

Libya Trade & Infrastructure Finance Conference

Istanbul, Turkey | Swissôtel The Bosphorus
February 6, 2014



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Libya Trade & Infrastructure Finance Conference

GTR Events is delighted to announce that the Libya Trade & Infrastructure Finance Conference will be taking place in Istanbul, Turkey on February 6, 2014.

As the new Libya continues to overhaul its public institutions and private sector in preparation for full participation in the global economy, the international business community is increasingly taking note of the extensive opportunity set offered by this key North African market's potential as a hub for regional trade and the huge investment needed to renew the country's ailing infrastructure.

Featuring high level networking opportunities and unique insight from senior Libyan policy makers, public and private sector business leaders, and those international players currently operating on the ground, the Libya Trade & Infrastructure Finance Conference will present cutting edge assessment of the rewards and risks posed by this newly liberalised economy.



"A bowl of fresh thinking among professionals on actual business and trends."

P. Serre, Alcatel Lucent



WHO SHOULD ATTEND?

- Multinational corporations
- Mid-sized businesses
- Small and medium-sized enterprises
- Governmental organisations
- Professional trade bodies
- Export credit agencies
- Local Libyan banks
- International banks
- Independent financiers
- Multilaterals and DFIs
- Insurance brokers and underwriters
- Lawyers, consultants and analysts

OTHER RELEVANT GTR EVENTS

UK TRADE & EXPORT FINANCE CONFERENCE 2013



EUROPE TRADE FINANCE WEEK 2013



8TH ANNUAL TURKEY TRADE & EXPORT FINANCE CONFERENCE 2013



MIDDLE EAST TRADE FINANCE WEEK 2013





Conference: Thursday, February 6

08.00 REGISTRATION AND REFRESHMENTS

09.00 Chairman's opening remarks

Dr John C. Grech, Chairman, FIMbank

09.05 Keynote address: Looking to the future of the new Libya

Abdurrazag Mukhtar, Libyan Ambassador to Turkey

- Providing an overview of key developments since 2011 and the current situation surrounding political and social stability
- A view from the coal face: Addressing the challenges of political transition, severe constraints to institutional capacity and normalising the security situation
- Highlighting Libya's economic strengths and the need for diversification: How are policy makers acting to rebalance the economy?
- To what extent is collaboration between foreign and domestic organisations required to expedite economic recovery? Where are the primary opportunities for international involvement in the short to medium term?
- Forecasting further institution building and expected legislation: Which mile stones should those looking to Libya be aware of?

09.30 Assessing Libyan risk from an international perspective

Elizabeth Stevens, Head of Credit & Political Risk Analysis, JLT Specialty

- Reading the political road map: To what extent is the institutional establishment of the 'new Libya' on track?
- How do recent on the ground developments frame the in-country security environment? What are the economic implications of a downturn in the security situation?
- Highlighting key political challenges such as institution building, decision making and developing the regulatory environment: What are the expectations and primary concerns across international markets?
- Assessing economic health: How is reliance on the oil and wider public sectors impacting on Libya's sovereign risk profile? To what extent do recent events and current transitional strategy combat these concerns?

09.55 Boosting trade, infrastructure investment and growth: The role of the private sector

Moderator: Ian Woodcock, Business Development Director, Maghreb Group

Naaman Elbouri, Chief Financial Officer, HB Group

Ibtisam Ben Amer, Member, Tripoli Chamber of Commerce

- Fostering stability: Highlighting the private sector's central role as a driver of economic growth and employment
- Assessing ongoing efforts toward liberalisation: What more can be done to provide a level playing field with the public sector? What are the primary challenges to development when starting from a low base? How can policy makers further stimulate domestic growth and foreign investment?
- Mapping Libya's private sector and the opportunities resulting from increasing privatisation: How far is the state expected to shrink its role? Which will be the primary growth industries outside the petrochemicals sector?
- To what extent is the domestic financial sector capable of satisfying a growth in demand for funding? What potential do domestic capital markets hold as a funding source? What support do businesses require from the local and international finance sectors?
- Identifying international trade as a key driver of corporate growth: How can Libya take full advantage of its geographical position as a regional trade hub? To what extent will resurgent consumerism benefit Libya's trade partners?
- Exploring the crucial role of international partnerships in the development of Libya's corporate sector: How and when should foreign firms position themselves to take part?

10.45 NETWORKING BREAK

11.25 Unravelling Libya's regulatory terrain

Adrian Creed, Partner, Clyde & Co

- Providing an overview of Libya's legal and regulatory framework
- Highlighting recent and forthcoming changes to commercial regulation and their impact on the business environment: At what pace is trend of liberalisation set to continue?
- Assessing the impact of current foreign investment law on those seeking to invest in infrastructural development
- Examining key considerations regarding the sanctions and compliance issues surrounding Libyan trade deals

11.55 Establishing a growth enhancing finance sector: Fuelling external trade development and infrastructure renewal

Moderator: Adrian Creed, Partner, Clyde & Co

Natheir Nasrawin, Chief Operating Officer & Assistant General Manager, Aman Bank

Mohamed Ashoukri, Board Member, British Arab Commercial Bank, Director, Libyan Foreign Bank

Ali Mohammed Hebri, Deputy Governor, Central Bank of Libya

- Assessing the impact of transition on the domestic banking sector and its current state of health
- Highlighting the extensive funding required across the infrastructure and trade sectors: Is there enough local capacity to meet demand?
- Is abundant liquidity alone sufficient to facilitate infrastructural renewal and trade growth? How can international FIs contribute besides supplementing capacity?
- Who will be the key foreign partners in establishing a growth-enhancing financial system? Are those based in core Islamic markets the best positioned to contribute?
- Exploring key methods available for funding Libyan trade: How can collaboration between the domestic and international banking sectors increase external business opportunities?
- To what extent is compulsory Shariah-compliance in the financial sector likely to impact the provision of commercial funding? Will banking regulation constrict conventional trade finance activity or increase opportunities for international financiers?

12.45 LUNCH

14.20 Interview: Forming international partnerships in the oil sector

Nabil Frik, Head, Middle East & Africa Markets, British Arab Commercial Bank

Nuri Berruien, Chairman, National Oil Corporation (NOC)

- Providing an overview of the Libyan oil and gas industry: How will restructuring of the NOC impact on the sector? Is production sustainable at current levels?
- Highlighting the significance of JVs and the role of international oil companies in areas such as exploration, infrastructural development and providing know-how
- Exploring ongoing efforts to create the necessary legal and regulatory framework to attract investment: To what extent has confidence returned amongst foreign organisations? Is another licensing round anticipated?
- A potential net fuel exporter? Highlighting trade and investment opportunities provided by development of the downstream petroleum sector
- Quantifying infrastructure funding requirements resulting from export recovery: How are local partnerships being employed to enable FDI? Which deal structures are facilitating private financing?



15.10 CASE STUDY

Highlighting the experiences of early market re-entrants

Vicken Sarkissian, Chief Financial Officer, Obegi Chemicals Group

This in-depth case study will feature one of the leading international organisations currently undertaking business in Libya, providing insight on how recent experiences have framed their view on Libya's risk and regulatory environments, the support required from the international banking sector, and the opportunities offered to those seeking to return or break into the market.



15.40 NETWORKING BREAK

16.10 Meeting the need for trade and infrastructure development: Foundations for further growth

Moderator: Karim Nasrallah, Managing Director, Lebanese Credit Insurer

Paul Donohue, Vice-President, Operations, North Africa, Hill International

Muzzafer Aksoy, Country Manager & Chief Representative, Turkey, ABC International Bank

Khemais El-Gazzah, Chief Operating Officer, Islamic Corporation for the Insurance of Export Credits (ICIEC)

Marco Ferioli, Chief Representative, Turkey, Sace

Hadeel Al Treiki, Regional Manager, Libya, National Bank of Abu Dhabi

- Exploring the extensive need for infrastructural development across various sectors such as transport, construction, housing, utilities and renewable energy: What is the time-line for contract tenders? How much external funding is required?
- Highlighting the key sources of longer tenor funding and the respective roles to be played by the public and private sectors: What support is available? To what extent will risk sharing be required to facilitate investment?
- Does the export finance sector hold sufficient appetite for the Libyan market? What are the key considerations of foreign banks and ECAs and what is the prevalent market outlook?
- What support is available for investment in smaller projects? Are ECAs engaging with smaller ticket business?
- How is anticipated political and regulatory reform expected to impact on the practicalities of trade and infrastructure development going forward? How is the international finance sector facilitating trade into and out of Libya?
- Considering the experiences of early market re-entrants: Which key challenges should those looking to contribute look out for?



17.00 Chairman's closing remarks followed by evening drinks reception

QUESTIONS FROM DELEGATES CAN BE SUBMITTED BEFORE THE CONFERENCE.

PLEASE SEND TO ASKTHEPANEL@EXPORTAGROUP.COM



“Valuable networking with delegates provided great insight on how to improve our business.”

U. Yilmaz, Polin Waterparks



Highlights from GTR's 7th Annual Turkey Trade & Export Finance Conference in March 2013 at Swissôtel The Bosphorus, Istanbul, Turkey



ACCOMMODATION

Delegates are responsible for the arrangement and payment of their own travel and accommodation. Upon registering to attend this event, **GTR** will inform you of how to book accommodation at Swissôtel The Bosphorus.

EXHIBITION & SPONSORSHIP OPPORTUNITIES

If you are interested in sponsoring or exhibiting at this event, please contact **Tom Whitehead** on +44 (0)20 8673 9666 or twhitehead@exportagroup.com

NETWORKING WEBSITE

At **GTR**, we pride ourselves on keeping you connected with your community and increasing your networking opportunities at our events. To help you do this, we have launched a networking website for registered delegates.

Two weeks before the conference you will be sent a username and password letting you log-in to the site – there you will be able to contact other delegates, making it easier to organise those crucial meetings.

MAKE SURE YOUR VOICE IS HEARD BEFORE THE CONFERENCE

Maximise your participation at the conference by completing the pre-event online survey.

Further details will be provided with your registration email.

VENUE DETAILS

Venue: Swissôtel The Bosphorus
Bayildim Cad. No.2 Macka
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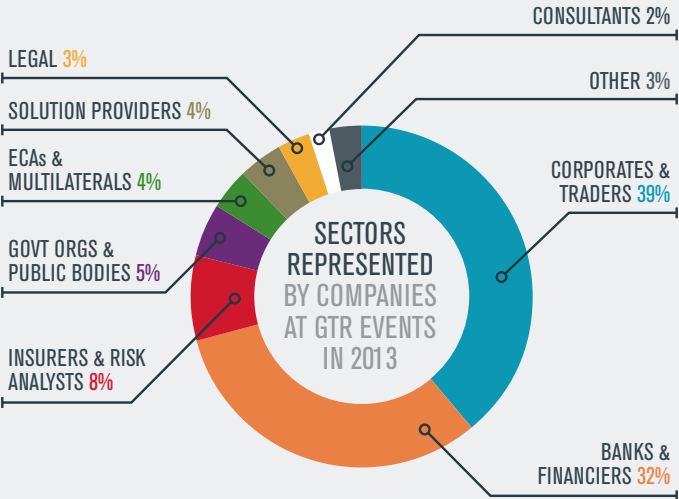
Date: February 6, 2014

Time: 17.00




“Every GTR event is a library, a know how centre for trade finance people. Interacting with different sides of the sector is crucial for everyone. GTR provides that.”

B. Kurtbay, Aktifbank



“A well thought-out conference, very well put together and carefully executed. Insightful, time well spent – meaningful networking as well.”

R. Singh, SIMS Group of Companies

 Join the discussion on Twitter before, during and after the event with our official conference hashtag: **#GTRLIB**

 Join the 'Trade Finance Forum' LinkedIn networking group for post-conference discussion, news & competitions. Follow 'Exporta Group' for the latest company updates.

**LIBYA TRADE & INFRASTRUCTURE
FINANCE CONFERENCE
FEBRUARY 6, 2014**

PRICING DETAILS

Standard rate €499
Corporate rate €149

(Exporters, importers, traders, manufacturers and producers of physical goods)

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I am booking before January 3, 2014 and would like to claim a 10% early booking discount

Multi-booking discount 15% discount
15% off second or any subsequent booking received from the same company and office booked at the same time

Can't make the conference? €149
Conference delegate pack, comprising all speaker presentations and bios in both hard copy and online formats

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TERMS & CONDITIONS

- Bookings can be submitted at any stage prior to the event, subject to availability.
 - Payment must be received in full prior to the conference.
 - All speakers are correct at the time of printing, but are subject to variation without notice.
 - If the delegate cancels after the booking has been accepted, the delegate will be liable for the following charges:
 - Cancellations notified over 14 days prior to the event will incur an administration fee of 10% of the full amount.
 - For cancellations received less than 14 days prior to the event, the full delegate rate must be paid and no refunds will be available.
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