



Union for the Mediterranean
Union pour la Méditerranée



15th FEMIP Conference

Innovation, Entrepreneurship and Jobs:
Financing pioneering investments in the
Mediterranean Region

Draft Programme

Monday, 26 October 2015 – European Investment Bank

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



Union for the Mediterranean
Union pour la Méditerranée



9:00-9:30

Registration and welcome coffee

9:30-9:45

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

9:45-11:00

Panel 1 – Lending tools for the private sector: financing throughout the business life cycle

Panellists:

- **Khater Abi Habib**, President, Kafalat S.A., Lebanon
- **Habib Ben Saad**, Chief Executive Officer, Banque de Tunisie, and President of the Tunisian Banks Association, Tunisia
- **Adel Danish**, Chief Executive Officer, Smart Village Egypt, Egypt
- * **Khalil Geagea**, Group Head of Financial Institutions, Audi Bank, Lebanon
- **Enrique Isidro**, Executive Vice-President, Europac, Morocco
- **Heinz Olbers**, Director Neighbouring Countries Department, European Investment Bank

11:00-11:30

Coffee break



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.

11:30-12:45 **Panel II – Venture capital and private equity: growth capital for innovative businesses**

- Panellists:
- **Mohammed Al-Shaker**, Founder and Chief Executive Officer, ArabiaWeather, Jordan
 - **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



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.

12:45-14:15 **Lunch break**

14:15-15:30 **Panel III – Pioneering instruments: stimulating investment in new market segments**

- Panellists:
- **Emile Cubeisy**, Managing Director, Badia Impact Fund, Jordan
 - **Ahmed El Alfi**, Chairman, Sawari Ventures, Egypt
 - **Dan Isaac**, Senior Manager, SES TechCom, Luxembourg
 - **Rasha Manna**, Managing Director, Endeavor, Jordan
 - **Paola Ravacchioli**, Investment Officer, European Investment Bank



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.

15:30-16:00 **Coffee break**

16:00-17:15 **High Level Roundtable – Scalability and replicability: seeking solutions and lessons to learn**

- Panellists:
- **Sahar Al Sallab**, Former Deputy Minister for Trade, Egypt, and Chairperson, HitekNOFAL, Egypt
 - **Alaya Bettaieb**, Former Vice Minister for Investment and International Cooperation, Tunisia, and Founder, Clean Tech Fund, Tunisia
 - **Michael Köhler**, Director, DG Near, European Commission
 - **Jean-Christophe Laloux**, Director General, Operations Directorate, European Investment Bank



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.

17:15-17:30 **Closing remarks**

- **Jean Asselborn**, Minister of Foreign and European Affairs, Luxembourg
- ***Moulay Hafid Elalamy**, Minister of Industry, Trade Investment and Digital Economy, Morocco
- **Werner Hoyer**, President, European Investment Bank

17:30-18:30 **Cocktail reception**

** Panellist to be confirmed*