

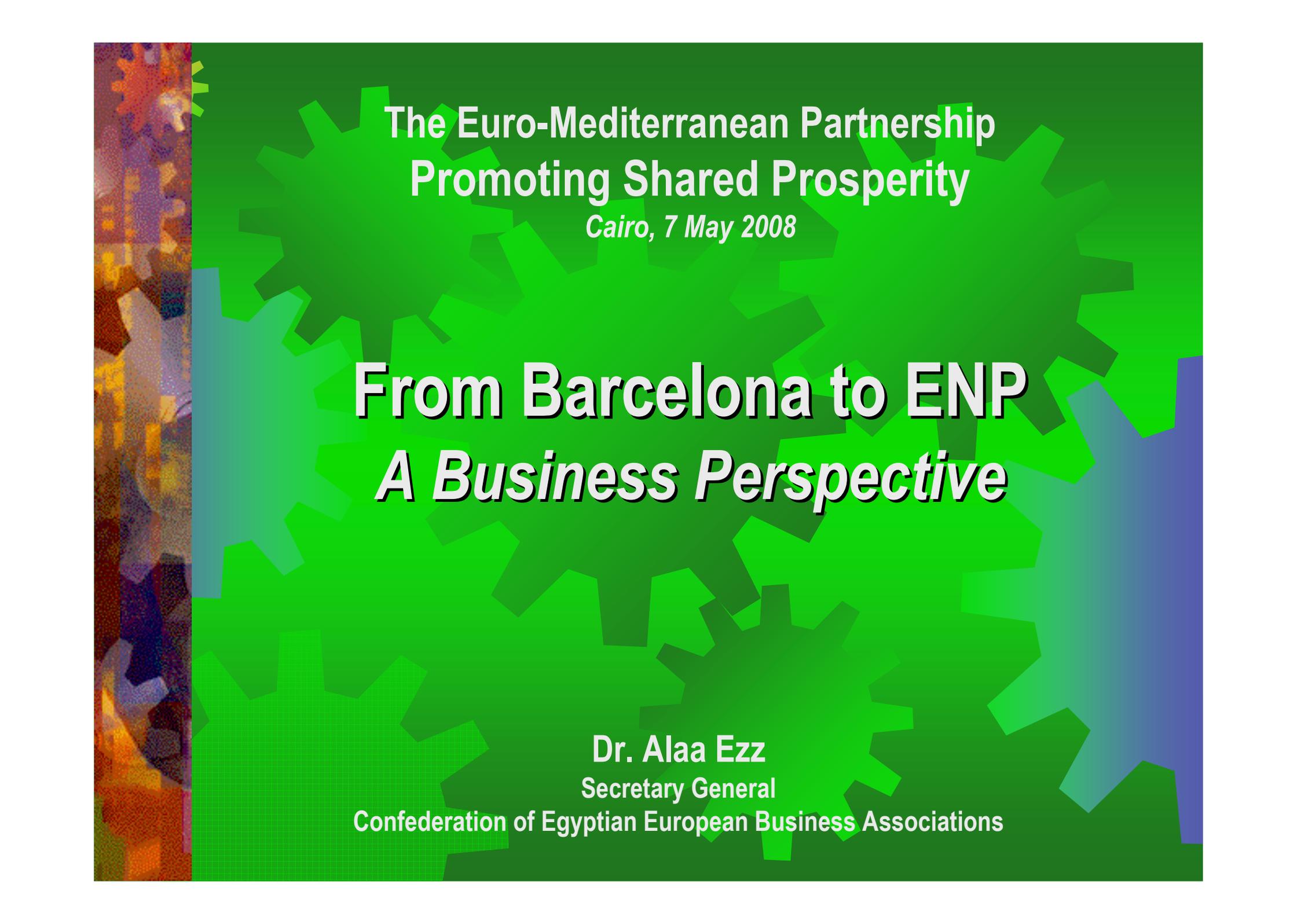


The Confederation of Egyptian
European Business Associations

★ ★ The Chamber of
EuroChambers in Egypt ★ ★
One Chamber, 27 Countries

Founded by





The Euro-Mediterranean Partnership
Promoting Shared Prosperity

Cairo, 7 May 2008

From Barcelona to ENP
A Business Perspective

Dr. Alaa Ezz
Secretary General

Confederation of Egyptian European Business Associations

Let's not blame Barcelona

- It was not even an agreement, but just a declaration
- Achievements were satisfactory in reality
- Downsize expectations to reality
- Be grateful for being included in the ENP
- Support ENPi as a new fast track instrument for the serious countries

Bilateral or Regional

EU27 & Med 10

Components, CKD, Industrial
Inputs, Technologies, IPR, ..etc.

+ Services

Royalty

EU27 & Med 10

Med 10

Assembly,
Formulation,
Installation,
..etc

Products

COMESA

PAFTA

T
A
R
G
E
T

Giving the Neighbours a stake In the EU Internal Market Is That steak

✦ Raw



✦ Agriculture

✦ Processed



✦ Industry

✦ Ready to serve



✦ Services

The Prerequisites

- The Attractive Market: speed Euro Med FTA
- Infrastructure: Trade Routs, institutions, ..etc.
- Harmonization of Standards, Specification, Inspection & Verifications, rules of origin
- Modernization & Transparency of Regulations & institutions
- Awareness within the region (ENP & EuroMED)
- Awareness about the region (in EU 27)
- Availing implementation tools & instruments (ENPi, MEDA 3, with larger REGIONAL aspect)

- The Legal Framework is there;
- The Political Will is there; and
- The Financial Instruments are there!

SO WHAT IS MISSING?

Is ENP What we need in the Euromed?

- Yes, it's an extra important tool aiming at not delaying the serious countries
- But, it must NOT replace Barcelona which is the umbrella of the long road of:

- Regional integration
- Liberalization and deregulation
- Market expansion
- Stability, security, and prosperity

But have we done our homework?

Do we have the instruments?

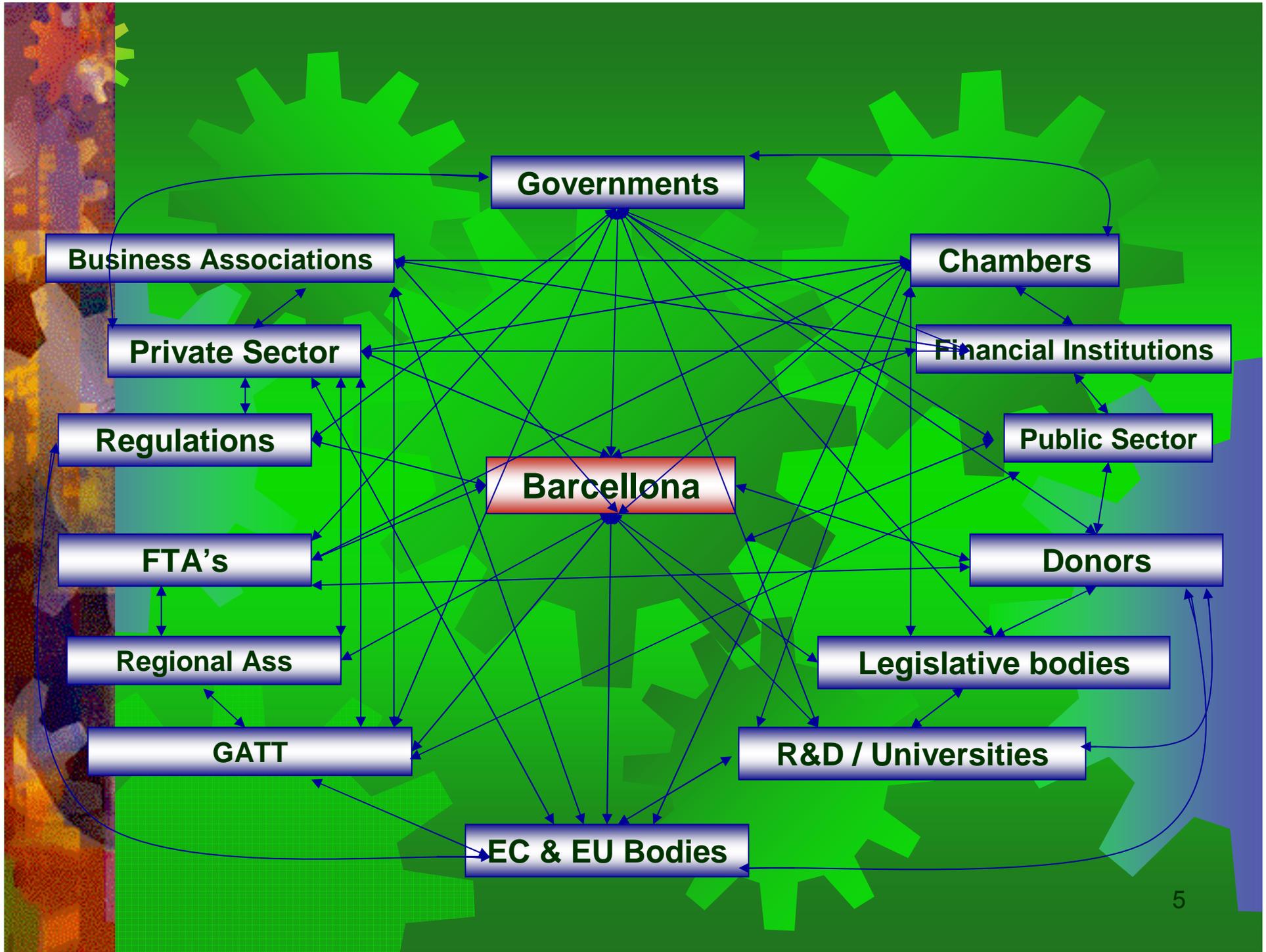
ENP Drawback

- ✦ Governments

- ✦ Operator instead of Regulator

- ✦ Civil Society

- ✦ Spectator instead of Operator



ENP Drawback

- ✦ Regional element
- ✦ Services negotiations
- ✦ Might be small or even ignored
- ✦ Should be regional or standardized

What We Actually Need Is

- **MED Globadaptation**

- Open all doors
- Support potential & transparency
- Kill the hopeless
- Modernize at all fronts

- **Regional Coopetition**

- Transparent Coordination
- Comprehensiveness through Complimentarity
- Competitiveness through cooperation
- Act a single force targeting the whole world

In Instruments Terms

- Give more importance to Horizontal Programs
- Adapt successful instruments used by the EU (enterprise, partenariat, ..etc)
- Restructure Med Invest as a private sector and civil society led cost effective instrument
- increase regional cooperation and use the rules of origin as an FDI attraction tool
- But please No more white elephants, we have enough

***Lets follow the
footsteps of the EU
that started with
Steel and Coal in a
few countries and
is today a strong
and harmonized
EU27***

ISSUE

A banner for the EU single market. The background features a blue sky with white clouds and a portion of the European Union flag (blue with yellow stars) in the upper left. The text 'EU single market' is prominently displayed in large, bold, white letters with a blue shadow. Below this, green text provides statistics for EU25 from 1992-2006. At the bottom, four people are shown jumping over hurdles: a woman in blue overalls, a man in a blue suit, a woman in a white jacket and red shorts, and a man in a white tank top and blue shorts. Two yellow arrows point to the right, one above the other, positioned between the statistics and the hurdle jumpers.

EU single market

for EU25 1992-2006:

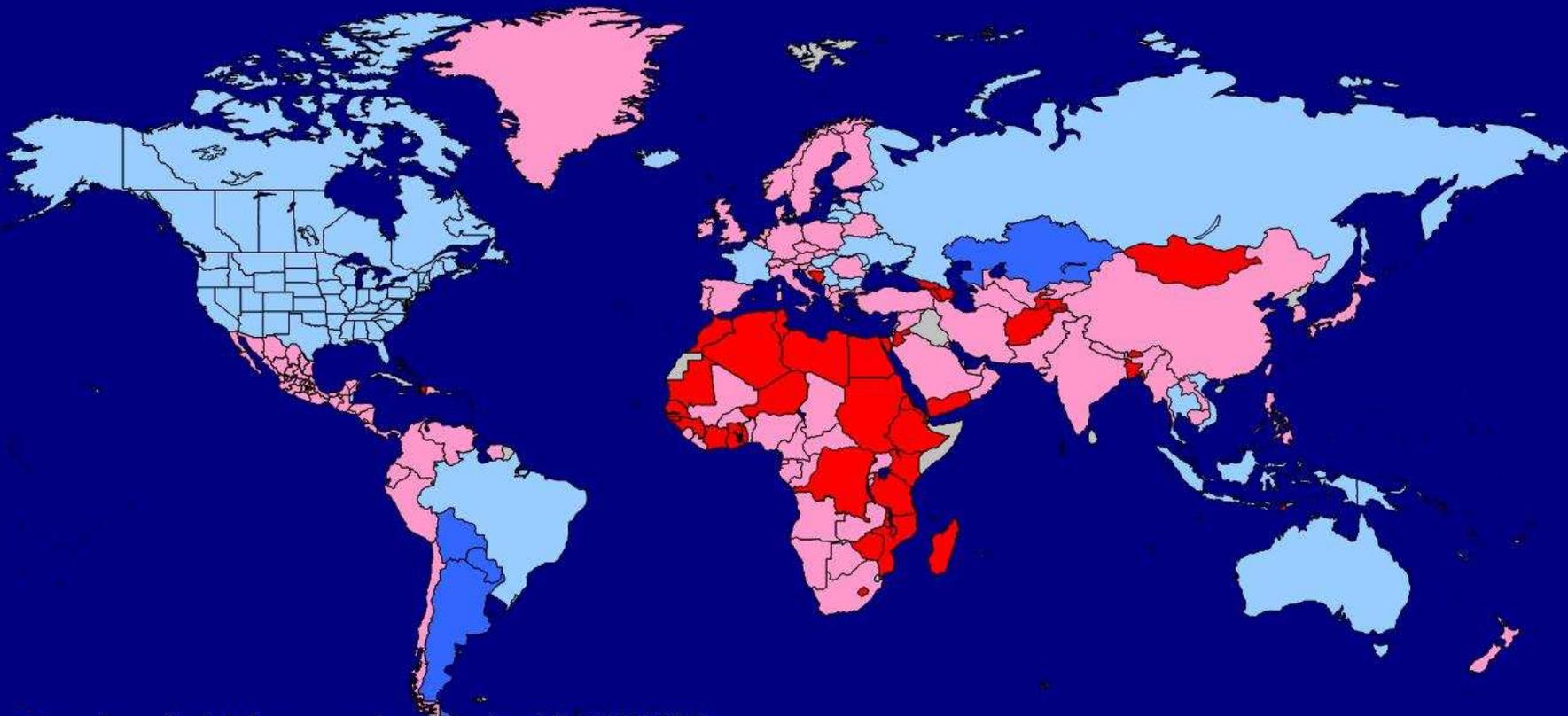
2 700 000 extra jobs ☀

+1.840 bn €PIB ☀

ISSUES

In an Era of Global Winners & Losers

Projected Food Price Increases (in 2008) and their Impact on Trade Balances



- Large losers (trade balance worsening greater than 1 % of 2005 GDP)
- Moderate losers (trade balance worsening less than 1 % of 2005 GDP)
- Moderate gainers (trade balance improving less than 1 % of 2005 GDP)
- Large gainers (trade balance improving greater than 1 % of 2005 GDP)
- No data



The EuroMed could be summarized in the following words of ancient Egyptian wisdom:

“Rig your Boat, travel near and far, look for a wise partner, knock his door, seek his knowledge, welcome him in your home, this is how your people will prosper”

Amenophet, 2,500 B.C.



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