

PRESS RELEASE

ExportGate 2013 – 2023 | 10 Years Moving Forward for Business Extroversion

Privilege package for customers – members of the Trade Club Alliance

[ExportGate](#), Eurobank's leading international trade portal, completes 10 years of operation, consistently supporting Greek and Cypriot companies to enhance their extroversion and international networking with recognized partners of global scope.

At the anniversary event, which took place today **a new package of privileges for customers** who are or will become members of the Trade Club Alliance (TCA) was presented. **TCA** is first Global Digital Business Interconnection Network with the participation of **11** major international banking groups, that have presence in **40 countries covering 65% of the global trade corridors**, which Exportgate joined in 2018 supporting companies seeking to trade internationally.

The event, held at the Conference Center of Eurobank Hub in Nea Ionia, was honored with the presence of **Eurobank's Deputy Chief Executive Officer** Mr. Iakovos Giannaklis, **Eurobank's General Manager of the Bank**, Mr. Andreas Chasapis, senior executives of the **Spanish Banco Santander Group** and the Trade Club Alliance, representatives of business and export bodies, foreign banks, customers, as well as executives of Eurobank's Management.

The **new package** presented at the event will be available to customers who are or will become members of TCA provides preferential pricing:

- For Eurobank's services for cross-border import/export transactions of its customers with companies that are also members of TCA, until March 31, 2025, for deals achieved through Exportgate.
- Customer financing under the **Eurobank Trade Club (ETC) Limit** program, for requests submitted by September 30, 2024, subject to their approval and for one year from the date of approval.

The **Bank's General Manager, Head of Commercial Banking, Mr. Andreas Chasapis**, stated: "Committed to pioneering, Eurobank for the last ten years has been investing dynamically in innovation and business digital transition through Exportgate, an important ally for Greek companies seeking to enhance their extroversion. Consistently linked to the development of healthy Greek entrepreneurship, at home and abroad, Eurobank has been the first Greek bank to actively invest in emerging artificial intelligence technologies, constantly adapting its policies to global markets' requirements, offering the best to contemporary companies."

A discussion followed, organized in **three thematic panels**, on the challenges faced by modern commerce and the role of developing reliable business interconnection networks in seeking opportunities for networking and expansion, as well as technology as a vehicle for business extroversion.

- **Boston Consulting's** Managing Director & Senior Partner, Dr. Nikolaus Lang, discussed **business trends, challenges and transformation** with Ms. Yianna Andronopoulou, General Manager Microsoft Greece, Cyprus & Malta **Microsoft**, Mr. Pavlos Paschopoulos, Group Head of Materials Trading **TITAN Group**, and Dr. Tassos Anastasatos, Chief Economist of **Eurobank**.
- **The international expansion journey** was discussed in a panel with the CEO of **Enterprise Greece**, Dr. Marinos Giannopoulos, the **Director** of International Relations & Regional Development Division of **SEV**, Mrs. Vicky Makrigianni, the Exports Director at **MELISSA KIKIZAS**, Mr. George Raptis, the International Business Director Inventor **AG SA**, Mr. Loukas Tseles, the Sales and Exports Manager of **Trikalinos**, Mrs. Lila Kourti, and the General Manager, Head of Commercial Banking at **Eurobank**, Mr. Andreas Chasapis.
- The third session focused on **the role of technology for international trade**, in a discussion with the participation of the Chairman of the **Trade Club Alliance**, Business Development & Network

Management at **Banco Santander**, Mrs. Paulina Flores Dominguez, and Messrs. Leonidas Drakopoulos, Head of Solution Architecture Team for Greece, Cyprus and Malta, **Amazon Web Services**, Antonis Oikonomou, Enterprise Commercial Director, Greece, Cyprus, Malta, **Microsoft**, Etienne Vauchez, CEO at **Eexpand**, Marcel Rokach, Senior Director of Global Solutions at **Royal Bank of Canada**, John Carroll, Head of International Corporate & Commercial **Santander UK**, and Luthando Vuda, Head International Trade at Standard Bank, **BCB Group**.

The discussion was moderated by the journalist, Mr. Nektarios Notis.

In its ten-year course, Exportgate, which currently numbers **5,500 members**, has evolved into one of the most complete electronic **International Trade** libraries. Leveraging cutting-edge technology, its members have access to the latest commercial information for over **180 countries**, identify data on **1,000,000 partners in around 200 countries** and **access over 1 million calls for interest worldwide**. Exportgate's actions include the Go International initiative, with the realization of **13,000 targeted business meetings** between 740 Greek exporting companies and 1,070 international companies / buyers.

ExportGate was designed and implemented by Eurobank with the support of Greece's main export and business entities, namely **SEV, Hellenic Federation of Enterprises, Panhellenic Exporters Association (PSE), SEVE – Exporters' Association and Exporters' Association of Crete (SEK)**. In addition, it collaborates with **Enterprise Greece**.

For **Cyprus**, the Exportgate portal is being developed with the support of the Cyprus Employers and **Industrialists Federation (OEB)** and the **Cyprus Chamber of Commerce and Industry (CCCI)**.