

## AL DANA FERGUSON CONFERENCES



### Al Dana Ferguson Conference (Global & GCC Investment Opportunities)

Kingdom of Bahrain

September 2013

# AL DANA FERGUSON CONFERENCES

Hosted By Al Dana & Ferguson Partners

And Supported By

Tamkeen

Bahrain Association of Banks

Bahrain Economic Development Board



# AL DANA FERGUSON CONFERENCES

## Brief

Al Dana & Ferguson Partners, serve international clients, investors and families, by connecting and putting project owners and investors together, preserving and growing the wealth of them and their families over generations.

We have put together an interesting series of sessions, focusing on current issues challenging the industry today.

The format of the event is a combination of facilitated roundtable discussion sessions, one-to-one business meetings, networking opportunities and thought provoking presentations by some of your leading peers in the industry.

The event will be kicked-off with a “business & discover Bahrain” tour on the first day, where attendees can participate in this tour of different sites and companies, which are important to the local and wider international economy/region.

The Atmosphere during the event is one of interaction and we encourage you to become fully involved in both the roundtable discussions and the networking opportunities with your peers and the companies co-hosting the meetings.

Enclosed in your welcome pack is your personal agenda for the day, detailing the session’s and one-to-one meetings you will attend. Please ensure that you adhere to the timings on your agenda as the hosts of your sessions and meetings will be relying on your timely arrival. Should you find that some selections that were originally made do not appear in your personal agenda, this will be largely due to concurrent scheduling of roundtables.

Should you need any assistance throughout the event, Al Dana Ferguson staff will be available to assist with any queries you may have.

Please note: if there are any unforeseen changes to your agenda, you must inform a member of the team at the front desk as this will have a direct impact on agendas of other event attendees.

We trust that you will find the meetings to be an informative, thought provoking and enjoy the event.

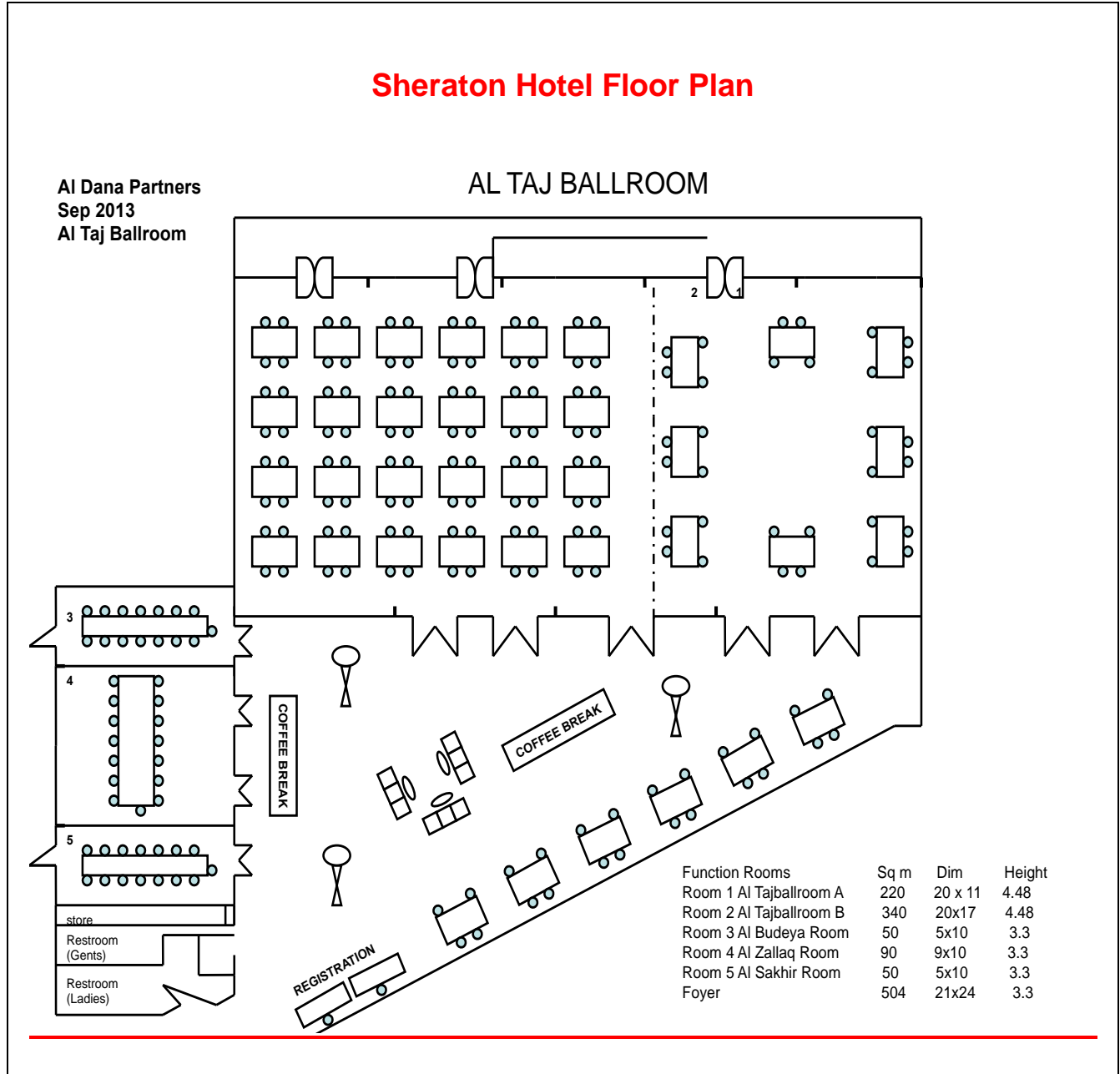
# AL DANA FERGUSON CONFERENCES

## Date and Location

**Start date :** Monday September 16<sup>th</sup> , 2013

**End date :** Wednesday September 18<sup>th</sup> , 2013

**Location :** 5\* Hotel , Sheraton World Trade Center, Manama, Bahrain



## AL DANA FERGUSON CONFERENCES

### Programme

- 16<sup>th</sup> of Sept :       **Opening Ceremony & Dinner**  
(7:30 pm to 10:30 pm) **Opening Ceremony & Reception Dinner**
- 17<sup>th</sup> of Sept :       **One-to-one meetings / roundtable discussions / Dinner meetings**  
(10:00 am to 1:00 pm) **One-to-one meetings / roundtable discussions**  
(12:30 pm to 2:30 pm) **Lunch Time**  
(2:30 pm to 5:00 pm) **One-to-one meetings / roundtable discussions**  
(8:00 pm) **Gala Dinner**
- 18<sup>th</sup> of Sept :       **One-to-one meetings**  
(10:00 am to 12.30 pm) **One-to-one meetings**  
(12:30 pm to 2:00 pm) **Lunch Time**

## AL DANA FERGUSON CONFERENCES

<b>Monday Day One</b> 16 <sup>th</sup> September	<b>Opening Ceremony &amp; Dinner</b> 7.30 pm to 10.30 pm
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7.30 – 7.40 pm	<b>Dr. Steen Ehlern</b> CEO Ferguson Partners Family Office	Welcome & General Overview
7.40 – 8.00 pm	<b>Dr. Jarmo Kotilaine</b> Chief Economist Bahrain Economic Development Board	Bahrain Economy
8.00 – 8.15 pm	<b>Mr. Jamal Al-Hazeem</b> CEO BMI Bank, Bahrain	Bahrain Banking Sector / Client Appetite for Investments
8.15 – 8.30 pm	<b>Mr. Hassan Sohbi</b> Attorney-at-Law Taylor Wessing, Germany	Crisis - What Crisis? Why Europe will continue to play an important global role.
8.30 – 8.45 pm	<b>Mr Geoff Anandappa</b> , Director Stanley Gibbons	Investing in global non-correlated, rare collectibles and investments
8.50 – 10.30 pm	Dinner	

### Reception Dinner:

**Al Dana** and **Ferguson Partners** as well as our co-hosts are welcoming and opening the conference where also a video will be shown on screens around the room, telling the story of Bahrain and showing its development and future plans.

Local and European/Overseas investors and companies getting to know each other and local Bahraini in a relaxing and informal atmosphere.

This serves as a first opportunity to meet people and make new contacts.

## Speaker Profiles



### **Dr. Steen Ehlern**

CEO/Founder  
Ferguson Partners  
Family Office  
UK/ Switzerland

British-Danish citizen, grown-up & educated in Switzerland, living between London and Zurich.

Dr. Steen Ehlern is Managing Partner/CEO of Ferguson Partners, a private family office looking after the financial and non-financial needs of its principals and other investors, i.e. individuals, families and foundations and SWFs from Europe and the Middle East.

He holds a Masters Degree (Hons) in Business Administration (Banking & Finance and Organisational Science) and a doctorate (magna cum laude) from the Swiss Banking Institute of the University of Zurich. He worked in management consulting, M&A, and merchant/investment banking, SBC Warburg, as well as in private banking and the trust department of a Swiss private bank, and international private banks Rothschilds and Bank Julius Bär as well as Ansbacher (part of Qatar National Bank).

Dr. Steen is member of the expert committee of PHINEO/Bertelsmann, author of books and several articles on family offices and regularly speaks at, moderates and chairs international private investor conferences.

He speaks English, German, Swiss-German, French.

## Speaker Profiles



### **Mr. Hassan Sohbi**

Partner, Frankfurt  
Taylor Wessing  
Germany

Hassan Sohbi specialises in all issues of corporate investment and equity financing, in particular national and international M&A, private equity and venture capital transactions, acting for entrepreneurs, institutional investors and family offices, a number of which are based in the Middle East and South Asia. He also advises on matters of company law and capital markets law, including stock exchange listings and takeovers of listed companies.

Hassan Sohbi studied law with a focus on corporate and capital markets law in Frankfurt am Main, where he sat the first legal state exam in 1991. He passed the second state exam in Frankfurt in 1994 and was admitted to the bar in 1995.

Hassan Sohbi is the Head of the Middle East Practice Group of Taylor Wessing in Germany and a member of the firms' International Middle East Practice Group.

He is a founding member and director of the Business Angels FrankfurtRheinMain e.V. He publishes regularly, in particular on investment issues (private equity, venture capital) and capital market topics and is quoted regularly in the international specialist press.



## Speaker Profiles



### **Mr. Jamal Al Hazeem**

CEO  
BMI Bank  
Kingdom of Bahrain

Jamal Ali Al-Hazeem, a veteran Banker with over 32 years' experience, is the Chief Executive Officer (CEO) of Bahraini retail and commercial banking institution, BMI Bank having taken on the role in May 2010, with a commitment to build on the Banks strengths as well as deliver on its commitment to provide customers with unique and innovative financial products and services.

Jamal was earlier the Managing Partner of Arthur Andersen - Bahrain for 22 years before being appointed as Chief Executive Officer (CEO) of the Economic Development Board (EDB) - Bahrain in 2000. In his next role, Jamal worked in Kuwait with The International Investor and returned back to Bahrain in 2007 to take on the role of CEO of First Investment Bank, a \$200 million Sharia-compliant investment bank headquartered in Bahrain.

Jamal was recently appointed as the new Chairman of Gulf African Bank (GAB) the first and largest sharia-compliant Bank in Kenya. In addition, Jamal also serves as the Chairman of leading Kuwaiti company Al Taameer Real Estate Investment Company and is a Board Member at several prestigious organizations including Nass Corporation and BMI Offshore Bank (Seychelles).

## Speaker Profiles



### **Mr. Geoff Anandappa**

Investment Manager  
Stanley Gibbons Ltd  
United Kingdom

Geoff Anandappa is an international speaker and renowned expert on investing in rare stamps and collectibles.

Having graduated from St Andrew's University in Scotland, Geoff pursued a career in management and sales & marketing – before a lifelong interest in philately prompted him to join the Investment Department at Stanley Gibbons in 2005. His home is in London but he travels widely and recently spent a year in Hong Kong setting up Stanley Gibbons' new office. His collecting interests include the postal history of Ceylon (where he was born) and Great Britain.

On a day-to-day basis, Geoff works with high net worth individuals and financial professionals to provide guidance about alternative investments and diversifying into collectibles. He also travels widely, speaking to investors, financial advisers and wealth managers in Europe, North & South America and Asia.

With appearances on CNN, CNBC, Bloomberg TV, BBC Television and Radio, and contributions to many national and international newspapers and magazines, Geoff is in demand as a speaker around the world.

Geoff's presentation covers the history of stamps and reveals why rare stamps and collectibles are one of the most undervalued asset classes. With low volatility over a 50-year period and no correlation to mainstream investments, it is no exaggeration to say that this is one of the best investments for those seeking to diversify their portfolio. Moreover, as an investment in British pounds, it is perfect for those seeking to diversify currencies in an off-shore investment.

## Speaker Profiles



### **Dr. Jarmo Kotilaine**

Chief Economist  
Bahrain Economic  
Development Board

Jarmo Kotilaine joined the Bahrain Economic Development Board as Chief Economist in September 2012. He previously served as Chief Economist of the National Commercial Bank (NCB) since 2010, preceded by two years as Chief Economist of NCB Capital, the investment arm of the NCB Group. Dr Kotilaine has built a high profile amongst the GCC business community and with the regional and international media.

Dr Kotilaine previously worked for a number of years as an economic and financial consultant with a primary focus on emerging markets. He advised the Spanish stock exchange, Bolsas y Mercados Españoles (BME), headed the financial services consultancy of Oxford Analytica, a global strategic consultancy firm, and subsequently of Control Risks Group (CRG), a London-based international business risk consultancy. During this time, Dr Kotilaine's main clientele consisted of banks, stock exchanges and financial regulators, some of which he has continued to serve as an external advisor.

Dr Kotilaine studied economics and economic history at Oxford, Cambridge, and Harvard. He subsequently joined the faculty at Harvard where his primary research focus was the long-term economic and institutional development of Eurasia as well as on international trade and finance.

## AL DANA FERGUSON CONFERENCES

**Tuesday Day Two**  
17<sup>th</sup> of September

**MEETINGS with companies**  
10:00 am to 5:00 pm

<b>Company Name</b>	<b>Country</b>	<b>Industry Sector / Activities</b>
Agrarius AG	Germany	Agriculture investments
F.I.T. Timber Growth Fund	CH/BRA	Timber/forestry Brazil
Taylor Wessing	Germany	International law firm
Ghalayini Trade & Turnkey	Lebanon	Building & construction turnkey
National Capital	KSA	Family business/conglomerate
Canderel	Canada	Real Estate
Jubail Energy Services	KSA	Energy/pipelines
L'Accès International	KSA	Concierge/Family Office Services
Maven Alternate Investment	Canada	Alternative investments
Innovation Group	Germany/Qatar	Import/Export, construction
Helvetia Wealth	Switzerland	Value trend investments / asset management
Jersey Finance	Jersey	Government / Economic Development
Incipient Capital / TFS	Australia/UAE	Natural resources, mining / Sandalwood
Parabel	USA/UAE	Animal protein/food
Stanley Gibbons	UK	Stamps & rare collectibles
Expersoft	Switzerland	Banking, wealth management/FO systems
LRI Invest	Luxembourg	Asset management/securitisation/platform
Baumann Partners / EFC	Luxembourg	Equi future champions - horse investments
HEAT GmbH	Germany	SME investments
Dohmen GmbH	Germany	Automotive – luxury/leather interiors
Frankfurt International Consulting	Germany	Investments / Services in Germany
SOLARtEC	Luxembourg	Investments/projects into Solar energy
Alpview AG	Germany	Investments Germany
Ferguson Family Office	Switzerland/UK	Family Office investments & services
Al Dana Partners Limited	Switzerland/BAH	Family Office investments & services
eVision	KSA/BAH	IT applications/software
Peaches	Germany	Telecoms – Mobile payments

**Lunch Break**  
**1:00 pm to 2:00 pm**

## AL DANA FERGUSON CONFERENCES

**Tuesday Day Two**  
17<sup>th</sup> of September

**ROUNDTABLE discussions - Topics**  
10:00 am to 5:00 pm

<b>Company Name</b>	<b>Topics</b>
Stanley Gibbons	Rare Stamps, collectibles
Expersoft	Consolidated wealth mgmt. & reporting systems
LRI Invest	Luxembourg financial sector & companies
EFC / Baumann	Championship Horse investments
F.I.T. Timber Growth Fund	Timber investments
Agrarius AG	Growing opportunities in the Agriculture field
Bahrain Economic Development Board	Doing business in Bahrain / GCC
L'Accès	Doing business in KSA
Incipient Capital/TFS	Natural resources
Solartec	Possibilities of Solar Energy (especially for telecom)
Ferguson Family Office, & Al Dana Partners	Family office services / set-up / types / structure
BMI Bank	BMI Bank Services
Frankfurt International Consulting	Arab-German business/banking opportunities
Jersey Finance	Jersey business hub
Taylor Wessing	Arab-German business opportunities
H.E.A.T. Mezzanine / M. Dohmen	SME mezzanine financing / Speciality Chemicals
Peaches Group	Future of mobile phones & prepaid services
ENEX SA	Investments into private equity / companies

**Gala Dinner - By Invitation-only**  
17<sup>th</sup> of Sept 8:00 pm

## AL DANA FERGUSON CONFERENCES

**Wednesday Day Three**      **MEETINGS with companies**  
 18<sup>th</sup> of September      10:00 am to 12:30 pm

<b>Company Name</b>	<b>Country</b>	<b>Industry Sector / Activities</b>
Agrarius AG	Germany	Agriculture investments
F.I.T. Timber Growth Fund	CH/BRA	Timber/forestry Brazil
Taylor Wessing	Germany	International law firm
Ghalayini Trade & Turnkey	Lebanon	Building & construction turnkey
National Capital	KSA	Family business / conglomerate
Canderel	Canada	Real Estate
Jubail Energy Services	KSA	Energy/pipelines
L'Accès International	KSA	Concierge/Family Office Services
Maven Alternate Investment	Canada	Alternative investments
Innovation Group	Germany/Qatar	Import/Export, construction
Helvetia Wealth	Switzerland	Value trend investments / asset management
Jersey Finance	Jersey	Government / Economic Development
Incipient Capital / TFS	Australia/UAE	Natural resources, mining / Sandalwood
Parabel	USA/UAE	Animal protein/food
Stanley Gibbons	UK	Stamps & rare collectibles
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LRI Invest	Luxembourg	Asset management/securitisation/platform
Baumann Partners / EFC	Luxembourg	Equi future champions - horse investments
HEAT GmbH	Germany	SME investments
Dohmen GmbH	Germany	Automotive – luxury/leather interiors
Frankfurt International Consulting	Germany	Investments / Services in Germany
SOLARtEC	Luxembourg	Investments/projects into Solar energy
Alpview AG	Germany	Investments Germany
Ferguson Family Office	Switzerland/UK	Family Office investments & services
Al Dana Partners Limited	Switzerland/BAH	Family Office investments & services
eVision	KSA/BAH	IT applications/software
Peaches	Germany	Telecoms – Mobile payments

**Lunch Break**  
**12:30 pm to 2:00 pm**

## Company Profiles



### Tamkeen (Bahrain)

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Tamkeen was established in August 2006 as part of Bahrain's national reform initiatives and Bahrain Economic Vision 2030, and is tasked with **supporting Bahrain's private sector** and positioning it as the key driver of economic development. Tamkeen's two primary objectives are: 1) Fostering the creation and **development of enterprises**, and 2) Providing **support to enhance the productivity and growth of enterprises and individuals**.

Under each of those objectives, a number of mechanisms and programmes have been identified based on detailed studies of the labour market to identify current and future gaps for individuals and enterprises and how to address them. As of December 2011, Tamkeen is injecting more than BD 166 million into the private sector through its programmes, targeting and benefiting more than 100,000 Bahrainis and enterprises.

Moreover, it has made in excess of BD 166 million available through its enterprise financing portfolio, and enabled over 3,000 Bahrainis find employment, and more than 1,000 enterprises to participate in leading local, regional, and international trade fairs and exhibitions.



### Bahrain Economic Development Board (Bahrain)

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The Bahrain Economic Development Board (EDB) is a dynamic **public agency** with overall responsibility for attracting inward investment into Bahrain and supporting initiatives that help enhance the investment climate in the country. The role of the EDB is to work with current and prospective investors ensuring that Bahrain's investment climate is attractive, identifying its key strengths and where opportunities exist for further economic growth through investment. The EDB focuses on several economic sectors that capitalise on Bahrain's competitive advantages and provide significant investment opportunities.

These sectors include financial services, professional services, manufacturing, ICT, logistics and transport. The financial services sectors is particularly strong in Bahrain, accounting for the largest proportion of GDP, and the EDB works to support the continued growth of the banking industry and key sub-sectors, including Islamic finance, wealth management, asset management, insurance and re-insurance.

The Bahrain EDB Board is chaired by **His Royal Highness Prince Salman bin Hamad Al-Khalifa, the Crown Prince and First Deputy Prime Minister** and includes representatives of the Bahraini Government and private sector.

### The Bahrain Banker – Bahrain Association of Banks (Bahrain)

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The Bahrain Association of Banks (BAB), **established by a Ministerial decree in 1979 and re-registered with the Central Bank of Bahrain in 2010**, brings together banking institutions of all sizes and charters in the Kingdom of Bahrain and works towards enhancing Bahrain's image as the financial hub of the Middle East. Collectively providing the full range of financial services, the financial sector represents US\$ 201.1 billion in total assets, contributes 25% towards Bahrain's \$25.8 billion GDP and employs over 14 thousand men and women. Of that number fully one-third are female. Speaking for over 80 members, the Association provides an open forum where banks can come together to collectively discuss and solve their shared problems.

BAB is also actively engaged in promoting banking conferences, exhibitions and seminars that bring overseas banking delegations to Bahrain and create business opportunities for all members. Finally, BAB also has the objective of promoting professional development and best practices among the banks' male and female managers and staff. In 2009 BAB launched a quarterly publication, **The Bahrain Banker**, which has established itself as the voice of Bahraini banking with an international readership. In 2010 BAB published *The Handbook of Islamic Banking & Finance*, the first in a series of such publications designed to inform a non-specialist audience.

### National Capital (Saudi Arabia)

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After doing several successful **investments** through various entities over the last century, National Capital was founded in 2008 as a diversified group of companies active in different fields of business. Our investments have included the medical field, advertising, contracting, manufacturing, telecommunication and trading. The strength of our business has always been our commitment to building a thorough understanding of each partner and client's unique business goals, and working with them to achieve successful long term outcomes based on mutual benefit.

National Capital has over the years attracted experienced specialist expertise to complement its own core management, working with partners who are leaders in their fields by initiating long-term strategies and business plans. Our history, knowledge and influence in the Saudi Arabia market and access to local resources are complemented by our network of investment institutions, loan financiers, and capital owners across the Kingdom and the GCC Region as a whole.

### L'ACCÈS (Saudi Arabia)

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We specialize in providing premier, customized **Lifestyle management & Concierge services** to an exclusive, select membership. L'ACCÈS offers a plethora of unique services that adequately and impeccably suit our members' varied and unique demands. Utilizing our extensive management experience and international networks ensures our clients peace of mind and utmost comfort. Since our inception, L'ACCÈS has been committed to providing clients with unmatched service and world-class access to life's most exclusive treasures. With L'ACCÈS, we deliver far and beyond what you could possibly fathom.

L'ACCÈS is a company managed by a vibrant, dedicated, and savvy team of professionals experienced in various sectors. In addition, our privileged access to a highly efficient and extensive global network places the finest luxuries of the world at our clients' fingertips.

L'ACCÈS is focused on providing premier, innovative and exclusive relationship & servicing solutions to an elite clientele base in the Kingdom of Saudi Arabia Riyadh.

## AL DANA FERGUSON CONFERENCES

Ferguson Partners Family Office Ltd. (London – Zurich – Bahrain)

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FERGUSON PARTNERS  
FAMILY OFFICE

A **private office** for European and Middle Eastern families & entrepreneurs and first point of contact and source to access, private, off-market opportunities from our peer community. First port of call for our families & friends in all family matters. We advise and serve business people and families in developing and/or growing long-term, sustainable businesses and protecting and growing their wealth in Europe and the GCC.

Preserving and growing your family's heritage, values and wealth across the global life-cycle. We advise in intergenerational planning, structuring, governance and succession planning as well as setting-up and/or developing businesses in various international jurisdictions.

Dedicated in holistically advising families with tangible and non-tangible, business, financial, human and social assets. Catering to the many wealth-and non-wealth related issues (i.e. banking, financial, proper-ties, businesses, collectibles, lifestyle, education, health, concierge services, and consulting clients with their business and personal issues, with the assistance of proven experts in the field. *We are a family platform for families to access each other.*

## AL DANA FERGUSON CONFERENCES

AL Dana Partners Ltd. (Zurich – Bahrain)

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Al Dana Partners is a **private office**, putting clients and project owners and investors together directly. Catering to the needs of the women's sector and lifestyle, helping enterprising women with banking- and non-banking services. Dedicated in advising families with tangible and non-tangible, business, financial, human and social assets. Assisting families and individuals in building their dreams, gaining independence and self-fulfilment.

Catering to the many wealth-and non-wealth related issues (i.e. banking, financial, proper-ties, businesses, collectibles, lifestyle, education, health, concierge services, and consulting clients with their business and personal issues, with the assistance of proven experts in the field.

Taylor Wessing (Germany)

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TaylorWessing

Taylor Wessing is a leading International **law firm** with a single-minded approach: to help its clients succeed by thinking innovatively about their business issues. Taylor Wessing numbers around 900 lawyers working across 22 offices in Europe, the Middle East and Asia, offering an integrated service across the full range of practice areas, with core strengths in corporate, finance, real estate, IP and private wealth. The firm also has particular expertise in advising clients in North America, Brazil and India.

Taylor Wessing has a clear focus on supporting the fast growing industries of tomorrow and is active in: Consumer Brands, Energy & Environment, Financial Institutions & Services, Life Sciences & Healthcare, Real Estate & Infrastructure, Technology, Media & Telecoms. The firm's globally renowned expertise in intellectual property underpins its strength in knowledge-based industries

### Frankfurt International Consulting (Germany, United Arab Emirates)

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F I C Frankfurt International Consulting is a Frankfurt-based advisory firm specialized in business partnering and investment opportunities for institutional investors, international banks and strategic partners. Furthermore we assist German enterprises and institutions with their strategic projects in the Middle East.

The track record of our team ranges from the establishment and management of international banks, advising institutional investors from the Middle East and South Asia on a number of investments in German companies, the introduction of German technology companies to institutional investors in the Gulf Region as well as the establishment of strategic partnerships between international and German banks and enterprises.

Based on our vast expertise we are committed to providing the best solutions to you. Our ultimate objective is to satisfy your needs by adding international value to your company or institution.



## AL DANA FERGUSON CONFERENCES

Expersoft AG (Switzerland, UAE, Singapore)

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**EXPERTSOFT**

Excellence in  
Wealth Management

Expersoft Systems is a global vendor of Portfolio and Wealth Management **platform solutions** for retail and private banks, independent wealth managers, and asset management providers. Expersoft PM1e is a modular software platform for providers of wealth management services for high net-worth individuals (HNWI) and institutional clients. It enables you to efficiently scale assets under management and sustainably improve your customer relationships, resulting in the achievement of a higher performance.

Learn more about PM1e solutions for: [Wealth Management & Family Offices](#), [Portfolio Management & Private Banking](#), [Advisory & Affluent Banking](#), [Asset & Risk Management](#), [Online Investment Platforms](#)

### BMI Bank (Bahrain)

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#### **About BMI Bank B.S.C. (c)**

Bahraini retail and commercial banking institution, BMI Bank is a retail bank, registered in Bahrain and regulated by the Central Bank of Bahrain. The Bank offers its customers a complete range of innovative and unique financial products and services through its extended network of strategically located branches and ATMs. The Bank's multi-award winning eChannels including its corporate website [www.bmibank.com.bh](http://www.bmibank.com.bh) have been honored with various prestigious awards over the past few years helping in consolidating both its position as well as perception within the country as a key retail Bank. The Bank posted a profit of USD 1.3 million for the year ended 31<sup>st</sup> December 2012, marking its sixth straight quarter of profit as well as its full-year return to profitability for the first time in the last five years.

The Bank maintains an excellent Capital Adequacy Ratio of over 18% with very strong liquidity as reported during the year ended 2012. BMI Bank's shareholders include some of the strongest and most respected financial institutions across the GCC, including BankMuscat (SAOG) the flagship financial institution in the Sultanate of Oman. With assets worth over USD 18 billion, BankMuscat (SAOG) is the leading financial services provider in Oman with a strong presence in Corporate Banking, Retail Banking, Investment Banking, Treasury, Private Banking and Asset Management. BankMuscat has the largest network of 134 branches, 409 ATM, 141 CDM's and 4500 POS terminals in Oman.

### Jersey Finance (Jersey, Channel Islands)

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Jersey Finance is a **non-profit making government organisation** formed in 2001 to represent and promote Jersey as an international financial centre of excellence. We are funded by members of the local finance industry and the States of Jersey government, and also have offices in Hong Kong and Abu Dhabi and representation in London, Mumbai and Delhi.

**Communication:**

We are a central contact for journalists and anyone connected with the finance industry, both locally and internationally, as a source of comment, industry news and information.

**Development:**

We provide tools and resources that create opportunities for our finance industry professionals to successfully promote their individual organisations, products and services.

**Innovation:**

We actively represent the finance industry's needs and concerns with regards to legislation, regulation and other key areas of innovation that can enhance our jurisdictional product offering.

### Ghalayini for Trade & Turnkey – GTTK (Lebanon)

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Over 50 years of experience in serving building and construction sectors in Lebanon, the Arab countries including Egypt, Saudi Arabia , Emirates , Bahrain, Kuwait , MENA and Africa regions. Focusing since many years on renewable energy, solar and wind powers generating electricity, lighting, heating, cooling, hot sanitary water, green building, integrating photovoltaic facades, eco-friendly glass for homes, villas, buildings, hotels, towers and malls. Also, we supply small power systems, solar lanterns for fishing, camping and rural areas.

For streets, highways, gardens, parks and parkings we supply solar and wind lighting systems for different capacities and models. We supply waste management systems , e-waste programs, waste to energy and waste water systems. Green agriculture pumps, water desalination systems and ultrafiltration equipment.

### Stanley Gibbons (United Kingdom)

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*“This is a small company with a big asset: its brand is imbued with an unblemished reputation for expertise and honest dealing.”* The Times, London – April 2006

Stanley Gibbons, established in 1856, has been the leading brand name in **rare stamps and collectibles** for over 150 years. With a strong tradition of dealing in fine items and giving careful, objective advice based on specialised knowledge, Stanley Gibbons has built up an unrivalled reputation for quality and integrity. This is reflected by the award to Stanley Gibbons of the Royal Warrant: *Philatelists to Her Majesty Queen Elizabeth II*.

Dealing with clients throughout the world, Stanley Gibbons has the global prominence to source the finest material, offered to clients with a lifetime guarantee of authenticity. Stanley Gibbons is an international auctioneer, and the leading philatelic publisher of catalogues, magazines, books and albums. Its shop at 399 Strand in London is the largest stamp shop in the world; and [www.stanleygibbons.com](http://www.stanleygibbons.com) is the largest philatelic website. Stanley Gibbons is a public company, listed on the London Stock Exchange Alternative Investment Market.

Stanley Gibbons’ team of investment advisers is able to handle all aspects of the investment service: from offering only the highest grade material for purchase, to providing full assistance on exit strategies to maximise returns. They are happy to listen to clients’ investment objectives and to ensure that the investment product best suited to each client is selected, to form part of an overall investment strategy.

## AL DANA FERGUSON CONFERENCES

### Baumann & Partners S.A. (Luxembourg)

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Baumann and Partners is a Luxembourg-based global and **independent asset management** company, with the mission to achieve success for its clients, providing them with a premier range of services. Approved by the Commission de Surveillance du Secteur Financier (CSSF), Baumann and Partners has been granted the professional of the financial sector status PSF (Professionnels du secteur financier) accreditation.

We focus 100% on asset management, providing global investment solutions, through disciplined investment and risk management processes. Our products and services are addressed to institutional and individual investors: pension plans, insurance companies, family offices, corporations, mutual funds, pension funds, banks, trusts, and individuals worldwide.

Our financial professionals are active asset managers, free to develop their own individual investment strategies and act on their convictions. With a proven track record and investment expertise across every asset class in major markets around the globe, our specialists aim at generating exceptional performance and deliver innovative investment solutions.

## AL DANA FERGUSON CONFERENCES

LRI Invest S.A. (Luxembourg)

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LRI Invest S.A. is a long established **fund services provider** based in Luxembourg. The core values that lead is in everything we do are tradition, sustainability, reliability and innovation. Our clients value our broad range of fund services. These services are always tailor-made and fit for the purposes of family offices, endowments, institutional investors and asset managers.

At LRI Invest we recognize that clients who are new to the European market require a well thought through planning. Our highly experienced staff, which speaks numerous languages, will guide you through the complete process and will offer you a full suite of fund services. Whether your activities are in traditional investments or in the alternative sphere, whether you need only fund administration or a combination of our management, depository and securitization services, at LRI Invest we offer you a genuine partnership and we take pride in realizing your investment fund projects.

### Solartec (Luxembourg)

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**SOLARtec** designs and builds system solutions for use of **renewable energy** with emphasis on the **photovoltaic**. SOLARtec as a specialist in this field designs, plans and assembles ready-to-use solar plants as rooftop-, in-roof- and open air installation. Thereby the emphasis lays on individual solutions both on grid systems and autarkic energy generation.

#### **Meeting highest technical demands:**

Meeting highest technical demands as well as smooth interaction of the components are essential for us. Solar modules have a durability of more than 30 years and require a long-lasting assembly system, which can support the static demands of roof load, wind power, snow load, tensile strength, temperature variations and corrosion resistance. Our high-class assembly systems consisting of aluminium and high quality steel meet all demands. Compliance with our high quality standards is based on the continuing education of our employees and the continuous development of our technological advancement.

#### **Out of one hand :**

Our planning department elaborates together with the client a solar system, which meets his individual demands and points out the possibilities of an efficient and cost-effective use of renewable energy.

As a system provider and a skilled expert **SOLARtec** is the qualified contact between planning and realization out of one hand, as well as for subsidy applications, approval procedures and financing.



Agrarius (Germany)

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Is a company based in Bad Homburg, close to Frankfurt am Main, Germany.

The core business of AGRARIUS is the management of own and leased **agricultural land** in Rumania. Currently the AGRARIUS Group manages over 3,100 hectares of farmland. Of these about 245 hectares are owned. With the division “Agricultural Investment Services” AGRARIUS provides institutional investors its performance regarding acquisition, management, cultivation and leasing of agricultural land on an industrial scale in Romania.

## AL DANA FERGUSON CONFERENCES

F.I.T. Timber Growth Fund Ltd. (Switzerland, St. Vincent & The Grenadines)

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F.I.T. Timber Growth Fund Ltd. (F.I.T.) is a **private mutual fund** licensed in St. Vincent and the Grenadines that offers qualified investors an opportunity to make a fully ecological investment into **renewable natural resources**, in particular into both, **sustainable timber plantations** and management of natural forests, respectively.

On the one hand, F.I.T. has concentrated its investment activity in acquiring *Acacia mangium* plantations and the necessary planting areas in Roraima, Brazil's northernmost state. F.I.T. has entrusted the planting and cultivation of the *Acacia mangium* trees to F.I.T. Manejo Florestal Ltda, a company 100% owned by F.I.T. This company was formed as per 1st October, 2008 as a successor company to Ouro Verde Florestal Management Ltd. taking over its proven know-how as well as most of its employees. On the other hand, F.I.T. has diversified into the management of natural forest in 2009 through the acquisition of Madeira Vale Verde Ltda ([www.madeira-vale-verde.com](http://www.madeira-vale-verde.com)).

Investors do not acquire an interest in a one year's harvest or one specific planting site, but rather in all present and future plantations and harvests from natural forests, including the steadily growing know-how. This offers a positive differentiation from the business model of many other timberland investments available.

### Deutsche Börse Group (Germany)

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Deutsche Börse Group is one of the largest **exchange organisations** worldwide. It organises markets characterised by integrity, transparency and safety for investors who invest capital and for companies that raise capital – markets on which professional traders buy and sell equities, derivatives and other financial instruments according to clear rules and under strict supervision. Deutsche Börse Group, with its services and systems, ensures the functioning of these markets and a level playing field for all participants – worldwide.

Deutsche Börse has an integrated business model. Its product and service portfolio has a broader basis than those of other exchange organisations as it covers the entire process chain, from the monitored execution of trading orders, clearing, netting and transaction settlement through to post-trade custody of securities as well as the necessary electronic infrastructure and the provision of market information. Deutsche Börse sets standards with its superior risk management and its innovative collateral management to enable customers to effectively use their capital.

H.E.A.T. Mezzanine Advisory GmbH (Germany)

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H.E.A.T. Mezzanine is advising and managing a Luxembourg based securitization SPV with mezzanine loans for German Small and Medium Corporates (SME). Additionally setting up a new Luxembourg based fund to finance German SMEs with tailored mezzanine loans and equity together with the European Investment Fund, as sub-entity of the European Investment Bank in Luxembourg. Analysing and selecting the target companies for the Fund-Portfolio, as well as advising the portfolio-companies being financed by the fund, monitoring the companies and reporting to investors.

Existing securitisation SPV contains 130 portfolio companies being part of the German “Mittelstand” with a volume of > EUR 800 million. The Fund is targeted at EUR 200 million. Currently EUR 100 m are being sought in total for the Fund.

## AL DANA FERGUSON CONFERENCES

M Dohmen SA (Switzerland, Germany)

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The M. Dohmen Group, founded in 1973, is a specialty chemicals company which manufactures colorants and auxiliaries for textiles, leather and industrial applications. The Company's HQ is located in Switzerland with subsidiaries in Germany, Italy, Turkey and USA, Mexico and Korea, China. The 3 manufacturing locations Switzerland, Germany and Korea and the distribution/customer service locations are managed locally, with the HQ being in control of strategy and overall operations. The product range covers organic colorants for synthetic fibres, cellulose, wool for the textile industry, leather and fur, as well as for the Industrial Applications paper, wood and plastic.

The Company leveraged upon its past distribution agreements and joint ventures with multinational chemical companies by providing the appropriate building block between the latter manufacturing competency and the service/application-driven fine chemical customer base. Global sales channels via subsidiaries or agents ensure this on-site technical support, required for the proper placement of the customer-tailored product/process solutions. This allows a clear unique selling point versus low-cost competition. Thereby the Company gained a recognized position in high performance segments like the automotive supply chain.

The Company is currently looking for a buy-out of a shareholder (3M U\$) in order to proceed with strategic expansions, which require additional investments in new business fields (5M U\$) and modernization of its chemical manufacturing plant (3M U\$).

## AL DANA FERGUSON CONFERENCES

Incipient Capital Group Ltd. Allied Resources, TFS Ltd. (UAE, Australia)

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TFS has approximately 6,500 hectares of Indian **Sandalwood** (*Santalum album*) trees established in the tropical north of Australia. TFS plantations are managed on behalf of both retail and institutional investors. Through the acquisition of renowned distiller Mt Romance, TFS can also offer organic Sandalwood oil (*Santalum spicatum*) to buyers in the global fragrance market.

TFS Corporation is a Western Australian company listed on the Australian Securities Exchange (ASX Code - TFC). With over 10 years of experience in both the cultivation of Indian Sandalwood and the distillation of WA Sandalwood oil, TFS has consolidated its position in the global Sandalwood industry – from soil to oil... Critical to the TFS success is its commitment to sustainability. At TFS we work towards best practice in climate, community & biodiversity to deliver long-term returns to investors, the company and the globe.

Parabel (USA, United Arab Emirates)

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Parabel is a company food, **animal protein**

Providing unique micro-crop technology to address the global demand for new sources of feed and food

Parabel's proprietary technology enables customer licensees to grow, harvest and process locally-available micro-crops to create feed and food products for global markets in a consistently profitable manner. The company's system delivers strong investment returns as a consequence of sustainable growth and high product yields and quality. In addition, Parabel's solution provides significant social benefits through job creation, community investment and infrastructure development, as well as environmental advantages through a unique production process that absorbs carbon dioxide without polluting soil or water.

Parabel's strategy is to license and provide management support for units at locations with suitable climates, generally in equatorial or tropical regions. To allow customer licensees to build out rapidly and efficiently, Parabel has developed a highly scalable and flexible solution, based on replicable micro-crop growth increments, enabling phased construction and production.

Helvetia Wealth AG (Switzerland)

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Helvetia Wealth 

Helvetia Wealth is a leading **financial services provider** based in Zurich, Switzerland. The core business is the provision of Swiss private banking solutions and asset management services. The firm using an ‘Open Architecture’ business model sits at the centre of a network of ‘best of class’ third party suppliers and are able to bring progressive institutional wealth management products and services to the wider market.

We use the latest approaches in wealth management and are well positioned to service the rapidly growing demand for wealth management services. This demand is the result of globalisation and the increased prosperity it engenders. There are now over 10.0 million High Net Worth Individuals (HNWI) worldwide and this market is advancing at a rate of 8.1% p.a. The total assets under management now exceed \$39 trillion and this figure is set to increase to \$48.5 trillion by 2013 (*World Wealth Report, 2010*).



## AL DANA FERGUSON CONFERENCES

### Alpview Capital Partners GmbH- Germany

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AlpView Capital Partners is a founder-led, independent investment office that supports a German family based in Munich in managing their portfolio of global alternative investments and real assets based on a tailor-made asset allocation strategy for alternative capital investments. The objective of the mandate is to invest in alternative investments and real assets to achieve a high net asset value and effectively immunize against inflation.

AlpView Capital Partners enables other high net-worth families and individuals as well as institutional investors to gain selective access to club deals and co-investments. The combined experience of the management team of AlpView Capital Partners covers around 65 years, with excellent relationships in the field of international investment management. When developing global investment strategies, the team works closely with a senior advisor committee consisting of highly-qualified professionals and experts in their respective fields.

### Peaches Group, Germany

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The Wiesbaden-based group of companies offers a prepaid service platform to B2B costumers under the brand “Isoptera” and to prepaid consumers directly under the brand “prelado”, both platforms are 100% in-house developed. Peaches Group offers via Isoptera, attractive full-service white-label solutions for apps (iOS, Android, Blackberry, Windows Phone 8, Firefox), mobile web and internet.

The offer to its B2B partners’ in their unique corporate design, includes prepaid-airtime top-up via direct loading and PIN management. A provider-neutral prepaid current balance display is also available via an app. For this balance check technology patents have been applied. Peaches Group also offers payment, marketing analytics and additional features, all “Made in Germany”.

The “prelado prepaid anytime & anywhere” prepaid service platform is fully available in Germany since January 2013 and offers users a real-time mobile telephone top-up service that can be accessed via app, mobile web, and internet including a free, provider-neutral prepaid current balance display via an app. The company plans to go live in the UK in Q4/2013, in the USA, Netherlands and Switzerland in Q1/2014, other markets will follow. In Q2/2014 PEACHES also plans to launch its Airtime Remittance Service in 32 European Union countries and USA simultaneously.

Peaches Group includes PEACHES AG, PEACHES Systems GmbH, PEACHES Mobile GmbH, REA Mobile GmbH and PEACHES Mobile Limited.

ENEX Group SA (Switzerland)

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ENEX Group SA is a **private equity** firm, which provides capital and managerial expertise to its portfolio of companies.

ENEX Group is a **private investment company** and **corporate advisory** firm based in Switzerland. We make investments in high impact entrepreneurial companies to fund growth strategies, acquisitions and consolidations. We also provide corporate advisory services related to corporate finance and management.

ENEX Group SA works as an integrated team of experienced entrepreneurs and financial experts focused on accelerating growth and has ambitions to grow an 'Aviation Platform' of businesses that complement each other and support the establishment of a global group.

### Electronic Vision Company Ltd.

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Electronic Vision Company Ltd was founded in 2010 as a result of a strategic partnership between the owners of Electronic Vision Establishment (founded back in 2007), Azmeel Group of Companies and Al Raddadi Group of companies.

eVision today is a subsidiary of Azmeel Group of Companies sharing the group's distinguished reputation throughout the GCC Market for superior business ethics and exceptional delivery capabilities; eVision acts as core member of the group by complementing the group's renowned construction and infrastructure projects with the highly technological aspects that contributes to their leading edge.

Over the past few years eVision has matured to become a major player in the technology infrastructure supply market. We have focused our time and resources at;

1. Acquiring the right level of partnership with international leading manufacturers of technology infrastructure products and services.
2. Attracting the right level of talent and building the right internal environment that will enable talent to grow and excel.
3. Building strong and long lasting relationships with the market leading real estate developers, contractors, and consultants.

All which enables eVision to acquire and retain its market leading position among System Integrators and Technology Infrastructure providers.

### Unternehmermagazin (Germany)

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**POSITIONING:** For already 60 years, unternehmermagazin focuses on the political, professional and private needs of family firms in the upper bracket of the German Mittelstand (SMEs). This includes owners, partners, owner-managers and board members of medium and largesized businesses – many of whom are German, European and global market leaders. The magazine's long-standing USP is concentration on truly independent decisionmakers.

**MARKET POSITION:** From 1953 to 2001, unternehmermagazin was the official national voice of the »Arbeitsgemeinschaft Selbständiger Unternehmer« (ASU) and »Bundesverband Junger Unternehmer« (BJU). Since then, the magazine has operated as an independent publication under the umbrella of Unternehmer Medien GmbH which was founded by longtime executive editor Dr. Reinhard Nenzel in Bonn in 2002.

**BUSINESS-TO-BUSINESS:** unternehmermagazin personally addressed readers hold equity capital and sole decisionmaking authority, assume overall management responsibility and decide personally on major business investments. The magazine reaches entrepreneurs with workforces numbering well beyond fifty. Annual sales of these largely internationally operating companies range from € 2 million to more than € 2 billion.

**BUSINESS-TO-CONSUMER:** The amount of privately owned capital held by unternehmermagazin's readers is extraordinary. Average net income is far higher than other groups of the population. Owner-managers and board members are well-situated, prosperous or wealthy, well-versed in investments and show an interest in exclusive consumer goods. What's more, they often have their private proverty managed by »Family Offices«.

Facilitator Information

## Facilitator Information

L'Accès International (Kingdom of Saudi Arabia)

Mr. Naif Al Ghaith  
CEO & Founder  
[www.laces.com](http://www.laces.com)

**Topic:**

**Business in the KSA**

- Doing business in KSA (Kingdom of Saudi Arabia)
- Rules and procedures for doing business in KSA
- Do's and don'ts in Saudi – culture, behaviour, business etiquette
- Establishing business and personal contacts
- Business needs/opportunities
- How to go about it
- Understanding the way of life and business
- How to achieve your goals
- KSA development/investment plans for the next decades to come

## Facilitator Information

### Ferguson Partners Family Office & Al Dana Partners

Dr.Steen Ehlern  
CEO & Founder  
[www.ferguson.ch](http://www.ferguson.ch)

Mrs Muneera Mubarak  
CEO & Founder  
[www.aldana.co.uk](http://www.aldana.co.uk)

**Topic:**

**Family office types, set-up and structure**

- What is a family or private office
- Who needs a family office
- Shapes and forms / types of FOs
- Set-up of family offices



## Facilitator Information

### Expersoft Systems AG

Urs-Peter Oehen  
Chairman & CEO  
[www.expersoft.com](http://www.expersoft.com)

**Topic:**

**A consolidated Wealth Management and reporting solution**

One of the biggest challenges family offices, wealth and asset managers face in today's environment is the ability to capture, at a glance, everything they need to know about a client's investments - as transparently and efficiently as possible, including illiquid assets (e.g. Real Estate).

In the Arabian Countries, where many HNWI have, on average, three private banking accounts or more, it is difficult to get a comprehensive overview and reporting of positions and performance. This makes it difficult for a client adviser to offer strategic advice that counts. What advisers need is a system which enables them to access all relevant data and information in one place. Expersoft's PM1 is a comprehensive and modular wealth and asset management software. It provides family offices and financial services firms with an expanding suite of capabilities to analyse, plan, implement and control investments within a flexible, integrated, and easy-to-use environment.

**EXPERSOFT PM1** Tailored Software Solutions for Family Offices, Portfolio Management, Asset Management, Wealth Management, Online Investment Platforms

## Facilitator Information

Taylor Wessing

Hassan Sohbi  
Partner  
[www.taylorwessing.com](http://www.taylorwessing.com)

**Topic:**

**Arab-German Partnerships – a Model for the Future**

- Future Growth in the GCC and Opportunities for German and GCC Enterprises
- Overview of the current economic environment and the drivers of future growth
- How can German enterprises benefit?
- German and GCC partnerships – Why is this an ideal match?

## Facilitator Information

Stanley Gibbons

Geoff Anandappa  
Director  
[www.stanleygibbons.com](http://www.stanleygibbons.com)

**Topic:**

**Rare stamps & collectibles**

History of stamps and why rare stamps and collectibles are one of the most undervalued asset classes. With low volatility over a 50-year period and no correlation to mainstream investments, it is no exaggeration to say that this is one of the best investments for those seeking to diversify their portfolio.

Moreover, as an investment in British pounds, it is perfect for those seeking to diversify currencies in an off-shore investment.

## Facilitator Information

### LRI Invest

Dr. Angelina Andonova  
International Business Development, Director  
[www.lri-invest.lu](http://www.lri-invest.lu)

**Topic:**

- What can Luxembourg offer to family offices, UHNWI and institutional investors from the Middle East? A gateway to the heart of Europe.
- LRI Invest: a safe pair of hands and insights from a proven track record of 25 years in the Luxembourg fund industry

## Facilitator Information

Equi Future Champions / Baumann Partners

John Baumann  
Managing Partner  
[www.baumannandpartners.lu](http://www.baumannandpartners.lu)

**Topic:**

**Investments in Equine Future Champions – horses**

- Global market for horses – price development (supply/demand)
- Why investments in horses? Selection – do's and don'ts
- How to invest – uniqueness & diversification
- Pros & cons of owning outright and diversifying in a collective investment

## Facilitator Information

### F.I.T. Timber Growth Fund

Florian Wegmann  
Head of Investor Relations  
[www.fit-tgf.com](http://www.fit-tgf.com)

**Topic:**

**Investments in mature timber in Brazil**

- What makes investment in timber attractive
- Sustainability & carbon credits
- Time-horizon
- How to go about it – do's and don'ts

## Facilitator Information

Agrarius AG

Ottmar Lotz,  
CEO  
[www.agrarius.de](http://www.agrarius.de)

**Topic:**

**Growing opportunities in the agriculture field**

- World market for agriculture – overview facts & figures
- Types of agricultural investments
- Investment regions

## Facilitator Information

### Bahrain Economic Development Board

Dr. Jarmo Kotilaine, Chief Economist  
Boyd Winton, Director Financial Services  
[www.bahrainedb.com](http://www.bahrainedb.com)

**Topic:**

Overview of the prevailing financial and economic conditions in Bahrain and the latest updates on Bahrain's financial services sector.



## Facilitator Information

### Incipient Capital /TFS

Phillip Shamieh,  
Partner  
[www.incipientcapitalgroup.com](http://www.incipientcapitalgroup.com)

**Topic:**

**Investing in natural resources & sandalwood**

- Overview – some market figures
- How to play the natural resources ‘game safely’
- What and where to invest?

## Facilitator Information

### Solartec

Mrs Marianne Schnell, Project Manager  
Jean-Marie Mathgen, Managing Partner  
[www.solartec.lu](http://www.solartec.lu)

**Topic:**

**Possibilities of solar energy (especially for telecommunications)**

- Facts & figures – overview – alternative energy – solar energy
- How to invest, where and where not to
- Selection and investment process
- Time horizon, income streams

## Facilitator Information

### Frankfurt International Consulting

Yusef Ahmed  
Managing Director  
[www.frankfurt-ic.com](http://www.frankfurt-ic.com)

**Topic:**

**Arab-German business/banking opportunities**

- Finding/selecting the right opportunities
- Finding the right partners
- Diversifying
- What's different and what you can expect

## Facilitator Information

### Jersey Finance

Sean Costello,  
Head GCC & India  
[www.jerseyfinance.com](http://www.jerseyfinance.com)

**Topic:**

**Jersey companies / business hub**

- Why Jersey
- Comparing Jersey – the Jersey Advantage
- What you can do

## Facilitator Information

Taylor Wessing

Hassan Sohbi,  
Attorney-at-Law, Partner  
[www.taylorwessing.com](http://www.taylorwessing.com)

**Topic:**

**Arab-German business opportunities**

- Legal aspects – differences
- Legal or business language – common sense – guidelines
- Managing expectations – cultural differences

## Facilitator Information

H.E.A.T Mezzanine Advisory GmbH

Michael Auracher  
Managing Director, Partner  
[www.heat-advisory.de](http://www.heat-advisory.de)

**Topic:**

**SME Mezzanine financing**

Set-up for a new Luxembourg-based fund, with the focus on picking the best-performing German SME corporates from a former matured Financing Programme called “HEAT Mezzanine”.

## Facilitator Information

Dohmen GmbH

Manfred Dohmen, CEO  
Mark Dohmen, Executive Director  
[www.mdohmen.de](http://www.mdohmen.de)

**Topic:**

**Speciality Chemicals**

- Typical German SME
- Hidden champion' - pearls
- Small family business with world-class coverage and products

## Facilitator Information

### BMI Bank Bahrain

Gordon Andrade  
Head, Corporate Communications  
[www.bmibank.com.bh](http://www.bmibank.com.bh)

**Topic:**

**BMI Bank Services**

- Core Business
- Products & services
- Private banking & corporate banking
- Advantages of local vs. global banks



Facilitator Information

Peaches Group

Constantin Pünje  
Founder & Shareholder  
[www.peachesgroup.com](http://www.peachesgroup.com)

**Topic:**

**The Future of mobile phones and the growing important of prepaid services**