



First GCC-EU Industrial Forum

3- 4 July, 2008

Casa Llotja de Mar – Barcelona, Spain

ORGANIZED BY

STRATEGIC PARTNER





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Under the Patronage of H.E. Abdullah Bin Hamad Al-Attiyah, Deputy Prime Minister for The State of Qatar & Minister of Energy & Industry, and the presence of H.E. Dr. Mohammed Saleh Al-Sada, Minister of State for Energy & Industry Affairs, the First GCC-EU Industrial Forum “Gulf Cooperation Council – European Union Industrial Forum” will be held on 3-4 July 2008 in Casa Llotja de Mar – Barcelona, Spain



Gulf Organization for Industrial Consulting (GOIC), and Barcelona Chamber of Commerce, Industry and Navigation (BCCIN), are co-organizing the forum with the Association of European Chambers of Commerce and Industry (EUROCHAMBERS) and in partnership with Qatar Petroleum (QP).

The Industrial Development efforts of the GCC states are focusing on strengthening and expanding the manufacturing capabilities and capacities of the region’s industry. As part of this strategy, private companies in general, small and medium scale industries in particular are consistently encouraged to market their products and capabilities. Special efforts are also directed towards increasing business cooperation with their counterparts worldwide.



Structure of the Forum

The main objective of the “GCC-EU Industrial Forum” is to promote industrial cooperation in general and subcontracting & partnership activities between the two regions in particular. The Forum will specifically focus on meeting the objective of marketing Gulf Countries subcontracting capabilities and promoting technology transfer and joint venture interest from the EU region.

Specific inquiries from both business teams would be compiled and matchmaking meetings would take place during the Forum. Discussions and presentations would lay the ground work for private companies and industrial concerns interaction and cooperation.

Sectors Represented: Basic chemical and petrochemical industry, raw materials, logistics, storage and maintenance, engineering, environmental technology, pumps and valves, commodities, energy, casting, chipless metal forming, industrial fixtures and fittings, chipforming metal cutting, plastics, rubber, analytical instrumentation, laboratory material electricity and electronics.

Conferences and Workshops that will deeply explore the present situation and future prospects of the economic relations between the two regions. Those presentations would also look at investment opportunities offered by the Gulf region. As well they will highlight the technological progress, new opportunities created by the growth in subcontracting, outsourcing and technological process which underline the economic advantages and business opportunities for the enterprises.

Bilateral meetings between companies will follow the presentation of the investment opportunities in the Gulf countries. These meetings will be organized upon request to facilitate enhancing business relations among the participants.

Benefits to Participating Companies:

- Through networking companies would have the chance to promote their business.
- Companies could expand their business through meeting with current and potential partners.
- Industrial project promoters may also meet with technology holders, equipment suppliers, and EU investors with interest to invest in the GCC region.



About Organizers:

Gulf Organization for Industrial Consulting (GOIC)



Gulf Organization for Industrial Consulting, GOIC was founded in 1976, by the GCC Member States – Bahrain, Kuwait, Oman, Qatar, Saudi Arabia and UAE. The organization was conceptualized by GCC Member States as a knowledge-hub and an industrial investment promotion catalyst for the purpose of industrial diversification and development within the GCC countries.

GOIC targets developing industries throughout the region by means of providing, the public industrial and economic sectors, distinctive knowledge through complete set of specialized research , information, consultancy and technical services.

Since its inception, the organization's advisory role was fundamental in the industrial development of the region. Decision makers depended on the comprehensive socio-economic data gathered and warehoused by GOIC covering all industrial activities within the GCC member states. The organization played an influential part in identifying and introducing new industries to the region as well as determining synergies for the existing ones. GOIC's recommendations shaped public policies across the region, particularly the unified common industrial strategy that was adopted by all GCC member states.

GOIC has grown to be the unrivalled source of market intelligence and knowledge of the industrial environment within the GCC, and the advisory institution by excellence for GCC governments, chambers of industry, private investors and financiers across the GCC region.



About Organizers:



**Cambra de Comerç
de Barcelona**

Barcelona Chamber of Commerce, Industry and Navigation (BCCIN)

Chamber of Commerce, Industry and Navigation of Barcelona (BCCIN) is a centennial institution – it was founded in 1886, but its history goes back to the middle Ages as the Consulate of the Sea or the Royal Assembly of Commerce.

The Basic law of the official chambers of commerce, industry and navigation (Law 3/1993, of March 22nd) expresses its nature as a corporation governed by Public Law.

BCCIN plays a dynamic and active role in helping companies. Its activities are pivoted on prospecting and activating the economic and business sector, supporting national and international companies, a profitable offer of products and services and a manifest desire to invigorate and expand the country's economic and business fiber.

Through their Industrial Subcontracting Exchanges www.subconcat.net, Barcelona Chamber of Commerce aim to foster commercial relations between subcontracting companies and contractors and support their internationalisation. In this respect, Industrial Subcontracting Exchanges manage this gateway and offer products and services through this to support this type of companies. The basic work of Subcontracting Exchanges is nevertheless the assessment individually provided to companies.



About Organizers:



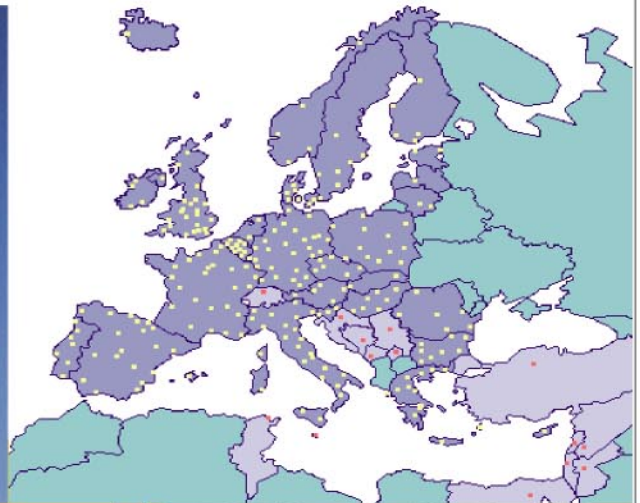
Enterprise Europe Network

EEN was launched by the European Commission, building on knowledge and expertise of former Innovation Relay Centers (established in 1995) and Euro Info Centers (established in 1987). EEN serves as a “one-stop shop” to meet all the information needs of Small and Medium-sized Enterprises and companies in Europe. They bring together around 500 organizations, including chambers of commerce, regional development agencies and university technology centers, and 4000 experienced professionals.

Their services include:

- Assist companies in identifying potential commercial partners, especially in other countries,
- Help SMEs develop new products, to access new markets and to inform them about EU activities and opportunities,
- Advise small businesses on technical issues such as intellectual property rights, standards and EU legislation,
- Act as a two-way street between entrepreneurs and EU decision-makers, relaying views in both directions.

Enterprise Europe extends beyond the EU to include Turkey, the Former Yugoslav Republic of Macedonia, Norway, Iceland, Armenia, Israel and Switzerland. With fewer than one in ten small businesses venturing outside their own country (even though national barriers have come down) the network wants to encourage collaboration across borders.



STRATEGIC PARTNER :

Qatar Petroleum (QP)



Qatar Petroleum (QP) is a state-owned corporation established by Emiri Decree No. 10 in 1974 responsible for all phases of the oil and gas industry in Qatar.

The principal activities of Qatar Petroleum and its subsidiaries and joint ventures cover exploration, drilling and production operations, transport, storage, marketing and sale of crude oil, natural gas liquids, liquefied natural gas, gas-to-liquids, refined products, petrochemicals and fertilizers.

QP's overall objective is to maximize the contribution to the national wealth of the State of Qatar, through the safe, efficient and environmentally acceptable utilization of Qatar's hydrocarbon reserves and through related activities.

With approximately 80 billion dollars worth of investments in energy projects during the next five years, Qatar is planning to further expand and diversify the production capacity of gas, oil and petrochemicals.

QP has three industrial cities (Ras Laffan, Mesieed, and Dukhan City) which host industrial ports, a number of QP major subsidiaries and some other industrial facilities in addition to a group of social services and entertainments for its own employees.

Across all QP promises only one commitment prevails: Excellence.





IMI, Your Gateway to Industrial & Socio-economic Data in the GCC.

Accurate, updated and government accredited statistical data on industrial, economic and social sectors for the GCC.

The IMI is a comprehensive industrial databank consisting of:

- Gulf Industrial Database
- Foreign Trade Database
- Socio-Economic Database
- Investment Opportunities Database

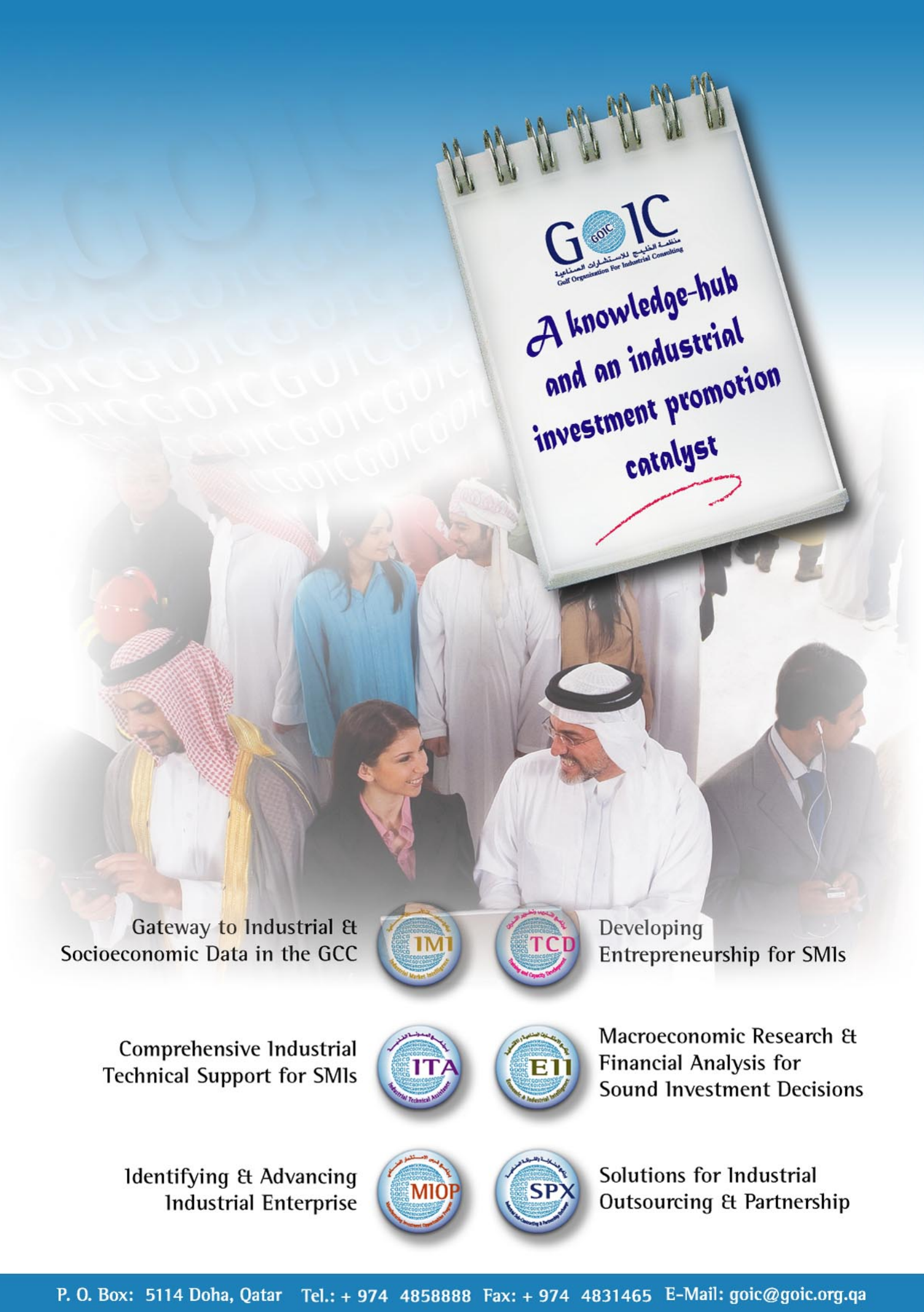
www.imi.goic.org.qa

P. O. Box 5114 Doha, Qatar Tel.: +974 4858 888 Fax: +974 483 1465 imi@goic.org.qa



GOIC
منظمة الخليج للاستشارات الصناعية
Gulf Organization For Industrial Consulting

**A knowledge-hub
and an industrial
investment promotion
catalyst**



Gateway to Industrial & Socioeconomic Data in the GCC



Developing Entrepreneurship for SMIs

Comprehensive Industrial Technical Support for SMIs



Macroeconomic Research & Financial Analysis for Sound Investment Decisions

Identifying & Advancing Industrial Enterprise



Solutions for Industrial Outsourcing & Partnership

First day, July 3rd 2008

8.30 – 09.30 Participants registration

9.30 – 10.30 Opening Session

- H.E. Dr. Mohammed Saleh Al- sada, Minister of State for Energy & Industry Affairs- Qatar (confirmed)
- H.E. Dr. Ahmed Khalil Al- Mutawa, Secretary General, Gulf Organization for Industrial Consulting, Qatar (confirmed)
- H.E Mr. Joan Clos Minister of Industry, Tourism and Commerce, Spain (TBC)
- H.E Mr. Matthias Ruete Head of Directorate General for Energy and Transport / Commissioner for Energy (TBC)
- H.E. Mr. Miquel Valls, President of Barcelona Chamber of Commerce, Industry and Navigation, Spain (Confirmed)

10.30 – 11.00 Coffe Break

11.00 – 12.30 1st panel: Economic relations between the Gulf Countries and the EU: Present status and future prospects.

Main objectives:

- Development of economic relations between the Gulf countries and the EU.
- Future prospects for the Gulf countries and Arab Economic relations and main potential growth areas.
- A survey of policies and actions needed to promote the development of the economy.
- The economic liberalization and reform program in the Gulf countries and its social and economic reflections.

Chair: Mr. Mohamed Obaid Al Mazrouey Assistant Secretary General for Cooperation Council for Arabs States of the Gulf (confirmed)

- Mr. Rafaat Swaimal, Expert economic Analysis, Gulf organization for Industrial Consulting – Qatar (confirmed)
- H.E Mr. Holger Standertskjold- Nordenstamp, Ambassador, Head of the Delegation of the European Commission to Singapore (TBC)
- Mr. Pierre Simon, President of Eurochambres. (TBC)
- Mr. Rafael Matos, Spanish Ambassador in qatar (TBC).
- Mr. Bernardino Leon, Spanish Secretary of State for foreign affairs. (TBC)

First day, July 3rd 2008

12.30 – 14.00 **2nd panel: Subcontracting industrial panel.**

Main objectives:

- GCC and EU Subcontracting Capabilities and Interest in the following fields:
 - o Petrochemicals
 - o Desalination
 - o Metalworking, Plastics, Rubber and Engineering

Chair: Josep Morell, President of Maquitech Exhibition & Director General of Industrias Metalúrgicas Jem, Spain (confirmed)

Speakers to be confirmed by GOIC:

- Petrochemical company.
- Environmental technology company.

Speakers to be confirmed by BCCIN:

- SENER (Company confirmed – speaker not yet)
- SIMON (Company confirmed, Speaker not yet)

14:00 – 15:00 Lunch

15.00 – 18.00 B2B meetings.



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Tentative Program



Second day, July 4th 2008

9.00 – 9.15 Welcoming addresses
Mr. Josep Maria Cervera, Director of the International Area, Barcelona Chamber of Commerce, Industry and Navigation

9.30 – 10.30 **3rd panel: Investment opportunities, legal and financial**

Main objectives:

- Development within the Gulf Economy and its Investment Opportunities.
- The legal framework for doing business in the Gulf: commercial and investment laws, and foreign investment incentives.
- The role of the private sector as a pioneer for the development of trade and investment between the two regions.
- Investment opportunities in GCC & EU.

Mr. Darren Jordon (Al Jazeera Newsanchor) will moderate the following two sessions

- Eng. Saed Al Awadi, CEO, Dubai Export Development Corporation, UAE
- Dr. Khaled Al Haji - General Manager, Qatar Chamber of commerce & Industry (Confirmed)
- First Energy Bank.(TBC)
- Mr. Jean-Louis Biancarellieu, Head of Directorate for operations outside the European Union and candidate countries, European Investment Bank (TBC)
- Bénédict de saint Laurent, Director of the Euro- Mediterranean Investment promotion Agency, ANIMA
- EU Financial Institution.
- Josep Morell, Industrial Commission, Barcelona Chamber of Commerce, Industry & Navigation (Confirmed)

Speakers to be confirmed by GOIC and BCCIN :

- GCC & EU legal Industry consultancy

10.30 – 11.30 **4th panel : Business & academic Exchange Experience from GCC & EU (KBI)**

Speakers to be confirmed by GOIC:

- Dr. Ali Al Ghamdi (TBC)
- Eng. Ismail El Shafi, Head of Industrial Promotion Unit, GOIC (Confirmed)
- QAFAC (TBC)
- QP (TBC)



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Second day, July 4th 2008

Speakers to be confirmed by BCCIN:

- Salvador Gabarró Serra, Chairman, Gas Natural, Spain
- ECOTECNIA (Company confirmed, speaker not yet).
- Dr. Marcus Furch, Nalucon

11.30 – 13.00 **B2B meetings.**

- During the meetings a coffee break will be served to all the attendees.



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منظمة الخليج للاستشارات الصناعية
Gulf Organization For Industrial Consulting

Gulf Organization for Industrial Consulting
PO. Box: 5114
Doha – Qatar
Tel: (+974) 485 8813 / 826 / 845
Fax: (+974) 483 1731
E-mail: shafai@goic.org.qa
nada@goic.org.qa



Cambra de Comerç
de Barcelona

Barcelona Chamber of Commerce, Industry and Navigation
Avda. Diagonal 452
08006 Barcelona
Spain
Tel : (+34) 934 169 381
Fax : (+34) 934 160 735
E-mail: een@cambrabcn.org

www.goic.org.qa

www.cambrabcn.org