

TRADE FINANCE in the **Mediterranean**

TOWARDS THE 2010 EURO-MED FREE TRADE AREA



26, 27 January 2006

Portomaso Suite, Hilton, Malta

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in conjunction with

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In the Barcelona Declaration (1995), the Euro-Mediterranean Partners agreed on the establishment of a Euro-Mediterranean Free Trade Area (EMFTA) by the target date of 2010. This is to be achieved through a system of streamlined and networked agreements negotiated and concluded between the European Union and the Mediterranean Partners.

Together with EFTA this zone will include some 40 States and around 800 million consumers, i.e. one of the world's most important trade entities. The free trade area is expected to grow further with the imminent introduction of Libya.

This is expected to lead to vast trade opportunities as well as technological spill over from the forecasted increase in foreign investment and shall contribute towards the exchange of capital, ideas, goods and services. The EU is also working to lay down regional rules of origin for the facilitation of the process and thus encouraging the integration of production and value added in the region. This will accelerate growth in the region and create intra-regional synergies resulting from new unrestricted trade between North and South, West and East.

One area of weakness in this process is the financial infrastructure in the region. It is therefore evident that by 2010 a more fully integrated and sustainable financial infrastructure is required to facilitate trade between countries in the region.

EMCS Ltd and FIMBank plc believe that the success of the development of this regional free trade area will critically depend on the availability of the required trade financing instruments.

The EU so far has utilized the European Investment Bank to assist the financing of projects within the Euro-Med region. This has been fairly successful but the EIB had originally been set up to promote integration in the European Single Market. Ideas to develop a more appropriate mechanism have been under discussion and a proposal had been drafted in the past to develop a Mediterranean Development Bank. Private commercial banks under the leadership of Bank of Valletta in Malta had launched the Mediterranean Bank Network to promote cross border business in the region. This still operates and currently has about 10 member banks.

Despite this, it is evident that for this free trade area to be successful a more developed and equipped financial infrastructure is required in the region. Albeit a number of private initiatives are already underway for example, FIMBank plc, the Commercial International Bank and the International Finance Corporation of the World Bank have joined forces this year to promote trade further and make the relevant finance more generally available to business in the region by setting up a joint venture in Egypt. The necessary financial infrastructure is still insufficient.

The time is now opportune to address this deficiency that will otherwise detract from the achievement of the desirable goals for a Euro-Med Free Trade Area. This is in itself an opportunity if addressed in time and in a realistic fashion.

This conference will highlight these trade financing opportunities and how they can be of benefit to trading in the region for more and better business opportunities.

Conference Organizers

EMCS LTD



The conference is being organized by EMCS Ltd a leading business advisory firm that operates through Malta. Besides organizing conferences the main areas of expertise include Economic and Business Consultancy, Corporate Strategic Planning and Financial Planning. It currently provides its services to a wide array of clients in Europe, North Africa and the Middle East.

www.emcs.com.mt

FIMBANK PLC



The conference is being organized in conjunction with FIMBank plc. FIMBank plc is a dynamic speciality trade finance bank. It is committed to providing specialised trade finance services to corporates, banks and individuals located worldwide. Through offices in Malta, United Kingdom, USA, Brazil, Turkey, Russia and Singapore it offers a unique and flexible environment in which trade finance opportunities are identified, innovatively structured and successfully executed. It provides bridging finance facilities, currency accounts, ship demolition finance, counter/barter trade facilities, syndication/risk participations, bonds and guarantees, SWIFT/wire transfers, forfaiting, letters of credit facilities and collections.

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The Bank of Valletta Group is the lead sponsor of this conference as well as the leading Maltese financial services provider and is made up of Bank of Valletta plc which is the parent company and its subsidiaries, BOV Stockbrokers Ltd and Valletta Fund Management Ltd. The strengthening of relationships coupled with quality of service and the creation of a sales- and results-oriented financial

services provider are the key motives to the Group's success. Bank of Valletta is a founding member of the Mediterranean Bank Network and has representative offices in Libya, Tunisia, Egypt, Canada and Australia.

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The Malta Business Weekly established itself as Malta's leading business newspaper since 1994. It is the newspaper for decision makers and business people through its being pro-business while taking into account the distinct social and economic requirements and characteristics of the islands of Malta.

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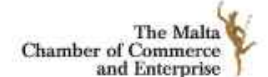
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THE MALTA CHAMBER OF COMMERCE AND ENTERPRISE



MEDAC MEDITERRANEAN ACADEMY OF DIPLOMATIC STUDIES



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Who Is It For?

This conference should appeal to a wide range of international specialists, advisors and operators:

- Traders and Importers to and from countries such as Libya, Egypt, Tunisia, Morocco and other countries in the region
- Trade Financing Specialists from within and outside the region
- Manufacturers and Exporters
- Bankers and Insurance Institutions
- Professionals coming from:
 - Financial Institutions
 - Legal
 - International and Regional Institutions
 - Public Sector Officials
 - Audit Firms
 - Financial and Business Advisory Firms

How Will You Benefit?

The Conference will be oriented at evaluating the following critical areas:

- The progress towards the establishment of the EuroMed Free Trade Area
- An evaluation of the existing trade finance infrastructure in the region and how this could apply to the North African market
- The potential for future development
- The players and how the trade finance environment can be enhanced
- Initiatives that can be undertaken like the joint venture being set up in Egypt by FIMBank plc, Commercial International Bank and International Finance Corporation of the World Bank to promote trade further and make the relevant finance more generally available to business in the region

Programme 26.01.06 DAY 1

08:30 – 09:00 Registration and Welcome Coffee

09:00 – 09:05 Welcome

- **Dr John C Grech**
*Chairman and Managing Director
EMCS Ltd*

09:05 – 10:00 State of Development of the Euro-Med Free Trade Area

- **MEP Dr Simon Busuttil**
*Vice Chairman
The European Parliament's Committee for
MAGHREB*
- **Mr Jilani Benm'Barek**
*President
Association of the Mediterranean Chambers of
Commerce and Industry*
- **EU Commission***

10:00 – 10:45 Banking Environment in the Euro-Med

- **Mr Souleymane Traoré**
*Senior Investment Officer
International Finance Corporation*
- **European Investment Bank***

10:45 – 11:15 Networking Coffee Break

11:15 – 13:00 Trade and Trade Finance in the Euro-Med

- **Mr Roderick E Chalmers**
*Chairman
Bank of Valletta plc*
- **Mr Renald Theuma**
*Senior Vice President
FIMBank plc*
- **Mr Uwe Malezki**
*Managing Director
Malta Freeport Terminals Ltd*

13:00 – 14:30 Networking Lunch

14:30 – 17:15 New Trade Finance Products and New Opportunities

- **Mr Jeroen Kohnstamm**
*Secretary General
Factors Chain International*
- **Ms Margrith Lutschg-Emmenegger**
*President – FIMBank plc
London Forfaiting Company*
- **Country presentations on new opportunities in the Euro Med Region by senior business officials coming from Egypt, Lebanon, Libya, Malta and Tunisia**

17:15 – 17:30 Conclusion Day 1

** Speakers to be confirmed at a later stage*

Programme 27.01.06 DAY 2

08:30 – 09:00 Welcome Coffee

09:00 – 09:20 New Models and New Opportunities for Sustainable Trade in the Region

- **Dr John C Grech**

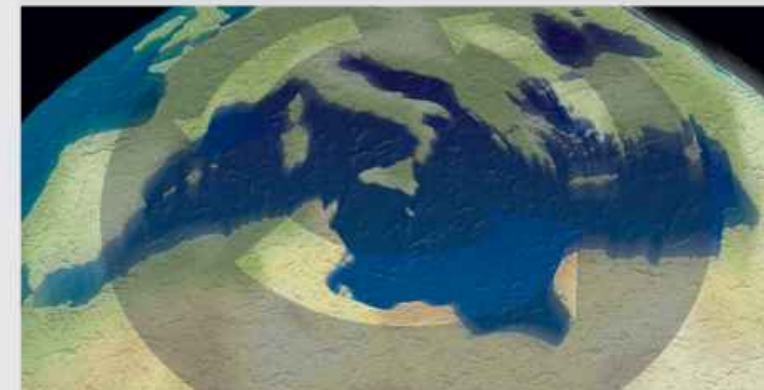
09:20 – 11:20 Panel Discussion – Development, Trade and Trade Finance in the Euro-Med Region: Where do we go from here?

- **EU Parliament**
- **EU Commission**
- **European Investment Bank**
- **Association of the Mediterranean Chambers of Commerce and Industry**
- **International Finance Corporation**
- **Factors Chain International**
- **Bank of Valletta plc**
- **FIMBank plc**

11:20 – 11:40 Conference Conclusions

11:40 – 14:00 Refreshments and Networking

12:30 – 13:30 Media Launch of Egypt Factors, a partnership between FIMBank plc, International Finance Corporation and the Commercial International Bank of Egypt





AIR MALTA

Registration



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I will benefit from a 10% discount from the third or any subsequent booking received from the same company – booked at the same time.

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Terms and Conditions

1. Bookings can be submitted at any stage prior to the event, subject to availability.
2. Payment must be received in full prior to the conference.
3. All cancellations must be received in writing.
4. EMCS Ltd will not be held liable for circumstances beyond its control which lead to the cancellation or variation of the programme.

Flight Booking

Airmalta is the official carrier for the conference. Participants may access www.airmalta.com to book their flight ticket and make arrangements for ticket collection. To avail themselves of our levels, delegates are kindly requested to insert 'EMCS' in frequent flyer box under 'Passenger Details' section.

Accommodation



Accommodation is not included in the conference fee but EMCS Ltd has arranged with Special Interest Travel to give you a special room rate at four and five star Hotels. If you wish to book a room, please contact Ms Tessa Mercieca at Special Interest Travel on tel: **+356 25522546**, fax: **+356 25522553** or e-mail: tmercieca@sit.com.mt

Conference Fee

The fee for this 2 day conference is of EUR800 + 18% VAT for international delegates and is inclusive of lunch, refreshments, documentation and all administration charges.

Accredited Conference

This conference has been accredited 8 hours CPE by the Malta Institute of Accountants.

Registration Form

Name/s:

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Acknowledgements will be sent via e-mail

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Account No.: 006049126001

Swift Code: MMEBMTMT

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Please charge EUR for the registration to my credit card:

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