



Lebanon a key investment destination in the
Middle East for private sector players and financiers

**Under the High Patronage of
His Excellency Prime Minister Mr. Saad Hariri**

The Lebanon Business & Investment Summit 2010



**27 & 28 September 2010
Mövenpick Hotel & Resort, Beirut**

In association with IDAL
Investment Development Authority of Lebanon



Main Sponsor

LEBANON OPPORTUNITIES

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The Lebanon Business & Investment Summit 2010

Introduction

Lebanon, where potential meets profit

If an ideal investment climate consists of irresistible incentives and permanent country assets, then Lebanon is the Middle East investment magnet par excellence. Lebanon has it all: access to a huge regional market, a vast pool of skill and talent, a versatile culture, and a trade, banking, and legal infrastructure conducive to investment. A model for social and economic development in the Middle East, Lebanon boasts impressive growth, high investment, and unmatched social indicators. Its strategic location, free-market investment policies, liberal economic environment, banking secrecy, and entrepreneurial private sector make conducting business in Lebanon the ideal choice

Why Lebanon?

Why Lebanon and why you should attend our Beirut Summit on 10/11 June?

The pace of economic recovery is remarkable and shows the resilience and large pool of skilled manpower available, backed by strong legal and financial services structures. The economy has remained virtually unaffected by the global crisis and is underpinned by ever increasing interest from the Gulf, Saudi Arabia, Syria and Jordan.

As part of the long-standing focus on the Euro-Med Region, Euroconvention has had unprecedented success in attracting new investors and promoting exchange of business and technology into the emerging economies of the Region.

Lebanon today offers unique opportunities as a Regional hub backed by a booming construction programme spreading out of the Regions. Infrastructure in virtually every area is now a centre focus of the Government whilst the programmes for renewable are being prioritised.

The healthcare and wellbeing tourism offer new opportunities for healthcare infrastructure and PPP opportunities.

The high level of speakers at the Summit will ensure a perfect setting for networking with the most senior decision-makers from the public and private sectors and as such a good number of our regular well know Industry leaders have already indicated their intent to be present.

Euroconvention in association with Investment Development Authority of Lebanon (IDAL) welcome you to Beirut at this significant and timely Summit so as to enable you to assess first hand the rich opportunities which Lebanon 2010 has to offer.



The Lebanon Business & Investment Summit 2010

Programme and Speaker Invitees

Please note that the speakers listed below are being invited and that some of them are not yet confirmed.

The programme will be updated regularly and new speakers will be included in the coming days.

Monday 27 September 2010

13:30 – 14:00 Registration of the participants, welcome coffee and networking

14:00 – 14:15 *Summit Keynote Address*
(name to be advised)

14:15 – 15:45 **Panel Session 1** **FOREIGN DIRECT INVESTMENTS and DOING BUSINESS IN LEBANON**

- A Strategic and business friendly gateway in the MENA Region
- Current investment climate and legal framework
- One-Stop-Shop facility
- Tax and Government investment incentives
- Law 360 on investment development
- Role of export-credit guarantees agencies
- Rating's prospect on Lebanon

Chairman

Nabil Itani,
Chairman and General Manager,
Investment Development Authority of Lebanon (IDAL),
Presidency of the Council of Ministers

Keynote Address

Mohamad Safadi,
Minister of Economy, Republic of Lebanon

Roxanna Faily,
Investment Officer,
Multilateral Investment Guarantee Agency (MIGA)

Eric Mottu,
Resident Representative for Lebanon,
International Monetary Fund

Marcus Cornaro,
Director, Directorate General for Europe, Southern
Mediterranean, Middle East and Neighborhood Policy,
Cooperation Office, European Commission, Belgium

Ziad El-Khoury,
Managing Partner, El-Khoury & Partners,
Of Counsel to Squire, Sanders & Dempsey

Fahad Al Ibrahim,
Director General,
Arab Investment and Export Credit Guarantee Corp., Kuwait

Nabil El Jisr,
President,
Council for Development and Reconstruction,
Republic of Lebanon

Paul Nomba Um,
Lead Economist, Sustainable Development Dpt.,
MENA Region, The World Bank

A **speaker** from the **private sector** (proposed sponsor)

A **speaker** from the **private sector** (proposed sponsor)

15:45 – 16:15 Coffee break and networking

16:15 – 17:45 **Panel Session 2** **FDIs, THE BANKING SECTOR and OTHER CAPITAL MARKET FUNDING**

- Banks set to back international and local investors
- Participation finance – alternative Islamic finance tools
- Increasing role of Arab and other Sovereign Wealth Funds
- Loan facilitation programs
- SME finance
- Private equity routes and M & A opportunities
- Capital raising, funding strategies, and Beirut Stock Exchange

Chairman

Mohammad Chatah,
Adviser to the Prime Minister,
Former Minister of Finance, Republic of Lebanon

A **Senior Representative** of **BankMed**, Lebanon

Khater Abi Habib,
Chairman,
Kafalat Corporation, Republic of Lebanon

Ghalib Mahmassani,
Chairman,
Beirut Stock Exchange (proposed co-sponsor)

Ahmed BinFahad,
Chief Executive Officer,
Istithmar World Ventures, United Arab Emirates

Keynote Address

The **First Deputy Governor**,
Central Bank of Lebanon

Joseph Torbey,
Chairman,
Association of Banks in Lebanon

Jihad Azour,
Booz & Co,
Former Minister of Finance, Lebanon

Ramzi El Hafez,
Publisher and Editor-in-Chief,
Lebanon Opportunities

A **speaker** from the **private sector** (proposed sponsor)

17:45 Cocktail reception hosted by **Investment Development Authority of Lebanon (IDAL)**



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Tuesday 28 September 2010

09:00 – 09:30 Registration of the participants, welcome coffee and networking

09:30 – 09:45 *Opening Keynote Address*
(name to be advised)

09:45 – 11:30 **Panel Session 3 (Part I)**
SECTORIAL OPPORTUNITIES and DEALS

- *Export plus Program and future incentives after 2011*
- *The Changing Banking Scenario - As local Banks get bigger they are increasingly venturing abroad*
- *Healthcare tourism – new projects, reviving existing ones*
- *IT and outsourcing – making the best use of highly skilled human resources*
- *Special Economic Zone's potential*
- *IT, innovation, management of business development and telecommunication – Towards a MENA Regional hub*
- *Industry and Agro-industry*

Chairman
(name to be advised)

Mohamad Choucair,
President,
Chamber of Commerce, Industry and Agriculture,
Beirut & Mount Lebanon

Georges Nasraoui,
President,
Syndicate of Lebanese Agro Food Industries

Tony Georges Salame,
Founder Aishti, Lebanon

Keynote Address

Fadi Aboud,
Minister of Tourism, Lebanon

Othman Aidi,
President,
Arab Union for Hotels and Tourism

A **Senior Representative** from
Investment Development Authority of Lebanon (IDAL)

A **Senior Representative** from **Ministry of Economy,**
Republic of Lebanon

A **speaker** from the **private sector** (proposed sponsor)

11:30 – 12:00 Coffee break and networking

12:00 – 13:30 **Panel Session 3 (Part II)**
REAL ESTATE FOCUS

- *Opportunities in real estate projects, offices complexes, malls, urban development, etc..*
- *Real Estate prices continue to grow at 20% for 7th year – emphasis for new investments needs to focus on the Region.*
- *Real Estate finance and investment*
- *Decentralization of business hubs – Byblos, Tripoli, Zakhī Regions, etc.*
- *Untapped opportunities where future promising businesses and investments lie*

George Nour,
Assistant General Manager for Business Operations & Relations
with Public Authorities, Solidere, Lebanon

A **Speaker** from the **private sector** (proposed sponsor)

A **Speaker** from the **private sector** (proposed sponsor)

13:30 – 14:30 Luncheon and networking

14:30 – 16:00 **Panel Session 4**
INFRASTRUCTURE, PPP, PRIVATIZATIONS and CONCESSIONS

- *Structured and project financing – banking on Lebanon's infrastructure boom*
- *Attracting foreign capital flow through PPP operating projects*
- *Power production / distribution*
- *Filling the Power Gap and role of renewable (wind, etc.)*
- *Investing in quality infrastructure – privatizations and concessions*
- *Opportunities in roads, bridges, tunnel and urban transport*
- *PPP development and legislation*
- *Water management and conservation*
- *Investing in Healthcare – infrastructure and technology*

Chairman
(name to be advised)

Mohammed Qabbani, MP,
Committee of Public Works, Transport, Energy and Water,
Republic of Lebanon

Patrick Eid,
Board Member, Head of Market and Competition Unit,
Lebanon Telecom Authority

Kamal Hayek,
Chairman of the Board and Director General,
Electricite du Liban

Hassan Harajli and Elie Abou Jaoudeh,
Project Managers, UNDP, Republic of Lebanon

Keynote Address

Ghazi El Aridi,
Minister of Public Works and Transport, Republic of Lebanon

Hassan Koraitem ,
Chairman, Port of Beirut, Republic of Lebanon

Kevin Connor,
Coordinating Partner Middle East and North Africa (MENA)
practice, Squire, Sanders & Dempsey

Alexander Böhmer,
Head of Unit, MENA's Private Sector Development Division,
OECD, France

Ziad Hayek,
General Secretary,
Higher Council for Privatization, Republic of Lebanon

A **speaker** from the **private sector** (proposed sponsor)



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16:00 – 16:30 Coffee break and networking

16:30 – 17:00

Panel Session 5

ROLE OF IFIs and MULTILATERALS IN FUNDING INVESTMENTS

- *Multilateral finance institutions and the need for long-term funding*
- *Neighborhood Policy and the financing support from the EU*
- *FEMIP – the facility for Euro-Mediterranean Investment and Partnership*
- *MENA-OECD Investment Programme*
- *Establishment of an open Mediterranean market to boost investment*
- *A view from a rating agency*

Chairman

(name to be advised)

Joyce Liyan,

Policy Officer, Europe's Neighbour and Partner Countries
Department, European Investment Bank, Luxembourg

Jesper Kjær,

General Manager,
IFC Advisory Services for MENA, Egypt

A **speaker** from the **private sector** (proposed sponsor)

Keynote Address

Raya Haffar El Hassan,

Minister of Finance, Republic of Lebanon

Galal El Zorba,

President,
Union of Mediterranean Confederations of Enterprises
(BusinessMed)

Peter Ballinger,

Director, Business Development, Overseas Private Investment
Corporation (OPIC), USA

17:00 – 17:30

Closing Keynote Address

Denis Pietton,

Ambassador of France in Lebanon

17:30

Farewell Cocktail for all delegates, speakers and sponsors and end of the Summit 2010.