

TESTIMONY OF THE INTERVENTION



OPENING SESSION



Fernando Paiva de Castro

“The fact that the [internationalization] theme is recurring does not mean that there are no novelties and new perspectives that have to be addressed and discussed, so that effectively our actions in foreign markets, or with those who have to come to us, is treated in an efficient and effective way.”

“Good morning everyone,

I begin by greeting you, Mr. President of the Municipality of Aveiro, José Ribau Esteves and thank you for the friendly words, which I believe sincere, that you addressed us in this opening, in particular to the AIDA activity.

We are also here to collaborate with the City Council of Aveiro, as well as with all the entities that intend to value the Region and the District. This is our ambition, and in particular, the valorisation of the business community and the entrepreneurs. I would like to greet all the distinguished speakers and members of the panels, who have come to accept our challenge, being here today.

I greet the dignified guests, who are many, representatives of public and even diplomatic entities.

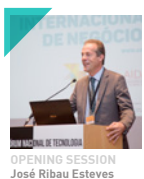
A word still to the brave and courageous businessmen and businesswomen, and to the colleagues representing other industrial associations.

Dear members of AIDA’s governing bodies and other associates.

All media people, ladies and gentlemen,

I begin by thanking you for your presence, either because you have accepted the challenge to come and transmit your testimonies, either because you came to hear us, or because you came from the perspective of establishing partnerships, strengthening ties, or other reasons. Everyone is most welcome to this event and we hope that in the end your expectations will be fully met.

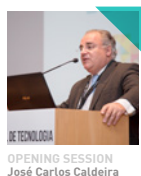
Rest, I’m not going to make a substantive intervention. They will be mere words of context, about the theme of business internationalization. This subject should be approached by those who have knowledge of the cause and valuable things to convey, which is not my case.



OPENING SESSION
José Ribau Esteves



OPENING SESSION
Fernando Castro



OPENING SESSION
José Carlos Caldeira



PANEL I
New Challenges for
Internationalization
António Silva



PANEL II
Business opportunities
in the German market
Simeon Ries



PANEL II
Business opportunities
in the U.S. market
Graça Didier

TESTIMONY OF THE INTERVENTION

OPENING SESSION

Fernando Paiva de Castro

So, we were careful to invite illustrious people to be here and therefore the listening space will be for the speakers. On the other hand, in the afternoon I will have to use the word again, preceding the intervention of the Secretary of State for Internationalization.

Now, I will only say mere framing words because the topic of business internationalization can be approached in several ways, it is vast, and it is not possible to discuss them all today, in depth, in an event with these characteristics. Still, this does not detract from the opportunity today to focus on some aspects. On the other hand, internationalization was not born yesterday. It has been debated for years, not to mention the Discoveries Era, centuries ago.

The fact that the theme is recurring does not mean that there are no novelties and new perspectives that have to be addressed and discussed, so that effectively our action in foreign markets, or with those who have to come to us, is treated efficiently and effectively. That's why we're here today.

AIDA has more than a quarter-century of experience in the "pro-internationalization" of the economy. The size and importance of the business of the District of Aveiro, demand so.

It was, therefore, in this perspective, that we decided to make this congress, coinciding with the TechDays event, which is being affirmed in the area of technologies.

Hence the district has established itself as a hub in this area. The role that information and communication technologies have played in all sectors of our activity is fundamental, so they can also be classified and seen as services and elements to be exported.

Thank you once more for your presence and I renew the purpose for the event to be successful, for everyone, and for your expectations to be met.

Let us continue the work, passing on the floor to the next speaker.

Thank you very much! "



PANEL I
Business opportunities
in the French market
G eraldine Dussaubat



PANEL I
Entrepreneur
Testimonials
Jorge Santiago



PANEL II
A Portuguese Economy:
Past and future
Rui Rio



PANEL II
Fernando Alfaiate



PANEL II
Jorge Marques dos
Santos



PANEL II
Jorge Portugal



CLOSING SESSION
Fernando Castro



CLOSING SESSION
Jos e Ribau Esteves



CLOSING SESSION
Eurico Brilhante Dias



CONCLUSIONS