

**The Palestine Investment Conference
Preliminary Report
07 June 2010**

- The Palestine Investment conference 2010 is yet another milestone following and building upon the achievements of the first investment conference held in 2008 in terms of preparation, organization, content, and implementation. This conference accumulated previous experiences and was achieved with Palestinian efforts from A to Z.
- The Israeli aggression against the flotilla of solidarity with the Palestinian people in the wake of the conference cast its shadow on the conference proceedings. Official participation was limited to the comprehensive speech by His Excellency President Mahmoud Abbas, as well as the participation of several ministers in the different sessions. All celebrations were canceled. This adjustment put a strain on the organizers forcing them to handle emergency modifications to the agenda which had an adverse effect on performance especially in the morning of the first day of the conference where there was a long gap between the opening session and the B2B and parallel sessions.
- The conference focus on SMEs reflected in the nature of the projects promoted for investment (123 projects) as well as the presentation of SME products required exerting greater efforts in event management to assist these companies to organize networking meetings due to the little experience they have and

the nature of their needs. However, this focus was one of the success factors for the conference.

- One of the main features of this year's conference was the number and quality of participants from abroad (1085 participants from 38 countries), in addition to their evident interest in investing in Palestine. The total number of participants exceeded 2200.
- To everyone's satisfaction, the venue of the conference had a positive impact on the capacity to receive this large number of participants. The addition of the Handicrafts Village and Murad Castle, as well as the parking space, facilitated a lot of logistic support operations pertaining to registration, networking meetings, and meals. More than 14 Dunums of land and buildings surrounding the conference center were developed for this purpose.
- Despite the fact that this was the first experience for the PIPA staff and some of the service providers, everyone's performance was satisfactory as team spirit prevailed, dedication to work, as well as initiative to cover whatever gaps might appear. Nevertheless, and even though overall performance was encouraging and reasonable, there remains an urgent need to further build capacity and improve the capabilities of all technical staff for better preparation and more accurate implementation to further improve results in the upcoming conferences.
- Official representation was outstanding and one of the elements of success of this conference. However, the constant changes in the officials' program and handling their demands was an extra burden on the organizers as more than 40 official meetings were organized inside the conference center as well as several private sessions.

- The delegation of businessmen and businesswomen from the Gaza strip led by Mr. Maamoun Abu Shahla and their active participation in all the conference programs, activities, and bi-lateral and multi-lateral meetings with the President, the Prime Minister, official delegations, and other business personalities had a great impact on their level of satisfaction with the conference. It also left a positive impression on all the participants.
- Over 260 official B2B meetings were organized based on the forms that were submitted during the conference. However, not all requests were met due to the lack of adequate space, in addition to the need to assist SMEs who cannot organize their networking meetings on their own. It was agreed that this will require additional efforts in upcoming conferences.
- As for the most important declarations of this conference, they can be summarized as follows:
 1. Seven private sector projects at a total of US\$ 848 million.
 2. Support programs from donor countries for SMEs at a total of US\$ 120 million.
 3. Great interest on the part of local banks and investment funds in SME projects presented by the conference. Project plans were prepared to a total of \$500 million, and several funding bodies will follow up with these companies after the conference.
 4. The Palestine Investment Conference has been declared an official entity within the PIPA, and the last week of May 2011 was set as the date of the upcoming conference to focus on investments in Education and Health.
- Next Steps:
 1. Prepare the final conference report and submit the financial audited report.

2. Document and institutionalize all regulations and procedures that have been developed to form the basis for future conferences.
 3. Develop a plan to monitor and follow up on the results of the conference and offer assistance for them to materialize where possible.
 4. Develop a comprehensive work plan to institutionalize the conference and begin preparations for the upcoming conference.
- In conclusion, the conference executive management would like to thank the following:
 1. His Excellency President Mahmoud Abbas for his patronage of the conference proceedings, his support and continued follow up of all preparations as well as his wise guidance for the management of the conference.
 2. The Palestinian Government led by His Excellency Dr. Salam Fayyad for their infinite support for the preparation and mobilization for the conference.
 3. The Government of the Hashemite Kingdom of Jordan for their support and facilities offered to the conference participants whether at the Airport or the King Hussein Bridge and for streamlining procedures on the Jordanian side of the Bridge (the tent, the VIP hall, etc...)
 4. The steering committee led by his Excellency Dr. Hasan Abu Libdeh for their support, advice, and follow up from day one of preparations until the last day of the conference.
 5. - The partners: Consolidated Contractors Company (CCC), Palestine Investment Fund (PIF), Palestine Development & Investment Company (PADICO), PalTel Group, Palestine

Electric Company, Islamic Development Bank- Al Aqsa Fund, United States Agency for International Development (USAID), UK Department for International Development (UKaid).

- Platinum Sponsor: Bank of Palestine Ltd.
- Golden Sponsors: The Arab Palestinian Investment Company (APIC), Nassar Group, Sinokrot Global Group.
- Silver Sponsors: Al Quds Bank, , Birzeit Pharmaceutical Co., Palestine Commercial Bank, Anabtawi Group, Moseco Group.
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who have presented unprecedented financial and in-kind support as well as their contributions to the various committees.

6. The staff and employees of the PIPA for their dedication, efforts, commitment, and creativity in preparation and implementation of the conference.
7. The specialized committees and their chairpersons who played an effective role in proper preparation for all aspects of the conference.
8. The security and protocol committee led by General Hazem Atallah and the various members of the security forces for their support and outstanding performance.
9. The Civil Affairs department led by his Excellency Hussein al Sheikh and Mr. Ayman Qandeel and their staff for their efforts in following up the entry permits for this large number of participants.

10. All the staff at the office of the President for their support and efforts in preparation for this conference.
11. The staff at the Palestinian border crossings and the management of these border crossings represented by Mr. Nathmi Muhana for their great efforts in taking care of the participants at their arrival and departure.
12. The service providers for undertaking all the tasks assigned to them with the utmost dedication and commitment.

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