

CONFERENCE REPORT

Committee: Economic Development

Subject: Syria - An emerging market for U.K. business

Conference Organiser: CBI Conferences

Venue: London

Date(s): 11 June 1996

Recommendation: That no attendance at this Conference be authorised.

Registration

Date: Tuesday 11 June 1996

Venue: CBI, Centre Point, 103 New Oxford Street, London WC1A 1DU

Booking Rates:

	Fee	VAT	Total
CBI Members			
Per delegate	£75.00	£13.13	£88.13

Non Members

Per delegate	£100.00	£17.50	£117.50
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Fees include documentation, lunch and refreshments. Should you be unable to attend, a substitute is welcome at no extra charge. CBI regrets there can be no refund should you cancel after midday on Tuesday 4 June 1996.

All cancellations must be received in writing.

Enquiries and telephone bookings:

Aisling Byrne
CBI Conferences
Centre Point
103 New Oxford Street
London
WC1A 1DU
Telephone: 0171 379 7400
Fax: 0171 497 3646

If you have not received an acknowledgement before the event, please telephone us to make sure we have received your booking.

Personal data may be used to send you other relevant material from various sources. Please advise us if you do not wish to receive such material.

British Arab Commercial Bank Limited

BACB is situated in the City where it is licensed and supervised by the Bank of England. Founded in 1972 it is one of the UK's leading banks in the promotion and financing of trade between the UK and the countries of North Africa and the Near East. It specialises in trade and project finance, international payments and documentary letters of credit. It is 54% owned by the principal investment and commercial banks and some central banks of the Maghreb region and the Near East. The balance of 46% is owned by Midland Bank and the British Bank of the Middle East, members of the HSBC Group. It has well-established relationships with major banks, throughout the Arab countries, with whom it undertakes a regular flow of business.

It is the leading bank in the UK for trade with Syria and has a long and very successful relationship there with the Commercial Bank of Syria. BACB is also privileged to have on its board of directors, Dr. Naim Chaar a director of the Central Bank of Syria.



SYRIA

**AN EMERGING MARKET
FOR UK
BUSINESS**



Tuesday 11 June 1996

to be held at CBI Headquarters,
Centre Point, London WC1

The Confederation of British Industry

The Confederation of British Industry is an independent, non-party political organisation funded entirely by its own members. The CBI exists primarily to voice the views of its members to ensure that governments of whatever political complexion – and society as a whole – understand both the needs of British business and the contribution it makes to the well-being of the nation.

The CBI is one of the leading conference organisers in the UK staging over 300 top-level business events each year.



**A half-day conference to be held at
CBI Headquarters, Centre Point, London WC1**



SYRIA An Emerging Market for UK Business

During the Cold War period, Syria was seen by British industry as part of the 'Soviet trading system'. UK exports in 1990 averaged little more than £39 million.

The situation in Syria has now changed with the need to restructure from a centrally-planned to a market economy. Price controls have been lifted, the size of the public sector has been reduced and Law No. 10 has been introduced to encourage foreign investment. By 1994 UK exports had reached £102 million, the highest since resumption of diplomatic relations in 1990.

There are good prospects for future trade. Syria has taken part in the EU's Mediterranean programme. Currently the EU is funding business centres in Damascus and Aleppo. Syria is receiving ECU 4.5 million aid for financial restructuring. Further funds are available for projects in a wide range of sectors. The Syrians are particularly interested in forming joint ventures and manufacture under license agreements with EU and UK companies.

Economic growth has been further encouraged by the discovery of oil. Revenues from oil now account for over 80% of Syria's foreign exchange earnings. However, the Syrian government is keen to encourage opportunities in energy, water, manufacturing, textiles, agriculture, food processing and packaging and tourism. Exporters to Syria are supported by the British Embassy in Syria and the Syrian Embassy in the UK who are active in encouraging trade between our two countries. In particular, there are good prospects for small to medium sized enterprises.

Syria has a rapidly expanding young population and it is estimated by the year 2030 that the population will increase from 14.8 million to 40 million. Syria is fortunate to have an ample supply of young skilled labour.

This is an ideal time for British businessmen to consider the opportunities that Syria can now offer their companies. The CBI, with the sponsorship of the British Arab Commercial Bank and the Arab-British Chamber of Commerce, and in association with the DTI, is mounting a major half-day conference to discuss and explore the fresh opportunities that exist in Syria.

Highly experienced speakers will cover a wide range of trade and investment topics, including the current political scene in Syria.

We believe that this event will be most helpful to companies already doing business with Syria and those interested in doing so.

We are very fortunate to have such eminent speakers to cover a wide range of business opportunities.

TOPICS TO INCLUDE:

- Syria for business and fiscal incentives
- Capital projects in the energy sector and infrastructure
- Joint venture opportunities
- Industrial diversification in manufacturing services and agro sectors
- Future developments in the oil and petrochemical sector
- Tourism and leisure sector development
- Banking and legal requirements and facilities
- EU funds
- Opportunities for SME's

CONFERENCE CHAIRMAN:

Mr John Hill
Committee for Middle East Trade

SPEAKERS TO INCLUDE:

Rt. Hon. Jeremy Hanley**
Minister of State,
Foreign and Commonwealth Office

Dr Selim Yassin
Deputy Prime Minister for
Economic Affairs

Mr Adrian Sindall CMG
UK Ambassador to Syria

Mohamed Fazzani
Chief Executive,
British Arab Commercial Bank Ltd

Dr Rateb Al Shallah
President of the Union of Syrian Chambers of
Commerce

Mr Najji Chaoui
Director and Partner,
Chaoui Bros & Company

Mr Rhijnvis Feith
Managing Director,
Syria Shell Petroleum Development BV

Mr James Lawday
John Laing International,
(Former DTI Exporter for Syria)

CONFERENCE TIMINGS:

- 0900 – Registration
- 0930 – Chairman's Welcome Address
- 1300 – Lunch* and Close

**To be confirmed

This programme is provisional and may be subject to change.

*We are pleased to cater for special dietary requirements given sufficient notice.