

BUSINESS FORUM FRANCE - BALKANS 2018

Belgrade - Serbia
May 30 – June 1, 2018

Meet your future business partners
from France and 12 Balkan countries
Develop your activity in rapidly growing markets at the door of Europe

► **YOU ARE:**

A professional accustomed to public tenders with an innovative and well-adjusted offer.

Looking to accelerate your business development in the Balkan area & Cyprus.

A company wishing to invest locally in order to further consolidate their sales.

► **YOU ARE WILLING TO:**

Identify and develop new business opportunities.

Save time by having numerous business meetings on 3 days only.

Meet your future business partners.



WWW.BUSINESSFRANCE.FR

@BF_INFOSMARCHES

#FORUMBALKANS

IN ASSOCIATION WITH :

15+
billion EUR
of loans
approved by
international
funding
institutions

mountains, holiday destinations), as well as in the processing and promotion of agricultural products.

- A dynamic policy for attracting foreign investments through competitive fiscal incentives and an available, well-educated and competitive workforce.
- An area which is planned to be a hub for energy and logistics between the Middle East and Asia as well as between Western and Northern Europe.

BUSINESS MEETINGS, ATTEND THEM!

- An area which has recovered a dynamic growth after 2008-2010 crisis, with a GDP medium annual growth of 3% in recent years.
- A market in the vicinity of Europe in terms of geography and politics : 5 markets which are already members of the EU (Bulgaria, Croatia, Cyprus, Greece and Romania) and 6 candidate members (Western Balkans).
- An area of 60 million inhabitants, on a catching-up process, with a GDP/capita in the Western Balkans already representing 30% to 40% of the EU one.
- Important financing granted by international funding partners. Many billions of euros approved as loans proposed by the World Bank, EBRD, EIB, EU delegation.
- Through the Berlin Process aiming at bringing together Western Balkans and the EU, and better interconnect their economies, 1,4 billion EUR have been granted by different funding partners (WBIF – Western Balkan Investment Framework).
- Enormous potential in the following sectors: green energy (wind energy and biomass) and energy performance, tourism industry (coastline,



- Find new business partners.
- Meet with local business experts and decision makers from 12 countries: Albania, Bosnia & Herzegovina, Bulgaria, Croatia, Cyprus, Former Yugoslav Republic of Macedonia, Greece, Kosovo, Moldova, Montenegro, Romania and Serbia.
- Meet your future commercial or industrial business partners in the Balkans and Cyprus.
- Depending on your needs, you can plan your own B2B meetings, via an online platform with more than 200 participants from the Balkan area and Cyprus.

OPPORTUNITIES IN THE FOLLOWING SECTORS:

Agro-industry – Infrastructures – Energy – Information Technology – Tourism

THE PROGRAM

Wednesday
30
May

Belgrade, Metropol hotel

- 14:30: Welcoming of the participants
- 15:00: Official opening of the Forum
- 15:30: Plenary session – 1st Panel: « Succeed in your business in the Balkans »
- 16:30: Plenary session – 2nd Panel: « Financing your development in the Balkans »
- 17:30: Plenary session – 3rd Panel: « Investing in the Balkans »
- 18:30: End of the first day
- 19:00: Networking cocktail at Metropol hotel

Thursday
31
May

Belgrade, Metropol hotel

- 09:00: B2B meetings
- 10:30: Theme-based round tables
- 11:30: B2B meetings
- 13:30: Networking lunch break
- 14:30: B2B meetings
- 16:00: Theme-based round tables
- 17:00: B2B meetings
- 19:00: End of the first day of B2B meetings
- 20:00: Gala diner

Friday
01
June

Belgrade, Metropol hotel

- 09:00: B2B meetings
- 13:00: End of the Forum

This program is given as an indication and is subject to change.

Confirm your registration now by sending an email to:

Mrs Arietta Tsagaraki
Business France Greece
Tél.: +30 21 03 39 11 47
Mobile: +30 69 72 81 19 93
E-mail : arietta.tsagaraki@businessfrance.fr

Deadline for registration: 10 April 2018

Crédits photos : fotolia.fr - gettyimages.fr



Lancée en 2015 par Business France, Créative France est une campagne de communication internationale en faveur du rayonnement économique de la France et de la créativité française. Elle a pour ambition de promouvoir les initiatives et le savoir-faire français en matière de créativité et d'innovation. Pour plus d'information : creative-businessfrance.fr

Business France
77, boulevard Saint Jacques - 75014 PARIS
Tél : +33(1) 40 73 30 00 - Fax : +33(1) 40 73 39 79
<http://export.businessfrance.fr/default.html>



SPONSORING

INCREASE YOUR VISIBILITY BY BECOMING OUR BUSINESS PARTNER

BUSINESS FORUM FRANCE - BALKANS
30 MAY - 1 JUNE 2018
BELGRADE - SERBIA



WWW.BUSINESSFRANCE.FR

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[#FORUMBALKANS](https://twitter.com/FORUMBALKANS)

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Mobile: +30 69 72 81 19 93
Business France Greece
arietta.tsagaraki@businessfrance.fr

ASSOCIATE YOUR CORPORATE IMAGE TO THE BUSINESS FORUM WHICH WILL BRING TOGETHER IN BELGRADE COMPANIES FROM FRANCE AS WELL AS COMPANIES FROM 12 BALKAN COUNTRIES

ALBANIA, BOSNIA & HERZEGOVINA, BULGARIA, CROATIA, CYPRUS, FRANCE, FORMER YUGOSLAV REPUBLIC OF MACEDONIA, GREECE, KOSOVO, MOLDOVA, MONTENEGRO, ROMANIA AND SERBIA

THE BUSINESS FORUM FRANCE-BALKANS OFFERS:

- An official opening session in the presence of Ministers of the 9 countries
- Personal B2B meetings with more than 250 participants from all 9 countries
- Theme-based round tables presenting business opportunities and issues in the region
- Sectoral round tables with testimonials of companies which have succeeded in the Balkan region
- Networking opportunities
- Gala diner

&

- The chance to exhibit and present your offer of services at a «Village Expert» stand

<http://events-export.businessfrance.fr/forumBLK18/>

3 REASONS TO BECOME A SPONSOR

1

Increase visibility for your company

2

Communicate on the quality and expertise of your services

3

Meet with decision-makers of SMEs, midmarket companies and large groups as well as high level representatives of local authorities

BASIC SPONSOR

- Placement of your logo on all our communication means before, during and after the Forum
- Communication campaign through numerous channels: mini web site, emailing, newsletters, LinkedIn, Twitter
- The offer includes participation of 3 persons from your company

1,000 EUR
(VAT not included)

PREMIUM SPONSOR

- Placement of your logo on all our communication means before, during and after the Forum
- Communication campaign through numerous media and social networks: mini web site, emailing, newsletters, LinkedIn, Twitter
- Participation of your company as a speaker during the plenary session
- B2B meetings with interested companies
- The offer includes participation of 5 persons from your company

2,000 EUR
(VAT not included)

EXPERT VILLAGE

- An exhibitor's stand in the plenary room
- Placement of your logo on all our communication means before, during and after the Forum
- Communication campaign through numerous media and social networks: mini web site, emailing, newsletters, LinkedIn, Twitter
- B2B meetings with interested companies
- The offer includes participation of 3 persons from your company

1,500 EUR
(VAT not included)

OPTION: on a complimentary basis, you can offer a business breakfast to promote your company, which will be clearly displayed on the official program of the event.
2 POSSIBILITIES: either on May 31, 2018, either on June 1, 2018 – 45 min to convince- at cost price, bill issued directly by the hotel



PARTICIPATION AGREEMENT

Send this copy to the following address:

Business France - Service Client - Espace Gaymard
2 place d'Arvieux - BP 60708 - 13572 Marseille cedex 02

Fax : +33 (0)4 96 17 68 51 -

Email : service-client@businessfrance.fr

Event

BUSINESS FORUM France - BALKANS 2018

To be returned by 10 April 2018

Country ALBANIA / BOSNIA & HERZEGOVINA / BULGARIA / CROATIA /
CYPRUS / FORMER YUGOSLAV REPUBLIC OF MACEDONIA /
FRANCE / GREECE / KOSOVO // MOLDOVA / MONTENEGRO /
ROMANIA / **SERBIA**

Event reference 8X385 - 26178

Date 30 May – 1 June, 2018

Manager Telephone Marc MARTINANT Chargé de mission
+33 (0)1 40 73 36 36

I, the undersigned, (surname and forename) : **Position :**
acting on behalf of the following company:

1- BENEFICIARY

Event participant: (name, surname): **Position:**

Company name *:

Company business activity (if applicable):

Business group (if applicable):

Address *:

Tel *:

Email address *: **Website:** <http://>.....

Case Manager *:

2- INVOICING ENTITY

Company name (if different *):

Invoicing address (if different *):

E-mail address (if different *):

SIRET company registration no *: **NAF business subsector no:** **VAT identification no:**

* Mandatory fields (if incomplete, your order cannot be processed)

Services	Amount ex. tax	VAT amount	Net amount to be paid inc. tax
<input type="checkbox"/> Offer French subsidiary / valid for one participant: <ul style="list-style-type: none"> - 1 program of individual B2B meetings - Acces to the « Expert Village » area - Participation to the theme-based round tables - Invitation to the networking gala diner / Invitation to the lunch and coffee breaks 	900,00 €	180,00 €	1080,00 €
TOTAL			

The rate of VAT applied will be the current one at the time of the invoicing.

Payment 30 days net after the date of the invoice.

I have read and I agree to abide to Business France general terms and conditions of sale, available on <http://www.businessfrance.fr/mentions-legales/>, and I undertake to comply with all its provisions, including my obligation to complete Business France' satisfaction and impact questionnaires. I hereby certify on my honour to have taken out an insurance policy which covers all the risks linked to my participation in the events organized by Business France, including my civil liability

Record of participation agreement

Date, stamp and authorised company signature

The information that you provide is intended for Business France.

If you do not want to receive information on the initiatives, services and operations organised by Business France and/or if you do not want your name to be mentioned on documents that might be given to potential sponsors of the operation, tick this box: ☐

If you would like to request a copy of the personal details that we hold about you or, for legitimate reasons, object to the processing of your personal details, contact us at cl@businessfrance.fr and send us a copy of an identity proof..

SIRET Business France 451 930 051 00052 – APE 8413 Z



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Tel *:

Email address *: **Website:** <http://>.....

Case Manager *:

2- INVOICING ENTITY

Company name (if different *):

Invoicing address (if different *):

E-mail address (if different *):

SIRET company registration no *: **NAF business subsector no:** **VAT identification no:**

* Mandatory fields (if incomplete, your order cannot be processed)

Services	Amount ex. tax	VAT amount	Net amount to be paid inc. tax
<input type="checkbox"/> Sponsoring Offer for the "Business Forum France – Balkans 2018 : - Including permanent entry pass for 3 participants	1000,00 €	200,00 €	1200,00 €
<input type="checkbox"/> PREMIUM Sponsoring Offer for the "Business Forum France – Balkans 2018" - Including permanent entry pass for 5 participants - 1 program of B2B meetings	2000,00 €	400,00 €	2400,00 €
<input type="checkbox"/> 1 "EXPERT VILLAGE" stand during the "Business Forum France Balkans 2018": - Including permanent entry pass for 3 participants - 1 program of B2B meetings at your stand - Acces to theme-based round tables - Invitations to the networking gala diner / Invitations to lunch and coffee breaks (3 pts)	1500,00 €	300,00 €	1800,00 €
TOTAL			

The rate of VAT applied will be the current one at the time of the invoicing.

Payment 30 days net after the date of the invoice.

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Record of participation agreement

Date, stamp and authorised company signature

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If you would like to request a copy of the personal details that we hold about you or, for legitimate reasons, object to the processing of your personal details, contact us at cil@businessfrance.fr and send us a copy of an identity proof..
SIRET Business France 451 930 051 00052 – APE 8413 Z*