



Region of Crete - Regional Energy  
Agency of Crete (REAC)



TEAB S.A.



## **“INRES” CRETE REGIONAL WORKSHOP REPORT**

*Heraklion, 10 March 2010*



**Prepared by:**

- **Region of Crete - Regional Energy Agency of Crete (REAC) and TEAB S.A.  
(CANDIA)**

## Contents

1. INTRODUCTION OF THE PROJECT.....	4
2. PREPARING THE WORKSHOP .....	4
3. WORKSHOP ABSTRACTS, DISCUSSIONS & CONCLUSIONS.....	5
4. LIST OF PARTICIPANTS .....	10
5. APPENDICES .....	15
I. AGENDA.....	15
II. PPT PRESENTATIONS .....	16
III. PRESS RELEASES .....	17

## 1. Introduction of the Project

The INRES project aims to enhance the integration and the cooperation among three European insular regions, Canary Islands (Spain), Crete (Greece) and Samsø (Denmark) in the development of their regional RES policies and strategies through the establishment of a mutual learning process and collaborative relationships among regional research-driven clusters. The consortium, formed of 10 partners, targets the development of an inter-regional strategy, in the view of EC recommendations and support, for developing the take up of innovative measures included in the regional energetic plans that spin towards new collaboration among regional players, especially SMEs who are involved in the dynamics of the RES energy technology in the framework of a higher local economic efficiency and environment safeguard. Considering the previous experience in regional policies and networking, the project partners have decided to form the consortium based on the idea of putting together regional research-driven clusters dealing with renewable energy concerns and gathering entities from governmental, research and industrial side in order to address energy-related problems and create a common strategy for the development of renewable energy technologies, supporting finally the self-sustainability of the islands.

## 2. Preparing the Workshop

In the framework of INRES project implementation in the insular region of Crete, the Region of Crete – Regional Energy Agency of Crete (REAC) and TEAB S.A. (CANDIA) with the cooperation of the Foundation for Research and Technology - Hellas (FORTH) / Science and Technology Park of Crete (STEP-C) have organised a very successful regional workshop on 10<sup>th</sup> March 2010 in Heraklion, Crete. The preparatory activities of the workshop are listed below:

- a) Production and printing of Official Invitation in special paper
- b) Production of the Agenda
- c) Production of a “Questionnaire for the Entrepreneurs / Companies which are involved in the filed of R.E.S. and Energy Saving” which have been sent simultaneously with the agenda to the invited persons.
- d) Preparation and production of a concrete list of target groups for sending the invitations
  - a. Entrepreneurs – Companies
  - b. Public Authorities – Development Organisations
  - c. Scientific Bodies – Universities

- d. Experts – Technicians
- e) Simultaneous electronic delivery of the invitation, the agenda and the questionnaire through e-mails
- f) Production and printing of special promotional poster in large size which has been set-up in many critical places
- g) Press release at local and regional media

### **3. Workshop Abstracts, Discussions & Conclusions**

The Regional Workshop was held in the central conference room of the Region of Crete. This selection of the regional conference room was taken in order to prove the official support of the Regional Authority to the activities of INRES project.

The moderator of the workshop was Dr. Nikolaos Zografakis (REAC) in cooperation with Mr. Artemis Saitakis (STEP-C) and Mr. Evangelos Atzoletakis (TEAB).

The opening of the workshop was done by the General Secretary of the Region of Crete, Mr. Athanasios Karountzos, through a welcome address.

The Regional Workshop in Heraklion is divided in two basic parts:

#### **a) PowerPoint presentations**

##### **a. Mr. Artemis Saitakis, Director of the Science and Technology Park of Crete (STEP-C)**

Mr. Saitakis presented a general overview of INRES project analysing the aims – objectives of the project at regional level, the implementation procedure in the region of Crete, the involved local and regional key-actors as well as the expected outcomes and achievements. The structure of the project was presented analytically and especially the role of the three-field scheme of Public Bodies, RTD Performers and Industrial Players.

(see appendix ii.)

##### **b. Mr. Evangelos Charkoutsakis, Expert – Collaborator of TEAB S.A.**

Mr. Charkoutsakis presented best practices of R.E.S. installations and R.U.E. applications in tourism. Specifically, he presented case studies of solar energy, geothermal energy, and energy saving systems in the luxury hotels of TEAB S.A. He presented the basic principles of the installations providing useful technical and economic data.

(see appendix ii.)

c. **Dr. Nikolaos Zografakis, Director of the Regional Energy Agency of Crete (REAC)**

Dr. Zografakis presented the entrepreneurial approach in the field of Renewable Energy Sources and Energy Saving in Crete. He presented the **regional added value** for each type of R.E.S. in Crete providing the entrepreneurial involvement of specific professional target groups. He presented analytically **all the technologies of R.E.S.** which can be implemented or are already implemented in Crete giving specific details for the **relevant involved actors** (universities, institutes, local consultants, researchers, engineers, scientists, technicians, concrete companies, digging companies, cabling companies, manufacturing companies, drilling companies etc.). He identified also all the potential fields of **innovation and perspectives in Crete**. Furthermore, he presented the regional added value from the implementation of energy saving systems in households, industries and hotels providing the entrepreneurial involvement of specific professional target groups.

(see appendix ii.)

b) **Participation of the audience and the panel in the open discussion**

a) **Mr. Nikiforos Lamprinos, President of Union of Hotels of Heraklion**

Mr. Lamprinos – as the President of the Union of Hotels of Heraklion – expressed its active support in the initiatives and activities of INRES project in Crete. He also expressed its experience in tourism and the importance of sustainable energy measures in tourist companies, especially in Hotels. The tourists seek for a destination of “Green Footprint”. Therefore, R.E.S. and energy saving applications in tourist companies are necessary for the development of sustainable tourism. The implementation of “Green Certifications” in Hotels (ISO 14001, EMAS, Eco Label, Green Key etc.) in Crete is very encouraging.

b) **Mr. John Papadakis, ENAGRON (Ecotourism – Agrotourism Activities)**

Mr. Papadakis asked the panel for the economic viability of R.E.S. and energy saving investments, especially for small and medium enterprises.

Dr. Zografakis replied that there are many small R.E.S. installations in small and medium enterprises (e.g. Hotels). The investors are very satisfied and many of them plan future extensions of the installations or combination of their installations with other energy systems (e.g. Solar – Geothermal – Wind).

Mr. Charkoutsakis added that the payback period for the installations of MARIS Hotels would be 5 – 6 years, but due to the subvention by the State the real payback period was 3 years.

**c) Mr. Georgios Markogiannakis, Mayor of the Municipality of Gazi**

Mr. Markogiannakis wondered what about the implementation of small hydroelectric systems in Crete?

Dr. Zografakis answered that the existing small hydroelectric systems are the ones of the Public Power Corporation (two units). Nevertheless, there are studies for the most suited exploitation of R.E.S. potential in Crete with the combination of small hydroelectric systems in the way of Pumping – Storage Units.

Taking the opportunity, Dr. Zografakis mentioned the importance of the participation of representatives from local authorities (**Regional, Prefectural & Municipal Authorities**) as well as of the **Chambers** in the workshop.

**d) Mr. Georgios Perakis, Olympic Sun (Solar Systems)**

Mr. Perakis expressed the difficulty of cooperation and connection between Entrepreneurs and Research Bodies. Interaction between entrepreneurs and research bodies is necessary in order to achieve the best results in the development and implementation of R.E.S. systems. Furthermore, there is not any official body which can assist the entrepreneurs in the implementation of new investments or in the extension of current ones.

Dr. Zografakis answered that the close cooperation between entrepreneurs and research bodies is crucial especially for the support and development of **innovation**. The activities of INRES project contribute to this target supporting also local entrepreneurs and scientists to make known their innovative activities. An example of this effort is the implementation of the current Regional Workshop with the participation of both entrepreneurs and research bodies.

**e) Mr. Nikolaos Petrakis, President of the Development Organisation of Sitia**

Mr. Petrakis presented the wide development of Wind Parks in Sitia as a magnificent achievement in the regional R.E.S. sector. The first wind mill in the Eastern Mediterranean was installed in this area 17 years ago. Beside of the extended implementation of wind parks, there are also photovoltaic installations. The social consensus has been achieved through intensive information campaigns! Nevertheless, there is still enough bureaucracy in the implementation of R.E.S. Many efforts are needed for the simplification of the procedure. The Development Organisation of Sitia organises exchange visits with other Mediterranean regions for the promotion of Sustainable Development.

Dr. Zografakis noted that the RES achievement of the Development Organisation of Sitia is a Success Story and a Reference Point for the local authorities in Crete.

**f) Mr. Dimitrios Christakis, Professor of the Technological Educational Institute of Crete**

Mr. Christakis presented the best practice of its laboratory in the Technological Educational Institute of Crete in which they have implemented “bioclimatic architecture”. They have achieved important energy saving. He promoted the implementation of energy saving measures and especially the exploitation of traditional methods of bioclimatic architecture. In the area of tourism, he underlined that the innovative R.E.S. installations in tourism should be promoted intensively in order to motivate more tourist companies in the implementation of sustainable energy applications.

Dr. Zografakis noted that Mr. Christakis has achieved important work in innovative applications of R.E.S. (e.g. small wind turbines) in Crete.

**g) Mr. Koutsolelos Athanasios, Professor of the University of Crete**

Mr. Koutsolelos presented the new patent of its laboratory in the University of Crete for Photovoltaics. They have developed an innovative photovoltaic system which is cheaper, more efficient and in smaller dimensions than the conventional ones. He also noted the great importance of photovoltaics for achieving the target of sustainable development in Crete. Finally, he expressed its surprise for the exemption of Crete from the National Programme of Motives for Photovoltaics on Roofs.

Dr. Zografakis remarked the very important innovative work and contribution of Mr. Koutsolelos in photovoltaics. Then he noted that the Region of Crete has already applied the modification of the National Programme of Motives for Photovoltaics on Roofs in order to include also the island of Crete. However, he added that financial motives are not the only ones for the further implementation of photovoltaics in Crete but also the EU targets of 2020.

**h) Mr. Nikolaos Sifakis, AENAOS Energy Systems**

Mr. Sifakis focused on three points:

1. Crete should not be excluded from the special national programme of “Motives for Photovoltaics on Roofs”.
2. The current legal framework for R.E.S. is very bureaucratic and it has to be more flexible.
3. Public and Municipal Bodies should be the reference points (best examples) on the integration and implementation of R.E.S., motivating in that way the private companies as well as the general public.

Dr. Zografakis agreed with the above and noted that the successful implementation of this workshop is due to the participation of the most important bodies and key actors: Regional, Prefectural & Municipal Authorities, Universities, Institutes, Chambers, Consultants, Engineers and especially the Companies – Entrepreneurs!



He thanked all participants and he invited them to the **buffet** which was prepared by a catering company.

### Conclusions

- a) **Very successful workshop**
- b) **110 Registered Participants**
- c) **Constructive participation of the audience**
- d) **Participation of all types of small – medium enterprises (PV, small wind parks, manufacturers of solar and PV systems, consultants etc.)**
- e) **Participation of companies with large RES & Energy Saving investments in tourism (mostly hotels)**
- f) **Participation of Regional, Prefectural and Municipal Authorities**
- g) **Participation of “Chambers of Commerce and Industry” and “Technical Chambers (Chambers of Engineers)”**
- h) **Participation of Universities and Institutes (e.g. Mediterranean Agronomic Institute of Chania)**
- i) **Participation of Engineers, Consultants, Technicians, Teachers etc.**
- j) **Participation of NGOs**
- k) **The workshop had a wide publicity through the regional media (Interview of Dr. Zografakis at local TV Channel and Radio Station, Publication of Press Release at Newspapers and Internet Press and Information Websites)**

#### 4. List of participants

α/α	Όνοματεπώνυμο	Φορέας
1.	Χαράλαμπος Μουσελίμος	Ενεργειακό Κέντρο
2.	Φρονιάκης Εμμ.	Ηλεκ/Μηχ.Τ.Ε.
3.	Μπλεμένος Γιάννης	Ηλεκ/Μηχ.Τ.Ε.
4.	Καριωτάκης Σταύρος	Μηχανολόγος
5.	Παπαδαντωνάκης Αντώνης	Μηχανολόγος
6.	Φανουράκης Χρυσοβαλάντης	Μηχανολόγος
7.	Ζερβαλάκη Θεονύμφη	Μελετητικό Γραφείο Μαρία Μαριάκη
8.	Ρουκουνάκη Ιωάννα	Μελετητικό Γραφείο Μαρία Μαριάκη
9.	Ρουκουνάκη Ζήνα	Μελετητικό Γραφείο Μαρία Μαριάκη
10.	Καφετζάκη Χρυσή	Target Consulting Σύμβουλος Επιχειρήσεων
11.	Σμαραγδάκης Ιωάννης	Ηλεκτρολόγος Μηχανικός
12.	Κωνιωτάκη Ειρήνη	Sunny Energy Hellas
13.	Κρουσταλάκη Μαρία	Φυσικών Πόρων
14.	Σηφάκης Νίκος	Επιχείριση ΑΕΝΑΟΣ
15.	Χριστοδουλάκη Μάγια	Η/Υ
16.	Ψυλλάκη Ελένη	
17.	Τριχάς Εμμανουήλ	MRG/FORTH
18.	Φραγιαδάκης Βασίλειος	ΑΜ και Συνεργάτες Ε.Ε.
19.	Παναγιωτάκης Μενέλαος	Emjpartners
20.	Καλογεράκης Εμμανουήλ	PLASIS Ο.Ε.
21.	Κουρής Αντώνιος	Πλαστικά Κρήτης
22.	Μαυρογιάννης Γιάννης	Premium Consulting

23.	Ρικουνάκη Ζαχαρένια	Μ.Α.Ι.Χ.
24.	Σταματάκης Αριστείδης	Μ.Α.Ι.Χ.
25.	Γιαλιτάκη Αθηνά	Δ/νση Υδάτων, Περιφέρειας Κρήτης
26.	OLYMPIC SUN	Εργοστάσιο Κατασκευής Συστημάτων Εξοικονόμησης Ενέργειας
27.	Σισαμάκης Γιώργος	Premium Consulting
28.	Γρηγοράκης Μανόλης	Δήμος Τυμπακίου
29.	Καψωριτάκη Σερίνα	
30.	Περδικιάκης Παντελής	Δήμος Σητείας
31.	Καλαθιανάκης Γεώργιος	Δήμος Γόρτυνας
32.	Σολιδάκης Γιάννης	Κολομβάκης Α.Ε.
33.	Τσίλμπα Αθανασία	ΑΤΤΙΚΟΣ ΑΚΜΩΝ, Η.Σκάλκος-Π.Σχοινιάς Ο.Ε., Κατασκευαστής, Παροχή υπηρεσιών (μελέτες κ.λ.π.)
34.	Ασκοξυλάκης Δημήτρης	Κολομβάκης Α.Ε.
35.	Μακροάκης Γεώργιος	
36.	Χουμεριανού Δέσποινα	Χουμεριανός Ο.Ε.
37.	Χουμεριανός Αλέξανδρος	Χουμεριανός Ο.Ε.
38.	Ηγουμενάκης Νίκος	
39.	Λοσκούδης Οδυσσέας	
40.	Κακουδάκης Ιωάννης	
41.	Δρακάκη Κατερίνα	Άξονας
42.	Μεσλεμές Ελευθέριος	
43.	Γιακουμάκης Μάνος	
44.	Σαιτάκης Αρ.	ΙΤΕ/ΕΤΕΠ-Κ
45.	Γεμιτζάκης Γιώργος	
46.	Σάντσεζ Στεφανία	ΙΤΕ/ΕΤΕΠ-Κ

47.	Ταμπακάκης Ιωάννης	
48.	Λιανέρης Ελευθέριος	
49.	Κυπριωτάκης Γεώργιος	Κατασκευαστής Ηλιακών
50.	Κυπριωτάκης Ελευθέριος	Κατασκευαστής Ηλιακών
51.	Δουλουφάκης Ευάγγελος	Επιμελητήριο Ηρακλείου
52.	Λαμπρινός Νικηφόρος	Ένωση Ξενοδόχων Ηρακλείου
53.	Νίκος Πετράκης	ΟΑΣ Α.Ε.
54.	Γιάννης Παπαδάκης	ΕΝΑΓΡΟΝ
55.	Ξυδάκης Ιωσήφ	ΚΡΙΤΑΤHERM
56.	Μαρία Λιδάκη	Αρχιτέκτων
57.	Μαρία Φραγμαδάκη	TUV HELLAS A.E.
58.	Β.Μ.Φαλκωνάκη	Δικηγόρος
59.	Φανούριος Τσικριτσάκης	Ανυψωτικές Εργασίες
60.	Επαμεινώνδας Μητσιμάρης	ΤΕΡΝΑ ΕΝΕΡΓΕΙΑΚΗ
61.	Βαρούχας Γιώργος	Δήμος Τυμπακίου
62.	Μαυρουδής Γ.	
63.	Κούρος Αντώνης	ECOPOWER Ε.Π.Ε.
64.	Μακάκης Μανώλης	Ηλεκτρολόγος Μηχανικός
65.	Καφετζάκης	Ιδιώτης
66.	Καφετζόπουλος Δημήτρης	ΙΤΕ
67.	Καραπιδάκης Μανώλης	ΤΕΙ
68.	Κοκκολάκης Εμμανουήλ	Ηλεκτρολόγος Μηχανικός
69.	Μαγγίνα Ελένη	Ηλεκτρολόγος Μηχανικός
70.	Γιώργος Παπαμιχαήλ	ΙΤΕ/ΕΤΕΠ-Κ
71.	Κωνσταντίνα Αρετάκη	ΚΠΕ Βάμου
72.	Μπινάς Βασίλειος	Πανεπιστήμιο Κρήτης
73.	Κουτσολέλος Αθανάσιος	Τμήμα Χημείας

74.	Στάθης Δημήτρης	Ηλεκτρολόγος Μηχανικός
75.	Αναθρεπτάκης Γιώργος	Ηλεκτρολόγος Μηχανικός
76.	Επιτροπάκης Σπυρίδων	Δ/ντης Ν.Α.Η.
77.	Κουτσοδόντης Α.Ε. (Δημήτρης)	Επενδυτής Φωτοβολταικών
78.	Κουρεπίνης Γεώργιος	Τεχνική Εταιρεία ΖΕΥΞΗ
79.	Μελανίτης Κων/νος	Τεχνική Εταιρ. ΖΕΥΞΗ
80.	Δατσέρης Νίκος	Mechanica & Solutions
81.	Τρουλινός Νίκος	Κατασκευαστής
82.	Βιδάκης Ιωάννης	ΕΝΕΡΓΕΙΑ ΚΡΗΤΗΣ ΑΕΒΕ
83.	Χρονάκης Δημήτρης	Περιφέρεια Κρήτης
84.	Βασιλάκης Μιχάλης	Περιφέρεια Κρήτης
85.	Αστρινάκης Μιχάλης	Νομαρχιακή Αυτοδιοίκηση Ηρακλείου
86.	Μακρογιαννάκης Γεώργιος	Δήμος Γαζίου
87.	Ατζολετάκης Ευάγγελος	ΤΕΑΒ Α.Ε.
88.	Πρατσινάκης Καστέλι Μιραμπέλου 6, 72100	ΙΚΑΡΟΣ Α.Ε.
89.	Σηφάκης Μηνάς Μεραμβέλου 2B, 71202, Ηράκλειο	Πλούσος – Σηφάκης Α.Ε.
90.	Σαλούστρου Πόπη	Εκπαιδευτικός
91.	Γιακουμάκης Ιωάννης	Μηχανικός
92.	Καριωτάκης Μιχάλης	Κατασκευαστής
93.	Γεώργιος Δελημιντήρης	Παραγωγός
94.	Θεοδωράκης Ι.	Παραγωγός
95.	Στρατάκης Γεώργιος, Μαιάνδρου 11, Μασταμπάς,	Ηλεκτρολόγος Μηχανικός

	71305	
96.	Καρπαθάκης Απόστολος	Παραγωγός
97.	Διπλαράκης Εμμανουήλ, Ακροκορόνθου 4, Ηλιούπολη, 71409	Παραγωγός
98.	Χαριτάκης Γιώργος	Φοιτητής Πληροφορικής
99.	Καλιτσουνάκης Κων/νος	ΕΝΕΡΓΕΙΑΚΟ ΚΕΝΤΡΟ
100.	Ζωφραφάκης Νικόλαος	ΕΝΕΡΓΕΙΑΚΟ ΚΕΝΤΡΟ
101.	Παπαδάκη Μαρία	ΕΝΕΡΓΕΙΑΚΟ ΚΕΝΤΡΟ
102.	Σταυρουλάκη Ελένη	ΕΝΕΡΓΕΙΑΚΟ ΚΕΝΤΡΟ
103.	Καταντωνάκη Μαρία	ΕΝΕΡΓΕΙΑΚΟ ΚΕΝΤΡΟ
104.	Μαρκουλάκης Στέφανος	Περιφέρεια Κρήτης
105.	Κ.Αστρινάκης	Αντινομάρχης Ν.Α.Η. Ηρακλείου
106.	Μάνθος Μπουτσάκης	Μελετητής
107.	Χρηστάκης Δημήτρης	Καθηγητής ΤΕΙ
108.	Χαριουτσάκης Βαγγέλης	ΙΤΕ-Μελετητής Μηχανολογικών Έργων
109.	Καριωτάκης Μιχάλης	ALFA THERM, Κατασκευαστής, Λέβητες, Αερολέβητες, Ηλιακούς Θερμοσίφωνες
110.	Κυριάκος Φ. Γερμανόπουλος	Κατασκευαστής, Frans θερμομαντικά σώματα – Ηλιόθερμα - Λέβητες

## 5. Appendices

### i. Agenda

#### ΠΡΟΣΚΛΗΣΗ

Η Περιφέρεια Κρήτης – Ενέργεια Κέντρο σε συνεργασία με το Επιστημονικό Τεχνολογικό Πάρκο Κρήτης του Ιδρύματος Τεχνολογίας & Έρευνας (ΙΤΕ) και την εταιρεία TEAB Α.Ε. σας προσκαλούν την **Τετάρτη 10 Μαρτίου 2010** και ώρα **17.00** στην αίθουσα της Περιφέρειας Κρήτης (Πλατεία Κουντουριώτη, Λιμάνι) στην εσπερίδα με θέμα:

**«Οι επιχειρήσεις της Κρήτης στους τομείς των Ανανεώσιμων Πηγών Ενέργειας και της Εξοικονόμησης Ενέργειας»**

Σκοπός της εσπερίδας είναι η συζήτηση για την παρούσα κατάσταση, τα προβλήματα και τις προοπτικές-δυνατότητες βελτίωσης και παραγωγής νέων προϊόντων και υπηρεσιών από **επιχειρήσεις της Κρήτης** που δραστηριοποιούνται στους παραπάνω τομείς

#### ΠΡΟΓΡΑΜΜΑ ΕΣΠΕΡΙΔΑΣ

17.00-17.30	Προσέλευση- Παραλαβή φακέλων	
17.30-17.40	Χαιρετισμοί	
17.40-18.00	«Συνεργασία Νησιωτικών Περιφερειών για την μεγιστοποίηση των οικονομικών και περιβαλλοντικών πλεονεκτημάτων από την χρήση Ανανεώσιμων Πηγών Ενέργειας- INRES»	Αρτέμις Σαϊπάκης, Δ/ντής Επιστημονικού Τεχνολογικού Πάρκου Κρήτης
18.00-18.20	«Παράδειγματα εφαρμογών μεγάλων ηλιακών συστημάτων και εξοικονόμησης ενέργειας σε ξενοδοχεία της TEAB Α.Ε.»	Χαρκουτσάκης Ευάγγελος, Συνεργάτης TEAB Α.Ε.
18.20-18.40	«Η επιχειρηματικότητα στους τομείς των Ανανεώσιμων Πηγών Ενέργειας και της Εξοικονόμησης Ενέργειας στην Κρήτη»	Δρ. Νίκος Ζωγραφάκης, Δ/ντής Ενεργειακού Κέντρου Περιφέρειας Κρήτης
18.40-19.15	Τοποθετήσεις Φορέων και Επιχειρήσεων	
19.15-20.00	Διάλειμμα	
20.00-20.30	Τοποθετήσεις Φορέων και Επιχειρήσεων	
20.30-20.45	Συμπεράσματα	

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Η εσπερίδα πραγματοποιείται στα πλαίσια του ευρωπαϊκού προγράμματος:  
«Συνεργασία Νησιωτικών Περιφερειών για την μεγιστοποίηση των οικονομικών και περιβαλλοντικών πλεονεκτημάτων από την χρήση Ανανεώσιμων Πηγών Ενέργειας- INRES»

Το έργο INRES χρηματοδοτείται από την Ε.Ε.



## **ii. PPT Presentations**

See attached file!



### **iii. Press Releases**

See attached file!