



15th FEMIP Conference

Innovation, entrepreneurship and jobs: **Financing pioneering investments in the Mediterranean region**

Monday, 26 October 2015

European Investment Bank

West Building Entrance - 100 Boulevard Konrad Adenauer, L-2950 Luxembourg

Moderated by: Stefan Wagstyl, Chief Germany Correspondent, Financial Times

09:00 09:30 Registration and welcome coffee

09:30 09:45 Opening session

- **Román Escolano**, Vice President, European Investment Bank
- **Nicolas Schmit**, Minister of Labour, Employment and the Social and Solidarity Economy, Luxembourg
- **Fathallah Sijilmassi**, Secretary General, Union for the Mediterranean

09:45 11:00 Panel I – Lending tools for the private sector

Financing throughout the business life cycle. *This panel addresses the role of direct and intermediated lending products, including loans and guarantees, as well as associated technical advice currently available to support innovation in the region. Key themes will include not only access to finance but also access to markets and trade, using a value-chain approach to ensure that innovation penetrates throughout business sectors.*

Panellists:

- **Khater Abi Habib**, Chairman and General Manager, Kafalat S.A.L., Lebanon
- **Mohamed Habib Ben Saad**, Chief Executive Officer, Banque de Tunisie, and President of the Tunisian Banks Association, Tunisia
- **Adel Danish**, Chairman and Chief Executive Officer, Smart Villages Company, Egypt
- **Enrique Isidro**, Executive Vice President, Europac, Morocco
- **Heinz Olbers**, Director Neighbouring Countries Department, European Investment Bank

11:00 11:30 Coffee break



11:30 12:45 Panel II – Venture capital and private equity

Growth capital for innovative businesses. This panel looks at the range of equity products provided in the region and seeks to analyse key successes in this sector as well as identify needed improvements, with insights provided from all levels of the ecosystem. In combination with Panel 1, this panel will help to identify gaps for future development, to be discussed in the afternoon panels.

Panellists:

- **Hatim Ben Ahmed**, Founding Partner, Mediterrània Capital Partners, Morocco
- **Lina El Zein**, Director, MENA Private Equity Association, UAE
- **Jesper Persson**, Head of Unit, Equity Operations, European Investment Bank
- **Hagop Taminian**, Senior Investment Principal, Badia Impact Fund, Jordan
- **Yousef Wadi**, Co-Founder and Chief Technology Officer, ArabiaWeather, Jordan

12:45 14:15 Lunch break

14:15 15:30 Panel III – Pioneering instruments

Stimulating investment in new market segments. The third panel is an occasion to consider some of the newer instruments and operations being developed in the region with a view to extending finance to a broader range of clients. These could include projects supporting seed-accelerators, promoting knowledge transfer, among others.

Speakers:

- **Abdul Malek Al Jaber**, Founder and Chairman Arabreneur & MENA Apps, Palestine and Jordan
- **Ahmed El Alfi**, Chairman, Sawari Ventures, Egypt
- **Dan Isaac**, Senior Manager Product and Services Development, SES TechCom Services, Luxembourg
- **Rasha Manna**, Managing Director, Endeavor, Jordan
- **Paola Ravacchioli**, Investment Officer, European Investment Bank

15:30 16:00 Coffee break

16:00 17:15 High Level Roundtable – Scalability and replicability

Seeking solutions and lessons to learn. In this high-level session, panellists will look to the future, to identify ways in which successful projects and mechanisms, including those from other regions, could be replicated and scaled in the Mediterranean. The panellists will seek to identify areas which could create maximum investment opportunities in the short and medium term.

Panellists:

- **Mustapha Bakkoury**, President of the Region of Casablanca, and President of Masen (Agency for solar energy), Morocco
- **Alaya Bettaieb**, Former Vice Minister for Investment and International Cooperation, & Founder, Clean Tech Fund, Tunisia
- **Sahar El Sallab**, Former Deputy Minister for Trade and Industry, & Chairman, HitekNOFAL, Egypt
- **Michael Köhler**, Director Neighbourhood, Directorate-General for Neighbourhood and Enlargement Negotiations, European Commission
- **Luca Lazzaroli**, Director General, Deputy Head of Operations Directorate, European Investment Bank



17:15 17:30 Closing remarks

- **Jean Asselborn**, Minister of Foreign and European Affairs, Luxembourg
- **Werner Hoyer**, President, European Investment Bank

17:30 18:30 *Cocktail reception*