



**Financing Opportunities for SMEs in Egypt Conference
Cairo Sheraton Hotel, Saladin Hall
Sunday, 15 July 2007**

Biography of Speakers¹

Mr. Abdel Hamid Ibrahim

Senior Financial Advisor to the Minister of Investment
Ministry of Investment

Mr. Ibrahim has been holding the post of Senior Financial Advisor to the Minister of Investment since 2005. He is also a member in the board of directors of the Egyptian Competition Authority and the Holding Company for Chemical Industries. In addition, he's also a member of the Board of Trustees of the General Authority for Investment and Free Zones and Egyptian Institute of Directors. He chaired the Capital Market Authority for 10 years.

From 1987-1995, he was the head of Market Operation Sector at the Capital Market Authority. From 1974-1986 he worked as Chief Technical Advisor at the International Labor Organization. And he worked as an Accounting Lecturer at the Faculty of Commerce and Business Administration, Hilwan University from 1965-1973 and earned his Masters Degree in Accounting from Ain Shams University.

Dr. Ahmed Saad Abdel Latif Saad

Chairman
Capital Market Authority

Dr. Saad has been appointed as the Chairman of the Egyptian Capital Market Authority (CMA) in June 2007. In addition to that, Dr. Saad, currently serves as a member of the Board of Directors of the Central Bank of Egypt as well as a member of the Trustee Council of the General Authority of Investment, the Institute of Directors, and the Egyptian Money Laundering Combating Unit.

Before his appointment as CMA Chairman, Dr. Saad was the Chief Financial Consultant at Naeem Holding. During the year 2006 – 2007, Dr. Saad was an Advisor to the Chairman of the Capital Market Authority and Cairo & Alexandria Stock Exchanges. Dr. Saad was appointed as CMA Deputy Chairman during the years 2002- 2005.

Dr. Saad also served as a member at the board of directors of the Capital Market Authority, The Egyptian Insurance Supervisory Authority, Cairo & Alexandria Stock Exchanges, Mortgage Guarantee & Subsidy Fund, Investor Protection Fund, Settlement Guarantee Fund, the Egyptian Company for Financial Leasing, and Roots Stock Brokerage Company.

¹ Listed by alphabetical order.

He is a professor of Finance at the Business Administration Department at the Faculty of Commerce, Cairo University as well as a professor at the Arab Academy for Science & Technology and Maritime Transport, and was a professor at the Arab Academy for Banking & Financial Sciences.

Ms. Amal El-Tobgy

Senior Consultant
AIT Consulting

Ms. El-Tobgy has an extensive experience in finance and banking, and is currently a Senior Partner in AIT Consulting. She is a member of a Senior Team from Banque Misr, the First National Bank of Chicago, Banca Di Roma and UBAF Bank for the establishment of Misr International Bank (MIBank), where she reached the position of The Senior General Manager and Board Member of Misr International Bank until 2000.

She is also a Member of the Board of Directors of El Nasr for Clothing & Textile Company (KABO). She has occupied several posts among which, Deputy Chairman of Misr Bank Europe- Germany until 2001. Ms. El-Tobgy led a multi-disciplinary team for the establishment of one of the first venture capital companies in Egypt (EgyCap) with EIB as shareholder. She has also led a multi-disciplinary team involved in arranging the first BOT project in Egypt (Sidi Kreir power station) financed by a syndication of international and local financial institutions.

In addition, she served on several ministerial committees involved in the economic reforms in Egypt 1991 to 1994 and worked as a financial consultant to several Egyptian corporate companies. Ms. El-Tobgy was awarded 'Chevalier de l'ordre Nationale de Merite' by the President of the French Republic.

Mr. Ayman El-Gammal

Managing Director
Real Estate Investment, NAEEM

Mr. El-Gammal has been the Managing Director of NAEEM Real Estate Investments, a subsidiary of NAEEM Holding since December 2005. He was also heading the Portfolio Management business of Naeem in Egypt. Mr. El-Gammal has over 20 years of experience in the financial sector in Egypt. He was previously assuming the position of Managing Director in EFG-Hermes Private Equity where he covered several areas of the Private Equity funds for 6 years. During those years, he established and managed a number of funds and investments.

Prior to working at EFG-Hermes, he spent 3 years in the Commercial International Investment Company (CIIC) where he was managing the largest Private Equity Portfolio in Egypt during that time. Mr. El-Gammal started his career as a Corporate Banker in Chase National Bank Egypt (currently CIB) where he spent 11 years and received extensive training from Chase. His last position in the Bank was Assistant General Manager Corporate Banking. Mr. El-Gammal has a degree in Business from Cairo University.

Ms. Lois Stevenson

Senior SME Development Specialist
IDRC / SMEPol

Ms. Stevenson is currently on assignment with the International Development Research Center (IDRC) as Senior SME Specialist in their Middle East and North Africa Regional Office, Cairo, Egypt. In this capacity, she is Coordinator of the Small and Medium Enterprise Policy (SMEPol) Development Project, funded by IDRC and the Canadian International Development Agency (CIDA), in partnership with the Egyptian Ministry of Finance. Ms. Stevenson has been working in the area of small business and entrepreneurship policy for the past 16 years, first, as Director, Entrepreneurship Development with the Atlantic Canada Opportunities Agency, then as Director of Policy & Liaison in the Entrepreneurship and Small Business Office of Industry Canada, and until joining IDRC was Director of Economic Framework Policies in the Strategic Policy Branch of Industry Canada. She was also Deputy Executive Director of the Innovation Secretariat that led the Government of Canada's consultation on its innovation strategy in 2002-03.

Prior to joining the Government of Canada in 1990, Ms. Stevenson was a university professor teaching and researching in the areas of entrepreneurship and small business management. She has authored (or co-authored) seven books and has over 50 papers published in refereed journals and conference proceedings on topics related to women entrepreneurs, young entrepreneurs, the role of entrepreneurship in economic development and comparative country analysis of SME/entrepreneurship policy.

Together with Dr. Anders Lundstrom, from the Swedish Foundation for Small Business Research (FSF), Ms. Stevenson has conducted studies of entrepreneurship policy in 14 countries, including in North America, Europe, Australia, Asia and China. This work has resulted in the publication of a series of books on the nature and construction of entrepreneurship policy, for example, *Entrepreneurship Policy: Theory and Practice* (Springer Publishers, 2005); *Beyond the Rhetoric: Defining Entrepreneurship Policy and its Best Practice Components* (FSF, 2002) and *Entrepreneurship Policy in the People's Republic of China* (FSF, 2006). She frequently speaks at entrepreneurship and SME-related forums/conferences in various parts of the world.

She is a Past-President of the International Council for Small Business (ICSB) and the Canadian Council for Small Business and Entrepreneurship (CCSBE); a member of FSF's International Reference Council, and a Fellow of the Price-Babson Fellows Program, the IC2 Institute of the University of Texas at Austin, and a Wilford White Fellow. She holds three degrees from universities in Canada and the UK.

Dr. Luigi Marcon

Head of Regional Office of the European Investment Bank
EIB

Dr. Marcon is the Head of the Regional Office of the European Investment Bank (EIB) in Cairo for lending operations in the Near East. He joined the EIB in Luxembourg in 1990 where, until his posting in Egypt in 2003, he was project team leader and infrastructure sector manager responsible of the technical, economic and financial appraisals of projects in and outside the European Union, including all the transition countries of Central and Eastern Europe that joined the EU in May 2004. Prior to joining the EIB, from 1980 to 1983, he was a project manager for

private companies in Algeria, and from 1984 to 1989 a resident adviser on the privatisation of the transport infrastructure to the Minister of Public Works in Malaysia, on loan from the Italian Government. Dr. Marcon is a dual Argentinean-Italian national and holds a Doctorate in Civil Engineering and an Italian Master in International Business Administration. He also studied economics and project management at the Universities of Sussex and Oxford (Templeton College).

Mr. Maged Shawky

Chairman

Cairo and Alexandria Stock Exchanges

Mr. Shawky is the chairman of the Cairo and Alexandria Stock Exchanges since July 2005, after being the Deputy for the Chairman for almost a year. He had also represented the Regulator (Capital Market Authority) as a board member of the Exchange for three years. He held the position of Senior Assistant to the Minister of Economy and Foreign Trade for Securities Markets issues for around 12 years.

Mr. Shawky chairs the African Securities Exchanges Association. He vice-chairs the Federation of Euro-Asian Stock Exchanges. Mr. Shawky also serves as member of the board for the Economic Committee, National Democratic Party and Misr for Clearing Depository & Registration. He is also a member of National Post Organization.

Mr. Shawky holds a Master's Degree in Financial Economics from Queen Mary University of London, United Kingdom. Authored and co-authored number of research papers on corporate governance and modeling volatility of the market, some have been published in regional and international periodicals.

Mr. Mahmoud Mohamed Fahmy

Chairman of Corporate Leasing Co.

Corp-Lease

Mr. Fahmy is an attorney of law, admitted to the Bar of Civil, Commercial and Criminal Constitutional Court. He occupied several posts in the past among which, the Chairman of the Capital Market Authority, Chairman of the Investment Authority, Vice President of the Council of State and its Secretary General, as well as Vice President of a circuit in the Supreme Administrative Court.

Currently, Mr. Fahmy is a member of the General Assembly of Public Sector's Banks at the Central Bank of Egypt, EBA member and Head of its Investment and Economic Legislation Committee. He is also the Chairman of the Egyptian Legal Association, Chairman of the Egyptian Leasing Association, owner and General Manager of Fahmy's Law Firm – for legal profession, legal consultation, arbitration, investment and capital market, and the Chairman of the corporate Leasing Co. Egypt – Corp-Lease.

Mr. Mamdouh Sayed Omar

Head of the Central Department for Sales Tax Research
Egyptian Tax Authority

Mr. Omar is currently the Head of the Central Department for Sales Tax Research at the Egyptian Tax Authority where he worked in several positions including the Research General Manager, the Head of Abdeen Tax Office and the Head of Helwan Tax Office. Mr. Omar holds a B.Sc. Degree of Commerce.

Mr. Mohamed Naguib

Managing Director of International Company for Leasing
“INCOLEASE”

Mr. Naguib has 22 years of banking experience with Misr International Bank (MIBank) in the area of marketing and credit since 1987. During this period, he occupied several key positions in the bank, among which, are the General Manager position of MIBank-Giza, the Head of the Risk Management Function for MIBank, and a member of the bank’s credit committee. Moreover, he acted as a board member in several companies among such as Glaxo-Welcome Egypt, Middle East for Glass, Global Management Company (MIBank’s venture capital fund management company), Stilco Company (Public sector), Allweiler Farid Company & ESB Securities. In January Year 2000, he was appointed as the General Manager of the International Company for Leasing “INCOLEASE” in January 2003 and was appointed as the Managing Director of the same company.

As a related activity, he acts as a part time lecturer at the A.U.C., teaching banking management and credit analysis at both undergraduate and graduate levels.

Mr. Naguib earned his B.A. in Accountancy from Cairo University in 1975 and his M.B.A. from the American University in Cairo in 1986 with highest honors. Moreover, in December 1999, he earned his CPA status after successfully passing with highest honors the requirements of the CPA exam held by California Board of Accountancy.

Mr. Mohamed Osman

COO
SOFICO

Mr. Osman is the COO of SOFICO. He earned his B.S in Mechanical Engineering from the American University in Cairo in 1999. Throughout his experience, he worked in several areas such as business development, strategic planning, crisis management and financial analysis. He is currently a board member of a number of companies including: SOFICO, SOFIPET Egypt, Egyptian Company for Garments JET and Sectors for Construction.

Mr. Mohamed Refaat

Managing Director

The Egyptian Credit Bureau, "I-Score"

Mr. Refaat was appointed as Managing Director by the board of the Egyptian Credit Bureau in September 2005 based on his strong IT business related experiences as well as his past experiences and participation in the project at the idea stage. The role assigned to Mr. Refaat was to establish the first private credit bureau in Egypt.

In the very short period since inception, Mr. Refaat indeed established the first private credit bureau in Egypt with very careful selection of high caliber executives, concluded a contract for technology and know how partner with one of the top companies in the world, established an aggressive but realistic five years business plan for the bureau and positioned the company as the leader in culture reforming as part of the banking section reforms.

In his previous capacity as General Manager, Strategic Planning, for the Commercial International Bank (CIB), Mr. Refaat played a major role in research, studied and ultimately participated in the founding of Gyronil; a major player in the automated bill processing systems, as well as establishing many of the main IT systems in CIB as Head of IT.

Prior to the CIB, Mr. Refaat was IT department manager for the Arab African Bank, Egypt, where he served multiple local and international branches.

Mohamed Refaat holds a degree in Accounting from the Faculty of Commerce, Cairo University and an MBA.

Dr. Mohamed Sorour

Advisor to Deputy Minister of Finance for Tax policy

Ministry of Finance

Dr. Sorour possesses 35 years of work experience in the Egyptian Tax Authority in the field of income tax. He held several senior positions in the Egyptian Tax Authority, the last of which was First Undersecretary for Taxation Research and International Agreements. Dr. Sorour took part in drafting the new Egyptian Income Tax Law No. 91 of 2005 and the new Stamp Tax Law No. 143 of 2006. Furthermore, he participated in issuing the Tax Authority's periodicals and publications. Dr. Sorour took part in negotiations of some international agreements on anti-duplication of taxation between Egypt and other countries. Currently, Dr. Sorour holds the position of Advisor to the Deputy Minister of Finance for Tax policy.

Mr. Mohamed Yehia Amiri

Vice President

Incolase

Mr. Amiri is the Vice President, Credit and Marketing, at the International Company for Leasing "Incolase", whose main responsibility is to develop and maintain a profitable, sizable and secured lease portfolio, and to exert a prudent effort to optimize the company's value. He is a part time instructor in many prominent educational and professional institutions mainly the American University in Cairo, the Egyptian Banking Institute, the Egyptian Bankers' Association and others. Mr. Amiri holds Diploma in Banking and Finance, a Masters degree in Business Administration with highest honors, is accredited as a Certified

Public Accountant (C.P.A.) from California Board of Accountancy, and is currently engaged in a self study program to obtain his designation from Chartered Financial Institute towards the Chartered Financial Analyst (C.F.A.).

Dr. Mohammed Omran

Vice Chairman
Cairo Alexandria Stock-Exchanges

Dr. Omran is the Vice Chairman of Cairo and Alexandria Stock Exchanges and Professor of Finance at the Arab Academy for Science and Technology. Dr. Omran was a visiting professor in several research and academic institutions such as University of Plymouth, University of Oklahoma, the World Bank, University of Laval, and Vaasa University. He served several years as an Economist at both the Arab Monetary Fund in Abu Dhabi and the International Monetary Fund in Washington DC. He was an Advisor to the Minister of Investment and an Acting Executive Director to the Egyptian Institute of Directors.

Dr. Omran had been awarded several research grants and prizes, and he was a Fulbright Scholar and a Research Fellow at the Economic Research Forum. He specializes in financial markets, corporate governance, corporate finance and privatization concentrating on the MENA region and he has more than 30 published papers in several international Economics and Finance Journals such as Journal of Financial Research, Journal of International Financial Markets, Institutions and Money, World Development, International Review of Law and Economics, Multinational Finance Journal, International Review of Financial Analysis, Global Finance Journal, Journal of Investing, and Emerging Market Review.

Mr. Nabil Rashdan

Advisor to the Minister
Ministry of Finance

Mr. Rashdan was appointed in July 2004 to be the Advisor to the Minister of Finance. Previously, he was the Advisor to the Minister of Foreign Trade on SME Affairs and SME Development Unit Manager in the Technical Office of the Minister. He has 9 years of working experience with Social Fund for Development.

Mr. Rashdan earned his M.A Degree in Business Administration (MBA) from Maastricht School of Management, Holland.

Ms. Neveen El-Shafei

Vice Chairman
General Authority for Investment and Free Zones (GAFI)

Ms. El-Shafei is the Vice Chairman – Policy Advocacy and Economic Performance in the General Authority for Investment and Free Zones (GAFI), and is responsible for issuance of policy papers concerning various sectors (Financial, Leasing, Carbon Finance, Fertilizer sector). She is also managing the business simplification procedures in conjunction with IFC and other international institutions. Moreover, she has set-up an electronic database for compilation and analysis of company financial statements, in addition to general assessment and analysis of Egypt's investment climate by tracking selected local and international reports

and/or collaboration with various international institutions such as UNCTAD, World Bank, IMF, etc.

Ms. El-Shafei was the Advisor to the Chairman – Investor Relations from 2004 to 2005 and Executive Director in the field of corporate finance in Fleming CIIC from 1999 to 2001, in addition to extra working experience in the field of investment and corporate banking.

Ms. El-Shafei earned her B.A in Economics from the American University in Cairo in 1985.

Dr. Ziad Bahaa-Eldin

Chairman

General Authority for Investment and Free Zones (GAFI)

Dr. Bahaa El-Din is the Chairman of the Egyptian General Authority for Investment and Free Zones (GAFI) since September 2004. Prior to joining GAFI, he has been working since 1986 in the field of law and legal consultancy whether in private sector, governmental posts or multinational corporations. He was the Founder and Managing Director of Bahaa-Eldin Law Office (2001); Managing Director of Arabic Company for Arts and Publishing (2000), Senior Legal Advisor to the Minister of Economy (1997), Attorney, Hashem & Partners (1996); Summer Intern. IFC, Washington DC (1993); Foreign Attorney, Arnold & Porter, Washington DC (1989); Attorney, Export Development Bank of Egypt (1991); Attorney, and Shalkany Law Office (1986).

Dr. Bahaa El-Din has a Ph.D. in Law, London School of Economics and Political Science; a thesis on Legal Aspects of Banking Regulation, LLM International Business Law, King's College, University of London; a BA in Economics (Honors), American University in Cairo and LLB (License in Law), Faculty of Law, Cairo University. He speaks Arabic (native) English and French fluently.

He has a wide experience in financial and corporate matters, as well as in regulatory frameworks and legislative drafting. As a Senior Legal Advisor to the Minister of Economy from 1997 to 2000. Dr. Bahaa-El Din was in charge of and had primary responsibility for drafting of several key legislative documents including Unified Company Law, New Capital Market Law, The Central Securities Depository Law, The Executive Regulations of the Central Securities Depository Law, The Mortgage Law, The Executive Regulations of the Mortgage Law, the amendments to the Financial Leasing Law, various amendments to the Executive Regulations of the Capital Market Law. In addition, Dr. Bahaa-Eldin has participated as a member in the committees set up by the Ministry of Justice for drafting The Intellectual Property Law, The Money Laundering Prevention Law and New Banking Law.

He is currently a member of the Boards of Directors of the Central Bank of Egypt, the Social Fund for Development, the Competition Authority, the Industrial Development Authority, and the National Bank of Egypt. He is also the Chairman of the Suez Economic Zone Authority and a member of the National Law Commissionaa.