Most practitioners believe that Islamic Finance is proven to be another viable financing tool post the global financial crisis for SMEs. The advent of the Arab Spring in the region has led its fingertips in driving SMEs, who represent more than 95% of most economies in the MENA region, forward to re-establish its competitiveness globally. In light of the tremendous upheavals and the financial crisis, Egypt is witnessing a major turning point that could pave the way forward and revive its position in the Middle East.

This Conference is a premier event for exploring available Islamic & conventional financing tools for SMEs and is an ideal opportunity to hear from the industry’s practitioners on the prospects for these hybrid forms of financing. The event shall explore the key principles and avenues of Islamic Finance as complementary growing financing tools for SMEs such as Ijarah, Istisnaa, Musharaka, Salam, Sukuk, etc... This conference shall enable individuals, investors and corporations to learn and understand more about new access to finance tools for SMEs from industry experts with wide spectrum of expertise and will be able to implement them. This conference will also be an excellent platform for networking and exchange of experience, ideas and outlooks about the economy.

Who should Attend?

- Regulators
- SMEs
- Corporate Members
- Conventional Banking professionals
- Islamic Banking professionals
- Investment Bankers
- Leasing companies
- Mortgage Companies
- Private Equity companies
- Factoring companies
- Venture Capitalists
- Investors (GP & LP)
- Insurance & Takaful companies
- Project finance and real estate developers
- Contractors
- Risk Managers
- Auditors
- Lawyers
- Legal Counselors
- Shariah Scholars
- Consultants
- Brokers
- Associations
- Chambers
- Universities
- IT/Technology companies
- Media

Regulators and economists shall review the global current economic climate post the Arab Spring, as well as the ever changing regulatory environment influencing the financial markets in the context of revival of Egypt as a hub for in the region. Finally the commercial drivers and the hurdles to future development in the industry shall be debated amongst senior bankers and non-bankers, scholars, legal professionals as well as other key practitioners and stakeholders involved in the industry.

This event is an International gathering of regulators, conventional and Islamic banking, leasing, & private equity practitioners to bridge gaps, discuss and share knowledge and expertise of experts on the principles, instruments and issues related to access to Finance for SMEs in Egypt & and the MENA Region.
Objectives

➢ To highlight International best practices and lessons learned and provide a dialogue between International experts and local regulators.
➢ To foster the role of regulators in addressing all the key issues pertinent to a level playing field for the various financial tools; including Islamic Finance.
➢ To endorse the role of banking and nonbanking players to facilitate access to finance for supporting SMEs and Microfinance.
➢ To support SMEs and Microfinance to foster the economy, reduce unemployment and alleviate poverty.
➢ To provide working papers that provides practical solutions to real problems raised by the finance community and the Egyptian economy specifically and the MENA region in general.

Why Attend?

➢ Hosting the industry’s most senior and distinguished representatives, hear from the most senior regulators as they reflect on and learn from the best practices of several countries; namely India, Malaysia, Brazil, Europe and others.
➢ Economists and regulators will review the current economic climate and the ever changing regulatory environment of Islamic financial regulation and supervision in light of law amendments of the Central Bank of Egypt and EFSA regulators.
➢ Help drive the debate as senior conventional banking versus Islamic bankers, leasing and private equity professionals and other key practitioners involved in the industry voice their views in this unique Islamic finance forum.
➢ The event provides an incomparable Global platform on which to network and debate the most pressing issues within Islamic finance in Egypt and the region.

Key issues to be discussed include:

➢ Paving the way to growth of SMEs and regaining Egypt’s position in the Global markets.
➢ Road to recovery – as the financial markets reset themselves following the crisis; can Egypt raise its competitive profile with investors and borrowers?
➢ What can be done to combat the liquidity crisis in Egypt and the MENA financial markets post the Arab Spring?
➢ Stimulating Islamic Finance and non- banking market through supply from issuers and demand from investors as investors seek alternative instruments to mitigate risk.
Day 1: International Best Practices: Conventional and Islamic Finance Tools for SMEs Conference
(Canyon Ballroom, the Fairmont Towers, 5th December, 2012)

08.00 - 09:00 Registration and Coffee

09.00 Event Opening remarks: Dr. Khaled Nagaty, Chairman, Egyptian SMEs Development Association (ESME)
09.10 H.E. Mr. Hisham Kandil, Prime Minister, Arab Republic of Egypt keynote address (Invited)
09.20 H.E. Mr. Osama Saleh, Minister of Investment, Arab Republic of Egypt address (Invited)
09.30 H.E. Mr. Ashraf El-Araby, Minister of Planning and International Cooperation, Arab Republic of Egypt keynote address (Invited)
09.40 H.E. Mr. Momtaz El-Saieed, Minister of Finance, Arab Republic of Egypt address (Invited)
09:50 H.E. Mr. Hatem Saleh, Minister of Trade and Industry, Arab Republic of Egypt address (Invited)

10.00-11.45 International Heads & Regulators Panel Discussion
- What are the best practices and lessons learned from other countries?
- What are the prospects and challenges of the various case studies?
- What is the role of International organizations in facilitating business to SMEs?
- What is the expected role of Islamic finance in public and private sector SMEs?
- Evaluating ever changing legal frameworks as a backbone for Islamic finance in Egypt.
- What is the support required by the regulators and Central Bank to accommodate Islamic Finance and ensure a level playing field with Conventional Banking?
- What is the role needed to support SMEs? Does Egypt need to create a Ministry for MSMEs?

- International Best Practices Case Studies (India, Malaysia, Indonesia, Africa, Turkey, Global Case Studies)

0.00 -11:00 Panel A: International Heads Best Practices Case Studies

Dr. G.P. Agarwal, Secretary General, World Association for Small Medium & Enterprises (WASME)
Mr. Sidhartha Mishra, Executive Secretary, WASME (International Comparison)
Head of SMEs Division, Central Bank of India (India Case Study) (Representative to be confirmed)
Mr. Zainal, Izlan, Executive Director, Malaysia Securities Commission (To be Confirmed)
Prof. Dr. Ashraf Bin Md Hasheim, Managing Director, International Shari’ah Research Academy for Islamic Finance (ISRA) Consultancy, Malaysia (Malaysia Case Study)
Deputy Governor, Central Bank of Indonesia (Indonesian Case Study) (Representative to be confirmed)
Mr. Khaled Mohammed Al-Aboodi, Chief Executive Officer, Islamic Corporation for the Development of the Private Sector (Representative to be confirmed)
Mr. Richard Adler, Director, Financial and Professional Services, The City UK (Representative to be confirmed)
Mr. Francis Malige, Director - Financial Institutions, European Bank for Reconstruction & Development
Dr. Nicolas Hardy, Financial Services Ratings, STANDARD & POOR'S RATINGS SERVICES

11:00 -12:00 Panel B: Local Regulators

Mrs. Ghada Waly, Managing Director, Social Fund for Development (SFD)
Dr. Ashraf El Sharkawy, Chairman, EFSA
Mr. Tarek Fayd, Assoc. Governor, Central Bank of Egypt (CBE) (Representative to be Confirmed)
Ms. Neveen El Shafei, Vice Chairman, General Authority For Financial Investment (GAFFI)
Dr. Mohamed Omran, Chairman, EGX
Mr. Mohamed Refaat, Managing Director, Egyptian Credit Bureau (I-Score)

Panel Chairperson: Dr. Sayd Farouk, Global Head of Islamic Capital Markets, THOMSON REUTERS
Stream A:
12.30 -1:45 Conventional & Islamic Banking Roundtable: Examining appetite for MSMEs Islamic Banking in light of the credit crisis

- How is the global Islamic finance market place shaping and developing as a result of the recent turmoil post the financial crisis and Arab Spring?
- How will conventional versus Islamic banks influence the real estate, construction, Tourism, energy, oil & gas, healthcare, IT, and Telecom sectors as well as exports & trade finance in the MENA region?
- Islamic Finance and Corporate Social Responsibility towards SMEs and Microfinance.
- How many of the objections raised on Islamic structures aiming to mimic conventional products?
- With an ever-changing risk environment, do conventional institutions see Islamic finance as a viable financing tool to SMEs?
- Fully Fledged versus Strategic Windows: What is the best model?
- Difficulty competing with conventional lenders in terms of price and tenor
- What’s the expected role of local banks in the upcoming Sovereign Sukuk issuance?
- How debt based structures such as Murabaha, Ijarah, Istsina'a, salam, and other liquidity tools such as Sukuk wakalah, can serve SMEs?

**Working Paper Presentation:** Islamic Finance & its Corporate Social Responsibility towards SMEs and Microfinance

**Working Paper Presentation:** What are the lessons learned from Sukuk issuance in the GCC versus Malaysian markets? Case Study: Sovereign/Corporate Sukuk Issuance

Panel A: Local Banks

Tarek Amer, Chairman, the Federation of Egyptian Banks and C.E.O., National Bank of Egypt
Mohamed Barakat, C.E.O., Banque Misr (Representative to be confirmed)
Mounir El Zahed, C.E.O., Banque Du Caire
Mohamed El Ashmawy, Chairman and Managing Director, United Bank
Mohsen El Batran, Chairman, Principal Bank for Development Agricultural Credit
Mohamed Ozalp, C.E.O., Bloom Bank
Fatma Lotfy, Managing Director, Audi Bank

Panel B: International Banks

Tarek El Sherbini, Director – Egypt & MENA, European Bank for Reconstruction & Development
Hamed Hassouna, Regional Chief Representative, Union de Banques Arabes Et Francaises – UBAF
Badlisyah Abdul Ghani, Executive Director & C.E.O., CIMB Islamic (Representative to be confirmed)
Sami I. Al-Suwailem, Senior Economist, Islamic Development Bank
Dr. Osaid Kailani, Global Head of Sharia, Abu Dhabi Islamic Bank (ADIB)

Panel Chairperson: Fazl Syed, Chairman, Business & Economics Committee, The Muslim Council of Britain.
Stream B:
02.30 – 3:30 Conventional & Islamic Non-Banking Financial Tools for MSMEs:
Leasing/Ijarah, Mortgage, Factoring, Sukuk

- How will the non banking industry influence the future of the real estate, construction, Tourism, healthcare, pharmaceutical Agriculture, and energy, IT, and Telecom sectors in the MENA region?
- State of play and outlook for project finance and real estate financing for SMEs in Egypt
- What are the current problems faced in the mortgage market and how to resolve it?
- How can leasing/Ijarah and mortgage support SMEs?
- Takaful: Tackling the future of the industry with the increasing appetite for Shari’ah compliant insurance products such as credit insurance.
- Comparisons with conventional bonds and how the key features of Sukuk refinancing differ
- Sukuk market: How successful has this been? Is the recovery in the global capital markets a better precursor?
- What are the various types of Sukuk structures? What’s the most preferred among investors?
- What is the role of Sukuk Ijarah/leasing in reviving the mortgage market?
- Is Sukuk a viable tool for SMEs?
- Will the Sukuk market promote resurgence in real estate development and green field SMEs projects?
- What alternatives to Sukuk are there for financing infrastructure and project finance projects?

Working Paper: How can Islamic finance tools such as Ijarah based home financing versus conventional mortgages be the solution for Housing problems in Egypt?

Panel A:
Sahar Nasr, Lead Financial Economist MENA, World Bank
May Abdelhamid, Chairperson, Mortgage Finance Fund
Mohamed Khaled, Senior Microfinance Specialist, IFC Advisory Services - MENA
Mohamad Safri, Deputy C.E.O., CIMB Group, Malaysia
Dr. Mohamad AkramLaldin, Executive Director, International Shari'ah Research Academy for Islamic Finance (ISRA) Consultancy, Malaysia

Panel B:
Walid Hassouna, General Manager, Audi Bank
Ahmed El Masry, Wholesale Bank, Head of Islamic Banking, Abu Dhabi Islamic Bank (ADIB)
Asim Khan, Executive Director, Dar El Istithmar, UK
Dr. Aznan Hassan, Shariah Scholar, University of Malaysia
David Capocci, Partner, Deloitte Luxemburg

Panel Chairperson: Dr. Shahinaz Rashad, C.E.O., Egyptian Leasing Association (ELA)

03:30 – 4:00 Coffee and Networking
Stream C:
04:00 – 05:00 Asset Management & Capital Market: Conventional & Islamic Capital market Tools for MSMEs

- Egypt: Still the next big market for investment? Who’s still investing in the region?
- How will experiences in Egypt influence the Foreign Direct Investments (FDIs) in the real estate, construction, Tourism, healthcare, energy, oil & gas, IT, and Telecom sectors in the MENA region?
- Will public funding and investment be sufficient to plug the gap left by private/angel investors?
- What’s the investor appetite for SMEs & Microfinance?
- How can the Nilex influence the growth of SMEs?
- What’s the role of investment banking and private equity in fostering the performance of SMEs and reviving the Islamic Capital market?
- How equity based structures such as musharaka and investment wakala can still be used to finance SMEs with risk mitigation techniques?
- The characteristics of a Sharia compliant Islamic fund and Index versus a standard fund/Index
- What are the issues currently facing the performance of Islamic funds?
- How a Sharia compliant equity fund is managed in practice?

Working Paper Presentation: Role of Islamic equity funds in serving SMEs & Microfinance.

Panel A:
Richard Dallas, Managing Director, Gulf Capital Pvt. JSC
Karim Helal, Non-executive Chairman, CI Capital
Omar Maghawry, Director Private Equity, Cairo Financial Holding
Tariq Al-Rifai, Director Islamic Indexes, Dow Jones Indexes

Panel B:
Khalil Ibrahim, Director for Asset Management, EFG Hermes
Dr. Heba El-Serafy, Director of Research, NILEX
Abraham Akkawi, Partner, Infrastructure Advisory Services Leader-MENA, Ernst & Young
Hazem Kamel, Managing Director-Asset Management, Naeem Holding

Panel Chairperson: Mansur Mannan, Executive Director, Dar Capital

05:00 Closing Remarks
Dr. Shahinaz Rashad, Chairperson, Egyptian Leasing Association “ELA”

5:00 – 7:00 Reception (Separate Booking)
Business to Business (B2B) Matchmaking Reception
Day 2: Education Seminar & Training Workshops (By Invitation)
(Canyon Ballroom, the Fairmont Towers, 6th December, 2012)

08:00-9:00 Registration
9:00-11:00 Seminar Islamic Finance Awareness & Education on Islamic Finance versus Conventional tools

- The potential for Islamic Finance principles to enhance financial stability and ethics?
- What is the role of Azhar and International Organizations in Islamic Finance Education?
- How to change perception about Islamic Finance through education to the masses
- Lack of transparency in accounting and the influence of new regulation
- Role of Financial disclosure, FSB, AAOIFI, accounting standards and transparency in Islamic Banking in Egypt: Meeting a global banking standard
- Role of technology to apply Islamic Finance standards to IFIs
- How to ensure proper structuring Shariah Governance and audit on IFIs?
- How to create a pool of Shariah scholars and Shariah educated practitioners?
- How to promote product development and innovation in Islamic Finance and Takaful products?
- How can we structure innovative Islamic Finance Products?

Submissions for Working Papers

Fazl Syed, Chairman, Business & Economics Committee, The Muslim Council of Britain
Prof. Dr. Ashraf Bin Md Hasheim, Managing Director, International Shari'ah Research Academy for Islamic Finance (ISRA) Consultancy, Malaysia
Dr. Mohamad AkramLaldin, Executive Director, International Shari'ah Research Academy for Islamic Finance (ISRA) Consultancy, Malaysia
Mohammad Ali Qayyum, Director, Islamic Banking, Institute of Islamic Banking & Insurance
Dr. Mehmet Asutay, Reader in Political Economy, Durham University
Dr. Habib Ahmed, Sharjah Chair for Islamic Law and Finance, Durham University, UK
Ruth Martin, Managing Director, UKIFS, CISI
Dr. Muhammad Zubair Mughal, Chief Executive Officer, AlHuda Centre of Islamic Banking and Economics
Dr. Hussein Shahata, Shariah Scholar, Azhar University
Dr. Aznan Hassan, Shariah Scholar, University of Malaysia
Dr. Rania Salem, Islamic Finance Professor, German University In Cairo

Panel Chairperson: Dr. Shahinaz Rashad, Executive Director, Metropolitan Training Academy®

11:00-6:00 Thematic Islamic Finance Workshops run by Keynote Trainers & Panelists (Separate Booking)

- Product Development & Innovation: Structuring Innovative Islamic Finance Products
- Access to Islamic Banking & non-banking Finance for SMEs
- Islamic Microfinance – An Ideal tool of Poverty Alleviation and Social Development
- Islamic Capital Markets & Investment Banking
- Islamic Finance Standards: AAOIFI Standards
- Takaful and Retakaful

To download the workshops agendas please fill in the attached registration form and send it to training@metro-egypt.com

Note: The organizers reserve the right to amend the conference and training agenda