



# ASIA FORUM

APRIL 18, 2018

ISLANDI VÄLJAK 1, TALLINN

ESTONIAN  
CHAMBER OF COMMERCE  
AND INDUSTRY

## AGENDA

08:30–09:00 Registration and coffee

09:00–09:30 Welcome

**H.E. Mr. Väino Reinart**, Undersecretary of Economic and Development Affairs of the Ministry of Foreign Affairs of Estonia

**Mr. Mait Palts**, Director General of the Estonian Chamber of Commerce and Industry

**H.E. Mr. Li Chao**, Ambassador of China to Estonia

**H.E. Mrs. Yoko Yanagisawa**, Ambassador of Japan to Estonia

## I SESSION

Moderator: **Ms. Piret Potisepp**, Director of Services of the Estonian Chamber of Commerce and Industry

09:30–10:00 **H.E. Mr. Riho Kruuv**, Ambassador of Estonia to India “Business opportunities in Asia from the Embassy’s point of view (with a focus on India)”

10:00–10:30 **Prof. Peter J. Hwang**, Tartu University “Asia: geopolitical building blocks and OBOR”

10:30–11:00 **Mr. Indrek Pällo**, Enterprise Estonia “Is South East Asia a good market for all?”

11:00–11:30 **Mr. Heino Marius**, EEAS ASEAN Team „EU-Asia (ASEAN) relations”

11:30–12:30 Lunch and networking



## II SESSION: Case studies and panel discussion

Moderator: **Ms. Piret Potisepp**, Director of Services of the Estonian Chamber of Commerce and Industry

12:30–12:50 **Ms. Alissa Vassilkova**, Estelon “Experience of Estelon in Asia: on the basis of examples from China, Japan and South Korea”

12:50–13:10 **Mr. Ardo Reinsalu**, Stigo “Asian dictionary – what differentiates Asian clients and partners from the rest of the world?”

13:10–13:30 **Ms. Reet Aus**, Aus Design „Introduction of the Upmade certificate in fashion industry on the example of the Reet Aus brand”

13:30–13:50 **Mr. Siim Esko**, Positium “B2G and Big Data in Indonesia”

13:50–14:10 **Mr. Alar Anton**, Finnlog „Wonderful India”

14:10–14:45 Panel discussion on sales to Asian countries

14:45–15:00 Conclusions

15:00–16:00 Reception and networking