



LEADING YOU TO A NEW WORLD  
OF OPPORTUNITY

Your Opportunity for Communication  
Negotiation and Deal Making  
With Gulf and Global Investors

29 - 30 October 2009 Hyatt Regency - The Churchill London

# 2009 The Global Investor Window

Investment, Transfer of Know-How and Partnering Event  
*Let's close a deal*

The Crucial Event for Matching  
Investment from Gulf and Global Investors  
with International High Calibre Projects

Day 1: **The Global Investor Window 2009**  
*Investment, Transfer of Know-How and Partnering Event*

Day 2: **The Way Forward 2009: Islamic Finance and Banking**  
*A Viable Solution to the Current Financial Crisis*

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## The Global Investor Window 2009

### *Investment, Transfer of Know-How & Partnering Event*

THE GLOBAL INVESTOR WINDOW 2009 is the crucial event for matching investment from Gulf and Global investors with international high calibre projects. An opportunity to reach out directly to Gulf and Global investors through presentation, discussion and face to face meetings.

### Event Objective

The Global Investor Window is a unique event which, through a carefully thought out combination of presentations, discussions and one-to-one meetings, facilitates collaboration between Gulf and global investors and delegates who can work together to discuss potential partnerships, investment, joint ventures and the important transfer of know-how to the Gulf.

Despite the global slowdown, there remains a determined appetite for investment for high quality projects from companies seeking partnerships. So how can we overcome the credit crunch challenges for investors and the risks involved? What drives investment in such a climate? What is the effect on Islamic Finance?

We will bring together leading international investors who will help to answer these questions and who will bring and share their wealth of experience and knowledge to the event. Not only do delegates get the opportunity to present to them directly, but we will arrange for face to face meetings for you with some of the world's most influential investors. This is the opportunity to close a deal.

### **Fostering Productive Collaboration, Negotiation, and Action**

- UCI uses its extensive experience in creating international business-facilitation events to provide a programme that can produce closed deals between well-matched parties.
- This unique event fosters...
  - **Awareness of opportunities available to all participants;** Investment, Transfer of know-how to the gulf & partnership
  - **One-to-One or 'Match Meetings'** between appropriate parties
  - **Memos of Understanding (MOU's)** between appropriate parties
  - **Contract negotiations** between appropriate parties

### **Showcase Presentation Topics include, but not limited to;**

- Real Estate
- Banking and Finance
- Manufacturing & Industrial
- Energy
- Transportation and Infrastructure
- Services and Consultancy
- Pharmaceutical
- Travel and Hospitality
- Health Care and Education
- Fund and Asset Management

## Where and When?

Hyatt Regency - The Churchill  
London, UK  
29 - 30 October 2009



For further information on sponsorship and exhibition opportunities contact:

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Fax: +44 (0) 208 998 8891  
Email: [ben@uciinternational.com](mailto:ben@uciinternational.com)



UCI Events enable direct collaboration among potential partners.  
Note that specifics of this programme are subject to adjustment.

# The Global Investor Window 2009

*Investment, Transfer Of Know-how and Partnering Event*

## AGENDA DAY 1 - Thursday 29th October

**08:00 Registration Desk Open**

**08:00 Exhibition & Discussion Centre**

Displays by prospective business partners in a pleasant and productive environment for networking and discussion during breaks in the conference programme.

*Refreshments served.*

**09:00 Welcoming Remarks and Targeted Keynote Addresses**

- **Kevin Mulcahy** - UCI International
- **Dr Taleb A. Ali**, Chairman and Managing Director, Industrial and Financial Investment Company (Kuwait)
- **Mr Esam Yousif Janahi**, Chairman, Gulf Finance House (Bahrain)\*



**09:40 Investment Showcase Presentations**

Summary presentations by outstanding organizations seeking investment and/or partnerships

**10:30 Break - Coffee/Tea in Exhibition & Discussion Centre**

**11:00 Panel Discussion:**

**How to Succeed in Partnership with Today's Global and Gulf Investors**

Chaired by: **Bijan Sedghi**, Senior Partner, Wragge & Co

Interactive discussion with a group of international investors and advisors who will share their knowledge and know how. Discussion topics include:

- The Gulf Investors Race to Industrialise: are gulf investors increasingly focusing on building their manufacturing capabilities in order to diversify their economy?
- How to gain the interest of investors and to close the deal?
- Where will international corporate look now to secure funding?
- What are Gulf and global institutional funds doing?
- As a result to the current financial crisis, what opportunities have been created by geographical and sectoral divergences?



- **Mr Musallam Al Zamel**, Chairman, Al Zamel International (Kuwait)
- **Mr Abdul Rahman Al Najjar**, CEO, Retaj (Qatar)
- **Mr Sami Al Nwaisir**, Chairman, Al Sami Holding (Saudi Arabia)
- **Mr Bert van der Vaart**, Chairman, SEAF (USA)\*
- **Mr Andrew Peacock**, International Property Fund Manager, Aviva Investors (UK)\*
- **Mr Mike Clark**, CEO, European Finance House (Qatar - U.K.)
- **Mr Chris Andrews**, MGPA (U.K.)
- **Ms Agne Zitkute**, Fund Manager, Pictet Asset Management (U.K.)\*



**11:45 Investment Showcase Presentations**

Summary presentations by outstanding organizations seeking investment, transfer of know-how and/or partnerships

**12:45 Partnership Luncheon**

**14:00 Investment Showcase Presentations**

Summary presentations by outstanding organizations seeking investment, transfer of know-how and/or partnerships



**15:20 Break - Coffee/Tea in Exhibition & Discussion Centre**

**15:50 One to One Meetings – Session 1**

Private meetings between strategically matched parties. Your opportunity to sit face to face with the decision makers themselves and to close a deal

**16:50 Closing Remarks for Day-One Session**

**17:00 Free Time**

**19:30 Gala Reception & Dinner**



\* Speakers are scheduled to attend.

# The Way Forward 2009: Islamic Finance and Banking

*A Viable Solution to the Current Financial Crisis*

## DAY 2 – Friday 30th October

**08:00 Registration Desk Open**

**08:30 Exhibition & Discussion Centre opens**

Displays by prospective business partners in a pleasant and productive environment for networking and discussion during breaks in the conference program.

*Refreshments served.*

**09:00 Welcome Remarks and Targeted Keynote Addresses**

- **Kevin Mulcahy** – UCI International
- **Sheikh Ali Al Qaradaghi**, Scholar (Qatar)



**09:30 Scholars' Panel Discussion – The Way Forward 2009: Islamic Finance & Banking**

Chaired By: **Dr Ahmed Abisourour**, Senior Advisor – Bank Muamalat (Indonesia)

- Viable Measures & Solutions to be Adopted by UK and Global Governments, to permanently Resolve the Current financial Crisis: Using Islamic Financing and banking products such as Sukuks
- What are the advantages of sukuk issuance?
- Sukuks as a Solution and an alternative tool for a source of Financing
- Dynamics of Listing Sukuks in the UK and Globally

**Shari'ah Scholars:**

- **Sheikh Ali Al Qaradaghi** (Qatar)
- **Dr. Hussain Hamed Hassan** (Egypt)\*
- **Sheikh Haitham Tamim** (U.K.)\*
- **Sheikh Esam M. Ishaq** (Bahrain)



**10:15 Exhibition & Discussion Centre – Tea & Coffee**

**10:35 Panel Discussion: Islamic Banks & Conventional Banks**

Chaired by: **Mr Davide Barzilai**, Partner, Norton Rose

- Distinguishing between Islamic & conventional banking and finance
- Aspects of developing corporations, to start providing debt financing within the current financial crisis.
- Can we ever expect liquidity to return to markets?
- What new funding sources are available now?
- What are differences between Sukuk and conventional bonds?
- Using Sukuk to Finance UK/Global Real Estate – Opportunities and Challenges

- **Mr Ali Othman Al Ghannam**, Head of International Real Estate Investment, Kuwait Finance House (Kuwait)
- **Mr Salah Jaidah**, CEO, Qatar Islamic Bank (Qatar)\*
- **Mr Etsuaki Yoshida**, Director, Japan Bank For International Cooperation (Japan)
- **Mr Aitor Elustondo**, Head of Syndicate Lending (MD), Santander Group (Spain)
- **Mr Khalid Sulaiman Al Jassar**, CEO, Al Bilad Bank (Saudi Arabia)\*
- **Mr Adel A El Labban**, CEO, Ahli United Bank (Bahrain)\*
- **Mr Najam Ahmed Khan**, Head of Islamic Finance & COO, Commerzbank (UK)
- **Mr Badlisyah Abdul Ghani**, Chief Executive Officer, CIMB Islamic Bank



**11:30 Investment Showcase Presentations**

Summary presentations by outstanding organizations seeking investment, transfer of know-how and/or partnerships

**12:30 Partnership Lunch**

**14:00 One to One Meetings – Session 2**

Private meetings between strategically matched parties. Your opportunity to sit face to face with the decision makers themselves and to close a deal

**15:30 Closing Remarks and End of Conference**



\* Speakers are scheduled to attend.

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# The Global Investor Window 2009 REGISTRATION FORM

Investment, Transfer of Know-How and Partnering Event  
29 - 30 October 2009 at Hyatt Regency - The Churchill, London

Attendance Package Day 1 £995

per delegate

Attendance Package Day 2 £995

per delegate

Attendance Package Day 1 & Day 2 £1,395

- Admission to the event  
- Lunch and refreshments  
- Programme documentation  
per delegate

One-To-One Meetings Package £3,495

per company  
Everything from 'Attendance Package Day 1 & 2' plus:  
- Admission to the event of two delegates from the same company. Further delegates are charged at £1,395 per delegate  
- Private one-to-one business meetings that suit your requirements (with companies in your own field, potential business partners and investors)  
- Gala Dinner

Presentation and One-To-One Meetings Package £4,950

per company  
Everything from "One-To-One Package" plus:  
- Presentation to Gulf and Global investors  
- Presentation coaching, projects preparation advice & assistance  
- Further delegates are charged at £1,395 per delegate

Exhibition Package £2,950

per company  
- Includes Attendance package Day 1 & 2 for two delegates  
Further delegates are charged at £1,395 per delegate.  
- Exhibition stand: please ask for details

Advertising in The Event Brochure Package

Full Page Colour £2,950  
 Half Page Colour £1,450  
 Double Page Colour £4,450

Advertising in The Gulf Investor Magazine Package

Full colour Page £5,495  
 Promotional Feature (1200 words of text) £4,495  
 Double page spread DPS (2 x A4) £7,495  
 Inside Front Double Page Spread (2 x A4) £11,295  
 Inside Front £9,295  
 Inside Back £8,295  
 Outside Back Cover £13,950  
 Special positions subject to further negotiation

Additional Services (call us for more details)

Video synopsis £250  
 Gala dinner £120

All bookings carry a 20% liability as soon as a completed registration form has been received. To obtain 80% refund, cancellation in writing must be received by UCI International by 29 September 2009 otherwise the booking will be liable to 100% payment in FULL. Substitute delegates are welcome. The Organiser undertakes to ensure that the event is properly conducted on the dates indicated in this contract and every day from 9.00am to 5.00pm. The dates, the venue or the host country may however be changed by the organiser, in addition to an unforeseen circumstance or force majeure, without the participant being able to object to this or to claim compensation, if it was in the interest itself of the event, in view of its purpose and its international character, that such a change should take place, with the organiser being responsible for notifying the participant of such in writing as soon as possible in the light of the circumstances.

Delegate Information

Name (Mr - Ms - Mrs - Miss - Dr): \_\_\_\_\_

Company/Organisation: \_\_\_\_\_

Address: \_\_\_\_\_

Phone: \_\_\_\_\_

Fax: \_\_\_\_\_

E-mail: \_\_\_\_\_

Signature & Date: \_\_\_\_\_

Number of delegates: \_\_\_\_\_

Company Stamp/Authorisation: \_\_\_\_\_

Easy Ways to Register

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Payment Details (complete as applicable)

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I enclose a cheque or Bankers Draft made payable to UCI International for: £ \_\_\_\_\_

Due to limited spaces, the full fee must be paid within 10 days of receipt of the registration form.

Visa Assistance and Accommodation

UCI will be happy assist participants with Visa applications for access into the U.K. for the purpose of the event only. If you wish to book a room at the Hyatt Regency hotel, please contact [Khadijah@uciinternational.com](mailto:Khadijah@uciinternational.com) who will add you to the UCI rooming list where we have a special agreed fixed rate with the hotel. Delegates are responsible for payments for their own travel and accommodation. If you have any additional requirements e.g. Wheelchair access. Large prints etc. Please notify UCI at least one month before the event.

Sponsorship Opportunities

We have sponsorship opportunities available to give your organisation valuable exposure and numerous special benefits.

For more information, call +44 (0)20 8998 8890

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BOOK NOW  
To Secure  
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