



KNOWLEDGE • INVESTMENT • EXPANSION

# MENA Investors Summit

1<sup>ST</sup> - 2<sup>ND</sup> NOVEMBER, 2009  
FOUR SEASONS HOTEL  
RIYADH - KINGDOM OF SAUDI ARABIA

WWW.MENAINVESTORS.COM

## CAPITAL-RAISING WITH MENA'S MOST EXCLUSIVE SOPHISTICATED INVESTORS

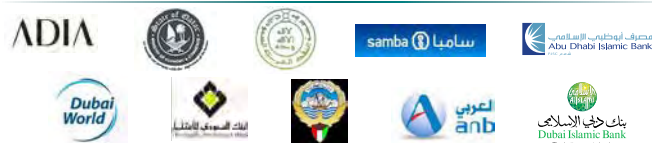
Introducing the unique invitation-only event designed for 200 sophisticated investors of MENA, each with an average minimum investment budget of \$50 million in a highly confidential business setting

An exclusive-format event, focused on introducing regional investors to carefully chosen, safe and lucrative investment opportunities that have emerged in the aftermath of the global financial crisis

**Keynote presentations** by the gurus of global finance and investments will help attending investors understand the intricate dynamics of budding high-return investment opportunities and safe investor strategies. The keynote presentations will also educate and help investors explore the hidden high-return sustainable treasures of the growing sectors and emerging regions. **Workshops** hosting up to 15 investors per workshop room will capture the undivided attention of the attendees discussing exclusively selected cases and investment prospects. **One-to-one investor meetings** with carefully chosen low-risk and sustainable return investment opportunities will take place in a private setting during the event. **5 star networking opportunities** during the event in the shape of networking coffee and lunch breaks, as well as meetings at exhibition stands will ensure the initiation of new regional investor relationships.

The MENA Investors Summit is a unique phenomenon for regional investors, occurring at a crucial time, supported by global financial leaders and regional capital-rich investment experts, taking place in the heart of the liquidity-rich Middle East. The event provides a high-quality platform for handpicked world-leading financial institutes and screened pre-qualified investors of the MENA region to meet with premier investment opportunities. The Summit is dedicated to instigating capital flow and familiarizing leading investors to the best global and regional investment opportunities in light of the worldwide financial crunch.

### INVITED INVESTORS



### FAMILY BUSINESSES TO ATTEND



### NASEBA MEDIA PARTNERS



### INVESTORS AND LEADERS INVITED TO SPEAK

Jean Paul Villain	Abdulaziz bin Mohammed bin Ayyaf Al Miqren	Mansour Al Maiman	Muhammad Al-Jasser	Dr Nasser Al Saidi	Ahmed Bin Fahad	Nasser Al Kharafi	Abdullah Saleh Kamel	Fadi Atallah
Senior Investment Advisor, ADIA	Mayor of Riyadh KSA	Secretary General Public Investment Fund - KSA	Governor, Saudi Arabian Monetary Agency	Chief Economist, Dubai International Financial Centre	Chief Executive Officer, Istithmar World Ventures	Chairman, Kharafi Group	President and CEO of Dallah Al Baraka Group	CFO of Al Ghurair Group

### OPENING DAYS

#### EVENT HIGHLIGHTS

- Cutting edge keynote presentations by leading renowned global investors
- One-to-one investor meetings with the most lucrative investment opportunities
- Capital-raising workshops hosting up to 15 investors per workshop room
- Five star networking opportunities and business relationship development activities

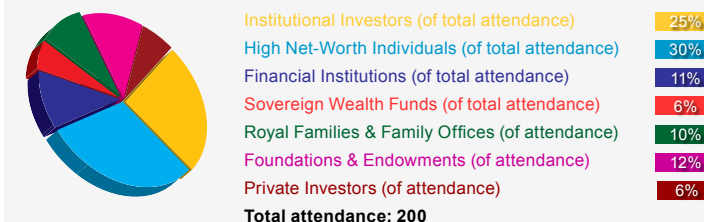
### CONFERENCE THEMES

Investment prospects, business dynamics in the emerging markets, burgeoning sectors and regions across the world, understanding returns on capital injection private business and development project under the current financial circumstances. Financial institutions and funds - best long term and short term investment vehicles.

### KEYNOTE SPEAKERS PROFILE

- Founders & chairpersons of leading international financial institutions and regulatory authorities
- Regionally leading and heavily endowed sovereign wealth funds' managers and investment directors
- Government representatives of ministries of economics and finance from the Middle East and North Africa
- Founders and owners of well established family businesses that have established substantial growth and capital reserves

### ATTENDEE TYPES



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# CAPITAL-RAISING WITH MENA'S MOST EXCLUSIVE SOPHISTICATED INVESTORS



## EMINENT ELEMENTS OF THE EXCLUSIVE SUMMIT

The format of the Summit consists of carefully accumulated features that ensure business networking, deal creation opportunities and highly interactive investment advisory. Whether seeking private investment opportunities, venture capital, private equity, or the latest safe investment opportunities that have emerged since the world has been hit by the financial crisis, the MENA Investor Summit's features imperative stepping stones for the future of investment flow from the region.

### KEYNOTE PRESENTATIONS AND PANEL DISCUSSIONS

As a vital part of the conference days, the keynote presentations and panel discussions act as the prime tutoring tool for investors analyzing investment opportunities in shape of businesses, projects, private equity funds, or mutual funds that are changing the investment landscape in light of the financial crisis to lead the future of investments and stable returns. It is a unique way of learning about investments from leading experts and from renowned financial experts. The panel discussions provide a unique opportunity for attendees to interact with the speakers and hosts of the panel discussions.

Keynote presentations will be incorporated as part of the conference program with other high profile speakers. Each keynote will be 30 minutes. The first 20 minutes of each of the presentations will comprise of educational and investor advisory material, while the remaining 10 minutes will comprise of interactive Q&A sessions where attendees will be able to share their thoughts and have any queries explained to them by the thought leaders.

### INVESTOR MEETING SESSIONS

The dream of all investment seekers, to sit face-to-face with their favorite potential investors in a private setting, comes true at MENA Investors Summit's meeting sessions. Attending pre-screened and qualified capital hunters will be able to have individual meetings in an exclusive business environment at the Four Seasons Hotel with the liquidity-rich investors of MENA. All attending investor profiles are processed by naseba's Investor Selection Committee and their invitations are confirmed after the screening process is complete and qualification is confirmed.

### INVESTOR PROFILE QUESTIONNAIRES

All investors fill out a questionnaire before they are confirmed as an attendee at the Summit. By filling out the questionnaire, investors will be able to describe critical information about their past, current and future investment plans, business type, fund type, sectors and regions of interest. Investors will also describe their budgets and other investment preferences. These questionnaires will help invite only those funds and projects that the investors will be most interested in meeting. This unique approach saves a lot of time for both investors and capital-raisers at the event as both parties already know about each other's interests.

### ATTENDEE DIRECTORY

All participants at the MENA Investors Summit fill out the Summit Attendee Form with their contact details, business profiles and key interests before they are confirmed as an attendee to the event. Family businesses, auditing firms, lawyer companies, accountancies, fund managers, private equity firms, investment banks - all participants are required to give vital information to naseba to be shared with the attending investors to make the investor networking efficient and planned prior to the event. The Summit Attendee Form is to be filled in comprehensively and submitted to the Event Producer as soon as possible by all participants.

The Attendee Directory is a collection of information from the Attendee Forms and is shared with the invited investors 2 weeks prior to the event in order for them to better understand the event participants and investment opportunities even before the event begins!

### WISH LIST

Other than the invited investors, capital-raising companies provide us with a list of investors they wish to meet with during the meeting sessions. These can be their existing clients as well as new potential ones. naseba invites investors or key decision makers from these companies on the investment seeker's behalf and confirms the meetings for them.

### CAPITAL - RAISING WORKSHOPS

Other than from the exclusive networking sessions designed throughout the event, sponsors of the Capital-Raising Workshops greatly increase their chances of raising capital through a highly interactive workshop session hosting up to 15 investors. By being a Workshop Sponsor at the MENA Investors Summit, you will meet up to carefully qualified investors of your choice from the Investor Profile in the workshop room at the Four Seasons Hotel on the Capital-Raising Day to conduct an exclusive workshop of 120 minutes duration. Each workshop focuses on a lucrative sector based project, business case, private equity fund, or any other qualified investment vehicle which is able to prove itself as a worthy investment prospect for the attending investors. There are only 10 slots available for the Capital-Raising Workshops. Chances to avail a workshop opportunity are highly limited (sponsors are requested to check availability for workshops with the Event Producer).

Workshop rooms will be equipped with projection screens, flip charts and other materials to aid presenters. Sponsors are encouraged to build interactive discussions, educate the delegates, invite Q&As, take polls and be creative to win the deal. naseba's experience tells that out of the 120 minutes, 60 minutes can be used to make a very focused presentation of the investment opportunity and the remaining 60 minutes can be productively utilized for interactive sessions.

### NETWORKING OPPORTUNITIES

MENA Investors Summit has been designed to maximise your networking opportunities to ensure that you walk away with best deals and the most important business partnerships. It is naseba's promise to create an opportunity for all our clients to interact, exchange business cards and share knowledge with their peers. Also, the leading speakers will be present to meet with you throughout the event to discuss individually about gaining a competitive advantage and building your business.

#### Your networking opportunities include:

- An exclusive and luxurious VIP lounge throughout the two conference days
- VIP breakfasts with networking tables with all Summit attendees
- Speed-networking coffee breaks during conference days
- Extensive cross conference attendee networking luncheons
- Dining with other VIP guests at your reserved corporate table
- Extended Q&A sessions



# CAPITAL-RAISING WITH MENA'S MOST EXCLUSIVE SOPHISTICATED INVESTORS



*"The finding access to capital paradigm has shifted... Now, more than ever, the West is turning to the MENA region to access some of the most resilient, dynamic investors in the world."*

**Scott Ragsdale, Chairman, naseba group**



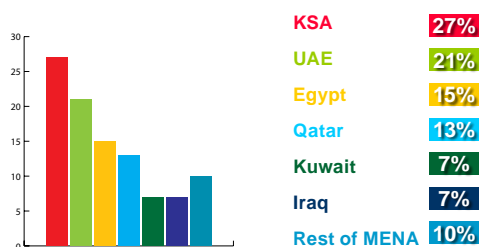
naseba group Chairman, **Scott Ragsdale** with **HH.Prince Al-Waleed bin Talal bin Abdul Aziz Al Saud** at the Kingdom Center in Riyadh

## WHO ARE THE INVESTORS

The investor's pool includes extensively pre-qualified, institutional investors, sovereign wealth funds, high net-worth individuals, royal families & family offices, foundations & endowments, limited partners of private equity funds and other private and strategic investors from MENA interested in investing in high-return regional and international opportunities.

naseba's team has access to the entire Middle East with locally domiciled offices across regional markets. With unparalleled insights into regional markets, we have been able to penetrate deep into the MENA region, particularly in the Kingdom of Saudi Arabia's, Egypt's, Qatar's, North Africa's and Abu Dhabi's abundant liquidity in targeted clusters that are consistently outperforming regional benchmarks and have a competitive attitude.

## INVESTOR'S REGIONAL BREAKDOWN



## INVESTOR TYPES

Sovereign wealth funds  
Senior government representatives  
Royal & family offices  
Pension funds (corporate & public)  
Asset managers & mutual funds  
(hedge, sector, hybrid, theme funds)  
Insurance companies

Islamic funds & banks  
Ultra high net-worth individuals  
Foundations  
Unit trusts  
Investment banks  
Private investors

## A SELECTION OF INVITED INVESTOR ORGANIZATIONS

### Sovereign wealth funds

- Abu Dhabi Investment Authority
- Qatar Investment Authority
- Istithmar World Ventures
- Libyan Investment Authority
- Oil Stabilization Fund

### Private equity companies

- Carlyle Group
- KKR
- Abraaj Capital
- Citadel Capital

### Royal families & family offices

- House of Saud
- House of Al Nahyan
- House of Al Khalifa
- House of Al Saba
- House of Thani
- Al Maktoum family
- Al Hamiri family
- Al Qasimi family
- Al Mu'alla family
- Al Nuaimi family
- Al Sharqi family
- Al Touq Family Office

### Investment banks

- Saudi Investment Bank
- Morgan Stanley
- SAMBA Bank
- Arcapita Bank
- Arab National Bank
- Deutsche Bank
- Credit Suisse
- Citigroup
- JP Morgan Chase Bank
- Goldman Sachs
- Taib Bank
- HSBC Saudi Arabia
- Albaraka Banking Group
- Dubai Islamic Bank
- Abu Dhabi Islamic Bank
- Bank AlJazira

### Investment institutions

- Saudi Industrial Development Fund
- Real Estate Development Fund
- Public Pension Agency
- Sino Gulf Real Estate Investment

- Al-Ahli Investment Co.
- Public Investment Agency
- Al Ghurair Investment
- Al Majid Group
- SAAB Securities
- The Kanoo Group
- Al Rajhi Investment Group
- Al Mulla Group
- Aabar Investments
- Abyaar Alternative Investment Capital
- Amara Holdings
- Arbah Capital
- Amlak Financev
- Beltone Financial
- JD Investments UK
- Khaleej Finance and Investment
- Kingdom Holdings
- DarAl Futtaim Capital
- Al Rostamani Group
- Al Mazaya Holding Co
- Jordan Investment Trust
- Gulf Investment Corporation
- TRW Asia
- Tadawul
- Tatweer
- DHF L Venture Capital Pvt. Ltd.
- Greater Amman Municipality
- Housing Finance Company - ISKAN
- Landsbanki
- Societe General
- Kuwait Finance & Investment Company
- JD Investments UK
- SALAMA
- Sovereign Global Investments
- Savills Commercial Ltd
- The National Investor
- Global Investment House
- Arabian Capital Investment & Finance Company
- ANB Invest
- Al Shoula Holding
- The Saudi Investment Bank
- Jordan Investment Board
- Kharafi GroupWaha Capital
- Zabeel Investment

## JOB TITLE

- Minister of Finance/Economy
- Governor of Central Bank
- Group Chief Financial Officer
- Group Chief Investment Officer
- Portfolio Director
- Head of International Investments
- Head of Investments
- Head of Strategy
- Head of Treasury
- Head of Direct Investments
- Head of Project Investments
- Direct Investment Advisor
- Chief Investment Officer - Private Equity
- Investments Director
- Chairman
- Member of the Board
- Deputy Chairman
- Vice President Finance/Investments
- Founding Partner
- Founding Investor

## ATTENDING FAMILY BUSINESSES

The family businesses invited consists of a collection of the leading, established family businesses and family offices of the region thoroughly screened and pre-qualified by the Family Business Assortment Committee. Special care is taken at the qualification stage for the MENA Investors Summit to filter through cash-rich and endowed family business owners and investors from the entire region.

### A selection of invited family businesses

- Al Ghurair Group
- Al Futtaim Group
- Al Habtoor Group
- A. A. Turki Group
- Al-Araba Group
- Olyan Group
- Saudi Bin Laden Group
- Alshaya Group
- Abyaar
- Abudawood Group of Companies
- Abdulla Fouad Group of Companies
- Al Rostamani Group of Companies
- Al Tayer
- Bin Sougat Group of Companies
- Al Jamil
- Al Rajhi
- Dallah Al-Baraka
- House of Alireza
- Xenel
- Salec
- Al Tawleed Energy & Power Company
- Al Bawardi Group Of Companies
- Yousef Ahmed Al Gosaibi Company
- Al Jomaiah Group
- Al Anwar Holdings
- Al Ghadeer Holding Company
- Amar Finance and Leasing Company
- Al Majdouei Group
- Al Rajhi Investments
- Al Shoula Holding
- Al Subeaei Group
- Ahmad Hamad Al Gosaibi & Brothers
- Al Faisaliah Group
- Kanoo
- Al Zamil
- Al Jamil
- Al Touq
- Al Fahim
- A. A. Turki Group
- Fawaz Al Hokair Group
- Samama Group of Companies
- Zabeel Investments

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CONFERENCE DAY 1 - SUNDAY, 1<sup>ST</sup> NOVEMBER 2009KEYNOTE PRESENTATIONS, INTERACTIVE PANEL DISCUSSIONS,  
INVESTOR ONE-TO-ONE MEETINGS, CAPITAL-RAISING WORKSHOPS

08:00 - 08:45	<b>Registration &amp; networking breakfast</b>
08:45 - 09:00	<b>Opening remarks by event co-host</b>
09:00 - 09:30	<b>Opening presentation: The New Smart Investor</b> World investor outlook and investment trends in light of global economic turbulence and diminished investor confidence
09:30 - 10:00	<b>Keynote presentation: Private Equity Reborn</b> Keeping it safe, keeping it stable: private and institutional investments post-recession, which regions and strategies were hit hard and what strategies pay off the most now
10:00 - 10:30	<b>SWF Presentation</b> Sovereign Wealth Fund outlook in the region - what are they pulling out of and what are they pushing in to? Post-recession investment tools of the largest SWFs of the world
10:30 - 12:30	<b>One-to-one investor meetings - Session: 1</b> Face-to-face meetings of investors with choice of business investment opportunities, project development investments, mutual funds, private equity companies and expert investment advisors. Advisors and opportunities are pre-screened and verified to ensure investor confidence <b>10:30 - 11:00 meeting one</b> <b>11:00 - 11:30 meeting two</b> <b>11:30 - 12:00 meeting three</b> <b>12:00 - 12:30 meeting four</b>
12:30 - 13:00	<b>Investor panel discussion: Gauging Stability and Returns</b> The key challenge and opportunities in today's economic environment. Understanding regional dynamics, business culture, and transparency issues. Where to find stability - what is the new shape of sustainable investments
13:00 - 14:00	<b>One-to-one investor meetings - Session: 2</b> Second session of face-to-face meetings of investors with choice of business investment opportunities, project development investments, mutual funds, private equity companies and expert investment advisors. Advisors and opportunities are pre-screened and verified to ensure investor confidence <b>13:00 - 13:30 meeting one</b> <b>13:30 - 14:00 meeting two</b>
14:00 - 15:00	<b>Networking lunch break</b> Careful seating plans at the 5 star luncheons ensure peer mingling, investor relationship building, and business relationship establishment. All attendees will be able to network with a diverse collection of VIPs attending the event

15:00 - 15:30 **Prayer break**15:30 - 17:30 **Capital-raising workshops****Invest in Kingdom of Saudi Arabia**

As non oil sectors of the Kingdom expand under the government's unique new vision for economic development, the workshop will educate and explore mushrooming investment opportunities to attending investors.

- Learn about the KSA's Economic Cities (EC) projects
- Learn about sector opportunities in energy, transportation, knowledge-based industries (KBI)

**Invest in Abu Dhabi**

With a strong focus on sustained infrastructure and general economic development, Abu Dhabi is attracting investors who have developed a more prudent approach - especially after those that have suffered through the downfall of Dubai. Abu Dhabi focuses on internal investment making it a more promising investment haven. The workshop will focus on the benefits of investing in the unique assets of the Abu Dhabi emirate

**Invest in North Africa**

Learn to invest in the emerging markets of north Africa

Tunisia: Competitive economy opening up to the world with fast-growing infrastructure and a transparent legal framework

Libya: Investing in telecom & internet, finance & banking sector

Morocco: Vision 2010 - development of new marinas, roads, rail systems, and the hospitality industry

Algeria: Strategic geographic location for trade, large domestic population, natural resources and minerals, university and education development

**Invest in Egypt**

While the country faces the challenges of major reforms and private sector development, the workshop will focus on and educate investors on this massive market with amazing investment potentials. Egypt remains a strong investment prospect due to:

- Diversified sources of income
- High foreign exchange reserves
- Strategic location of the country
- New structural reforms streamlining bureaucratic procedures for investment
- Fresh gas reserves
- Direct and indirect opportunities for investment
- Supporting legal infrastructure

## CONFERENCE DAY 2 - MONDAY, 2<sup>ND</sup> NOVEMBER 2009

### 08:00 - 09:00 Networking breakfast

### 09:00 - 09:30 Kingdom real estate investment presentation

Kingdom of Saudi Arabia: real estate and infrastructure in the Kingdom - what makes real estate a unique investment phenomenon in light of the opposing trends in global real estate.

### 09:30 - 10:00 Privately-owned business presentation

Becoming an angel investor in a private business. Key steps involved from valuation and corporate governance, to understanding management and growth potential

### 10:00 - 10:30 Auditing presentation

Understanding business financials and gaining insight on audit reports. Numbers tell the story.

### 10:30 - 12:30 One-to-one investor meetings - Session 3

Third session on Day2 of face-to-face meetings of investors with choice of business investment opportunities, project development investments, mutual funds, private equity companies and expert investment advisors. Advisors and opportunities are pre-screened and verified to ensure investor confidence

10:30 - 11:00 meeting one

11:00 - 11:30 meeting two

11:30 - 12:00 meeting three

12:00 - 12:30 meeting four

### 12:30 - 13:00 Financial institutions presentation

Long term and short term safe investment vehicles. Looking at private equity, mutual funds, Islamic funds, hedge funds, and other investment vehicles for risks and returns. What are funds looking at now, where should investors be more confident in putting their money for safer investments

### 13:00 - 14:00 One-to-one investor meetings - Session 4

Last session of face-to-face meetings of investors with choice of business investment opportunities, project development investments, mutual funds, private equity companies and expert investment advisors. Advisors and opportunities are pre-screened and verified to ensure investor confidence

13:00 - 13:30 meeting one

13:30 - 14:00 meeting two

### 14:00 - 15:00 Networking lunch break

Careful seating plans at the 5 star luncheons ensure peer mingling, investor relationship building, and business relationship establishment. All attendees will be able to network with a diverse collection of VIPs attending the event

### 15:00 - 15:30 Prayer break

### 15:30 - 17:30 Capital-raising workshops

#### Invest in healthcare:

This workshop will explore the unique and business cycle proof investment by funds in the healthcare industry. Special focus on various new healthcare projects and medical research giving investors a better insight on why this special sector promises sustained growth, consistent returns, and overall human development

#### Invest in hospitality:

As global business travel inevitably increases and the world will eventually come out of the recessionary cycle, hospitality, entertainment and housing sectors bring brand new growth guarantees. The workshop highlights some of the key hospitality projects that have credible ratings and will build investors confidence in the hard hit sector

#### Invest in education:

The private equity world eyes new education projects while the world turns away from conventional investments in real estate. While the world's leading universities turn to building, faculty and program expansion sprees - investors will learn how education investment will be one of the most lucrative options available in the market in current conditions

#### Invest in transportation:

As the global population keeps increasing with leaps and bounds, cutting edge mass transportation technology and logistics needs are a keen interest for emerging economies. Which economies in the world will invest in transportation, and where around the globe are high-returns more probable in this sector? The workshop will act as the key investor guide for transportation

#### Invest in infrastructure:

A pivotal demand for all economies under internal and global pressure for better infrastructure to encourage business functioning and FDI - infrastructure and real estate development maintains its inelasticity in demand across global markets. The workshop will explore infrastructure opportunities as well as the best means for infrastructure investment



DYNAMIC • FOCUSED • EXCLUSIVE • OPPORTUNITY

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