991 till 1996 he worked at the Minsk office of the Belarusian Railway. He worked his way through the park from the on-duty officer at the station Minsk-sorting to the Head of cargo department.

Then he worked as a chief specialist of the Transport and Communications Office of the Council of Ministers of the Republic of Belarus for five years.

For some time he worked as the first deputy head of the Republican Unitary Enterprise "Belzheldorraschet."

In 2001-2014 he headed the statistics department of Belarusian Railway. From May 2014 - CEO of the BELINTERTRANS-Transport-Logistics Center of Belarusian Railways – a Belarusian transport company and a railway operator.

Mr. Usenkov was awarded with the title “Honor of Belarusian railway”.



## Session Four: «Free Economic Zones and Chambers of Commerce and Industry cooperation as a factor of Advance of Regional Competitiveness»

**MIKHAIL MYATLIKOV – moderator**



### **Biographical background:**

**Education:** higher, the Belarusian Institute of Technology (1987), metallurgical engineer; the Academy of Public Administration under the Aegis of the President of the Republic of Belarus (2000), external policy and diplomacy.

### **Working career:**

Since 1987 – the executive of labor cases (SOF), the deputy secretary of the Komsomol of the Belarusian Institute of Technology.

In the 90-s he worked as the deputy head of the Republican Staff SOF of the CC of the Lenin Communist Youth Union of Belarus, youth and students' employment director, general director of the Republican Public Association «Youth league for voluntary labor».

In 1997 – the first deputy chairman of the State Committee for youth of

the Republic of Belarus.

2000 – the head of the mission of Orlov region of the Russian Federation in the Republic of Belarus.

Since 2003 – leading positions in production-commercial companies.

Since 2006 – the counselor of the Apparatus of the Council of Ministers of the Republic of Belarus.

In 2007 he was appointed as the head receptionist of the Prime-Minister of the Republic of Belarus.

On February 10, 2011 he was elected as the Chairman of the BelCCI.

Mr. Myatlikov was awarded with the medal “For labor merit”. In 2009 he got the Certificate of Honor of the Government of Moscow, in 2014 was awarded with the Certificate of Honor of the Council of Ministers of the Republic of Belarus.

**DRAGAN KOSTIC**



Dragan Kostic Ph.D., president of group of Free zones of Serbia, president of Regional Chamber of Commerce of Nis and Chief Executive Officer of Free zone Pirot, the most of his professional life dedicated to development of Free zones, starting from his master thesis “Influence of Free Zones on employment increase and direct foreign investment” over his PhD thesis „The role of free zones in the process of restructuring economy of Serbia” up to more than 20 work papers regarding the development of Free zones.

For his business results Mr. Kostic has been awarded at the national level as the best entrepreneur in Serbia in 2011 by Serbian Chamber of Commerce and Industry for outstanding results in business and contribution to the economic capacity of the region.

In October 2014 in the city of Geneva in Switzerland Mr. Kostic was unanimously elected for the member of the Gallery of Honor by the executive committee board of the World Federation of Free zones –

FEMOZA for his 30 year contribution and dedication for Free zone development.

Mr. Kostic is also founder of the diving club Pirot and its active member.



## ASKAR OMAROV



Mr. Askar Omarov has over 7 years of experience of carrying out analysis of socio-economic development and designing national policies and strategies for the development of regions of Kazakhstan, including the elaboration of state programmes of industrial development and innovation.

Since February 2013, Mr. Askar Omarov is Regional Development Expert of the EU-funded project “Kazakhstan Regional Development”. As a member of the Project Team, Mr. Omarov provides methodological support to the government of Kazakhstan at central and regional levels in designing and implementing a coherent legislative and institutional framework conducive to local development, focusing on three pilot regions of the Project (Mangystau, Kyzylorda, East-Kazakhstan). Thus, he contributes to the achievement of the overall aim of the Project: a more equitable regional development and increasing living standards in the regions of Kazakhstan through the promotion of local economies and the strengthening of responsibilities and capacities of oblast administrations.

In 2008-2012 Mr. Omarov was the head of the Division of the Regional Policy Analysis of the Economic Research Institute under the Ministry of Economy and Budget Planning of Kazakhstan. Mr. Omarov is one of the developers of the Forecast Scheme of Spatial Development of Kazakhstan until 2020, State Programme of Industrial Development and Innovation of Kazakhstan in 2010-2014, State Programme “On the Development of Regions”, and the Programme of Comprehensive Development of Single-Industry Towns in Kazakhstan.

Mr. Omarov has experience of working in private and quasi-public sectors, including working at Kazakhtelecom JSC and the Sovereign Wealth Fund “Samruk-Kazyna” (Department of Information and Analysis).

Mr. Askar Omarov is the author of 6 scientific papers on regional development issues and analysis of economic sectors of Kazakhstan; he is also a co-author of studies “Socio-Economic Development of Kazakhstan: Spatial Aspects of Development” and “Assessing the Efficiency of the Implementation of State Programmes”. Mr. Omarov is awarded with a Letter of Appreciation and a Certificate of Honour by the Minister of Economic Development and Trade of Kazakhstan.

## MARINA FILONOVA



Marina Filonova was born in the city of Bugulma in the Republic of Tatarstan. She graduated from Francisk Skorina Gomel State University, qualified in “Organization of mechanical processing of economic information” and “Modern foreign language” (external economic activity).

She started her working career as an engineer at Gomel RadioPlant in 1981. Since 1989 Ms. Filonova worked in Gomel Regional Executive Committee: a specialist of the department of foreign economic activities of the Economy Committee, deputy chairman – head of the department of foreign economic activities of the Economy Committee and then the adviser of the chairman of Gomel Regional Executive Committee. On November 8, 2013 she was appointed as the general director of the unitary enterprise for rendering of services “Gomel branch of the BelCCI” of the non-commercial non-governmental organization “Belarusian Chamber of Commerce”.

## JUHA HAMALAINEN



### **Experience**

Chairman of the Board - Finnish Belarusian Chamber of Commerce  
March 2010 – Present (5 years 1 month)

Finnish Belarusian Chamber of Commerce is a non-profit, non-political association of business executives interested in:

- facilitating trade between the Finland and Belarus
- increasing Finnish investments in Belarus
- developing relationships with suitable business partners locally and internationally

Managing Director- Law firm Fondia Baltic September 2012 – September 2014 (2 years 1 month) Estonia, Latvia, Lithuania, Belarus

Specialist Counsel- Law firm Sorainen- September 2010 – September 2012 (2 years 1 month)

Senior Wealth Manager, MD and Partner- Private banking, Geneva, Switzerland 2008 – 2010 (2 years)

Director, Business Development- Deloitte 2007 – 2008 (1 year)

Managing Director- Grant Thornton International (Estonia) 1999 – 2006 (7 years)

### **Education**

University of Tartu, Estonia, (MA)

University of Marburg, Germany, (DGLS)