

Supporting Internationalisation *in the Mediterranean*



Main Event Sponsors



organised by

The Malta Chamber of Commerce, Enterprise and Industry
and Mediterranean Bank Network

18 November 2011 The Exchange Buildings, Valletta





To mark its 15th Anniversary, Mediterranean Bank Network shall be partnering with The Malta Chamber of Commerce, Enterprise and Industry to organise a national conference entitled 'Supporting Internationalisation in the Mediterranean'.

Doing business in the Mediterranean

The crossroad of three continents, where East meets West and North meets South

This event seeks to

- highlight new business potential within the Mediterranean region
- outline the prospects within the two rims
- and provide a further understanding of established trading partners within the region

Mediterranean countries offer attractive factors for investors: a geographic proximity to the European Union States, and a qualified work force. The Southern shore of the Mediterranean is an added opportunity for Europe. Economic co-operation between North and South will generate jobs and create additional economic momentum at both ends.

The Conference

The 'Supporting Internationalisation in the Mediterranean' conference will provide participants with the opportunity to:

- Gain insight into the economic and political trends
- Identify new business opportunities within the Med region
- Network and interact with speakers, representatives of major Mediterranean Banks, and share experiences and learn about opportunities to promote and develop your business and innovation projects
- Understand how business cultures may affect operations

Who should attend?

- Business Executives, Managers and Strategic Planners whose companies already invest, trade or are contemplating investing with neighbouring Mediterranean countries
- Professionals, financial and legal consultants, whose career path involves operations overseas.



Hon. Tonio Borg
Deputy Prime Minister
and Minister of Foreign Affairs
www.foreign.gov.mt



Catherine Monzat
President,
Mediterranean Bank Network
www.medbanknet.com



Tancred Tabone
President, Malta Chamber of Commerce,
Enterprise and Industry
www.maltachamber.org.mt



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BTK, Tunisia
www.btknet.com



Charles Borg
Chief Officer, Financial Markets & Investments,
Bank of Valletta
www.bov.com

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Conference Programme

- 8:15 **Registration and Coffee**
- 8:45 **Unveiling of the New MBN Logo and opening of the seminar**
Hon. Tonio Borg (*Deputy Prime Minister and Minister of Foreign Affairs*)
- 9:00 **Introductions**
Ms. Catherine Monzat (*Mediterranean Bank Network President*)
Mr. Tancred Tabone (*Malta Chamber of Commerce Enterprise and Industry President*)
- 9:10 **Developing sustainable trade relationships between the two rims of the Mediterranean**
Mr. Sebastian Degault (*Deputy Director, Invest in the Med*)
- 9:35 **Responding to opportunities in the Med**
Dr. Sue Vella (*Chief Operations Officer, Malta Enterprise*)
- 9:50 **How can Banks help boost the desire to Internationalise in the Mediterranean Countries?**
An introduction to doing business in the Mediterranean
Ms. Alenka Smerkolj (*Senior Executive Director Financial Markets and Group Treasury NLB d.d.*)
Mr. Franck Oniga (*Head of Professional, Corporate and Institutional Market BPCE - Banques Populaires*)
Mr. Hassan El Basri (*Director, Banque Centrale Populaire Morocco*)
- 10:50 **Coffee Break**
- 11:10 **An introduction to doing business in the Mediterranean - Continued**
Mr. Xavier Puig (*Managing Director International Division, Banco Sabadell*)
Ms. Adelina Achilli (*Relationship Manager - Financial Institutions, Banco Popolare*)
Mr. Habib Sfar (*Director, BTK, Tunisia*)
- 12:10 **Malta's Internationalisation - The BOV Experience**
Mr. Charles Borg (*Chief Officer, Financial Markets and Investments, Bank of Valletta*)
- 12:30 **Questions and Answers**
- 12:40 **Closing Speech**

Conference Moderator: Mr. Peter Grima, Chairman Internationalisation Committee



Registration Form

Registration form must be accompanied by payment.

Persons interested in attending the conference may register with the Malta Chamber of Commerce, Enterprise and Industry by not later than 14th November 2011. Cancellations will be accepted until one week prior to the event.

Personal Information

Name: _____

Designation: _____

Organisation: _____

Postal Address: _____

Tel: _____ Fax: _____

Email: _____

Yes, i would like to receive information about upcoming events and services by email.
I am giving ONLY The Malta Chamber of Commerce, Enterprise and Industry my permission to contact me by email.

Signature: _____

Acknowledgements of reservations will be sent by email.

Payment Information

A fee of €25 is applicable to Malta Chamber members and €40 to non-members, including a parking voucher at MCP.

I would like to register _____ delegate/s. Credit Card No. _____

Names of additional delegates: _____ in the name of _____

_____ Date of Expiry _____

Cheques should be made payable to The Malta Chamber of Commerce, Enterprise and Industry.

Registration

Registration forms should be sent either by email or post to Ms Dorianne Bonanno as per contact details below. Electronic version of registration form for additional delegates is available upon request.

The Malta Chamber of Commerce, Enterprise and Industry,
Exchange Buildings, Republic Street, Valletta VLT 1117.
Telephone: (+356) 2203 2304 Fax: (+356) 2124 5223
Email: dorianne.bonanno@maltachamber.org.mt



Conference Accommodation Form

I wish to reserve: _____ room (s)

Arrival Date: _____

Departure Date: _____

Total Number of Days: _____

Room Rates include Breakfast

5 Star Hilton Malta
Portomaso, St. Julian's, Malta PTM 01.

We can offer the following rates subject to availability ONLY subject to booking effected directly as below

- € 96.00 in a twin or Seaview Room double Deluxe room for sole use
- € 126.00 in a twin or Seaview Room double Deluxe room for 2 adults

Name of Booking _____

Credit Card Number _____

in the name of _____

Date of Expiry _____

Signature _____

Registration for Hotel Booking is to be forwarded directly to the Mediterranean Bank Network either via e-mail at info@medbanknet.com or fax on +356 21 827773 . Acknowledgement of reservations will be sent by e-mail.

Kindly forward original form to;

Mediterranean Bank Network
The Exchange Republic Street
Valletta VLT 1117, Malta.

If you wish to cancel the reservation, this can be done before 48 hours from midday of the check in date . Should you fail to do so, a one night accommodation charge will be applied. Hilton Malta reserves the right to change rates with the amount of the imposed government tax, in case there are additional taxes imposed by the government in the contracted period.