

The 14th Annual One on One Conference 2018
Frontier Emerging Markets



Shifting Benchmarks

Active to passive
The China factor
Recovery after reform
Private sector leads growth

Welcome to the 14th Annual One on One Conference

held under the patronage of His Highness Sheikh Maktoum bin Mohammed bin Rashid Al Maktoum,
Deputy Ruler of Dubai

Strong economic growth, favorable demographics, a growing consumer-driven middle class and advancing reform agendas have seen MENA and emerging frontier markets gain considerable traction among investors in 2017, with year-to-date fund inflows at record highs in multiple geographies.

Will the supportive macro backdrop for both developed and developing economies hold in place for 2018—and bring with it new opportunities on the emerging frontier?

After OPEC members and other oil exporters agreed to production cuts, will the upward trajectory of oil prices prompt GCC exporters to continue narrowing their fiscal deficits? What do rising oil prices mean for net oil importers looking to rein in their subsidy bills? What do the prospects of at least three rate hikes by the US Federal Reserve in 2018 hold for emerging markets and the more risk-averse investor in the context of a USD 1 trillion EM debt redemption overhang?

These questions will play out on the ground across emerging markets next year. In the Arab world: Businesses and investors in Egypt welcomed its delivery on an ambitious economic reform program, making it a favorite of portfolio investors and the carry trade. Will 2018 be the year when the strategic FDI follows?

Further afield, in Pakistan valuations look compelling as we enter the first post-MSCI upgrade year, however, will there be enough clarity on FX policy and the political scene in 2018 for investors to make a move?

These shifting benchmarks make the 14th Annual One on One Conference, held under the patronage of His Highness Sheikh Maktoum bin Mohammed bin Rashid Al Maktoum, Deputy Ruler of Dubai, the ideal venue for investors, high-level executives and industry professionals seeking to align their strategies with new opportunities arising from an everchanging region.

The 14th Annual One on One Conference
Atlantis, The Palm, Dubai, UAE



The 14th Annual One on One Conference is being held at Atlantis, The Palm, a luxury resort located at the apex of the Palm Jumeirah in Dubai, United Arab Emirates (UAE)

Venue

Dubai is renowned for its warm hospitality and iconic skyscrapers, opulent shopping centers, indoor theme parks and attractions and decadent culinary options. In 2016, the Emirate was the 4th most visited city in the world based on overnight visitors (topping New York, Tokyo and Milan) and the most visited city in the Middle East and Africa, with approximately 15 million visitors.

Dubai also provides a model benchmark to frontier emerging markets determined to shift their own oil-dependent

economies into modern and more diversified economies. The emirate's Western-style model of business drives its economy with main revenues now coming from tourism, aviation, real estate and financial services.

Presenters

It is advisable that a team comprised of your Chief Executive Officer, Chief Financial Officer and the executive responsible for Investor Relations attend the One on One meetings.

Agenda

Monday, March 5th, 2018

Day
1

07:00-09:00	Registration*, Standing Breakfast and Networking [Atlantis Ballroom Foyer, West Wing, Atlantis]
09:00-12:10	Main Session [Atlantis Ballroom, Atlantis, the Palm]
09:00-09:05	Welcome Note by Karim Awad, Group CEO of EFG Hermes Holding
09:05-09:30	Panel discussion titled Promoting investments and Managing public enterprises with H.E. the Minister of Investment and International Cooperation of Egypt, H.E. the Minister of Public Enterprises of Egypt
09:30-09:40	Q&A Session
09:40-10:40	Panel discussion with the chairmen and CEOs of the Stock Markets and Capital Market Authorities focusing on their vision and highlighting opportunities across the Arab World
10:40-10:50	Q&A Session
10:50-11:35	Panel discussion titled "Disruption"
11:35-11:45	Q&A Session
11:45-12:10	The Pulse 2018 – the EFG Hermes live Survey
12:10-13:50	Lunch [Saffron Restaurant, Atlantis]
14:00-14:50	Group Meeting [extra, Spice C Ballroom, Lobby Level]
14:00-14:50	Group Meeting [Boursa Kuwait, 8th Floor, Room No. 8350, West Wing, Atlantis]
15:00-15:50	Group Meeting [Tawuniya, Spice C Ballroom, Lobby Level]
16:00-16:50	Group Meeting [CARE, Spice C Ballroom, Lobby Level]
17:00-17:50	Group Meeting [Saudi Company for Hardware, Spice C Ballroom, Lobby Level]
18:00-18:50	Group Meeting [Agthia, Spice C Ballroom, Lobby Level]
20:30-23:30	Gala Dinner [N'Dulge, Atlantis]

* After the morning registration period, registration and scheduling will continue from 11:00 - 18:30 at the West Wing, Atlantis on the 8th floor, room no. 8320.

Agenda (Cont'd)

Tuesday, March 6th, 2018

Day
2

- 08:00-19:00** **Registration & Scheduling** [on the 8th Floor, Room No. 8320, West Wing, Atlantis]
- 08:00-08:50** **Group Meeting** [Savola Group, Spice C Ballroom, Lobby Level]
- 09:00-09:50** **Group Meeting** [Juhayna, Spice C Ballroom, Lobby Level]
- 10:00-10:50** **Group Meeting** [Bupa, Spice C Ballroom, Lobby Level]
- 11:00-11:50** **Group Meeting** [Emaar, Spice C Ballroom, Lobby Level]
- 12:00-13:20** **Lunch** [Saffron Restaurant, Atlantis, the Palm]
- 14:30-15:20** **Group Meeting** [Advanced Petrochemical, Spice C Ballroom, Lobby Level]
- 15:30-16:20** **Group Meeting** [Al Rajhi Bank, Spice C Ballroom, Lobby Level]
- 16:30-17:20** **Group Meeting** [Budget Saudi, Spice C Ballroom, Lobby Level]
- 17:30-18:20** **Group Meeting** [Human Soft, Spice C Ballroom, Lobby Level]

Wednesday, March 7th, 2018

Day
3

- 08:00-19:00** **Registration & Scheduling** [on the 8th Floor, Room No. 8320, West Wing, Atlantis]
- 11:00-11:50** **Group Meeting** [Fawaz Al Hokair, Spice C Ballroom, Lobby Level]
- 12:00-13:20** **Lunch** [Saffron Restaurant, Atlantis, the Palm]
- 13:30-18:20** **One on One Meetings** [held at designated meeting rooms in the West Wing, Atlantis, the Palm]

*** Agenda is subject to change*



Useful Information

Session

Every investor presentation is slotted to run for 50 minutes. The following are the guidelines for these sessions:

- Each company should prepare a 30-minute presentation for investors.
- This should be followed by a 20-minute Q & A.
- There is a 10-minute preparation/break period after each 50-minute session.

Audio and Visual

Audio and visual requirements should be communicated to the One on One team via the form below, which needs to be filled out and submitted before **1 February 2018**.

Meeting Room

A meeting room will be set up for the one on one meetings, which will be available to you throughout the conference. Group meetings, which give companies the opportunity to make presentations to investors from two or three companies, will also be held in these rooms.

Company Profile

In order to give an overview of your company's operations and financials to attending investors, a booklet containing your corporate information will be produced and made available to all attending investors, giving them an overview of your company operations and financials. This will be included in the delegate pack. The EFG Hermes Research team will be in contact with you to gather and communicate the information to be provided.

Presentation

Presentations will also be made available on the conference website, with access limited to registered investors. We thus request that you kindly send a print-resolution (not press resolution) PDF of your presentation to oneonone@efg-hermes.com before **22 February 2018**.

Hard copies of your presentations can be sent to the conference venue beforehand via courier. Should you wish to do so, please highlight this on the Shipping Form below before **22 February 2018**.

Promotional & Company Materials

To make best use of your networking time, please ensure that you bring a healthy supply of business cards. To further support delivery of your IR message, we would recommend that you make your company's annual report available in the meeting room for investors to take away with them as well as other investor-facing marketing materials you may feel appropriate.

Logo

Your company logo will be displayed on meeting room signs. We would appreciate receiving your high-resolution logo (in JPEG, PDF, Freehand or Adobe Illustrator format; at least 600 kb or 300 dpi resolution for non-vector files) to oneonone@efg-hermes.com before **1 February 2018**.



Useful Information CONTINUED >>

Language

The official language of the meetings is English.

Media

To ensure that delegates can reach the widest possible audience with their investment platform, select members of the media have been invited to the 14th Annual One on One Conference. If you are interested in conducting an interview, please indicate your preference when you register online.

Deliveries

If you are sending over any items for use during the event, we ask that you give us notice of the delivery to keep track of the status of your shipment. Please fill out the Shipping Form below and send it to oneonone@efg-hermes.com before **20 February 2018**.

All packages should be marked "The 14th Annual One on One Conference, 5-7 March 2018" with your company name also clearly marked and sent to:

Mr. Shams Attalla

c/o EFG Hermes,

Associate Director of Events

Atlantis, The Palm

P.O. Box 211222

Crescent Road, The Palm Island,

Dubai, UAE

Tel: (+971) 442 60366

Mobile: (+971) 566 035 660

Email: shams.attalla@atlantisthepalm.com

Accommodation

Guests are kindly requested to book their own rooms at a special EFG Hermes conference rate at Atlantis, The Palm. A reservation link will appear in your registration confirmation email. If you would like to book a higher-level room, please contact the hotel directly.

More information about room types can be found at: <http://oneonone2018.efghermes.com/>

Additional Services

Atlantis, The Palm will be responsible for the below additional services throughout the conference. Kindly consult their website or contact them for questions regarding the following:

- Help obtaining visas
- Airport meet and greet service
- Arrangement of ground transportation
- Coordination of private aircraft logistics
- Arrangement of excursions



Useful Information CONTINUED >>

Visa

Visas to the UAE may be obtained through Emirate Airlines or Atlantis, The Palm. For terms and conditions for obtaining visas, please contact the hotel directly.

Citizens of the GCC nations of Bahrain, Kuwait, Oman, Qatar and Saudi Arabia do not require a visa to travel to the UAE.

Climate

The average temperature in Dubai in March is 26 Celsius (79 Fahrenheit), with highs of 29 Celsius (84 Fahrenheit) and lows of 23 (73 Fahrenheit) in the evenings. Precipitation is rare.

Contact Information

Email: oneonone@efg-hermes.com
 Website: <https://oneonone2018.efghermes.com>

Time Zone

Dubai is four hours ahead of Greenwich Mean Time.

Dress Code

Formal business attire is appropriate throughout the conference. A light sweater or jacket may be appropriate in the evening when the weather is cooler.

Important Deadlines	
Registration	01 February 2018
Flight information	01 February 2018
High resolution logo (presenting companies)	01 February 2018
A/V Form	01 February 2018
Presentation (presenting companies)	22 February 2018
Shipping Form (presenting companies)	22 February 2018

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Shipping Form

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Company Name _____

Contact Name _____

Telephone _____

Date of Shipment _____

Number of Boxes _____

Transport Company _____

Airway Bill Number _____

Shipping Address _____

All packages should be marked "The 14th Annual One on One Conference, 5-7 March 2018," with your company name also clearly indicated and sent to:

**Mr. Shams Attalla
c/o EFG Hermes**

Associate Director of Events
Atlantis, The Palm
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Audio and Visual Equipment Request Form

Please check the box next to equipment you require and return this form by email to oneonone@efg-hermes.com **before 1 February 2018.**

Available Audio and Visual Equipment

- Data Show (pull up screen and projector)
- 17" LCD
- Flip Chart

Requested By _____

Company Name _____

Contact Information _____