



Union for the Mediterranean
Union pour la Méditerranée



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

 #femip15

Moderated by: **Stefan Wagstyl**, Financial Times

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 I – Lending tools for the private sector**

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, Spain
- **Heinz Olbers**, Director, Neighbouring Countries Department, European Investment Bank



Financing throughout the business life cycle.

This panel will address 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.

11:00-11:30 **Coffee break**

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

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



Growth capital for innovative businesses.

This panel will look at the range of equity products provided in the region and seek to analyse key successes in this sector as well as identify necessary 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**

- Panellists:
- **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
 - **Paola Ravacchioli**, Investment Officer, European Investment Bank

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

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

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



Stimulating investment in new market segments.

The third panel will provide an opportunity 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 or promoting knowledge transfer, among others.



Seeking solutions and lessons to learn.

In this session, the 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 terms.



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Welcome!

Innovation: applying better solutions to meet new or existing needs. We often think of innovation as high-tech, like space-based applications or biotechnology, but it doesn't have to be: extending agribusiness value chains, for example by investing in local packaging processes, is innovation, too. Innovation can be small, like a start-up seeking an equity investment, but it also includes large-scale programmes to build science parks, providing the environment in which ideas can grow. Ultimately, finding innovative solutions is all about driving a productive economy and creating employment, a core priority for the Mediterranean region today.

Our 15th FEMIP Conference is designed to allow us all to delve deeper into these topics. During a series of discussions, our esteemed panellists – experts, primarily from the private sector and from both sides of the Mediterranean – will share their experiences and views on the needs and the potential for entrepreneurs to drive growth in the region. I encourage you also to take an active part in the debate during the question and answer sessions!

The day is organised in two parts: in the morning, we will review the status quo, analysing the latest developments and identifying best practices, first in terms of lending and second in risk capital. The EIB has extensive experience in financing micro, small and medium enterprises, with EUR 1 billion in credit lines and risk capital operations alone since 2011. We will hear from some of the beneficiaries of these operations, as well as from some of the key figures shaping investments in this region.

In the afternoon, we will turn our attention to perspectives for the future. There are some great innovations – not just in terms of investments but also in instruments – already taking root. We will look at some of these in more detail, before concluding with a high-level roundtable, where senior policy makers and business people will come together to take stock of the opportunities for finance to respond to the needs of the Mediterranean going forward.

The Mediterranean partner countries have seen major political developments over the last years, which have profoundly transformed the region. In such a challenging time, the subjects of this conference are vital. To support private enterprise – whether high-tech or low, small or large – is to support directly the people of the Mediterranean partner countries. The cycle is clear: innovation; entrepreneurship; jobs.

On behalf of the European Investment Bank, and our partners, the Luxembourgish Presidency of the Council of the European Union and the Secretariat of the Union for the Mediterranean, it gives me great pleasure to welcome you here today. I thank you in advance for your participation and look forward to collaborating with you to drive further development in the Mediterranean region.

Román Escolano, Vice-President, EIB