

Barcelona. 27-28 October 2009

1st Euro-Arab Real Estate Conference

المؤتمر الأوروبي العربي العقاري الأول



ORGANIZED BY:



WITH THE COLLABORATION OF:



1st Euro-Arab Real Estate Conference

المؤتمر الأوروبي العربي العقاري الأول



Real estate experts from the Arab World and Europe will converge at Barcelona Meeting Point on the 27 to 28 October 2009 for the inaugural Euro-Arab Real Estate Conference to explore investment opportunities and to build the blocks for a sustainable cooperation between the two regions in this space.

Perhaps a defining move is the concentration of the conference programme on three important themes which has highlighted the real estate sector over the last few years especially in the Middle East & North Africa (MENA) region. These include:

- 1.- Islamic finance, business law and real estate financing.
- 2.- Waterfront development.
- 3.- The urban regeneration challenge for the Arab countries.

For the MENA real estate market especially, it has been a forced pause for reflection - the tightening of regulation; the introduction of new laws including the imminent adoption of a Saudi mortgage law; and perhaps above all preparing for the next wave of market opportunities when long-term sustainable economic recovery and growth returns.

Already in the major markets of the world Islamic financial institutions (IFIs) are already leveraging new opportunities ranging from quality niche portfolios in commercial property let on long leases to strong covenants and bought at a discount to the long term trend; distressed sales; entering exciting new property markets less affected by the global credit crunch; to specialized sectors such as affordable housing, urban regeneration and infrastructure.

Islamic real estate finance and investment opportunities going forward will be concentrated on markets offering well-defined opportunities. Investors are looking for less market volatility and for value added returns. Real estate backed or based Sukuk; Project Sukuk; PFI (private finance initiatives); PPP (Private Public Partnerships); Real Estate Investment Trusts (REITs); Sustainable Alternative Housing Finance Schemes including Shared Ownership; and specialized private equity and real estate funds may pave the way of the next generation of Islamic real estate financing offerings.

On the other hand traditional locations for inward Arab investment in the European union such as the UK, France, Spain and Germany are once again attracting interest from investors especially from the Gulf Cooperation Council (GCC) countries, albeit in niche opportunities, with companies from Qatar, Kuwait, Saudi Arabia and the UAE the most active.

In the context of the above market dynamics, the pioneering 1st Euro-Arab Real Estate Conference promises to be the trend-setting event in the sector where officials, financiers, investors, companies and regulators can come and discuss and exchange ideas and information, and explore investment and construction opportunities on a win-win basis.



1st Euro-Arab Real Estate Conference

09:30 - 9:45

“Welcome and Introduction Remarks”



Ahmed Matar
Secretary General
Arab Union for Real
Estate Development
Alexandria



Josep M. Pons
Managing Director
Barcelona Meeting Point
Barcelona

9:45 - 10:20

“Outlook on the Economy in the Arab Countries”



KEYNOTE SPEAKER

Ahmed Goueli
Secretary General
Council for the Arab
Economic Unity
Cairo

10:30 - 11:30

“Official Opening of the 1st Euro-Arab Real Estate Conference and Grand Opening of Barcelona Meeting Point 2009”. Delivery of “The BMP Awards 2009”

CHAIRIED BY:



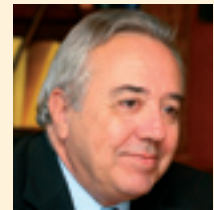
Beatriz Corredor
Minister of Housing
Government of Spain
Madrid



Jordi Hereu
Mayor
City of Barcelona
Barcelona



Francesc Baltasar
Minister of Environment
and Housing
Government of Catalonia
Barcelona



Manuel Royes
Special Delegate of the State
Consorci Zona Franca
Barcelona



Hassine Bouzid
Head of the Mission
The Arab League
Madrid



Manuel Piñeiro
Director
Euro Arab Institute for
Education and Training
Granada



Sulaiman Al Fahim
President
Arab Union for Real
Estate Development
Abu Dhabi



Enrique Lacalle
Chairman
Barcelona
Meeting Point
Barcelona



1st Euro-Arab Real Estate Conference

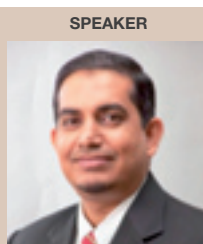
12:15 – 12:35

“Demystifying Islamic Finance and Islamic Business Ethics – Easier than Expected”

- > Faith Ethos of Islamic Finance.
- > Main Principles of Islamic Finance.
- > Islamic Law relating to Financial Transactions.
- > Main Islamic Financial Contracts.
- > Islamic Finance in a Western Jurisdiction.



Mushtak Parker
Editor
Islamic Banker
London



Mohamad Akram Laldin
Executive Director
International Shariah Research
Academy for Islamic Finance
(ISRA)
Kuala Lumpur

12:35 – 1:45

“Islamic Law & Finance – The New Silk Road to Investment and Business. Straddling Europe and the MENA Bridge”

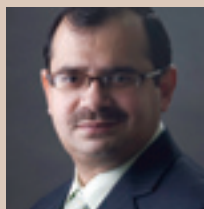
- > Rationale for Investment Flows between Europe and the Middle East.
- > Main Drivers of Europe/Mena Bridge Investment and Trade.
- > Issues relating to Islamic, UK, EU Law in Investment and Financial Transactions.
- > Current Status and Future Opportunities of Islamic Finance Investment, Business & Trade between Europe & the Middle East.
- > Facilitating Islamic Finance in Europe – Challenges and Issues.



Mushtak Parker
Editor
Islamic Banker
London



Khalid Al-Saeed
Senior Manager
Samba Financial Group
Riyadh



R. Lakshmanan
CEO
SAKANA Holistic
Housing Solutions
Manama



Abdul-Haq Mohammed
Partner
Trowers & Hamllins
Manama



Mohammed Tariq
Adviser to the President
Islamic Development
Bank Group
Jeddah



Marc Theisen
Partner
Theisen-Schiltz-Barbian
Luxembourg



1st **Euro-Arab** Real Estate Conference

2:00 – 4:00

Luncheon (Hotel Barcelona Plaza)
“Outlook on the Economy in Europe”

KEYNOTE SPEAKER



Jordi Gual
Chief Economist
La Caixa
Barcelona

4:30 - 4:50

“The Growing Importance of Sukuk (Islamic Bonds) for European Corporates as a Tool to Raise Finance and for Securitisation”

- > Introducing Sukuk.
- > The IDB and Sukuk.
- > Sukuk as a Mechanism for Financing Projects, Infrastructure & Realty Assets.
- > Challenges – Pricing, Legal Issues, Product Diversification.
- > Future Developments.

MODERATOR



Mushtak Parker
Editor
Islamic Banker
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SPEAKER



Mohammed Tariq
Adviser to the President
Islamic Development
Bank Group
Jeddah



1st Euro-Arab Real Estate Conference

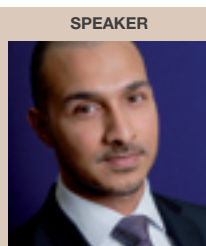
4:50 – 5:10

“Property Ownership and Investment in the GCC - Legal Trends and Challenges”

- > Regional Developments in Property Laws.
- > The Imperative of Transparency and Regulation.
- > Developer and Investor Pitfalls.
- > Market Trends and Challenges.



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Abdul-Haq Mohammed
Partner
Trowers & Hamblins
Manama

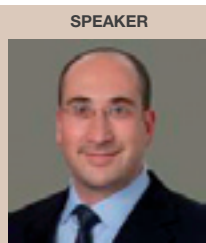
5:10 – 5:30

“The Potential for Real Estate Investment Trusts (REITs) and Private Equity Transactions”

- > What Are REITs?
- > Requirements & Market Conditions for REITs.
- > The Potential for Islamic REITs.
- > Oasis Islamic REIT.



Mushtak Parker
Editor
Islamic Banker
London



Davide Barzilai
Partner
Norton Rose LLP
London

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5:30 - 5:50

“Islamic Housing Finance – Adding Value through Equity Release; Securitisation; Shared Equity”

- > Growth Dynamics of Housing Finance in the Arab World.
- > Legal Issues.
- > Mortgage Laws...Specially in Saudi Arabia.
- > Adding Value for New Products.
- > Equity Release, Shared Ownership.
- > Demographics and Sustainable Demand.

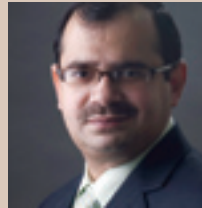


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SPEAKERS



Khalib Al-Saeed
Senior Manager
Samba Financial Group
Riyadh



R. Lakshmanan
CEO
SAKANA Holistic
Housing Solutions
Manama

6:15 - 7:15

“Comparative Issues in Structuring Successful Islamic Real Estate Transactions and Projects in Europe and the Arab & Muslim Countries”

- > Why are some real estate transactions successful and others not?
- > The problem with ‘trophy assets and projects’.
- > Shariah compliance issues – real or imagined?
- > Successful asset allocation in real estate market segments.
- > Which market segment – commercial property, residential, industrial, student accommodation?
- > Thinking outside the black box – equity release, shared ownership, affordable housing.
- > Which structures are the most efficient, cost effective and acceptable?
- > The issue of leveraging – Murabaha or Ijara?
- > The best exit strategies.

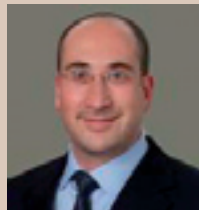


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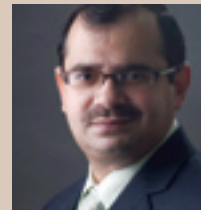
SPEAKERS



Ibrahim Al Buloushi
COO
Sumou Real Estate
Development Company
Jeddah



Davide Barzilai
Partner
Norton Rose LLP
London



R. Lakshmanan
CEO
SAKANA Holistic
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Manama



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International Shariah
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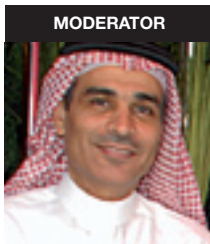


1st Euro-Arab Real Estate Conference

09:30 -10:40

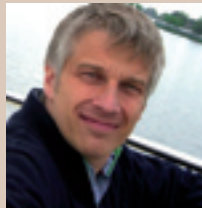
“Waterfront Development and Investment Opportunities in MENA Bridge Countries”

- > Why Waterfront Development?
- > The Transformation of Barcelona due to its Waterfront Development.
- > Combining Aesthetics with Urban Regeneration.
- > Economic Advantages of Waterfront Developments.
- > The Current Scene of Waterfront Developments in the Middle East.
- > How Important is Functionality – the User-friendliness of the Facilities?
- > Architecture and Environmental Impact Considerations.
- > Socio-economic Benefits of Waterfront Developments in the Middle East.
- > Are Waterfront Developments in the Middle East Sustainable?
- > Features of the Fahaheel Alkout Project.
- > Waterfront Development in Abu Dhabi.
- > Financing Options.
- > Development Project and Environmental Regulation and Oversight.



Khalid Abdul Ghaffar
CEO
City Center
Development Company
Jeddah

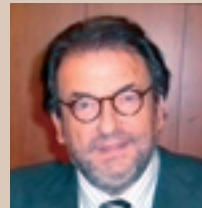
SPEAKERS



Peter Jansen
Secretary General -
Marinas Committee
ICOMIA
Düsseldorf



**Mohammed Jassim
Al-Marzouk ***
President and CEO
Tamdeen Real Estate
Company
Safat



Josep Munné
President
GIS Trade Center
Barcelona

1st Euro-Arab Real Estate Conference

11:10 -12:15

“City Center and Urban Regeneration Opportunities in the MENA Bridge Countries”

- > Main Features of the Jeddah Urban Regeneration Plan.
- > Main Challenges of Implementing the Plan.
- > Importance of Leisure and Environmental Impact.
- > Funding & Investment Strategies for the Plan.
- > IFC and the Middle East.
- > Importance of Affordable Housing.
- > Opportunity Costs of Urban Regeneration.
- > The Case for Islamic Housing Finance and Securitisation.
- > Why Islamic Finance?
- > Ideal Islamic Facilities to Finance Urban Infrastructure.
- > The Case for Sukuk.



Mushtak Parker
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SPEAKERS



Abdulgader Amir
Vice President
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Ibrahim Al Buloushi
COO
Sumou Real Estate
Development
Company
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Ghassan Al Sulaiman
Chairman
City Center
Development Company
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12:30 -1:45

“Investment Opportunities for Arab Investors across Europe”

These days many in Europe turn their head towards the Middle East in search of what they assume cash-rich Arab investors basically from the GCC Region. And certainly they do have cash but also they do have a sense of prudence and a great knowledge of what's going on in a more-than-ever buyers' market. So, if you are on the selling side you probably want to figure out: what are Arab investors really looking for these days in Europe? Where? How to approach them? And if you are on the buying side, you may want to know: who is offering what, where and under what terms? Is it all about trophy buildings or there are some other products out there? Is it all about a cheap sterling pound and investing in the UK or are there any bargains in Continental Europe?

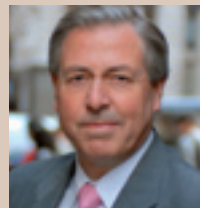


Henri Alster
Chairman
Global Real Estate
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SPEAKERS



Sulaiman Al Fahim
Chairman
Arab Union
for Real Estate
Development
Abu Dhabi



Graham Chase
President
Chase & Partners
London



Josep Marsal
Partner & Head
of Middle East
Cuatrecasas,
Gonçalves, Pereira
Barcelona



Mikel Marco-Gardoqui
National Director
Cross Border
CB Richard Ellis
Madrid



1st Euro-Arab Real Estate Conference

Institutional Session by the Arab Union for Real Estate Development

Open to all BMP participants (no Symposium Registration required).

4:30 -6:00

“Euro-Arab Partnership, Fact or Fiction?”

A panel discussion that will be moderated by Dr. Ahmed Matar, The Secretary General of the AURD and will be including five distinguished panellists.

The session will be tackling the opportunities and threats facing Euro-arab partnership in the upcoming years and the best methodologies of cooperation between Arab and European organizations and firms in the fields of real estate and urban development.

MODERATOR



Ahmed Matar
Secretary General
Arab Union for Real
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Alexandria

SPEAKERS



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Abd El Halim Omar
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Mohamed Nour el-din
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