



13th Annual Business Matchmaking Conference (BMC) 2018

BMC Conference Agenda

Hosted by the: *Afghan-American Chamber of Commerce (AACC)*

April 24-26, 2018

TUESDAY (EVENING), April 24, 2018, 6:00PM-8:00PM, Location: The Trump Washington Hotel, Franklin Study Ballroom.

- **Welcome Reception for Visiting Afghan Business & Government Delegations**
 - **Welcome:** AACC Chairman Sulaiman Lutfi and CEO Jeffrey Grieco
 - **Introduction and Brief Remarks by Afghanistan Business Association Representatives**

WEDNESDAY, April 25, 2018 (8:00am-9:00pm)

- **BMC 2018 at Ronald Reagan Building and International Trade Center, 1300 Pennsylvania Ave. N.W. Atrium Hall, Washington, DC 20004**

Morning Theme: Priority Export Promotion Sectors for Afghanistan

- **8:00am-9:15am: Registration, Breakfast, Networking and Exhibition Hall Opening:**
- **9:00am: Welcome and Recognition of Honored Guests, Partners & Sponsors:**
 - AACC Chairman Sulaiman Lutfi provides welcome and introduction of honored guests, business associations, sponsors and associated organizations
- **9:15am: BMC 2018 Opening scene setter:**
 - AACC President & CEO, Jeffrey Grieco provides opening BMC 2018 scene setter
 - Introduction of GIRoA VIP video intervention.
- **9:30am: Opening Keynote Afghanistan Government Leader VIP Address:**
 - His Excellency, The Honorable Ashraf Ghani, President, Government of the Islamic Republic of Afghanistan (GIRoA) - Video Intervention.
- **9:40am: Welcome to BMC 2018 Attendees:**
 - His Excellency Hamdullah Mohib, Afghanistan Ambassador to the United States. (15 minute address)
- **10:00am: U.S. Government Keynote Speaker:** Secretary of Commerce, Mr. Wilbur Ross (Invited) or Under-Secretary of Commerce for International Trade Administration, Mr. Gilbert Kaplan. (Invited)
- **10:15am: Afghanistan (GIRoA) Economic Update:**
 - His Excellency, Dr. Mustafa Mastoor, Minister, Afghanistan Ministry of Economy. Topic: Afghanistan's Improved Trade and Investment Environment –Welcoming U.S. Partnerships. (12 minute address with moderated Q&A)
- **10:30am: Afghanistan Private Sector Update:**
 - Mr. Atiqullah Nusrat, CEO, Afghanistan Chamber of Commerce and Industry (ACCI). Topic: Afghanistan business perspectives on private sector economy. (12 minute address with moderated Q&A)
- **10:45am: Plenary #1 - Expert Panel Discussion: Export Processing Zones, Regional Trade and Export Promotion Opportunities**
 - **Panel Moderator:** Sulaiman Lutfi, AACC Chairman
 - **Panel Opening Keynote:** The Honorable Mahmood Shah Habib, Director General, Afghanistan Civil Aviation Authority. Topic: Afghanistan's Vision for Future Civil Aviation and the Exports Economy including Air Exports, EPZs, Airport Development, etc. (15 minutes)
 - Note: Potential signing ceremony between ACAA and USG establishing a new program to support rapid development of export processing zones throughout Afghanistan.

- **Respondent Panelist #1:** Mr. Stephen Irwin, Aviation & Export Processing Zone Expert. Topic: How USG and GIROA could best assist in finalizing Afghanistan’s EPZs, airport concessions and related joint ventures. (5 minutes)
- **Respondent Panelist #2:** Mr. Cesar Valero, Senior Partner , ALG-Indra Corporation, Barcelona Spain. Topic: Successful models of EPZs globally, how the Afghanistan “Regional Air Export Hub” will look and how businesses can participate. (10 minutes)
- **Respondent Panelist #3:** Mr. Abdul Safir Sahar, Director, Chemonics International. Topic: Export Opportunities in Agriculture. (5 minutes)
- **Respondent Panelist #4:** Mr. Keith Alaniz, Co-Founder, Rumi Spice, Topic: Best Practices of a Successful Agricultural Exporter from Afghanistan. (5 minutes)
- **Moderated Q&A** (10 minutes)
- **11:35am: Coffee Break**
- **11:50am: Plenary # 2 – Expert Panel Discussion: Afghanistan Extractive Industries - Mining and Independent Energy.**
 - **Panel Moderator:** Mr. Joseph Yang, Director, CLDP Program, U.S. Department of Commerce.
 - **Panel Opening Keynote/Scenesetter:** Mr. Mir Ahmed Javid Sadat, Deputy Minister for Policy and Programs, Ministry of Mines and Petroleum. Topic: Major reforms within Afghanistan’s mining sector, new policies to promote private investment and summary of new investment opportunities. (12 minutes)
 - **Respondent Panelist #1:** Mr. Jack Medlin, U.S Geological Survey (USGS). Topic: Overview of Afghanistan’s extractive resources sector and new U.S. Government partnership to assist in more rapid commercial development. (10 minutes)
 - **Respondent Panelist #2:** Mr. Naqibullah Hotak, Core Drillers, Inc: Kabul, Afghanistan. Topic: Successful talc mining in Afghanistan and private sector view of new mining opportunities. (8 minutes)
 - **Respondent Panelist #3:** The Honorable Michael Stanley, Sector Lead, Oil, Gas, Mining. The World Bank Group. Topic: World Bank strategy and/or recommendations to increase investment in Afghanistan’s extractives sector. (10 minutes)
 - **Moderated Q&A** (10 minutes)
- **12:40pm: Luncheon Keynote Address:**
 - Luncheon Keynote: H.E. Minister Advisor to President Ashraf Ghani, Mr. Hamid Farooqi. Also, currently serving as Chancellor, Kabul University and Professor of Economics and former GIROA Minister of Transportation and Civil Aviation. (10-12 minute address)

Afternoon Theme: Improving the Private Sector Enabling Environment for Private Sector Growth

- **1:45pm: Plenary #3 – Expert Panel Discussion: Reducing Barriers to Afghanistan Women-Owned Businesses**
 - **Panel Moderator:** Ms. Kat Conlon, Executive Director, Friends of the American University of Afghanistan. Topic: Educating Future Women Business Leaders of Afghanistan (15 minutes)
 - **Panel Opening Keynote/Scenesetter:** Ms. Muzhgan Wafiq, Representative, Afghanistan Women Chamber of Commerce and Industry (AWCCI): Topic: What Afghan Women Business Leaders Tell Us They Need Most Now (15 minutes)
 - **Respondent Panelist #1:** Ms. Lael Mohib, Communications Adviser to the Deputy Minister of Finance for Policy. Topic: The Economic Empowerment of Afghanistan’s Women. (15 minutes)
 - **Moderated Q&A** : (15 minutes)
- **2:45pm: Coffee Break**
- **3:00pm: Afternoon Afghanistan Industry Leader VIP Keynote Address:**

- **Private Sector VIP Industry Keynote Address:** Dr. Ehsan Bayat, Bayat Group Chairman. Topic: Perspectives on How Private Investment Can Happen in Afghanistan Now. (20 minutes)
- **Moderated Q&A to follow his remarks.** (10 minutes)
- **3:30pm: Plenary #4 – Expert Panel Discussion: Afghanistan’s ICT Sector & New Market Investment Opportunities**
 - **Panel Moderator:** Mr. Oliver Dziggel, Co-Chairman, AACC ICT Working Group. (5 minutes)
 - **Panel Opening Keynote/scene setter:** The Honorable Dr. Mohamed N. Azizi, Board Chairman, Afghanistan Telecommunications Regulatory Authority (ATRA) Topic: Overview of Afghanistan’s ICT Market Liberalization, Business Opportunities for Investors and Regulatory Updates (15 minutes)
 - **Respondent Panelist #1:** Mr. Joel Allen, President, Talia Afghanistan Corp. Topic: New technology/investment initiatives involving Afghanistan ICT. (5 minutes)
 - **Respondent Panelist #2:** Mr. Monty Simus, Afghan Wireless (AWCC). Topic: AWCC new business strategies with 4G market liberalization and more. (10 minutes)
 - **Respondent Panelist #3:** Mr. Ken Chen, COO/CTO, ARX Communications/Asia Consultancy Group Representative (ACG). Topic: Challenges and Opportunities for Afghanistan ICT market development. (5 minutes)
 - **Moderated Q&A.** (20 minutes)
- **4:30pm: “One-On-One” Networking Sessions with BMC Speakers, Panelists and Experts**
- **5:30pm: Plenary Closes**
- **7:00pm-9:00pm: AACC Reception and Complementary BMC 2018 Industry Award Dinner:**
 - Complementary for all BMC 2018 attendees.
 - Location: J.W. Marriott Hotel, 14th Street and Pennsylvania Ave., N.W. (just across from the Ronald Reagan Building & International Trade Center).
 - Presenting AACC Industry Leadership Award to Dr. Ehsan Bayat, Chairman, The Bayat Group.
 - Presenting AACC Matchmaker Award to Haji Obaidullah Sader Khail, Chairman, Afghan Business Council of Dubai

THURSDAY, April 26, 2018 (8:00am-6:00pm)

Morning Theme: Helping Increase Afghanistan’s Trade and Foreign Direct/Afghan Private Investment

- **8:00am-9:15am: Registration, Breakfast, Networking and Exhibition Hall Opening:**
- **9:30am: Morning Multilateral/World Bank VIP Keynote address**
 - **VIP Morning Keynote:** Ms. Teuta Kaçaniku, Senior Infrastructure Finance Specialist and Infrastructure, PPPs and Guarantees Lead. Topic: World Bank Strategy for Increasing Private Sector Trade and Investment in Afghanistan.
- **10:00am: Plenary #5 – Expert Panel Discussion: Energy, Power and Infrastructure Investments**
 - **Panel Moderator:** The Honorable Don Ritter, AACC President & CEO Emeritus. Topic: Narrowing the focus to Afghan extractives for energy - IPP investment projects. (5 minutes)
 - **Panel Opening Keynote/Scenesetter:** Mr. Monty Simus, Bayat Group and Bayat Energy. Topic: Bayat Energy Group views on increasing development of Afghanistan’s energy sector through private investment and Independent Power Production (IPP). (10 minutes)
 - **Respondent Panelist #1:** Mr. Wakil Nasery, Chief Operating Officer, DABS, Topic: Investment Opportunities in the Afghanistan Energy Sector. (10 minutes)

- **Respondent Panelist #2:** Dr. Fei Yu, Deputy Representative, North American Representative Office, Asian Development Bank. Topic: ADB plans to enable private sector development and investments in Afghanistan. (10 minutes)
- **Moderated Q&A** (15 minutes)
- **11:00am-11:15AM: Coffee Break**
- **11:15am: Mid-Morning Investment Leader VIP Keynote address:** TBD
- **11:35am: Plenary #6-Expert Panel Discussion: New Investment Opportunities in Targeted Sectors**
 - **Panel Moderator:** Mr. Assad Mattin, Founder and CEO, Oxus Consulting and Afghan-American Chamber of Commerce (AACC) Executive Committee Member. (5 minutes)
 - **Respondent Panelist #1:** Energy Industry Development: Mr. Christopher Clement, Director, International Affairs, Siemens Corporation (U.S.). Topic: Siemen’s Vision for Energy Development in Central Asia including Afghanistan. (7 minutes)
 - **Respondent Panelist #2:** Energy and Infrastructure: Mr. Abe Goldschmidt, Afghanistan Country Director, U.S. Overseas Private Investment Corporation (OPIC) (Invited) Topic: OPIC support available for new Investment opportunities. (7 minutes)
 - **Respondent Panelist #3:** Mr. Kristopher Haag, Managing Director, EMI Advisors. Topic: How to access finance for investments in Afghanistan. (7 minutes)
 - **Respondent Panelist #4:** Extractives-Precious Stone: Presented video on new investment in Afghanistan’s precious stone industry by MACEC Construction and Natural Stone Processing Company via CEO Asif Stanekzai. (7 minutes)
 - **Respondent Panelist #5:** ICT: Mr. Besmellah Khuram, ATRA Board Member. Topic: AFTEL and Other ICT as U.S. telecom investment opportunity. (Invited) (7 minutes)
 - **Moderated Q&A** (7 minutes)
- **12:35pm: Luncheon and VIP Address TBD:**

Afternoon Theme: Improving Regional and U.S.-Afghanistan Bilateral Economic Relations

- **1:45pm: Afternoon U.S Government VIP Keynote Address:** The Honorable Greg Huger, Assistant to the Administrator for Afghanistan-Pakistan Affairs, U.S. Agency for International Development (USAID). Topic: The U.S.-Afghanistan Bilateral Economic Relationship and the Pivot to Stronger Private Sector-Led Development. (20 minutes, followed by 10 minute moderated Q&A)
- **2:15pm: Plenary Panel #7- Expert Panel Discussion: Afghan-Centered Regional Economic Integration**
 - **Panel Moderator:** Dr. Robert J. Voetsch, Senior Advisor, Afghan-American Chamber of Commerce (AACC). (5 minutes)
 - **Panel Opening Keynote/Scenesetter:** The Honorable Mr. Hassan Soroosh, Director-General for Economic Cooperation Dept., Afghanistan Ministry of Foreign Affairs. Topic: RECCA’s New Approach to Private Sector Development (15 minutes)
 - **Respondent Panelist #1:** Mr. Atiqullah Nusrat, CEO, Afghanistan Chamber of Commerce and Industry (ACCI). Topic: Enhancing Regional B2B Partnerships (10 minutes)
 - **Respondent Panelist #2:** The Honorable Mr. Naseer Faiq, Deputy Director-General for International Economic Cooperation, Afghanistan Ministry of Foreign Affairs. Topic: Heart of Asia-Istanbul Process Update and the CBMs. (10 minutes)
 - **Respondent Panelist #3:** Dr. Jeffrey Stacey, Geopolicity Inc. (10 minutes)
 - **Moderated Q&A.** (20 minutes)
- **3:15pm: Coffee Break**

- **3:30pm: Plenary Panel #8 –Expert Panel Discussion: Forging a New U.S. – Afghanistan Investment Marketplace:**
 - **Panel Moderator:** Mr. Daniel Tikvart, Deputy Director-Afghanistan, U.S. Department of State. Topic: Brief Update on President’s South Asia Strategy and Upcoming Geneva Donor Meeting. (5 minutes)
 - **Panel Opening Keynote/Scene setter:** Mr. Enayat Qasimi, Of Counsel, Afghan-American Chamber of Commerce (AACC) and Partner, Whiteford, Taylor and Preston Law Firm. Topic: Doing Business in Afghanistan-Compliance and Other Commercial/Governmental Considerations. (15 minutes)
 - **Respondent Panelist #1:** Mr. Naeem Hasanyar, President and CEO, Emerging Consulting Group. Topic: How to Navigate the Afghanistan Tax and Reporting Environment as an Investor. (5 minutes)
 - **Moderated Q&A.** (10 minutes)
- **4:15pm: Plenary Panel #9: Afghanistan Security and Investment Project Security**
 - **Panel Moderator:** Mr. Doug Brooks, Executive Committee Member, Afghan-American Chamber of Commerce (AACC) (5 minutes)
 - **Respondent Panelist #1:** Mr. Mark DeWitt, General Counsel, Garda World. Topic: Status of Afghanistan’s Private Security Sector and Recommendations Looking Forward on Protecting New Major Investments. (7 minutes)
 - **Respondent Panelist #3:** Mr. Howie Lind, President, Int’l Stability Operations Association (ISOA). Topic: A New Role for Private Security Providers in Afghanistan -Securing Investments and Infrastructure. (7 minutes)
 - **Moderated Q&A** (10 minutes)
- **5:00pm: Closing AACC Address:** Mr. Sulaiman Lutfi and Mr. Jeffrey Grieco
- **5:15pm: One-On-One” Networking Sessions with Speakers, Panelists and Attendee Experts**
- **6:00pm: Conference closes.**
