



**BROADER MIDDLE EAST AND NORTH AFRICA
TRADE AND INVESTMENT FINANCE CONFERENCE
DRAFT AGENDA
May 17-19, 2005 • Le Royal Hotel • Amman, Jordan**

Objective of Conference:

The Government of the United States and the Government of Jordan will host a major regional conference in cooperation with other G-8 export credit agencies that addresses key trade, investment and finance issues in the Broader Middle East and North Africa region. The Export-Import Bank of the United States, together with the Overseas Private Investment Corporation, the U.S Trade and Development Agency and the U.S. Department of State will sponsor the *Broader Middle East and North Africa Trade and Investment Finance Conference* in Amman, Jordan, May 17-19, 2005. The conference will complement World Economic Forum meetings being held in Jordan on May 20, 21 and 22.

The conference builds upon the commitments to economic reform made by the Leaders of the G-8 and the Broader Middle East and North Africa region at the June 2004 Sea Island Summit and the subsequent December 2004 *Forum for the Future* meetings held in Morocco. The conference will provide a unique opportunity for governments, companies, and financial institutions of the Broader Middle East and North Africa region to discuss the key economic reform issues and to interact with major G-8 sources of public and private finance and multinational companies. It will also provide these G-8 institutions with information about the various types of financing most needed in the Broader Middle East and North Africa region, in order to accelerate the pace of local and regional trade and investment. Anticipated size of the conference is between 300-400 people.

Tuesday, May 17, 2005

6:00 PM - 8:00 PM **Welcome Reception (TBD)**

Wednesday, May 18, 2005

7:30 AM - 8:15 AM **Registration and Networking Continental Breakfast**
Room will be divided into four thematic sections and attendees encouraged to interact in the area of their choice: Water and Agriculture, Oil and Gas, Transportation, and

Telecommunications/Information Technology/Intellectual Property.

8:30 AM – 9:30 AM

Opening Keynote Plenary Session

- Ms. April Foley, Vice Chair of the Export-Import Bank of the United States (Confirmed)
- Mr. Sharif Zu'bi, Minister of Industry and Trade of Jordan (Confirmed)

9:30 AM - 10:30 AM

Attracting Foreign Investment from Private Companies, Banks and Other Financial Institutions

- Mr. Eli Hassine, Managing Director and Global Head, Export and Agency Finance, Citigroup (Confirmed)
- Mr. Ibrahim Dabdoub, Chief Executive Officer, National Bank of Kuwait (Confirmed)
- Mr. Akira Kawamura, Executive Officer and General Manager, Project Finance Division, Mizuho Corporate Bank Ltd., Japan (Confirmed)
- Mr. Terry Newendorp, Chairman and CEO of Taylor-DeJongh (Confirmed)

Themes:

1. How can regional countries better compete for foreign investment from private institutions?
2. What are the prerequisites for economic reform to ensure successful foreign investment in the Broader Middle East and North Africa region?
3. Recent examples of foreign investment in the region.
4. How can regional countries better compete for foreign investment from private institutions?

10:30 AM – 10:45 AM

Networking Break

10:45 AM – 11:45 AM

Financing from Public Trade, Investment and Development Institutions

- Dr. Michael Kruse, Deputy Director General, External Economic Policy, Federal Ministry of Economics and Labor, Germany (Confirmed)
- Mr. Koji Tanami, Deputy Governor and Managing Director, JBIC (Confirmed)
- Mr. Ross Connelly, Acting President and CEO, OPIC (Confirmed)

Themes:

1. Introduction to public sector financial products available in the region.

2. How can public financial institutions more effectively partner with private financial institutions in the region.
3. Examples of recent public/private projects/transactions in the region.

11:45 AM - 12:45 PM

International Financial Institutions

- Mr. Mohamed Bin Issa Al Jaber, Chairman & CEO of MBI International*
- Mr. Jesper Kjaer, General Manager, International Finance Corporation, Member of the Worldbank Group (Confirmed)
- Mr. Rainer Geiger, Deputy-Director of Department for Financial and Enterprise, OECD (Confirmed)
- Mr. Irfan Bukhari, Manager, Islamic Corporation for Insurance of Investments and Export Credit, Member of the Islamic Development Bank (Confirmed)

Themes:

1. IFI products available in the region.
2. How do IFIs work with private and other public financial institutions?
3. Examples of recent projects/transactions in the region.

12:45 PM - 2:15 PM

Plenary Lunch

Keynote speaker:

- Mr. Earl Anthony Wayne, Undersecretary of State for Economic, Business and Agriculture Affairs, Acting (Confirmed)

2:30 PM - 3:30 PM

Financing Needs of the Broader Middle East and North Africa region

- Ms. Suhair Al-Ali, Minister of Planning and International Cooperation, Government of Jordan (Confirmed)
- Mr. Sheikh Mohamed Ahmed Al-Thani, Minister of Economy and Commerce, Qatar (Confirmed)
- Mr. Salam Fayyad, Minister of Finance, Palestinian Authority (Confirmed)
- Mr. Nabil Itani, Chairman-General Manager, Investment Development Authority of Lebanon (Confirmed)

Themes:

1. High priority infrastructure sectors.
2. Type and term of financing needs.

3. Other necessary assistance from trade, investment and development financial institutions.
4. Government measures taken to open markets, induce investment, promote private sector activity

3:30 PM – 3:45 PM

Networking Break

3:45 PM - 4:45 PM

Regional Financial Institutions

- Mr. Hisham Ezz Al Arab, Chairman and Managing Director, Commercial International Bank in Egypt (Confirmed)
- Mr. Ali al-Husry, Chairman & CEO, Export & Finance Bank, Jordan (Confirmed)
- Mr. Ghazi M. Abdul-Jawad, President and CEO, Arab Banking Corp (B.S.C.)*

Themes:

1. Introduction to financial products available in the region.
2. Examples of recent projects/transactions in the region.

4:45 PM - 5:45 PM

Role of Insurance and Credit Rating Institutions

- Dr. Hans Janus, President, The Berne Union (Confirmed)
- Mr. Edward Coppola, Senior Vice President and Chief Underwriting Officer, Zurich Emerging Markets Solutions (Confirmed)
- Michael Lempres, Vice President of Insurance, Overseas Private Investment Corporation (Confirmed)

Themes:

1. Credit standards to be applied to financing in the region.
2. Case studies.
3. Priorities for reform.

6:30PM - 8:00PM

Networking Reception

Thursday, May 19, 2005

8:00 AM – 9:30 AM

Opening Plenary Breakfast

Keynote speakers:

- Dr. Salman Shah, Adviser to the Prime Minister on Finance and Revenue, Pakistan (Confirmed)

9:30 AM – 10:30 AM

Afghanistan and Iraq Development

- Mr. Reuben Jeffery, Special Assistant to the President and Senior Director for Reconstruction, Stabilization and Development*
- H.E. Hedayat Amin Arsala, Senior Advisor to the President and Minister of Commerce, Afghanistan (Confirmed)
- Dr. Adil Abd al-Mahdi, Vice President and Finance Minister, Government of Iraq*

10:30 AM – 10:45 AM

Networking Break

10:45AM – 11:45 AM

Concurrent Workshops

Workshop I - Agriculture

Panel - Speakers:

- Mr. Obaidullah Ramin, Minister of Agriculture, Afghanistan (Confirmed)
- Mr. Lodovico Tarabini, President of Europe, Middle East and North Africa, Case New Holland (Confirmed)
- Mr. Hamouche Boudane, President de la Chambre d'Agriculture de Bouira, Algeria (Confirmed)

Workshop II – Telecommunications

Case Study – Speakers:

- Mr. Joachim Pflocks, Head of Project Finance Department, Euler Hermes Kreditversicherung AG (Confirmed)
- Mr. Thomas Friese, Head of Telecom Finance, Siemens Financial Services GmbH (Confirmed)
- Mr. Baudoin van Rabais, Senior Trade and Project Finance Manager, Compagnie Financiere Alcatel (Confirmed)
- Mr. Patrick Kasa, Senior Project Finance Manager, COFACE (Confirmed)
- Mr. Volker Wiederhold, First Vice President, KfW IBEX-Bank (Confirmed)

11:50 AM – 12:50 PM

Concurrent Workshops

Workshop III – Oil & Gas

Case Study - Speakers:

- Mr. Peter Saba, Chief Operating Officer and General Counsel, Export-Import Bank of the United States (Confirmed)
- Mr. Raoul Ascari, Chief Financial Officer, SACE SpA (Confirmed)

- Mr. Houssam Kharbutly, Senior Project Finance Director, Qatar Petroleum (Confirmed)
- CEO or Senior Representative of Conoco-Phillips*

Workshop IV- Water

Panel - Speakers:

- Ms. Sherry Noble, Senior Vice President for Business Solutions and Technology, Export Development Canada (Confirmed)
- Ms. Chantal Rougerie, Senior Vice President SNC Lavalin (Confirmed)
- Mr. Carl Kress, Regional Director, Middle East, North Africa and South Asia, U.S. Trade and Development Agency (Confirmed)
- Richard D. Wilson, Senior Vice President for Water Sector International, Black and Veatch (Confirmed)

1:00 PM - 2:15 PM

Plenary Lunch

Keynote Speakers:

- Mr. Hidehiro Konno, Chairman and CEO, NEXI (Confirmed)
- H.E. Ahmed Sofan, Deputy Prime Minister and Minister of Planning and International Cooperation, Yemen (Confirmed)

2:30 PM – 3:30 PM

Concurrent Workshops

Workshop V – Transportation

Case Study - Speakers:

- Ms. April Foley, Vice Chair, Export-Import Bank of the United States (Confirmed)
- Mr. Lee Monson, Senior Vice President for Middle East and Africa Sales-Boeing Commercial Airplanes (Confirmed)
- Mr. Mohamed Berrada, Chairman, Royal Air Maroc (Confirmed)
- Gordon Welsh, Director of Aerospace, Overseas Investment Insurance, Telecom & Transport Division, Export Credit Guarantee Department (Confirmed)
- Mr. Samer A. Majali, Vice Chairman, President & CEO, Royal Jordanian Airlines (Confirmed)
- Mr. Nigel Taylor, Vice President of Airbus, Customer Finance Division (Confirmed)

Workshop VI – Information Technology

Panel – Speakers:

- Dr. Tarek Kamel, Minister of Communication and Information Technology, Cairo, Egypt (Confirmed that either he or his Senior Advisor will speak)
- Ms. Nadia Saeed, Minister of Information and Communications Technology, Jordan (Confirmed)
- Mr. Nabil A. Habayeb, President of General Electric for the Middle East and Africa*
- Mr. Tarek Aggad, Chairman, New Generation Telecommunication Company (Confirmed)
- CEO or Senior Representative from Motorola (Exact speaker being determined)

3:30 PM – 3:45 PM

Networking Break

3:45 PM – 5:00 PM

Concurrent Workshops

Workshop VII – Intellectual Property and Competition Policy

Panel -Speakers:

- Mr. Makan Delrahim, Deputy Assistant Attorney General, Antitrust Division for International, Policy and Appellate Matters General, U.S. Department of Justice, (Confirmed)
- Mr. Robert Stoll, Director of Enforcement, United States Patent and Trademark Office (Confirmed)
- Mr. Jamal Dawood Salman, Director of Publications and Press, Ministry of Information, Kingdom of Bahrain (Confirmed)
- Mr. Eduardo Pérez Motta, Chairman, Federal Competition Commission, Mexico (Confirmed)
- Mr. Horacio Gutierrez, Associate General Counsel for Europe, Middle East and Africa, Microsoft (Confirmed)

Workshop VIII – Islamic Finance

Panel - Speakers:

- His Excellency Sheikh Ahmad Bin Mohammad Al Khalifa, Minister of Finance, Bahrain*
- Mr. Tadashi Maeda, Deputy Director General, International Finance Department II, JBIC (Confirmed)
- Mr. Koichi Fujii, Senior General Manager, JGC Corporation (Confirmed)
- Dr. Mahmoud A. El Gamal, Professor of Economics and Statistics, Rice University; Houston Texas (Confirmed)

** Indicates that confirmation or logistical arrangements are still pending*