



# US-AFGHAN BUSINESS MATCHMAKING CONFERENCE 2005

Oct 2-4



## AGENDA

### TARGETING INVESTMENT OPPORTUNITIES IN AFGHANISTAN AACC/AICC Investment Promotion Conference, Oct. 2-4, 2005

AN EVENT OF THE

**Afghan American Chamber of Commerce, AACC • Washington, DC**

AND

**Afghanistan International Chamber of Commerce, AICC • Kabul, Afghanistan**



[www.a-acc.org](http://www.a-acc.org)

[www.en.aicc-online.org](http://www.en.aicc-online.org)



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# CONFERENCE AGENDA

## Day One, Sunday October 2:

–Arrival in DC of guests from Afghanistan and other locals outside of Washington and distribution of materials to visiting attendees.

–Welcoming reception at the Embassy of Afghanistan

## Day two Monday October 3:

–To present how U.S. investors and companies can form partnerships with Afghan companies for profit-making ventures in Afghanistan.

–Networking Reception at Crystal Gateway Marriott

## Day Three, Tuesday October 4:

–To conduct “Matchmaking” workshops to advance specific investor, partner and joint venture relationships between US and Afghan investors and companies over specific Afghan business opportunities. Those opportunities will have sought matches electronically amongst a wide pool of potential partners prior to conference.

## Arrival Day Sunday, October 02

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**3:00 PM–5:00 PM** Arrival in DC of guests from Afghanistan and other locales outside of Washington, DC distribution of written materials to visiting attendees.

**6:00 PM–9:00 PM** Welcoming Reception at the Embassy of Afghanistan.

Welcoming Remarks by H.E. Ambassador Sayed Tayeb Jawad.

Remarks: “*A Greater Central Asia Strategy for the U.S. with Afghanistan as Hub*”: *The Economic Potential*”  
Prof. Fred Starr, School for Advanced International Studies (SAIS), Johns Hopkins University.

## Day two: Monday, October 03

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**8:00–9:00 AM**

Morning MC: Ajmal Ghani, AACC Vice President  
Registration at Crystal Gateway Marriott, Arlington, VA/Check-in and Continental Breakfast

**9:00 AM**

Atiq Panjshiri, AACC President: Welcome plus *AACC Activities on Behalf of Investment Promotion in Afghanistan*

**9:10 AM**

Azarakhsh Hafizi, AICC Chairman : Welcome from Afghanistan plus *AICC activities on behalf of investors in Afghanistan*

**9:20 AM**

***His Excellency, Hedayet Amin-Arsala Minister of Commerce and Senior Advisor to President Hamid Karzai: To U.S. Investors and partners, welcome to Afghanistan!***

**9:35 AM**

Mariam Nawabi, Director, Afghan Embassy Commercial Section *Embassy role in assisting U.S. investment and investors in Afghanistan.*

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- 9:45 AM** *Facilitating Air Export of Afghanistan Products*, Dr. Nadir Atash, President Ariana Afghan Airline  
(10 min. Speech, 10 min. Q&A)
- 10:05 AM** *A U.S. investor's perspective on doing business in Afghanistan:*  
  
Don Ritter, AACC, Afghan business and finance developer; U.S. partner, Hakim's Modern Dry Cleaning and Laundry, Kabul, Afghanistan.  
  
Brent Muckridge, COO Roshan Connections, Telecommunications:  
Both speakers together (15 min. speeches 10 min. Q & A)
- 10:30 AM** *Role and Track Record of the Afghan Investment Support Agency (AISA) in investment promotion* (AISA is the primary agency in Afghanistan providing investor services and promoting investment) Suleman Fatimie, Vice President, (5 min. speech 15 min. Video Presentation)
- 10:50 AM** ***His Excellency, Obaidullah Ramin, Minister of Agriculture: Investing in Agribusiness in Afghanistan.***
- 11:00–11:30 AM** BREAK: Coffee/Tea and 'get-to-know each other' time.
- 11:30 AM** *AICC's role in assisting foreign investors through ITIPO*, Hamid Farooqi, CEO, AICC
- 11:40 AM** *OPIC Financing of U.S. business/investor-involved ventures in Afghanistan:* John R. Aldonas, Director, Small & Medium Enterprise Finance, OPIC(10 min. speech 10 min. Q&A)
- 12:00 PM–1:00 PM** Lunch
- 1: 00 PM–1:15 PM** Afternoon MC: Donald Ritter, AACC  
***Luncheon Keynote: Future of reconstruction in Afghanistan, Ambassador Maureen Quinn US State Dept. Reconstruction Coordinator for Afghanistan, former Acting Ambassador to Afghanistan***
- 1:15 PM** *Panel on Financing, Access to Credit and Major Project Assistance*  
(5 min. ea. then Q&A for 45 min.)  
  
**Moderator: Dr. Mohd. Aslami, Vice Chairman AACC, CEO Abadi Keshwar Co.**
  - Dr. Omar Zakhailwal, President, AISA
  - John R. Aldonas, Director, Small & Medium Enterprise Finance, OPIC
  - Kabir Argandiwal, CEO, Scimitar Partners
  - Mustafa Kazem, CFO, Afghan Finance Corp. (AFC)
  - Pierre van Hoeylandt, CEO, Afghan Capital Partners (Acap, )
  - John Hays, CEO, AIB Bank
  - Sher Kahn Farnood, CEO, Kabul Bank
  - Rex E. Pingle, President, PMD International, Inc.
  - Lt. Col. Lonnie Edenfield, Alternative Livelihoods Program (ALP), USAID
  - ALP Reps. From Chemonics – Kandahar and Helmand, DAI – Nangahar Province and PADCO – Badakshan Province.

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- 3:00 PM** *DoC Contributions to Matchfinding*, Jay Brandes, Director, US DoC Task Force on Afghanistan and Iraq. (10 min. speech 5 min. Q&A)
- 3:15 PM–3:30PM** Break
- 3:30 PM** *Talk with Afghan Business Leaders*, (5) min. presentations -20 min. discussion with audience:  
**Moderator: Mahmood Karzai, Chairman AACC, CEO AFCO Int'l.**
- Karim Khoja, CEO, Roshan Connections Telecommunications, Inc.
  - Iqbal Rashidzada, President, United Construction Co., Western Union, Hertz, other
  - Hafiz Sherzai, President, Hafiz Habib Group
  - Farid Maqsudie CEO, ARC Inc.
  - Ibrahim Mohib, Chairman, Marco Polo Ltd. And Chairman Afghan Dubai Business Council
  - Hassina Sherjan, President, Boumi Co.
  - Abraham Lutfi, President & CEO, Kabul Felez International Corp. Founding Member & Board of Directors, AACC
  - Ahmad Barak, President, Afghan Travel and Cargo, Inc.
- 5:00 PM–8:00 PM** Networking Reception at Skyview lounge in Crystal Gateway Marriott
- A video of **Afghan businesswomen** and their enterprises along with Corporate sponsors will be shown during the networking Reception. (Upon Request)

## Day Three:

### Tuesday October 04: MATCHMAKING

- Summaries of individual Business Opportunities will be presented electronically on a standardized, mini-business plan form, prepared by AACC and submitted by the Afghan businessmen and women coming to the U.S.
  - The Business Opportunities will be posted on the AACC web site prior to conference.
  - Business Opportunities will be distributed in appropriate quarters and, via their own contacts, by the US DoC to solicit interest and seek "matches".
  - There will be a paragraph describing the Business Opportunity plus a link to greater depth of information on a particular Business Opportunity.
- 9:00 AM** Morning MC: Hamid Farooqi, CEO, AICC *AICC's role in assisting foreign investors through ITIPO*  
**Morning Keynote:** *The Afghan Construction Boom: Partnering with Afghan Construction Companies*, Abdullah Nadi, President, AFCO Int'l., President of the Afghan Builders Ass'n. (ABA), Kabul, Afghanistan (10 min. speech 15 min. Q&A)
- 9:30 AM–9:40 AM** Rian Harris, US Embassy Commercial Section, *Embassy Role in Assisting U.S. Investment and Investors in Afghanistan.*

# CONFERENCE AGENDA

<b>9:40 AM–Noon</b>	<b>Matchmaking Workshops with U.S. and Afghan Participants for partnering, joint ventures and investing:</b> Matchmaking Coordinators: Ajmal Ghani and Don Ritter Simultaneous workshops, e.g., Construction of housing and infrastructure and construction materials, agribusiness, food processing, Afghan carpets, manufacturing, Afghan cotton textile products, general commercial, and women's entrepreneurship would be held. These workshops seek to engage U.S. interested parties/investors/companies with Afghan businessmen and women with specific business and project ideas, and relevant government and financial institutions.  Tables or rooms will be designated depending on how many attend a given session  Afghan Business Opportunity Forms will be presented at the various tables/ Forms.
<b>12:00 PM–12:30 PM</b>	Assigned Reporters share information on morning workshops with conference participants and attendees.
<b>12:30 PM–1:30 PM</b>	Lunch
<b>1:30 PM</b>	Afternoon MC: Dr. Mohad Aslami, Vice Chairman AACC <b>Luncheon Keynote: <i>Investment opportunities in developing Afghan natural resources, His Excellency, Eng. Mir M. Sediq, Minister of Mines and Industry, Islamic Republic of Afghanistan</i></b>
<b>1:50 PM–2:00 PM</b>	<i>Feasibility Studies on Big Projects in Afghanistan</i> , Daniel D. Stein, Regional Director For Europe and Eurasia, U.S. Trade and Development Agency (USTDA) (10 min. Speech)
<b>2:00 PM–2:20 PM</b>	<i>U.S. Major investment opportunities in the privatizing of Afghanistan's State Owned Industries (SOES)</i> , Richard Bernstromm, Team Leader, Emerging Markets Group, EMG, Kabul, Afghanistan (10min. speech 10 min. Q&A)
<b>2:20 PM–2:30 PM</b>	Contract for U.S. Companies in Afghanistan: Majdood Popal, Vice President, NLC Construction
<b>2:30 PM–4:00 PM</b>	<b>Matchmaking Workshops Continue</b>
<b>4:00 PM–4:30 PM</b>	Assigned Reporters share information on afternoon workshops with conference participants and attendees.
<b>4:30 PM</b>	Discussion of Next Steps to be taken to follow up on results of the two-day event.
<b>4:50 PM</b>	Event wrap up - brief remarks: Atiq Panjshiri, President, AACC