

MENA Infrastructure Finance Forum

24th - 25th November 2008, Dubai

ADVISORY PANEL

Imad Ghandour, Gulf Capital
Executive Director – Private Equity

Rauf Diwan, Emerging Markets Partnerhip
Chairman & CEO

Dr. Sherif Oteifa, Ministry of Investment, Egypt
Advisor to the Minister, PPP

Muneer Ferozie, International Finance Corporation
Senior Team Leader, Infrastructure Advisory Services

Zahoor Khan, Gulf Investment Corporation
Senior Manager, Project Finance

Hervé de Villechabrolle, BNP Paribas
Vice President- Corporate Finance

Nicholas Grambas, ADCB Macquarie
Executive Director, Head of Macquarie Capital Funds

Simon Monk, Instrata Capital
Head of Infrastructure Investment

Hafeez Ahmed, ABN Amro Infrastructure Capital Management Ltd.
CFO & Executive Director

FIND YOUR REASONS TO ATTEND

- ▶ **Insight** on Infrastructure Finance across the MENA region in wake of subprime crisis : Trends & Perspectives
- ▶ **Explore** the wave of financing opportunities and sources of finance for large scale key infrastructure projects
- ▶ **Analyse** the impact of soaring capital costs on infrastructure finance
- ▶ **Assess** the innovations and growing role of Islamic finance in infrastructure projects
- ▶ **Outlook** for PPP in Middle East : Defining the way forward

and much more...

WHO WILL ATTEND?

- Project sponsors and developers
- Ministries & Regulatory Bodies
- International and local financiers
- Commercial & Investment Banks
- Islamic Banks
- Lawyers & Consultants
- Infrastructure Investors and equity stakeholders
- Asset & Fund Management Companies
- Insurance Companies
- Contractors & Project Management Company
- Ministries & Regulatory Bodies
- Executives from Power generation & transmission, Transport, Desalination, Water supply and waste water management and Real Estate Sectors
- Rating Agencies

Day 1, 24th November 2008

8:30 Registration and Coffee

9:00 Opening remarks from the Chairman

9:10 Market Assessment : Shifting trends in investing & financing of infrastructure projects in MENA region

- Outlook on global drive in infrastructure finance & investment
- Funding challenges in the current economic and investment landscape
- Overview on structure of infrastructure projects across MENA & assessing the financing potential
- Identifying the hot spots and sectors for investing
- Is long term local currency debt becoming more easily available?
- Regulatory issues

9:50 Turning point of the economic cycle? - Impact of sub-prime crisis on financing & investing in regional infrastructure projects

- Outlook on crisis structure and has it affected the MENA market?
- Challenges and opportunities for Sponsors and Lenders
- Pricing in Infrastructure finance
- Is this the right time to invest in Infrastructure projects?

10:30 Morning Coffee Break & Networking

11:00 Assessing alternatives: Leveraging on diversified investment vehicles to enhance performance

- Among the various capital raising options for infrastructure development, which is preferred and why?
- Weighing the financing options : how to get the best mix?
- Making the most of liquidity: Choosing between local vs foreign financing, debt vs equity financing
- Best practices and innovative tools

11:40 Private equity as source of Infrastructure investment : A viable compliment to traditional project finance?

- PE opportunities in infrastructure across MENA : examining the appetite
- Economic cities and mega-projects - where can private equity add value
- Private Equity vs infrastructure funds –analysing the dynamism
- Analysing the risks posed by investing through private equities and understanding strategies to mitigate them

12:20 Interactive Panel Discussion

13:00 Prayer Break & Luncheon

14:00 Islamic Finance and Investment in Infrastructure Development: Exploring new frontiers, parameters & innovations

- Shari'ah compliance & the impact on infrastructure finance structures
- How will the role of Islamic finance evolve in order to meet market demands?
- Partnering with conventional financial institutions to mobilise infrastructure finance : overcoming hurdles for successful collaboration
- Examining the role of infrastructure funds & their appetite for Islamic Finance
- What are the challenges structuring a PPP deal in the GCC and what are the shari'ah implications?

14:40 Funding infrastructure development through sukuk – An emerging trend

- Capitalising on the role of sukuk in financing large scale infrastructure projects
- Review of infrastructure projects financed through Sukuk : new case study insights
- Assessing future potential for Sukuk : will Sukuk be the main driver?

15:20 Afternoon Coffee Break & Networking

15:50 Inflated capital expenditure & their impact on financing infrastructure projects

- Overview on cost escalation & highlighting the reasons
- Assessing and Managing Project Risks
- Consequences of soaring costs – project delays & financing challenges
- Finance structures put in place to face such challenges

16:30 Enhanced risk management strategies for maximum profitability : Reducing investment risk by defining exit points

- Understanding the various exit options possible: BOT, BOO, Design-Build-Operate Finance, Rehabilitate-Operate-Transfer, Maintain and Operate
- What are the bottlenecks currently experienced in these various options?
- Matching situations and circumstances of a project with the most ideal exit option: which exit option is ideal for a certain type of project and its circumstance?

17:00 Interactive Panel Discussion

17:30 Closing Remarks from the chairman

17:40 Networking Cocktail Reception



Day 2, 25th November 2008

8:30 Registration and Coffee

9:00 Opening remarks from the Chairman

9:10 Establishing efficient infrastructure investment structures & partnerships: PPP as promising business model for future

- Assessing PPP's and their future in the Middle East : defining the way forward
- What is the experience with PPP's till date
- Can PPPs be a response to bridge the gap?
- Threshing out legal and contractual issues in PPPs
- Opportunities & limitations

9:50 Greece : Learning from international experiences of PPP for the MENA region

- Developing pragmatic approach for PPP models : Government's perspective
- Alternative ways to finance infrastructure: Are PPP's the best option?
- Lessons & Analogies learnt: How to harness international experience effectively

10:30 Morning Coffee Break & Networking

11:00 Insights on massive financing requirements of the booming power & water sector

- Assessing future needs of power & water across the region
- Financing options available for projects
- Developing new approaches to funding power & water projects
- Explore the key growth drivers, opportunities & challenges

Case Study : \$5.5 billion Ras al-Zour IWPP &/ or Salalah IWPP

&/ or \$3.9 billion Ras Laffan C IWPP

11:40 Making PPP work in the water industry

- The privatisation trend across the region
- Waste water treatment & re-use – wealth of financing opportunity
- Developing effective mechanism to support private sector involvement in infrastructure development

OR

New opportunities in alternative energy & cleantech: wind farms, solar energy, bio-fuels - Alternative energy investing – the next big thing

- Opportunities in developing in the green technology sector
- Financial and environmental benefits of investing in a cleaner future for the Middle East.
- Reviewing the initiatives of the Gulf states to develop environmentally sustainable cities, industries and technologies

- Exploring green initiatives in an investment context - Viewing alternative technologies as alternative investments

12:20 Interactive Panel Discussion

13:00 Prayer Break & Luncheon

14:00 Investment opportunities & development within Saudi Economic Cities

- Experimental plans both regionally and internationally
- How economic city developments help to muster foreign & domestic investment
- Providing advanced infrastructure facilities to develop competitive industry

14:30 Case Study on the GCC Railway: laying tracks for an integrated future of Middle East transportation networks

- Project Overview
- Exploring the fascinating financing options
- Deal organisation and financing strategies

15:00 Tehran Metro Project: Uncover the financing potential

- An overview of past, present and future projects
- Funding solutions for planned extensions
- Finance structure & strategy
- Hurdles to overcome and way forward

15:30 Afternoon Coffee Break & Networking

16:00 Examining \$613m finance loan to fund development of two airports in Tunisia

- Project Overview
- Developing and building a financing structure
- Feasibility assessment
- Key issues and challenges
- Strategic lessons learnt

16:40 Unleash the investment & financing opportunities in the region's growing Real Estate sector

- Examining recent key trends and developments in the real estate sector
- Improvements in financing mechanisms
- Understanding investor's appetite and behaviour
- Risks and opportunities of real estate investment strategies

OR

Emerging Financing opportunity in region's Healthcare Development

17:10 Interactive Panel Discussion

17:30 Closing Remarks from the Chairman

17:35 Farewell Coffee & Networking