

# Morocco

## Trade & Investment Conference

Thursday 18 October 2007

DTI Conference Centre

1 Victoria Street, London SW1



**Middle East  
Association**



The Middle East Association in partnership with UK Trade and Investment is organising a Morocco Trade and Investment Conference on 18 October 2007.

Morocco recorded 9.3% real GDP growth in 2006, and foreign direct investment increased sharply to US\$3bn. The economy is increasingly diversified, and unemployment fell to below 10% for the first time.

There is a much improved business environment, and Gulf investors are increasingly active in infrastructure and real estate development. Morocco has close relations with the EU, and is the largest recipient of EU assistance under the European Neighbourhood Policy.

Morocco is keen to do more business with the UK and to promote more use of English in the education system. UK exports to Morocco rose to £290m in 2006, making the UK the fourth largest exporter behind France, Spain and Italy.

This important conference will feature:

- Keynote addresses by Moroccan & British Ministers and business leaders.
- Panel discussions on the business and investment environment and major project opportunities.
- Workshops on key sectors including real estate/tourism, offshoring and automotive/aeronautical industries.
- Networking opportunities with senior Moroccan officials and entrepreneurs

An outline programme and registration form is attached.



The Conference will be followed by an **MEA trade mission to Morocco** from **29 October – 2 November**

To enquire about this mission please contact CT Group Travel, our appointed Mission Managers, at [mea@ctgrouptravel.co.uk](mailto:mea@ctgrouptravel.co.uk)

### Supporters:



### Media Partners:



## Provisional Programme

0900 Registration/Coffee

0930 **Opening Plenary Session**

Chair: Baroness Symons of Vernham Dean, Vice President, Middle East Association

Welcome: Mr Joe Gaggero CBE and Mr Mourad Cherif,  
Co-Chairs of the Moroccan British Business Council (*confirmed*)

Keynote Speakers:

- Mr Andrew Cahn, Chief Executive, UK Trade & Investment (*confirmed*)
- Moroccan Minister of Foreign Trade (*invited*)
- Mr Mohammed Aref Hassani, Deputy Director, Invest in Morocco (*confirmed*)

1030 **"The New Morocco": Economic & Social Challenges**

Keynote Panellists will discuss the post-election business environment:

- Mr Abdelmalik Kettani, Vice President, Confederation of Moroccan Industry
- Mr David Suratgar, Chairman, MediCapital Bank and Member of the Board BMCE Bank (*confirmed*)
- Dr Sarah Meyers, Senior Consultant, Control Risks (*confirmed*)
- Mr Rodrigo Guzman, Senior Consultant, Monitor (*confirmed*)

1130 **Coffee Break**

1145 **Doing Business in Morocco: Major Project Opportunities**

Keynote Panellists/Investors will give snapshots of current projects:

- Tourism & Real Estate – Mr Joe Gaggero, Chairman, Bland Group & Mr Jalil Benabbes Taarji, President, National Tourism Federation (*confirmed*)
- Opportunities in Casablanca – Mr Mahdi Bouziane, Head of Communications Department, Centre for Regional Investment, Greater Casablanca (*confirmed*)
- Opportunities in Tangier – Mr Youssef Bencheqroun, Head of Development, Tangier Med Port
- Opportunities in the Power Sector: Mr Younes Maamar, General Manager, Moroccan National Power Company (*confirmed*)
- Banking & Project Finance: Mr Michael Hodges, Business Development Director Middle East, HSBC Bank plc (*confirmed*)

1300 **Networking Buffet Lunch**

1400

**Interactive Sectoral Workshops:**

*The workshops will run in parallel and be professionally facilitated:*

- Real Estate and Tourism Development
  - Mr Jalil Benabbes Taarji, President, National Tourism Federation (Moderator)
  - Mr Joe Gaggero, Chairman, Bland Group
  - Ms Natalie Stadelhofer, Director, Sotheby's International Realty
  - Mr Chris McHugo, Chairman, Discover Ltd
  - Mr Fouad Ouzzine, Director, Regional Investment in Fez
  
- Other Industrial/Services Sectors (including Offshoring/Outsourcing)
  - Mr Peter Grimsditch, Editorial Director, The Oxford Business Group (Moderator)
  - Mr Barry Marsh, President, British Chamber of Commerce for Morocco
  - Mr Younes Maamar, General Manager, Moroccan National Power Company
  - Mr Mahdi Bouziane, Head of Communications Department, Centre for Regional Investment, Greater Casablanca
  - Mr Anouar Atmani, Commercial and Communications Director, Casanearshore.

1600

**Close of Conference**

**MOROCCO CONFERENCE, 18 OCTOBER 2007: REGISTRATION FORM**

**Registration per delegate: £55.00+VAT (£64.63) for MEA Members and £75.00+VAT (£88.13) for non-members.**

**To register, please complete and return this page, together with your payment, to Jacqui Marshall, by midday Monday 15 October. A £2.00 surcharge will apply for credit cards only. *Cancellations will be accepted up to 48 hours ahead of the event with refund or credit note (upon request). No refund will be made after 48 hours before the event. Payment must be settled before the event.***

**The Middle East Association, Bury House, 33 Bury Street, St James's, London SW1Y 6AX  
Tel: +44 (0)20 7839 2137 | Fax: +44 (0)20 7839 6121 | Email: [jacqui@the-mea.co.uk](mailto:jacqui@the-mea.co.uk) | [www.the-mea.co.uk](http://www.the-mea.co.uk)**

I wish to attend the Country Conference on **Morocco, 18 October 2007, at the DTI Conference Centre in London**  
**Payment type: (delete as appropriate):** 1) I enclose a cheque 2) Please send a credit card/debit card authorisation form  
3) Please send an invoice for immediate process

Name \_\_\_\_\_

Company \_\_\_\_\_

Job Title \_\_\_\_\_

Address \_\_\_\_\_

Telephone \_\_\_\_\_ Fax \_\_\_\_\_ Mobile \_\_\_\_\_

Email \_\_\_\_\_

Business Sector/Activity \_\_\_\_\_

Please mark the afternoon sectoral workshop you would like to attend:

- Real Estate and Tourism Development  
 Other Industrial/Service Sectors ( including Offshoring/Outsourcing)

Please advise of any dietary requirements \_\_\_\_\_

Please indicate, if applicable, if you have any disability requirements: \_\_\_\_\_

Please send me details on how to become a member of the Middle East Association:

*Places are limited and you are therefore urged to reply as soon as possible by fax for priority response.*

**VAT NO. 340 2387 82**