Event highlights:

- Overview of recent deals and the role of PPPs in the transportation, education, healthcare, environment, housing and urban development sectors
- Understanding the regulatory environment and the legal framework for PPPs in Egypt
- Clarifying the procurement process for PPPs and gaining clarity and a deeper understanding on the bidding process
- Benchmarking against the UK PPP model and international experiences
- Identifying successful strategies and models for structuring and financing PPPs
- Addressing the financial risks associated with newly issued PPPs
- Attracting and working with foreign capital – what do foreign investors require?
- Making it work in practice: A step-by-step guide for successful partnerships

Key ministers represented:

- **Rania G. Zayed**, Senior Advisor to the Minister & Director, PPP Central Unit, **Ministry of Finance**, Arab Republic of Egypt
- **Wael Farouk**, Ministry of Investment & Finance Advisory, **Ministry of Transport**, Arab Republic of Egypt
- **Mohamed El Alfy**, Assistant Minister, **Ministry of Housing, Utilities & Urban Development**, Arab Republic of Egypt
- **Ashraf Ibrahim Shoukri**, Legal Advisor to the Minister, **Ministry of Finance**, Arab Republic of Egypt
- **Dr. Sherif Oteifa**, Senior Advisor to the Minister, **Ministry of Investment**, Arab Republic of Egypt

Key investors and financiers:

- **Yasser El Mallawany**, CEO, **EFG Hermes**, Arab Republic of Egypt
- **Moazzem Mekan**, Regional Director, **International Finance Corporation (IFC)**, United Arab Emirates
- **Kieran Zubrinich**, Managing Director, **Macquarie**
- **Karim Helal**, Group CEO, **Ci Capital Holding**, Arab Republic of Egypt
- **Mark Lemmon**, Chief Executive Officer, **MENA Infrastructure Fund**, United Arab Emirates
- **Dr. Edward Cichon**, Chief Operating Officer, **Kharafi National**, Kuwait
- **Imad Ghandour**, Executive Director, **Gulf Capital**, United Arab Emirates
- **Paul Noumba Um**, Lead Economist, Sustainable Development Department-**MENA Region**, **The World Bank Group**
- **Bahaa El Shafie**, Head of Structured Finance, **NSGB**, Arab Republic of Egypt
- **John Mantzavinatos**, Director, **Instrata Capital**, Bahrain

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IQPC’s workshops are unique opportunities to spend valuable time with industry experts. These interactive sessions are extended to ensure that you will get to the heart of the conference’s most critical issues and uncover practical solutions you can apply in your own company.

Welcome letter from the Minister of Finance

Dear colleagues,

In line with the Government’s strategy to promote and increase the private sector involvement in the country’s economic and social development plan, I am delighted to announce the PPP Investment Summit Egypt, where senior officials, funders and other key stakeholders will gather to discuss the vast opportunities and address challenges for finance and investment in these tough economic times.

Affirming the government’s seriousness to active PPP initiatives, the PPP Central Unit has been instrumental in forming the bases for improving the quality of services provided to the citizens. This unit aims to alleviate the burden on the state budget without affecting the state’s ability in providing services at fair social prices, creating job opportunities, stimulating investment and consumption thus boosting growth and attracting FDI.

Egypt’s commitment to the PPP initiative gives rise to the many opportunities for investors, lenders, private and public stakeholders and I am delighted that IQPC has put together this event which will provide attendees with examples of the latest strategic steps being taken by the Ministry and the willingness to accelerate service delivery in Egypt.

This commitment makes the PPP Investment Summit Egypt perfectly tied to discuss the issues and opportunities that lie ahead for PPPs. The summit promises to showcase some of the latest trends, strategies and foresights in PPP developments, including various investment opportunities in Egypt.

I look forward to seeing you at the PPP Investment Summit Egypt.

Yours truly,

Dr. Youssef B. Ghali
Minister of Finance
Arab Republic of Egypt

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Pre-summit workshop

Sunday, 12 December 2010

Registration: 08:30 – 09:00

Workshop A: 09:00 – 16:30

Assessing funding options for PPPs:
The ministries have committed themselves to improving infrastructure through PPP projects; however, as with any type of investment, funding is always a challenge for the private sector.

10:00 - 10:45
The role of PPPCU in financial and funding issues
Rania G. Zayed, Senior Advisor to the Minister & Director, PPP Central Unit, Ministry of Finance, Arab Republic of Egypt

10:45 - 11:00
Coffee break

11:00 - 11:30
Lenders perspective on PPP funding issues and the banks role
Heba Abdel Latif, Head of Structured Finance, CIB, Arab Republic of Egypt

11:30 - 12:15
GOE legislative support to funding
Ahshraf Ibrahim Shoukri, Legal Advisor to the Minister, Ministry of Finance, Arab Republic of Egypt

12:15 - 13:00
A sponsors perspective on PPP funding issues
Dalia Khorshid, Corporate Group Treasurer, Orascom Construction Industries, Arab Republic of Egypt

13:00 - 14:30
Networking lunch for delegates and speakers

14:30 - 15:30
Questions and Answers

Post-summit workshop

Wednesday, 15 December 2010

Registration: 08:30 – 09:00

Workshop B: 09:00 – 16:30

A-Z guidelines on successful PPPs:
Concepts, procurement and bidding process and operational aspects of Public-Private Partnerships can present a number of advantages, but are also complex to design, implement and manage. They are assessed upon the additional value they can bring compared with other approaches. There needs to be an effective implementation structure and all the objectives of all parties must be met within the partnership. This session will address all you need to know about PPPs and will highlight some key case examples.

This workshop will address:
- The benefits of PPPs: legal, financial and technical aspects
- Development of the Outline Business Case (OBC) models and standardised documentation
- Evaluating and assessing bids
- Contract duration, pricing and payment mechanisms

How you will benefit:
- Project stakeholders will learn opportunities for different contracts and regulatory structures so they can mitigate their risks and stay informed
- Case examples on the procurement process using different approaches and documentation
- You will learn the different solutions for financing, procuring and all operational aspects of the bidding process
- Stakeholders will learn performance benchmarking, market testing and price adjustment strategies

Your workshop leader:
Jeff Wuorinen, Regional Representative, Institute for Public Partnerships, Inc. IP3 MENA

IQPC provides business executives around the world with tailored practical conferences, large scale events, topical seminars and in-house training programmes, keeping them up-to-date with industry trends, technological developments and the regulatory landscape. IQPC’s large scale conferences are market leading “must attend” events for their respective industries.

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For more information or to register tel: +971 4 364 2975
Summit day one: Monday, 13 December 2010

08:00 Registration and early morning coffee

08:50 Chairman’s welcome

09:00 Inaugural and keynote opening speech: Egypt’s PPP vision and growth of FDI
Dr. Youssef B. Ghali, Minister of Finance, Arab Republic of Egypt

The growth of PPPs in Egypt

09:30 PPP Central Unit: Leveraging on opportunities for Public Private Partnerships in Egypt:
Driving development in Egypt
• Evaluating the components that make up a successful public regulatory authority
• Discussing the legal framework and development perspectives of PPP
• Identifying critical factors and strategies to manage all parties involved in the PPP process
• Examining updates on recent regulatory amendments and guidelines
Rania G. Zayed, Senior Advisor to the Minister & Director, PPP Central Unit, Ministry of Finance, Arab Republic of Egypt

10:00 Keynote presentation: Financing infrastructure projects in Egypt: Discussing the challenges and tools
• Evaluating Egypt’s demand for public and private infrastructure investments
• Addressing regulatory and financing environment hurdles
• Examining current debt and equity funding options
• Developing new investment vehicles tailored for infrastructure
Yasser El Mallawany, CEO, EFG Hermes, Arab Republic of Egypt

10:30 Key contribution: Addressing implications of the regulatory landscape: Critical factors for PPPs to become a significant instrument for infrastructure development
• Satisfying government agendas as well as meeting the objectives of private companies’ strategies through PPPs
• Outlining the steps regulatory authorities have taken and identifying what should be expected in terms of output in the coming year
• Examining the critical factors for PPPs to become a significant instrument in growing strategic infrastructure
• Deciding if necessary projects can be completed without foreign private capital
Moazzem Mekan, Regional Director, International Finance Corporation (IFC), United Arab Emirates

11:00 Mid-morning refreshments sponsored by

The growth of PPPs in Egypt

11:30 Keynote presentation: Discussing PPPs as a tool to develop the infrastructure programme within the local market?
• Discussing FDI in infrastructures
• Evaluating resources and capabilities in the local market
• Addressing the financial capabilities in the local market
• Pinpointing the challenges of the PPP programme
Osama Bishai, Managing Director, Orascom Construction Industries, Arab Republic of Egypt

12:15 Understanding investor attitudes toward PPPs
• A global view of the key financial challenges that face infrastructure development in the MENA Region
• Establishing the key project risks at an early stage to estimate the best financing alternative
• Evaluating current established partnerships and exploring opportunities for infrastructure investors
• Discussing criteria and risk allocation for long-term investments
Moderator: Karim Helal, Group CEO, CI Capital Holding, Arab Republic of Egypt
Bakr Abdel-Wahab, Senior Vice President, EFG Hermes, Arab Republic of Egypt
Mark Lemmon, Chief Executive Officer, MENA Infrastructure, United Arab Emirates
Moazzem Mekan, Regional Director, International Finance Corporation (IFC), United Arab Emirates

13:15 Networking lunch for speakers and delegates sponsored by

14:30 Discussing opportunities for private capital – what do investors require?
• Securing long term financiers in the region for sustainability of projects in Egypt
• Discussing the possibilities and pitfalls with equity investors, debt financiers, project sponsors and government regulators
• Determining the key investing challenges and options in PPPs for investors
Mark Lemmon, Chief Executive Officer, MENA Infrastructure Fund, United Arab Emirates

15:00 Investing through Equity: Successful strategies and financing options
• Determining the key financial challenges and options in PPPs for the public and private sector
• Preparing the deal: Determining the importance of due diligence from a financial, technical and legal standpoint
• Identifying the new competitive players in the private sector
Moderator: Kieran Zubrinich, Managing Director, Macquarie, United Arab Emirates
Dr. Sherif Oteifa, Senior Advisor, Ministry of Investment, Arab Republic of Egypt
Senior Representative, Orascom Construction Industries, Arab Republic of Egypt
John Mantzavinos, Director, Instrata Capital, Bahrain

15:45 Addressing the operational investor’s perspective for PPP projects
• Discussing the tendering and selection process
• Considering the tariff structure and highlighting key differences
• Comparing the equity and debt financing approach
Dr. Edward Cichon, Chief Operating Officer, Kharafi National, Kuwait

16:15 Mid-afternoon refreshments sponsored by

16:45 Funding the new wave of infrastructure in the Middle East - How to get value from the private sector
• Choosing the right projects
• Developing a programme and deciding which risks to transfer
• Understanding what banks can and can’t do
• Finding the right model for the economic circumstances
Clement Walsh, Director: Head of Infrastructure and PPP, Middle East, PricewaterhouseCoopers, United Arab Emirates

17:15 A case study of the Riyadh management performance contact
• Discussing the performance management contract
• Comparing the equity and debt financing approach
• Detailing the achievements of the full water service contact after two years
Frederic Fleury, Commercial Director - Middle East, Azaliya, United Arab Emirates

17:45 Chairman’s closing remarks

17:55 End of summit day one

18:00 Reception for delegates, speakers and sponsors

19:00 Gala Dinner sponsored by

*Invitation only
Summit day two: Tuesday, 14 December 2010

08:00 Early morning coffee

08:45 Chairman’s welcome and opening

09:00 How the group identifies opportunities and what are the processes for providing debt financing
Paul Noumba Um, Lead Economist, Sustainable Development Department - MENA Region, The World Bank Group

09:40 PPPs in the healthcare sector: Discussing the extent to which PPPs will enhance operational outcomes
• Managing stakeholder expectations and balancing stakeholder needs
• Why risk is best managed in a collaborative partnership
• Examining the current and future appetite for debt in the healthcare sector
Professor Mohamoud El Kishen, Professor of Surgery & Vice Dean, Alexandria University, Arab Republic of Egypt

10:20 Session reserved: Mahmoud Sami Abdelkawi
Co-Founder, Engineering Consultants Group S.A, Arab Republic of Egypt

10:50 Mid-morning refreshments

11:30 Ministry of Housing, Utilities & Urban Development: PPPs in the housing and urban development sector
• Highlighting the latest progress of PPP projects in the urban development sector
• Facilitating success through restructuring and creating paths for the housing and urban development sector
• Standardising and reducing PPP costs and timescales
• Discussing the impact and importance of contract management
Moderator: Imad Ghandour, Executive Director, Gulf Capital, United Arab Emirates

12:00 PPPs in the wastewater and treatment sector
• Trends and developments in the leading PPP wastewater, desalination and irrigation projects
• Identifying and providing attractive financing conditions for investing in wastewater
• Streamlining relations between financiers and Egyptian partners
Moderator: Dr. Ibrahim Alghusain, Director Projects Development, Kharafi National, Kuwait

12:40 PPPs in the wastewater and treatment sector
• Examining the steps for ensuring that you are prepared with a solid business case development strategy
• Facilitating penalties, termination and approaches to dispute resolution
• Ensuring that contracts are standardised to meet current needs of the PPP environments
Moderator: Dr. Hani Sarie-Eldin, Managing Partner, Sarie-Eldin & Partners, Arab Republic of Egypt

13:00 PPPs in the wastewater and treatment sector
• Overcoming and addressing legal and contractual challenges in PPPs
• Discussing shareholder agreements, operation and maintenance agreements involved in PPPs
• Learning clear concise preparation methods for a highly structured tender process for PPP partner selection
• Examining tax considerations
• Ensuring that contracts are standardised to meet current needs of the PPP environments
• Facilitating penalties, termination and approaches to dispute resolution
• Examining the steps for ensuring that you are prepared with a solid business case development strategy
Moderator: Dr. Hani Sarie-Eldin, Managing Partner, Sarie-Eldin & Partners, Arab Republic of Egypt

13:40 PPPs in the wastewater and treatment sector
• How the group identifies opportunities and what are the processes for providing debt financing
Paul Noumba Um, Lead Economist, Sustainable Development Department - MENA Region, The World Bank Group

14:00 Ministry Of Transport: PPPs in the transportation and infrastructure sector
• Presenting an overview of current projects
• Identifying key opportunities in road and railway projects
• Looking ahead for future projects in the pipeline
Wael Farouk, Ministry of Investment & Finance Advisory, Ministry of Transport, Arab Republic of Egypt

14:40 Entering into a PPP contract with international parties: What are the key issues to consider?
• Discussing the tendering process
• Ensuring construction innovation
• Addressing the key operational risks
• Evaluating the funding requirements and step-in
Moderator: Dr. Clare McConnell, Partner, Head of Projects and Infrastructure, Stephenson Harwood, United Kingdom

15:00 Overcoming and addressing legal and contractual challenges in PPPs
• Examining the key issues that will determine the relative success of a PPP project
• Identifying the key issues in tendering, the legal, and tendering processes and how the group identifies opportunities and what are the processes for providing debt financing
Paul Noumba Um, Lead Economist, Sustainable Development Department - MENA Region, The World Bank Group

15:40 Mid-afternoon refreshments

16:15 Delivering a PPP project: Lessons learnt from the design, construction and contractor’s perspective
• Identifying the key issues that will determine the relative success of a PPP project
• Implementing a whole-of-life strategy to ensure the timely and cost-efficient delivery of partnership projects
• Learning from others: reviewing global best practices and lessons learnt
• Lessons learnt in managing design on a PPP project
• Bid minimization strategies: A question of viability and sustainability
Ibrahim Mahlab, President, Arab Contractors, Arab Republic of Egypt

17:00 Deal Structuring: balancing value for money for the public sector while maintaining the private sector interest
• Typical PPP deal structures
• Emerging PPP deal structures
• PPP key success factors
• Example of recent PPP deal structures
Moderator: Mona Zulficar, Partner and Chair of Executive Committee, Zulficar & Partners, Arab Republic of Egypt

17:30 Public sector modernisation and the glistening path of PPPs legal and regulatory framework: Challenges and opportunities
• Discussing the economics of law and finance: Legalities, bankability, and risk allocation legal and financing arrangements: Friends or foes?
• Innovative financing structures
• PPPs securities and guarantees
• Globalizing PPPs: Success stories and lessons to be learned from the Egyptian market
Moderator: Dr. Mohamed Abdel Wahab, Partner and Head of the PFI/PPP Group, Zulficar & Partners, Arab Republic of Egypt

18:00 Chairman’s closing remarks

End of summit day two

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PPP Investment Summit Egypt

After two years of preparation, the successful conclusion of negotiations by the People’s Assembly (PA) ratified the Public-Private Partnerships (PPP) law in mid-May 2010. This law is simplifying the process and provides more transparency in regards to the procurement process, and builds confidence among developers and financiers. The International Financial Corporation has been seeking consultants to assess the planned PPP projects for the government, including gauging how much financing and what guarantees will be required. The PPP Investment Summit Egypt creates a platform for the key stakeholders to set up long-term finance and investment facilities to drive and start the imminent growth of PPPs in Egypt.

Benefits of attending the PPP Investment Summit Egypt:
- Take home a greater understanding of the new regulatory framework governing the procurement process
- Identify successful strategies and models for structuring and financing PPPs
- Benchmark against the different PPP models and solid practices from the UK
- Learn how to recognise the financial risks associated with new PPPs issued
- Learn about what foreign investors require to invest in PPPs
- Enhance your current partnerships through a step-by-step partnership guide

Who will you meet at the PPP Investment Summit Egypt?
Public Sector
- Ministries
- Government representatives
- International development community

Private sector
- Private equity funds
- Lawyers
- Analysts
- Financial, technical and environmental consultants
- Contractors, operators and developers
- Academia

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