



## **Lithuania – France Business Forum with high innovative entrepreneurs**

**2020-09-28, 10:00-12:00**

### **The necessity to have such a discussion**

There is no doubt that Europe is on the edge of its major economic transformation. There are several clear tendencies that will drive the economic transformation fueled, among other, by unprecedented EU funding. Today is a great opportunity for the EU member states.

Even though COVID-19 is a tremendous health and economic crisis, it also presents the opportunity for the EU to emerge as a stronger entity more united, more efficient, and more innovative. Supply chains will be shortened and brought closer to home to secure independence. Digitalization and innovation in health will receive another impetus. Yesterday, great chances were seemed feasible only in a long-term perspective: now they turned overnight possible. That is a chance on which the EU needs to capitalize.

The EU must be a leader in the new key sectors highlighted by the current crisis: innovation, digitalization, cybersecurity, and sustainability. While working individually on the national agendas of digital and environmental transformations, we need to bolster our synergies and to position our Union as the global economic leader. This transformation can be properly made through improved European regulations and cybersecurity of the entire digital sector, including the Fintech.

### **The aim of the discussion**

This discussion aims at gathering the most disruptive and innovative entrepreneurs from France and Lithuania in order to share their views to make the EU the economic global leader. The round-table encompasses the trends that political leaders should be following closely, and focuses areas for the policy makers, the regulatory environment as well as the skillset needed.

### **Main innovative sectors targeted**

- ❖ **The FinTech and cybersecurity sectors** are both crown-jewels of Lithuania and France. Lithuania is a recognized Fintech hub, among the most attractive jurisdictions in the EU, and bolsters its security against cyber-attacks and AML-risks. In Global cyber security index, after the US and the UK, France ranks 3<sup>th</sup> and Lithuania 4<sup>th</sup>, meaning that our two countries can pilot a strong European synergy in cybersecurity.
- ❖ **Sustainability** concerns deeply transformed the Lithuanian and French companies to tackle the climate change. Moreover, this interest brought the first unicorn to Lithuania: with France as its first



market, the Lithuanian online used-clothing retailer Vinted is aiming to make the second-hand clothing no.1 choice worldwide.

- ❖ The sector of **high-tech/engineering** has passed the risky start-up phase and never stopped to innovate. Lithuanian and French technologic companies can provide in the discussion insights into the defense sector, particularly laser industry which have been shaping a specific value-added economic niche in Lithuania.
- ❖ **Infrastructure and mobility** topics are also relevant for French companies to invest in strategic Lithuanian projects, such as Rail Baltic.

## AGENDA

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| <p><b><u>Location:</u></b><br/><b>Lithuanian-French Business Forum</b><br/>Merchants club (Pirklių klubas) – Gedimino pr. 35, Vilnius</p> | <p><b><u>Location:</u></b><br/><b>FinTech and Cyber security roundtable</b><br/>(Centre for Civil Education) - Totorių g. 28, Vilnius</p> |
| <p>09:30- 10:00 <b>Registration</b></p>   | <p>09:30- 10:00 <b>Registration</b></p>   |
| <p>10:00 – 12:00 <b>Lithuanian-French Business Forum</b></p>  | <p>10:00 – 12:00 <b>FinTech and Cyber security roundtable</b></p>   |



**Welcome speech (5 min)** Simonas Krėpšta,  
Chief Adviser to the President

**Business forum moderation (10 min)** Daina  
Kleponė, managing director at Enterprise  
Lithuania

**Introduction remarks (20 min)**

- Lithuanian head of delegation, Vidmantas Janulevičius, President of the Lithuanian Confederation of Industrialists
- Géraldine Lemblé, Deputy CEO at MEDEF International

**Panel discussion 1: Sustainability (40 min)**

Moderation: Mr. Bertrand Le Tallec, French Chief  
for the Economic Service of the Baltic States

**French companies:**

- Ausra IGNOTAITE, Managing Director,  
IDEX BALTIC
- Anthony POUILLAIN, Business Developer,  
PHB Group
- Anna SAMSONOVA, Commercial Director,  
LHOR INDUSTRIES

**Lithuanian companies:**

- Kęstutis Juščius, General Manager, AUGA  
group (tbc.)
- Kristian Kaas Mortensen, Director,  
Strategic Partnerships, Girtėka
- Julius Sakalauskas, CEO, SoliTek

**Panel discussion 2: Engineering (40 min)**

Moderation: Tomas Jaskėlevičius, President of  
Lithuanian engineering industry association of  
Lithuania LINPRA

**French companies:**

- Audrey-Laure BERGENTHAL, CEO EUVEKA
- Estelle DESROCHES, Director of  
Dismantling Program, EDF
- Peter HEDBERG, Country Director, SIGFOX

**Lithuanian companies:**

- Kęstutis Jasiūnas, General Director, Ekspla
- Virginijus Brundza, Innovation and  
Development Manager, Freda
- Donatas Taraila, Head of Teltonika  
Americas, Teltonika

**Welcome speech (5 min)** Vaida Česnulevičiūtė,  
Adviser to the President of the Republic of  
Lithuania

**Opening speech (5 min)** M. Henri Verdier,  
French Ambassador for Digitalization

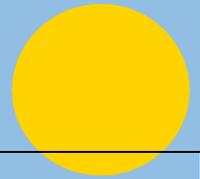
**Moderation**

- Marius Jurgilas, Member of the Board of the  
Bank of Lithuania

Introduction of companies (3 minutes each):

- Introduction to the main activities
- Local implementations (in France and in  
Lithuania)
- Strategies of deeper collaborations

Discussion



**Closing remarks (5 min):**

Ian Brown, Head of Baltics at EBRD

12:00 – 14:00 **Lunch proposed by the Ministry of Foreign Affairs**

14:00 – 17:00 **Series of B2B or institutional meetings**, organized by Enterprise Lithuania and Lithuanian Confederation of Industrialists (LPK)

**Location:** Pirklių klubas – Vilnius (Gedimino pr. 35)

19:00 **Cocktail** co-branded by the French-Lithuanian Chamber of Commerce and the French Embassy in Lithuania

Opening speech:

Lithuanian ministry of economics and innovation (tbc)

Member of the French official delegation (tbc)

**Location:** Pirklių klubas – Vilnius (Gedimino pr. 35)

21:00 End of the program