

*Under the Patronage of  
H.E. Sheikha Lubna Al Qasimi*

**Meeting of the  
MENA-OECD Enterprise Financing  
Network**

**21-22 March 2007**

**Venue: DIFC Conference Centre**

**United Arab Emirates**

## ***Background***

Governments and private sector from 18 MENA countries together with the Organisation of Economic Co-operation and Development (OECD) have established a Programme to enhance the investment climate in the MENA region. The MENA-OECD Enterprise Financing Network is a private sector initiative of this Programme which aims at improving access to finance for entrepreneurs in the region by establishing networks, in particular of VC/PE firms and business angel networks from the region and OECD countries. It also provides a basis for private sector driven recommendations to MENA governments on how to improve the regulatory climate for entrepreneurs and their financiers in order to support MENA countries' evolution to knowledge-based economies.

## ***Objective***

In association with the Dubai International Financial Centre, this meeting aims to strengthen the Initiative's reach and broaden its basis. A Steering Board for the Network will be constituted and an action plan with a set of first concrete recommendations will be presented.

## ***Participants***

Participants of the meeting will include entrepreneurs, business angels, venture capital and private equity firms, investment promotion agencies, business incubators, banks and financial institutions, foundations and non for profit organisations and representatives from other international initiatives namely science and research networks.

## ***Documentation***

The relevant meeting documents together with a more detailed agenda will be distributed to participants in advance of the meeting and will also be available from the Programme's website:

[www.oecd.org/mena/investment](http://www.oecd.org/mena/investment)

## MEETING ITINERARY

### Chairpersons of the meeting:

**Dr. Rainer Geiger**, Head of the MENA-OECD Investment Programme

**Dr. Nasser Saidi**, Chief Economist, Dubai International Financial Centre

**21 March 2007**

<b>09:00 - 09:15</b>	<b>Inaugural Address</b>
	<ul style="list-style-type: none"> <li>• <b>H.E. Sheikha Lubna Bint Khalid Al Qasimi</b>, Minister of Economy, UAE</li> </ul>
<b>9:15 – 9:45</b>	<b>Introductory Statements : Entrepreneurship and innovation as driving forces for development in the MENA region</b>
	<p><i>The keynote speakers will present on the current landscape for entrepreneurship and innovation in the MENA region and their impact on the economy's growth and employment levels, highlighting the main challenges facing entrepreneurs and the "private equity culture" in the region.</i></p> <ul style="list-style-type: none"> <li>• <b>Dr. Nasser Saidi</b>, Chief Economist, Dubai International Financial Centre</li> <li>• <b>Dr. Rainer Geiger</b>, Head, MENA-OECD Investment Programme</li> </ul>
<b>9:45 - 11:45</b>	<b>Session I: Creating value by commercialising innovation and funding entrepreneurs</b>
	<p><i>The session will shed the light on the various stages required to turn an idea into a viable business. It would discuss the challenges, in terms of the infrastructure for innovation, finance and business climate, facing entrepreneurs in the region today. Country-specific challenges will be addressed.</i></p>
	<p><b>Moderator: Mr. Michel Ogrizek</b>, Former Managing Director and Head of Communications of the World Economic Forum, Former Director of Communications and Marketing UBS, Former Director of Institutional Relations Unilever</p> <ul style="list-style-type: none"> <li>• <b>Dr. Nahed Taher</b>, Founder and CEO, Gulf One Investment Bank, Saudia Arabia</li> <li>• <b>Mr. Rabih Khoury</b>, The Arab Business Angel Network (ABAN), Head of MENA Investments, Dubai International Capital, UAE</li> <li>• <b>Mr. Hijazi Natsheh</b>, President &amp; COO, Greenfield Angels Investors Network (GAIN Middle East), Gulf Region</li> <li>• <b>Ms. Bouthayna Iraqui Houssaini</b>, President, Association des Femmes Chefs d'Entreprises du Maroc (AFEM), CASA Pioneers ( Women Business Incubator), Morocco</li> </ul>

	<ul style="list-style-type: none"> <li>• <b>Mr. Laith Kassis</b>, General Manager, The Palestine Information &amp; Communications Technology Incubator (PICTI), Palestine</li> <li>• <b>Mr. Mansour Al-Khuzam</b>, Founder &amp; Board Member, Gulf Venture Capital Association (GVCA), Saudi Arabia</li> <li>• <b>Dr. Samir Hamrouni</b>, Director of Research and Development, Arab Science and Technology Foundation (ASTF), Sharjah, UAE</li> <li>• <b>Mr. Farhan F. Kalaldehy</b>, Programme Director, Arab Science and Technology Foundation (ASTF), Sharjah, UAE</li> </ul> <p><i>Open discussion</i></p>
<b>11:45 – 12:15</b>	<b>Coffee/Networking break</b>
<b>12:15 – 13:30</b>	<b>Session II: Forms and Structures of Entrepreneurial Ventures: Lessons from Experience</b>
	<i>The session aims at sharing good practices from other emerging markets where effective use of private equity for entrepreneurship has been made. Participants will have the opportunity to debate on whether and how these lessons can be transplanted to the MENA region.</i>
	<p><b>Moderator: Mr. Rami Bazzi</b>, Principal - Fund Management, Injazat Capital Limited</p> <ul style="list-style-type: none"> <li>• <b>Mr. Francis Skrobiszewski</b> Senior Executive Advisor, Monolith Capital Management LLC / <b>Ms. Ewa Sadowska-Cieslak</b>, Adviser to the President of the National Bank of Poland</li> <li>• <b>Mr. Madhu Koneru</b>, Executive Director, TRIMEX Group, UAE</li> </ul> <p><i>Open discussion</i></p>
<b>13:30 – 14:30</b>	<b>Lunch</b>
<b>14:30– 16:30</b>	<b>Session III: The Matchmaking Process: Linking innovative entrepreneurs with ‘smart’ capital</b>
	<i>This session will concentrate on the key determinants of a successful matchmaking process, identifying obstacles and developing recommendations. Participants will explore funding channels such as direct investments, restructuring, packaging and placement of opportunities. (Boutique investment banks, consulting firms and regional and international development organizations).</i>
	<p><b>Moderator: Dr. Rainer Geiger</b>, Head, MENA-OECD Investment Programme</p> <ul style="list-style-type: none"> <li>• <b>Mr. Khaled Sifri</b>, Partner, Rasmala Investments, UAE</li> <li>• <b>Mr. Amjad Ahmad</b>, Director of Private Equity, NBK Capital, UAE</li> <li>• <b>Mr. Husam Hourani</b>, Partner, Banking &amp; Finance, Al Tamimi and Company, UAE</li> </ul>

	<ul style="list-style-type: none"> <li>• <b>Mr. Faisal bin Juma Belhoul</b>, Founder &amp; Managing Partner, Isthmar Capital and Board Member of the Young Arab Leaders (YAL) and Board Member of the Young Entrepreneurs Organisation (YEO), UAE</li> <li>• <b>Mr. Peter Jungen</b>, Founder &amp; Former President of the European Business Angels Network (EBAN), Founder &amp; Director of the Business Angels Network in Germany (BAND), President of the European Enterprise Institute, Germany</li> <li>• <b>Dr. Rashad Othman</b>, Chairman, New Vision for Corporate Renewal and Turnaround Management, and Chairman, Jordan Climate Change Company, Jordan</li> <li>• <b>Dr. Paris Kokorotsikos</b>, Chairman &amp; CEO, EuroConsultants, Greece</li> <li>• <b>Mr. Charles Kovacs</b>, Vice-Chairman, Committee on Non-Member Economies, Business and Industry Advisory Committee to the OECD</li> <li>• <b>Dr. Hashim Sulaiman Hussein</b>, Director, United Nations Industrial Development Organization (UNIDO), Investment &amp; Technology Promotion Office (ITPO), Bahrain</li> <li>• <b>Mr. Raman Jaggi</b>, Business Counselor, Bahrain Development Bank, Bahrain</li> <li>• <b>Ms. Huda Janahi</b>, Founder and CEO, Global Cargo &amp; Traveller's Services, Bahrain</li> <li>• <b>Mr. Mohammed Saleh Shaban</b>, Serial Entrepreneur, Bahrain Technologam / Gulf Strategic Partners / Shaban Building Materials, Bahrain</li> </ul> <p><i>Open discussion</i></p>
<b>16:30- 16:50</b>	<b>Coffee/Networking break</b>
<b>16:50-17:50</b>	<b>Session IV: The Action Plan for the Network</b>
	<i>This session will be dedicated to the formulation of the Action Plan for the Network, including future meetings, country-specific activities and necessary analytical work.</i>
	<i>Open Discussion</i>
<b>17:50 – 18:15</b>	<b>Concluding Remarks</b>
<b>19:00 - 19:45</b>	<b>Cocktail Reception</b>
<b>19:45</b>	<b>Gala Dinner</b>

#### 22 March 2007

<b>10:30 – 11:30</b>	<b>Press conference</b>
<b>11:30 - 12:30</b>	<b>Informal organisational meeting of potential members of the EFN Steering Board</b>
	<i>This session will be dedicated to establishing a Steering Board for the Network and agreeing on a set of concrete projects to follow.</i>

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