

## The 13<sup>th</sup> Annual One On One Conference



# THE PULSE

## of MENA & Frontier Markets

Atlantis, The Palm, Dubai, UAE | 6-8 March 2017

### Welcome to the 13<sup>th</sup> Annual One on One Conference

We are proud to welcome you to the region's premier investor event, the One on One conference. As we organize the most successful MENA investor conference for the 13<sup>th</sup> year – while simultaneously expanding into new markets and launching new products – we turn our focus towards unlocking new opportunities amidst a rapidly-changing economic environment on both a regional and global scale, with an

emphasis on the vast potential we see in frontier markets. Over the years, the One on One conference has established itself as the region's most valuable investor platform matching equity investors with high-level executives and industry professionals in an engaging format, aiming to identify and facilitate new investment opportunities throughout shifting economic patterns in an emergent region.



**The 13<sup>th</sup> Annual One on One Conference is being held at Atlantis, The Palm, a stunning resort at the heart of the Palm Jumeirah in Dubai.**

### **Venue**

Dubai is not only an international city and the business hub of the Middle East, but also a tourist paradise, complete with world class shopping, fine dining, and iconic skyscrapers and high-rise buildings. With a strategic location between Europe and Asia, Dubai is at the center of our increasingly global world and acts a major transport hub for passengers and cargo. The bustling Emirate has ramped up spending in preparation for hosting the World Expo 2020, with an emphasis on investments in various sectors such as real estate and renewable energy.

### **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 6<sup>th</sup>, 2017

Day  
**1**

<b>07:00-09:00</b>	Standing Breakfast and Registration* [Atlantis Ballroom Foyer, West Wing, Atlantis]
<b>09:00-11:00</b>	Main Session [Atlantis Ballroom, Atlantis]
<b>11:00-12:50</b>	One on One Meetings [7th, 8th & 9th Floor, West Wing, Atlantis]
<b>13:00-14:30</b>	Lunch [Saffron Restaurant, Atlantis]
<b>14:30-18:20</b>	One on One Meetings [7th, 8th & 9th Floor, West Wing, Atlantis]
<b>20:30-23:30</b>	Gala Dinner [Venue TBC]

*\* 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.*

## Tuesday, March 7<sup>th</sup>, 2017

Day  
**2**

<b>08:00-19:00</b>	Registration & Scheduling [8th Floor, Room No. 8320, West Wing, Atlantis]
<b>08:30-12:20</b>	One on One Meetings [7th, 8th & 9th Floor, West Wing, Atlantis]
<b>12:30-14:00</b>	Lunch [Saffron Restaurant, Atlantis]
<b>14:05-19:00</b>	One on One Meetings [7th, 8th & 9th Floor, West Wing, Atlantis]

## Wednesday, March 8<sup>th</sup>, 2017

Day  
**3**

<b>08:00-19:00</b>	Registration & Scheduling [8th Floor, Room No. 8320, West Wing, Atlantis]
<b>08:30-12:20</b>	One on One Meetings [7th, 8th & 9th Floor, West Wing, Atlantis]
<b>12:30-14:00</b>	Lunch [Saffron Restaurant, Atlantis]
<b>14:05-19:00</b>	One on One Meetings [7th, 8th & 9th Floor, West Wing, Atlantis]

*\*\* Above agenda is subject to change*



# Useful Information CONTINUED >>

## 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 & 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 **30 January 2017**.

## 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

Each attending investor will receive a memory stick that contains the presentations of the presenting companies. We thus request that you kindly send a print-resolution (not press resolution) PDF of your presentation to [oneonone@efg-hermes.com](mailto:oneonone@efg-hermes.com) before **20 February 2017**.

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 **20 February 2017**.

Presentations will also be made available on the conference website, with access limited to registered investors.

## 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 such other investor-facing marketing materials as 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](mailto:oneonone@efg-hermes.com) before **20 January 2017**.



# 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 13<sup>th</sup> 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](mailto:oneonone@efg-hermes.com) before **20 February 2017**.

All packages should be marked "The 13<sup>th</sup> Annual One on One Conference, 6-8 March 2017" 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](mailto:shams.attalla@atlantisthepalm.com)

## Accommodation

Guests are kindly requested to book their own rooms at a special EFG Hermes conference rate at the Atlantis, The Palm Hotel. A reservation link will appear in your browser after you submit your registration for the conference. Alternatively, you may choose to book at your convenience by clicking a reservation link that will be included in your registration confirmation email.

More information about room types can be found at:

<http://oneonone2017.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

## Visa

Visas to the UAE may be obtained through Emirate Airlines or Atlantis, The Palm hotel. For terms and conditions for obtaining the visa through the hotel, please consult this form, as well as the hotel visa application [form](#) and credit card authorization [form](#).

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

**Below is a list of countries for citizens who may obtain a 30-day visit visa free of charge directly at the UAE airport:**

Andorra, Australia, Austria, Belgium, Brunei, Bulgaria, Canada, Croatia, Cyprus, Czech Republic, Denmark, Estonia, Finland, France, Germany, Greece, Hong Kong, Hungary, Iceland, Ireland, Italy, Japan, Latvia, Liechtenstein, Lithuania, Luxembourg, Malaysia, Monaco, Netherlands, New Zealand, Norway, Poland, Portugal, Romania, San Marino, Singapore, Slovakia, Slovenia, South Korea, Spain, Sweden, Switzerland, United Kingdom, United States of America, Vatican City.

## 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](mailto:oneonone@efg-hermes.com)

Website: <https://oneonone2017.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	30 January 2017
Hi-Res Logo (Presenting Companies)	20 January 2017
Flight Information	30 January 2017
A/V Form (Presenting Companies)	30 January 2017
Presentation (Presenting Companies)	20 February 2017
Shipping Form (Presenting Companies)	20 February 2017



# Shipping Form

If you are sending 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](mailto:oneonone@efg-hermes.com) or by fax to +20 (0)2.3535.7044 **before 20 February 2017**.

Company Name \_\_\_\_\_

Contact Name \_\_\_\_\_

Telephone \_\_\_\_\_

Date of Shipment \_\_\_\_\_

Number of Boxes \_\_\_\_\_

Transport Company \_\_\_\_\_

Airway Bill Number \_\_\_\_\_

Shipping Address \_\_\_\_\_

**All packages should be marked "The 13<sup>th</sup> Annual One on One Conference, 6-8 March 2017," with your company name also clearly indicated, 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



# 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](mailto:oneonone@efg-hermes.com) or by fax to +20 (0)2.3535.7044 **before 30 January 2017**.

## Available Audio and Visual Equipment

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

Requested by \_\_\_\_\_

Company Name \_\_\_\_\_

Contact Information \_\_\_\_\_