



ANNUAL REPORT

January 2017 - December 2017

Dr. Ismael Chikhoun
President and CEO

US-ALGERIA BUSINESS COUNCIL

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Chairman Greg Pensabene and President & CEO, Dr. Ismael Chikhounne

LETTER FROM THE CHAIRMAN OF THE US-ALGERIA BUSINESS COUNCIL

On behalf of the members of the US-Algeria Business Council, I would like to express my gratitude for the contribution of all the members to the US-Algeria Business Council in 2017. This year with your support the US-Algeria Business Council grew in size and prominence securing its position as one of the most active and prominent non-profit bilateral business councils in Washington DC. We thank you for your continued support, and for your continued commitment to the future of Algeria.

The USABC team has begun working on an ambitious series of activities and conferences aimed at increasing and diversifying US-Algeria trade and at raising the profile of the US-Algeria Business Council. The 2018 USABC Event Series will feature events addressing US-Algeria trade in the following sectors: agriculture, consumer products, aviation and high technology, construction & infrastructure, renewable and fossil fuel energy, and medicine & health care. Additional activities include hosting a series of networking events exclusively for USABC members featuring US and Algerian Government officials.

As we move forward with this ambitious schedule for 2018 we encourage USABC members to support and attend our activities and contact us with comments or suggestions to ensure that our services and activities correspond with the needs and interests of our members. We are honored to count your company as one of our most dynamic members and sincerely appreciate your participation in and support of our activities.

Algeria is at a very important stage in its development. With outstanding economic indicators, and a booming economy attracting investment and activity from all corners of the earth, Algeria is truly a key player in the world market. From this position of global power, Algeria is seeking to develop its local expertise through technology transfer and in the long-term leverage its human resources to reach new export markets for its products.

I would like to thank the members of the US-Algeria Business Council for giving me the opportunity to lead the council. Serving as the Chairman of the US-Algeria Business Council has been an honor and a pleasure. We are proud of our collaboration with the Algerian Ambassador Madjid Bouguerra and the US Ambassador Joan Polaschik on this great initiative and continue to celebrate their important role in promoting positive trade relations between the United States and Algeria.

Sincerely,

Mr. Greg Pensabene
Chairman
US-Algeria Business Council



I. CONFIDENTIALITY NOTICE

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II. INTRODUCTION

This Annual Report covers the activities of the USABC from January 2017-December 2017 under the tenure of the current Chairman Mr. Greg Pensabene, the Secretary Mr. John Steele, the Treasurer Ms. Monica Juska, the USABC staff, Dr. Ismael Chikhounne as the President & CEO and Ms. Jessica Inzeo, Administrative assistant.

In addition to the highlights from 2017, this report also contains the calendar for 2018.

The US-Algeria Business Council under the leadership of our Chairman Mr. Greg Pensabene has currently over a hundred members. In addition to gaining in size, the USABC has also gained in stature, gaining recognition both in the United States and in Algeria for its role in promoting positive commercial relations between the two countries. The USABC is a frequent benefactor of referrals from US and Algerian government officials who encourage prospective investors to discuss their projects with the USABC.

The contribution of all of the USABC Board Members and especially the USABC officers to this organization is sincerely appreciated.

This year was a busy and productive year and the US-Algeria Business Council has a bright future for many years to come.



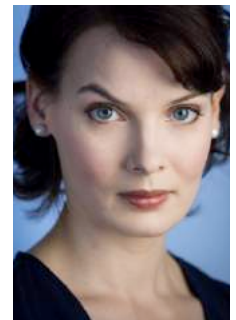
**Mr. Greg Pensabene,
Chairman of the USABC**



**Dr. Ismael Chikhounne,
President & CEO of the USABC**



**Mr. John Steele,
Secretary of the USABC**



**Ms. Jessica Inzeo,
Administrative Assistant
of the USABC**

US-ALGERIA BUSINESS COUNCIL
Minutes of USABC Board of Directors Meeting
February 15, 2017 – Washington, D.C.

PARTICIPANTS

USABC Officers:

Greg Pensabene, USABC Chairman; Anadarko
Ismael Chikhoun, M.D., USABC President & CEO
Monika Juska, USABC Treasurer

Board Members:

Merck: Jeff Kemprecos
Halliburton: Bob Moran
Coca-Cola: Missy Owens
Amgen: Ryan Hill
Dupont: Umberto Torresan
Lockheed Martin: Gary Noel, Jr.

USABC Staff

Jessica Inzeo, USABC Administrative Assistant

Proxy:

Varian: Andy Whitman
PhRMA: Samir Khalil
RedMed: Madjid Feckeur
Mundipharma: Ashraf Allam
Lilly: John Steele
Air Products and Chemicals: Hakim Benkrid

Minutes

Call to Order

USABC Chairman Greg Pensabene opened the USABC Annual Board meeting at 12 pm at the Washington, DC. Office of Anadarko. President Chikhoun informed the council that 5 new board members were present to be voted on.

Approval of the Minutes

Chairman Pensabene reviewed the minutes and opened the floor to questions and comments. With no comments issued forth, Chairman Pensabene moved to approve the minutes. The minutes were approved.

President's Report

The first event of 2016 was the 10th Biennial US-Africa Business Summit, held on February 1-4, 2016. This event was hosted in Addis Ababa, Ethiopia and the USABC was represented by Dr. Chikhouné as well as member companies of various sectors. On March 6-9, 2016, Dr. Chikhouné attended the International Mining Expo in Toronto. There, a letter of intent was signed between the US Government and the Algerian Government. The 2016 US-Algeria Health Forum took place on March 23, 2016 as a result of the cooperation of the USABC and PhRMA, with the support of the Embassy of Algeria in Washington DC. Dr. Chikhouné pointed out that this event is only kept if it can prove financially beneficial as well as attract new members. On April 27, 2016, the USABC attended a meeting on Capitol Hill hosted by the US Congress. With the Algerian Embassy in Washington and the Congressional Algerian Caucus, the USABC discussed business partnerships in Algeria. The 2016 US-Algeria Agribusiness Study Tour was held on April 10-16, 2016. During this time, private and public Algerian agricultural companies toured California and Texas to explore partnership opportunities in the US. The 2016 Algeria Energy Day Conference was held on May 4, 2016, during the annual OTC conference in Houston, Texas. Dr. Amine Mazouzi, the President & CEO of Sonatrach and H.E. Ambassador Madjid Bouguerra were in attendance. Congresswoman Sheila Jackson-Lee presented Ambassador Bouguerra and President Chikhouné with a Certificate of Congressional Recognition. May 28-June 2, 2016, the USA Pavilion was held at the 49th International Fair. President Chikhouné pointed out that the USABC hosts the entire Pavilion. This event was very successful in 2016, and President Chikhouné asked the members to give a solid commitment to attend in 2017. This year being the 50th anniversary of the event, President Chikhouné stressed the importance of the Pavilion. The absence of the USA Pavilion would reflect badly on the USA, according to President Chikhouné. Dupont, represented by Umberto Torresan, readily volunteered to attend. Jeff Kemprecos of Merck inquired as to the deadline and cost. President Chikhouné replied that the deadline was within 10 days and the cost was \$50,000 for a 100 square meter space. Chairman Pensabene asked who would receive the payment from USABC members and what were rates based on. President Chikhouné replied that the members would pay the USABC directly, based on the amount of space they required in the Pavilion. Since the full payment was requested upfront, President Chikhouné asked for the board members support upfront. Jeff Kemprecos of Merck asked if there would be an opportunity for US companies to set up meeting with the minister of each sector. President Chikhouné agreed and, at Jeff Kemprecos's suggestion, also agreed to sit in on the discussions along with Ambassador Bouguerra. Chairman Pensabene asked the board members if they were in support of the 2017 USA Pavilion. All members agreed. On September 23, 2015 the USABC and the Business Council for International Understanding organized a luncheon in New York City. Several American companies came to discuss the business climate in Algeria with the Algerian Minister of Industry and Mines, Abdeslam Bouchouareb. From October 4-7, 2016, SIMA-SIPSA Ag Expo was held in Algiers, Algeria. In 2016, the USA was the guest of Honor and twenty-two US agricultural companies participated. The 2016 US Trade Mission to Algeria was held in Algiers, Algeria, on October 10-12, 2016. The 2016 US-Algeria Energy Forum was held on December 14, 2016. The Algeria Minister of Energy, Nourredine Boutarfa, attended with Ambassador Madjid Bouguerra and the President & CEO of Sonelgaz, Mr. Mustapha Guitouni. Monika Owens, the new USABC Treasurer, inquired whether new members could participate in these events. President Chikhouné explained that with each event, invitations were extended to various companies within the appropriate sectors with the hopes of attracting new USABC members.

Financial Report

President Chikhouné presented the financial report himself, since the USABC Treasurer had just been replaced. President Chikhouné pointed out that the income of the USABC came from two sources: membership and event revenue. Without further comment, President Chikhouné moved onto the 2016 Events.

Membership Update:

President Chikhouné informed that Board that since the beginning of 2017 the USABC had already gained three new corporate members, bringing the total membership count to 116 members. Chairman Pensabene asked President Chikhouné to expand on the membership history of the USABC. President Chikhouné explained that the USABC was originally composed of oil and gas company members; today, the USABC membership has expanded to seven sectors, with the agricultural as the largest. 2017 was also the 15th anniversary of the USABC and President Chikhouné proposed celebrations to be held in the USA and Algeria. President Chikhouné also requested a video testimony from board companies to be presented at these events; these would also be an advertising opportunity for participating companies.

Approval Of New Board Members

Chairman Pensabene requested the approval of new board members be held at the beginning of the meeting, as opposed to the end. President Chikhouné presented Monika Juska as a replacement for Greg Saunders as Treasurer of the USABC. President Chikhouné also listed Ryan Hill, Missy Owens, Umberto Torresan and Leach Cameron of Celgene, who could not be present, as candidates for Board Members. The Board members approved the new board officer and four new board members unanimously.

Approval of New Board Members

President Chikhouné requested that the Board of Directors vote to consider accepting three new board members, Ronald Perrilloux representing Lockheed Martin, Jonathan Kimball representing PhRMA, Cameron Leach representing Celgene International. The Board members approved the new board members unanimously.

Upcoming Events

Dr. Chikhouné reviewed the upcoming events and pointed out that only six events were planned for 2017, as opposed to the seven that took place in 2016. On March 4-11, 2017 the 2017 US Roadshow will tour California and convene at the Construction Exposition in Las Vegas, Nevada. The Follow-Up Meeting for the Algeria 2020 Leadership Committee would be held in Algiers, Algeria from April 18-19, 2017. On May 1-4, 2017, the Algeria Energy Day at the OTC will take place in Houston, Texas. On May 8-13, 2017, the USABC will host the USA Pavilion at Algiers International Trade Fair. From September 25-27, 2017, The USABC and the Algerian Embassy in Washington D.C. will host an Algerian delegation at the Advamed 2017 MedTech Conference. From October 1-4, 2017, the 2017 US Trade Mission to Algeria will be sponsored by the USABC and the Spectrum Group. President Chikhouné opened the floor to suggestions from members for future events. The members were asked to approve the 2017 events before publication; approval was unanimous.

Unfinished Business And General Orders

President Chikhouné informed that Board that John Hopkins University had approached the USABC regarding an upcoming publication. Their Department of North African studies was working on a book covering the History of Algeria and US-Algeria cooperation and asked the USABC for a contribution. Since the USABC is a non-profit organization, Chairman Pensabene suggested that interested members directly contact John Hopkins University regarding the book.

Jeff Kemprecos of Merck suggested that the USABC arrange an annual survey to assess executive business investor sentiment in Algeria. Chairman Pensabene and President Chikhouné both agreed that this survey would benefit the USABC and the other Board members concurred.

Closing

Chairman Pensabene thanked President Chikhouné for his service as President of the USABC. President Chikhouné thanked Jessica Inzeo, the USABC administrative assistant. Chairman Pensabene closed the meeting at 1:40 pm.

Respectfully submitted,

John Steele, Secretary of the USABC

III. OPERATIONS

In 2017 the USABC members benefited from having a full-time staff of trilingual trade professionals with international experience. The USABC team continues to coordinate with member business objectives to organize a stimulating and revenue generating series of events annually.

In addition to coordinating with its members, the USABC has increased its contacts with the Algerian and US government, including the US Congress. A significant portion of USABC team time is spent on government relations. This focus has yielded positive results and the USABC has continued to raise its level of credibility and visibility. The USABC is fastidious about its reputation and has taken steps to bar the misuse of the USABC name and resources.

BOARD OF DIRECTORS & MEMBERSHIP

In 2017 the USABC Board of Directors changed size and shape as new companies came on board. The USABC Board of Directors is composed of 28 companies of a variety of sizes. New USABC members in 2017 included:

In 2017 US-Algeria Business Council was composed of the following companies:

US-ALGERIA BUSINESS COUNCIL BOARD MEMBERS

1	Air Products & Chemicals	15	Lilly
2	Amgen	16	Lockheed Martin International
3	Anadarko Petroleum Corporation	17	Merck
4	Arcofina Holdings	18	MundiPharma
5	BP America	19	Nabors Industries
6	Celgene International	20	National Oilwell Varco
7	Coca Cola Company	21	Northrop Grumman
8	Comtech Systems, Inc	22	Petrogel
9	Dupont Company	23	Pfizer
10	ETRHB Haddad Group	24	PhRMA
11	Halliburton	25	Raytheon
12	IVAL Group	26	RedMed Group
13	Johnson & Johnson	27	Sonatrach Algeria
14	KBR	28	Varian Medical Systems

US-ALGERIA BUSINESS COUNCIL BOARD OF DIRECTORS

1	AGCO	42	Mitidja Trading Company of Algeria
2	AlgroMex Algeria	43	Motorola Solutions
3	Atlantic Coast Aircraft Services	44	National OilWell Varco
4	American International Agricultural Group	45	Nordana
5	Amimer Energy	46	Oasis Naturalis Algeria
6	Boeing	47	Olive Group N.A
7	California Almond Packers & Exporters	48	Overseas Equipment & Services
8	Canrig Drilling Technologie	49	Paramount Farms
9	CATM	50	PetroTesting
10	Ceca Supply, Inc	51	PortaKamp International
11	Citibank	52	PW Power Systems
12	Delta Corporation Company	53	Rumi, Algeria
13	Dey Capital	54	Sarl TechBio Life Algeria
14	Dow Chemical	55	Sarl Tifra Lait Algeria
15	Entami Corporation	56	Sarl Genitec
16	Eurl Azada	57	Selma Semoule Algeria
17	Eurl Mandoline	58	SET Laboratories
18	Eurl Beg Agrimap Algeria	59	Segway Technology
19	Eurl Modern IMP/EXP	60	Sikorsky
20	Flir Systems	61	SIM Group
21	Ford Motor Company	62	Sosapal
22	Fortis Turbo Services	63	SPS
23	Fuel Quality Services	64	SRC Inc
24	Jetview Aviation Services Algeria	65	Starfruits Algeria
25	Global Network Communication	66	Stimex International Trading
26	Green Coop Algeria	67	Strategika Consulting
27	Green World Water	68	South Petroleum Services
28	GTS Services	69	Southern Energy Partners
29	Hill International	70	Texas Oil Technologies
30	Hilton Algeria	71	The Drew Company
31	Hydro3 Algeria	72	Turbo Center Ltd
32	ICTEX, Inc	73	Univers Calls
33	ITM, Inc	74	UTC Overseas
34	Khoukhi at Qwedat	75	Veracity Worldwide Ilc
35	Lacheb Group	76	Vignoble de l'Oranie
36	LCC International	77	Vital Wave Consulting
37	Louna Vision	78	White Sea Busines School
38	Macaroni Tubing, Ltd	79	World Emballage
39	Mars	80	Ysref Group
40	Michel Hurel Transport UK	81	Zenden Group
41	Minoterie El-Hillal Algeria		

In 2017, the USABC staff achieved a remarkable increase in its number of members.
Today there are one hundred and twelve active members.

COMPANIES THAT JOINED FOR THE YEAR 2017

1	Petrogel
2	Khoukhi at Qwedat
3	Michel Hurel Transport UK
4	SRC Inc
5	Delta Corporation Company
6	MillTech Company
7	Menani Group
8	AccessESP

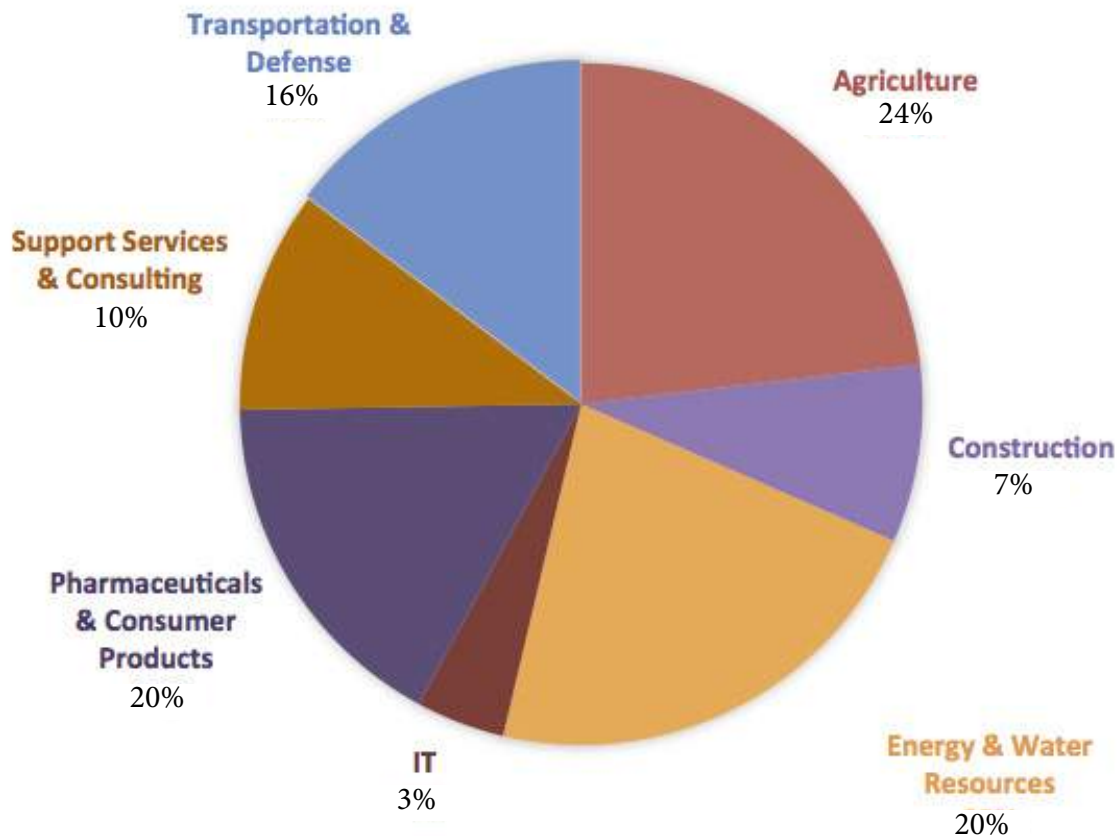


DIVERSIFICATION OF MEMBERSHIP

Diversification continues to be one of the main strategies of the USABC in deepening US-Algeria trade. The USABC continues to respond to the request of US and Algerian officials to strengthen US-Algeria trade by diversifying the companies involved in the trade. Fortunately, several of USABC members recognize that greater trade diversification ensures a deeper stability and presence of US investment in Algeria and have supported the USABC's initiatives to diversify membership.

In 2017 the USABC Team succeeded in attracting several new members to the US-Algeria Business Council in a variety of sectors. In 2017 the USABC had members in the following sectors: Agriculture, Construction, Energy & Water Resources, IT, Pharmaceuticals & Consumer Products, Support Services & Consulting and Transportation & Defense. By bringing on new members in a variety of sectors, the USABC has succeeded in significantly diversifying its members and this success has been recognized by several US and Algerian officials. The USABC Team notes that the most effective way to gain new members in through USABC symposia and events.

The following chart shows the 2017 USABC membership by sector:
2017 USABC MEMBERSHIP BY SECTOR



STAFF

The USABC currently employs two staff. The full-time staff is responsible for maintaining close communication with members, generating new membership, identifying and facilitating investment opportunities for Council members, organizing events, providing services to USABC members, and promoting the interests of all Council members as a group.

The USABC staff has successfully managed the activities of the USABC in 2017. In addition to his other notable contributions, Dr. Ismael Chikhoun, the President & CEO of the USABC, has increased the profile of the USABC by coordinating closely with key decision makers on the ground throughout Algeria and has promoted the USABC among officials from both countries and private companies, earning the USABC a proud reputation as the premier forum to discuss US-Algeria trade and securing the participation of a number of high level US Government and Algerian Government officials at USABC events.

Working closely together, the USABC team organized the 2017 USABC events, successfully engaged several media outlets through joint press releases, participated in interviews and press conferences and substantially increased the public image of the USABC.

OVERSEAS REPRESENTATION

The USABC continues to be represented in Algeria by the RedMed Group.

Mr. Abdelmadjid Feckeur, CEO of the RedMed Group and Mrs. Samia Amel Benaissa, the Project Manager are the USABC's representative in Algeria.

The USABC is especially grateful to RedMed for donating meeting space to USABC free of charge and for sponsoring several USABC events.

Since the main USABC office in Crystal City has centralized its activities, it has been practical for all communications and activities to be administered from the home office in the United States.



**Mr. Abdelmadjid Feckeur,
CEO of the RedMed Group**



**Mrs. Samia Amel Benaissa,
Project Manager
at RedMed Group**

IV. ACTIVITIES & SERVICES

In 2017 the USABC built new bridges of communication between key players in US-Algeria trade, addressed new sectors of interest, and found new avenues of cooperation with US and Algerian organizations. Insider's knowledge, public relations skills and access to decision makers have been some of the key assets in the successful operation of the USABC.

GOVERNMENT RELATIONS

The USABC has played a key role in promoting the image of Algeria and the legacy of positive commercial cooperation between the United States and Algeria. In 2017 the USABC Team targeted key US government figures as recipients of this message in a campaign to promote positive US-Algeria commercial relations. Several Congressional staff members have contacted the USABC office for information on Algeria.

Additional angles of government relations work includes collaborating closely with the US Department of State and the US Department of Commerce. The USABC Team is in nearly daily contact with both departments in a close exchange of information. The US Government's support of the USABC has grown in 2017 and is an asset in the USABC's operations.

Similarly the USABC Team has further increased its communication with Algerian government officials and now the USABC has a very positive reputation among Algerian Government officials. The USABC office is in daily contact with Algerian and US Government officials including H.E. Ambassador John Desrocher, the US Ambassador to Algeria and H.E. Ambassador Madjid Bouguerra, the Algerian Ambassador to the United States.

TRADE PROMOTION EVENTS

In 2017 the USABC organized several symposia. The 2017 USABC Symposia Series included the following:

USABC Featured at John Hopkins University

On February 2nd 2017, the Center for Transatlantic Relations at the John Hopkins University hosted the conference “Algeria and the United States: New Dawn on the Horizon?”

Sasha Toperich, Senior Fellow and Director, Mediterranean Basin Initiative, CTR-SAIS opened the conference. Panelists included Ismael Chikhoun, President and CEO of the U.S. – Algeria Business Council; Hafida Benchahida, Algerian Senator; Slim Othmani, CARE think tank President, Algeria. The event was moderated by Samy Boukaila, Visiting Scholar, CTR-SAIS.



L-R: Samy Boukaila, Ismael Chikhoun, Hafida Benchahida, Slim Othmani.

Algeria and the United States should further strengthen their economic cooperation up to a level commensurate with their strategic security partnership, said in Washington Algerian senator and business managers.

During a debate entitled “Algeria and the United State: New dawn on the horizon?” organized by the American Think Tank, the Center for Transatlantic Relations, the participants underlined the need to advance towards a new cooperation between the two countries, focusing on the development of economy and investments.

The American think tank invited to the two-hour debate Algerian Senator Hafida Benchehida, the President & CEO of the US Algeria Business Council (USABC) Ismael Chikhoun and industrialist Slim Othmani, President of NCA.

Senator Hafida Benchehida said that the two countries, linked by strong security partnership, have to “open a new page on their relationships by increasing and enhancing what exists already.”

The senator underlined the necessity to strengthen partnership in training, education and teaching of English language.



She added that Algeria should make further effort in terms of communication and marketing to sell destination Algeria, and highlight the major reforms by the government in the field.

The Senator also emphasized Algeria’s role in strengthening regional security, especially its peace efforts in conflicts in Mali and Libya, adding that its stability offers favorable climate for investment.

For his part, Dr. Ismael Chikhoun, said that the US companies presence in Algeria, mainly in the energy sector, has begun to diversify and more and more US companies have been involved in major partnership projects in the sectors of agriculture and pharmaceutical industry over the past years.

Dr. Ismael Chikhoun, President and CEO of the U.S. – Algeria Business Council reflected on the perception of Algeria to the business community in the States, pointing out that more than one hundred US companies are active in Algeria, so that there is no need for “new” relations, but rather for increased and strengthened existing relations.

Senator Hafida Benchehida said that the two countries, linked by strong security partnership, have to “open a new page on their relationships by increasing and enhancing what exists already.”

The senator underlined the necessity to strengthen partnership in training, education and teaching of English language.

“In 2008, trade between the U.S and Algeria accounted for 22 billion dollars, but dropped to 5.9 billion dollars last year. The reason is a decreased purchasing of oil and gas, as the U.S is becoming energy self-sufficient. We now see more trade in a variety of sectors, such as the pharmaceutical industry, where a biotechnology hub was set up for R&D; a project that is supposed to last until 2040, and involves a variety of U.S companies and universities. We have been seeing more Algerian private companies partnering with the U.S,” said Ismael Chikhouné.

“The price of gas and electricity is so cheap, that any U.S company can benefit from prices to reduce production costs, and they have a readily available skilled human capital. There is potential and many opportunities in Algeria. We have an established joint venture and another one in the pipeline, set for next month. We are seeing an increase in interests for trade in many different sectors,” said Dr. Ismael Chikhouné.

Toperich stressed the importance of Algeria as a partner in combating terrorism, and a growing military cooperation. “The ongoing reforms and economic diversification in Algeria will create good business opportunities,” said Sasha Toperich.

“Look forward to working with Algeria and other North African countries,” said Toperich. “I praise Algeria on what is a very current topic these days, which is security. Their efforts are worthy of commendation. I would like to acknowledge all of you here for your inclusiveness in North Maghreb cooperation. Agricultural agreements particularly with the US, are a testament to the diversification of the economy, which is steadily detaching from oil and gas dependence. There is room for enhancing military cooperation between the United States and Algeria. I often visit Algeria, and I can personally testify to how safe and protected you feel when you are there. Algeria has a stability role to play in North Africa in order to keep us all safe,” Toperich said.



Recent U.S. and Algerian agriculture groups signed the investment agreement in value of \$300 million, a testament to growing transatlantic ties, said Sasha Toperich, Senior Fellow and Director, Mediterranean Basin Initiative, CTR-SAIS.

“We are stepping into a new world, one that is business oriented. Algeria is moving on from a solely revenue economy from oil and gas, to a more diversified economy based on growth. Today is a milestone, with new reforms announced by the government, in order to better the business environment,” said Samy Boukaila, Visiting Scholar, CTR-SAIS.

“Algeria is at a crossroads choosing a new economic model based on a diversified economy,” said Samy Boukaila. *“There is a need for the U.S to take bilateral relations to a new level, and to help re-engineer an efficient, sustainable Algerian economy. Boukaila also pointed out the Algerian renewable energy sector, creating a new opportunity for solar energy production, where the first 4.000 MW tender is to be launched in the coming months.*



“Algeria is a nation of 40 million people, 80 percent of which are under the age of 40. The United States should help give momentum to the Maghreb Union, which benefits the region and the world. Algeria is exporting peace to the region,” said Samy Boukaila, Visiting Scholar, CTR-SAIS

Slim Othmani, President of the think tank CARE in Algeria stressed the importance of strengthening the private sector in Algeria, and cooperation among countries of North Africa. *“Algeria decided to switch to a new economic model, but it takes time to establish a liberal economic model. Things are moving in the right direction, and we are clearly seeing some positive signs of a healthy economy, but progress is slow.*

“My country [Algeria] is not alone in the world, it is embedded in the Maghreb region. There is an opportunity for the business community to create a Maghreb economic union. For America to build a strong relation with Algeria, and vice versa, we need to step it up – and reach a higher dimension. We have a lot of challenges, but we can overcome them with a clear vision of what our country will look like in the next 20-30 years – Algeria can be an important player in Africa and the Maghreb area. The current political environment is difficult for NGOs, but things are changing, and there are think tanks that propose changes to the government, which are being taken into account,” Othmani said.

Othmani said that there are lots of discussions that needs to be held between the Algerian business community and the government. *“Algeria needs more local investment, and increased FDI. There are currently some laws in place that are blocking FDI inflows into the country. We need more investments because we do not have the financial means to support the expansion of the Algerian industry. The idea that Algeria can do everything by itself, as some are alluding to, does not send the right message to the world and to foreign investors. Value chains and an open economy are crucial for the improvement of the private sector.”*



“Make Algeria great again with the support of all our partners. We want to reach a higher level of FDI into our economy. Social stability, and social inclusion are crucial aspects for attracting the needed investments,” Slim Othmani, President, CARE, Algeria

What I’m trying to say is that there is a clear opportunity there, but there is not enough investment and expertise. The U.S could invest heavily in Algeria, because it has the potential to become self-sufficient and even an exporter of agricultural products in the future. To do that, we need a supporting financial sector and loosened regulations for financial inflows and outflows,” Slim Othmani concluded.

“U.S investments in Algeria stand at 1.8 billion, and we want to improve that number and get more investments, but we must recognize that this openness started only in 2001. Algeria today is the most stable country in the region, and U.S support in different sectors shows that. A new U.S school opened in Algeria, which is a sign of stability in the country. New private universities are also opening, and we are looking for partnerships to establish U.S universities in Algeria. It looks promising. Two years ago we had a venture capital group from California that was pleasantly surprised to see how wide spoken the English language was, and how promising the projects of our students are,” concluded Ismael Chikhoun.

“Labor and energy costs are a factor, but there are many things that come into play when an investment decision is made. First, you need to know the country where you are investing in. Many investors do not understand the rule of the game in Algeria, which is a necessary precondition for entering a country. An SME can’t assume the cost of waiting, but a multinational can. A large company can wait for the establishment of a well-functioning financial sector, or reforms to the educational sector. Our young generation is fantastic, they are creative and talented, but we are not giving them the right tools to use of their potential. Things are improving, but very slowly. We need more universities that bring different curricula to establish the know-how that would penetrate all parts of the Algerian society,” Slim Othmani said.

“We might not know what will happen after the next legislative election, but what is most important is to have a clear vision and roadmap. We need transparency and a stable environment where deals are made that are fair for us as well as for our partners, and we need an open economy that is ready for investments and FDI,” Othmani said.

“Chile has 11 million hectares of arable land, and they export 15 million dollars’ worth of agricultural products. Algeria and Tunisia combined have more than 30 million hectares, but they are importing 11 billion dollars’ worth of agriculture products.



Trade and Investment Framework Agreement (TIFA) negotiations between Algeria and the United States are underway, with meetings held in Algiers and Washington. “It would be great to have an FTA in place to increase the trade volume, and we are waiting to get tangible results from the TIFA,” said Ismael Chikhoun, President and CEO, U.S. – Algeria Business Council.



“There is a very strong and abundant security exchange of information and cooperation within the Maghreb, and with the U.S on countering violent extremism. We have had several meetings in Algiers that our neighbors have been attending and participating in. We are including our partners, Tunisians, Libyans, Egyptians, in trying to bring about stability and peace in the region,” said Hafida Benchahida, Senator, Algeria.

“We are cooperating with our neighbors, and cooperation with Morocco on security issues exist. There is a 2-billion-dollar trade exchange between Algeria and Morocco, but it is not much talked about. The 5+5 talks a lot about partnerships and cooperation, fighting organized crime, drug trafficking, migration, etc., but our weak point is that we are not selling the idea [of Algeria’s attractiveness] enough, we are not talking about our existing partnerships enough. Partnerships, trade, and cooperation exist and are in increasing, but we are not marketing our country enough,” Benchahida stated.

FRAMED:

“We have reached a level of friendship and partnership with the U.S, such as the Trans-Sahara Counterterrorism Partnership, and we are having several seminars on counterterrorism and democracy. There is strategic dialogue on the global forum to fight terrorism,” said Hafida Benchahida, Senator, Algeria.

“However, one thing that worries me is that the new U.S president has not been talking about Africa. On the basis of what exists already, we can make some progress. We can benefit from more cooperation training, but we must do so together,” said Benchahida.

“We need a knowledge based economy and society. It is high time to focus on education, boldness, and innovativeness. There are progressive and bold laws in place about equality, women’s rights, and Algeria is implementing these in the private sector, which is a clear sign of stability and a promising omen for the future,” Benchahida said.

“We are still paying a high price for the decade of terrorism, which has resulted in a spillover on the Algerian attitude and interactions with others. But we are seeing vast improvements, and we are inclusive with our neighbors and partners in securing a prosperous and safe region,” concluded Hafida Benchahida.



*The US-Algeria Business Council &
The Embassy of Algeria in Washington DC &
The FCE & The US Embassy in Algeria, and the US Commercial Service Fresno, are proud to announce the*

2017 US-Algeria Agribusiness Study Tour **March 4-11, 2017 - California, Nevada U.S.A.**



FEATURING VISITS TO CALIFORNIA

- DAIRY FARMS
- DAIRY PROCESSING EQUIPMENT
- DRIED FRUIT PRODUCERS (PRUNES, RAISINS)
- DRIED NUT PRODUCERS (ALMONDS, PISTACHIOS, PECANS)
- LIVESTOCK INSEMINATION
- IRRIGATION / PIVOT
- FARM OF PRODUCTION OF CORN AND SOYBEANS
- PLANT FOR PRODUCTION OF ANIMAL FEED



- FEATURING VISIT TO LAS VEGAS**
- ConExpo International Show
- Algeria Day Conference



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On March 4-11, 2017, the US-Algeria Business Council, with the support of the Embassy of Algeria in Washington DC, the US Embassy in Algeria, the FCE, and the US Commercial Service Fresno, hosted the 2017 US Road Show Tour to California and Nevada. The first part of the mission was dedicated to Agriculture in California mainly in the Fresno area. The entire Algerian delegation visited many farms in Hanford, Terra Bella, and Visalia.

On March 6, 2017, The delegates visited the Setton pistachios farm, where the delegates toured the pistachios grooves as well as the pistachios processing plant and learned about the sanitary and operating guidelines observed by the plant.



Algerian delegation visiting the Nichols Farm of pistachios

After Terra Bella, the delegates traveled to Hanford and visited the Nichols almonds farms, producer and processor of Almonds. The delegates toured the almond grooves as well as the almond processing plant. Several of the delegates have made arrangements to import American-grown almonds into Algeria. In the afternoon, they visited the largest milk processing in California, the Land O Lakes processing plant in Hanford. They learned the complete process in transforming liquid milk into dry and powder milk.



Early evening, the delegates attended the networking reception hosted by the US Commercial Service in Fresno. Many US executives attended this networking reception which was a relaxed environment for the delegates to discuss business opportunities.

The USABC maximized the Algerian delegate's exposure to the key state involved in the US agricultural export market. Over nearly three days, the US-Algeria Business Council and its delegation of 20 Algerian agribusiness men and women visited many of US companies.

The delegates benefited from the opportunity to see US technology and agricultural production firsthand, and this study tour yielded new partnerships and contracts for US and Algerian companies. At each stop the Algerian delegates were warmly received and the US companies were eager to discuss opportunities for trade and cooperation.

On March 7, 2017, the delegates traveled to Hanford to visit the Philip Verwey dairy farm, one of the largest modern dairy farm holding over twenty-two thousand cows. The delegates observed each step of the milking process and had the opportunity to discuss techniques to increase the yield and the various technologies they viewed at the farm. Algerian delegates met with dairy and farm workers to discuss technology exchange and business opportunities.



It was a very informative study tour for the Algerians, with very productive meetings. Some dairy partnerships are already forming. Some experts are planning to train Algerians in the field of Animal Feed: how to set up large scale operations and how to harvest a large scale of animal feed. There are plans to set up fertilizer operations in Algeria.

US companies have already begun coordinating with Algerian farmers in modernizing farming methods with American expertise and technology, and developing root stock and introducing new breeds of livestock.

The US-Algeria Business Council recognizes the potential for American and Algerian cooperation in developing agriculture and increasing US-exports to Algeria. At the 2017 US Road Show Tour, participants paved new roads in cooperation between Algeria and the United States. Matching American technology with Algerian agricultural development will build a life bridge between the two countries and complement the existing exchange between Algeria and the United States. Algeria is rich in resources and boasts an ideal climate for farming and the rearing of livestock. Algerians have purchased US-made equipment and recognizable American brand name equipment can be seen throughout the country.

Through Algerian-American partnerships, the introduction of farming of scale methods can increase the size of agribusiness operations to keep up with domestic demand. Improvements in food transportation and distribution methods can improve the access to rural markets and decrease the isolation of regional products. Desert farms, as perfected in the American West, can be built in the arid regions of Algeria, which boast a bountiful ground water supply. The potential for the exchange of agricultural technology between Algeria and the United States is truly limitless.

Algerian delegation visiting the Land O Lakes plant in Hanford

In organizing the 2017 US Road Show Tour, the USABC benefited from a network of supporting individuals and groups. We would like to express our sincere appreciation to our co-organizer, the Algerian Embassy in Washington DC under the leadership of H.E Ambassador Madjid Bouguerra, and to the US Embassy in Algeria under the leadership of H.E Ambassador Joan Polaschik, to the following; USABC representative in Algeria, Mrs. Amel Benaissa from the RedMed Group, to Mr. Nathan Seifert, the head of the US Commercial services at the US Embassy in Algiers, and to Ms. Bernadette Rojas, from the US commercial services in Fresno, California for their outstanding support of the 2017 US Road Show Tour.



Most of all we would like to thank the participating Algerian agribusiness delegates for traveling to the United States and participating in this exciting initiative.

On March 8-11, 2017, the second part of the trip was dedicated to the sector of Construction. The delegates attended the World Largest Construction Expo in Las Vegas, the ConExpo Show.

CONEXPO-CON/AGG – Where every major construction industry is represented amongst 2,500+ exhibitors over 2,500,000 square feet and more than 150 education sessions including asphalt, aggregates, concrete, earthmoving, lifting, mining, utilities and more.

From contractors to dealers & distributors, service providers, engineers and producers, CONEXPO-CON/AGG brings construction professionals from across all disciplines. No other show's attendees represent more sectors of the construction industry than CONEXPO-CON/AGG.



During the expo show, an Algerian private company Modelco signed an MoU with a US company GigaCrete for the creation of a Joint-Venture in Algeria which will manufacture new construction materials that can be used in the housing construction and infrastructure development



A PROPOSED FACTORY FOR BUILDING MATERIALS

The Algerian company Modelco, which specializes in industrial civil engineering and electromechanical construction, signed a partnership agreement with the American company GigaCrete in the United States last month to build a manufacturing plant in Algeria for walls and insulated roof panels.

The agreement signed by Moussa Mouhoubi and Andrew C. Dennis, respectively CEO of Modelco and President of GigaCrete, includes “an exchange of information to determine The viability of manufacturing housing units that meet national housing standards in Algeria, using GigaCrete building materials that are ecologically sustainable and at very affordable prices compared to traditional building materials.”

This partnership will “increase trade and facilitate the transfer of technology - a mutual interest - between the United States and Algeria and help diversify the Algerian economy by investing in the manufacturing sector. The agreement was reached during a business tour in the United States, organized in California and Nevada, on March 4-11, 2017. Twenty Algerian businessmen, representing 18 public and private companies.

The business tour, initiated by the US-Algeria Business Council (USABC), the Algerian Business Leaders Forum (FCE) and the US Embassy in Algeria, focused on Investment opportunities in the construction, infrastructure, construction, agriculture and agro-food sectors, thereby providing opportunities for the private sector in the US and the private and public sectors in Algeria to discuss a mutually beneficial partnerships.



In Las Vegas, Nevada, the trade delegation also joined another group of 20 Algerian delegates, including senior officials from the Ministry of Housing, Urban Planning and the City, as well as the CEOs of the Public enterprises active in the building and housing sector such as the National Center for Integrated Studies and Research in Building (CNERIB), the Technical Control of Construction (CTC), the National Habitat and Housing Laboratory (LNHC), the National Property Development Agency (ENPI), the National Agency for the Improvement and Development of Housing (AADL) and the Office for Promotion and Property Management (OPGI). They visited the 2017 Conexpo Show, one of the world’s biggest trade fairs in the field of construction

ALGERIA DAY CONFERENCE

AGENDA

Friday March 10, 2017

2 P.M. - Welcome remarks delivered by Dr. Ismael Chikhoun, President of the US-Algeria Business Council,

2:10 P.M. - Remarks delivered by Mr. Nathan Seifert, Senior Commercial Officer of the Foreign Commercial Service at the U.S. Embassy in Algiers,

2:15 P.M. - First Panel on « **Doing Business in Algeria & Key Opportunities in the construction sector** » Moderator: Dr. Ismael Chikhoun, President & CEO of the USABC

- Mr. Mehdi Bendimerad, Chief Executive Officer of SPS Company,
- Mr. Moussa Mouhoubi, Chief Executive Officer of Modelco Company,
- Mr. Mohamed-Cherif Laoun, Chief Executive Officer of the National Company for Real Estate Promotion (ENPI),
- Mr. Bob Young, Chief Executive Officer of FrameMax Company,
- Mr. Said Sayoud, Director General of the Office for Real Estate Promotion & Management (OPGI),
- Mr. Mohamed Tarek Belaribi, Director General of the National Agency for Housing Improvement & Development (AADL),

3:30 P.M. - Second panel on « **Introducing Innovative Construction Material, Products Processes in Algeria – What should I know About the Regulatory Framework?** ” Moderator: Dr. Ismael Chikhoun, President & CEO of the USABC

- Mr. Hamid Afra, Director General of the National Center of the Studies & of the Integrated Research on Building (CNERIB),
- Mr. Mohand Arezki Mohamed Cherif, Director General of National Technical Control Center for Construction (CTC),
- Mr. Abdelhafid Aimeur, Director General of the National Laboratory of Housing & Construction (LNHC)

4:30 P.M. - Questions & Answers

5:00 P.M. - Networking Reception

**PRE-TRADE EVENT for the upcoming 2017 US Trade Mission to Algeria on Oct 1-4,2017
Alexandria, March 16, 2017**

On March 16th, 2017, 12-2 pm, the US-Algeria Business Council in cooperation with the Spectrum Group, hosted a Pre-Trade Mission Event to raise awareness of the USABC Annual US Trade Mission scheduled on October 1-4, 2017. Various US companies came to meet H.E Madjid Bouguerra, the Algerian ambassador to the United States of America and learn of commercial and business opportunities in Algeria.



It was an informative event featuring the Algerian Ambassador Madjid Bouguerra. Topics covered included opportunities and global partnerships that are available to companies interested in pursuing multinational and international business in Algeria. Twenty-two US companies attended the event.

The chairman of the USABC, Mr. Greg Pensabene, and also Vice-President of Anadarko gave a presentation on his company, Anadarko, which gained much success in Algeria. Mr. Dale Didion, General manager and Partner at the AIAG Group followed up with his experience in the agricultural sector, stressing the Algerians' eagerness to work with Americans.

The event began with a welcome address from Spectrum's Executive Chairman, Andrew Campbell, after which H.E. Ambassador Madjid Bouguerra gave a speech on Algeria's resources and strengths. President & CEO Dr. Chikhoun presented an overview of the USABC and American business relations with Algeria



The chairman of the USABC, Mr. Greg Pensabene, giving presentation.

After the official presentations and speeches, the floor was opened to questions. The debate was moderated by Ms. Ellen Wasylina, member, sustainability team lead at the Spectrum group. Many company representatives had pertinent inquiries for the Ambassador before the event concluded.



Ambassador Madjid Bouguerra giving remarks.





After the closing, attendees proceeded to private meetings with Ambassador Madjid Bouguerra and Dr. Ismael Chikhoun.

The next Pre-event Trade Mission in preparation of the Annual US Trade Mission to Algeria scheduled on October 1-4, 2017 will be held on June 29, 2017 at the Spectrum group offices in Alexandria. This is a free event and we welcome any US company who's interested in doing business in Algeria. Please register to this next event at the following email address: chikhoun@us-algeria.org



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2017 Algeria Energy Day Conference May 3, 2017 in Houston, Texas

On May 3, 2017, the US-Algeria Business Council and the Embassy of Algeria, in Washington, DC hosted the annual Algeria Energy Day featuring H.E Ambassador Madjid Bouguerra and officials from Sonatrach and its affiliates led by the Vice-President of Sonatrach, Mr. Salah Mekmouche.



At the podium, Mr. Salah Mekmouche, Vice President of Sonatrach delivering his remarks, seated, Dr. Ismael Chikhoun, President & CEO of the USABC, and Mr. Arezki Hocini, President & CEO of Alnaft

A large delegation of high level Executives from Sonatrach attended the Algeria energy Day and the Offshore Technology Conference scheduled on May 1-4, 2017. Each year the attendance at this high-profile event doubles. The Offshore Technology Conference is one of the largest events focused on innovation and technology for the energy industry.

The Algeria Energy Day consisted of a half day conference followed by a networking reception and dinner in the rooftop ballroom of the Westin Galleria overlooking the Houston, Texas skyline. It was a joyous occasion to celebrate the legacy of positive US-Algeria partnership in the energy sector.



2017 Algeria Energy Day Conference May 3, 2017 in Houston, Texas

By now a tradition, the Algeria Energy Day conference attracted a large number of delegates from oil companies and business communities from Texas and other American states, as well as a large delegation representing the Sonatrach Group led by its vice-President Mr. Salah Mekmouche.

Investment opportunities in the Algerian oil and gas sector were showcased at the Algeria Energy Day



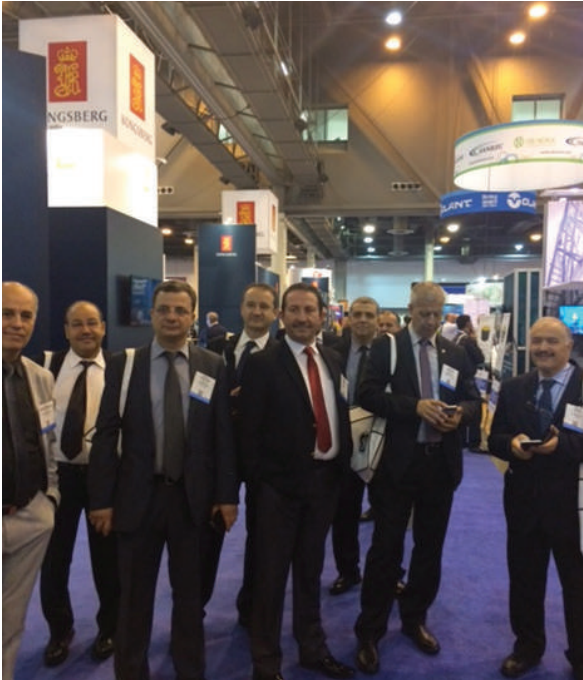
Conference. This event was a great opportunity for networking and to learn about upcoming Sonatrach initiatives and opportunities for US companies in Algeria.

During the Algeria Energy Day, which was jointly organized by the U.S.-Algeria Business Council (USABC), and the Embassy of Algeria in Washington DC, President Chikhounne made a presentation on the Algerian economy and the considerable progress made in improving the business climate in Algeria, spoke at length about trends in US-Algeria relations. At the OTC expo, the Algerian delegation discussed investment and partnership opportunities at meetings with numerous corporate leaders from oil and gas companies already operating or interested in operating in Algeria.

2017 Algeria Energy Day Conference May 3, 2017 in Houston, Texas

We were honored to have Mr. Salah Mekmouche serve as the Guest of Honor at the Algeria Energy Day conference.

Additionally, we were fortunate to host very high profile executives from the Algerian private sector, and all the public companies affiliated to Sonatrach including ENSP, ENTP, ENAFOR, and ENAGEO.



Sonatrach delegation visiting the OTC expo at the convention center.



Board Member of the US-Algeria Business Council, Dr. Hakim Benkrid from Air Products & Chemicals during the Q/A session.

We want to thank our sponsors for their contribution. Our deepest appreciation to our Platinum Sponsor CECA Supply & Services under the leadership of Mr. Maher Touma. Dupont, RedMed Group, Anadarko Petroleum Corporation. Our sincere gratitude to our Gold Sponsors Nabors Industries, Halliburton, Sonatrach, and EMI-Solar Turbines. Our honorable recognition of our Silver Sponsor, EN-FAB, Inc. Thank you very much for your generous sponsorship of this event. We look forward to hosting you in 2018!



2017 Algeria Energy Day Conference May 3, 2017 in Houston, Texas



New Board member of the USABC, Mr. Hamza Guettai, President & CEO of Petrogel and his team attended for the first time the Algeria Energy Day conference on May 3, 2017 as well as Tom Naum from Valvtech on the right.

We want to thank our sponsors for their contribution. Our deepest appreciation to our Platinum Sponsor CECA Supply & Services under the leadership of Mr. Maher Touma. Dupont, RedMed Group, Anadarko Petroleum Corporation. Our sincere gratitude to our Gold Sponsors Nabors Industries, Halliburton, Sonatrach, and EMI-Solar Turbines. Our honorable recognition of our Silver Sponsor, EN-FAB, Inc. Thank you very much for your generous sponsorship of this event. We look forward to hosting you in 2018!

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PLATINUM SPONSORS



GOLD SPONSORS

HALLIBURTON



Solar® Turbines
A Caterpillar Company

SILVER SPONSORS

EN-FAB, INC

AGENDA

2:00 PM Plaza Ballroom Welcome Address

Dr. Ismael CHIKHOUNE, President & CEO, US-Algeria Business Council

Ms. Aida ARAISSI, President & CEO of the Bilateral US-Arab Chamber of Commerce

Keynote Address

His Excellency Ambassador MADJID BOUGUERRA

Algerian Ambassador to the United States of America

Business Opportunities in Algeria

MODERATOR: Dr. ISMAEL CHIKHOUNE, President of USABC

Mr. Salah MEKMOUCHE, Vice President of Exploration & Production,
Of Sonatrach

Mr. Arezki HOCINI, President of ALNAFT

Mr. Farid DJETTOU, Director of the Partnership & Joint Venture and Associates Division

Mr. Youcef KHANFAR, Director, Exploration Division

Presentations from Private Companies in Algeria

Mr. Kamel KAID YUCEF, CEO of EMI Services/Solar Turbines

Mr. Kamel ACHAB, US Commercial Services at US-Embassy in Algeria

Questions & Answers Session

- | | |
|-------------------------|-------------------------------------|
| RECEPTION 6:00pm | • Monarch Ballroom (rooftop) |
| DINNER 7:00pm | • Monarch Ballroom (rooftop) |

USA Pavilion at the 50th Algiers International Trade Fair

On May 8, 2017 to May 13, 2017, the US-Algeria Business Council (USABC), the US Embassy in Algiers, the RedMed Group hosted the U.S.A. Pavilion at the 2017 Algiers International Trade Fair. This year 30 US companies exhibited their goods and services at the trade fair. The U.S.A. Pavilion was hosted by the Honorable US Ambassador to Algeria, Joan Polaschik and Dr. Ismael Chikhoun, the President & CEO of the US-Algeria Business Council.

The Prime Minister and the cabinet were greeted at the U.S.A. Pavilion by H.E Joan Polaschik, the US Ambassador to Algeria and Dr. Ismael Chikhoun, President & CEO of the US-Algeria Business Council, who guided him through the stands, introducing the Prime Minister and the dignitaries to exhibitors who are introducing new technologies and products for the Algerian market.

The annual Algiers International Trade Fair is the largest multi-sector trade event in all of Africa. Situated on a sprawling campus of country-specific pavilions, the trade fair is a productive forum dedicated to promoting trade and partnership on a global level. This year on the day of its inauguration, on May 8th the U.S.A. Pavilion was visited by the Prime Minister of Algeria, H.E Abdelmalek Sellal, and the full cabinet of ministers of Algeria representing all sectors of US-Algeria trade including the Minister of Energy, the Minister of Health, the Minister of Industry, the Minister of Post and Telecom, the Minister of Water Resources, the Minister of Agriculture, and the Minister of Environment among other key dignitaries from the Algerian Government.

During the trade fair, the USABC hosted one networking event between key officials, potential partners, leading industrialists and US exhibitors.



H.E Abdelmalek Sellal, Prime Minister (in the middle) with Dr. Ismael Chikhoun President & CEO of USABC (on the left) H.E Joan Polaschik , US Ambassador to Algeria (on the right)



H.E Abdelmalek Sellal, Prime Minister with Dr. Ismael Chikhoun President & CEO of USAB.

USA Pavilion at the 50th Algiers International Trade Fair

On the eve of the start of the trade fair, on May 7th the US-Algeria Business Council and the RedMed Group hosted the Opening Reception for US exhibitors at the US Ambassador's residence. It was a wonderful evening of introductions and networking. This event was well attended and festive.



Prime Minister Abdelmalek Sellal visited the booth of Dupont company. Mr. John Chrosniak , Vice-President of Dupont welcomed the Prime Minister and presented his company.

Prime minister called on foreign companies, exhibiting in the 50th International Fair of Algiers (FIA), to foster and diversify their partnerships.

On May 11th 2017 a press conference took place at the US Pavilion. Major media, newspapers and TV journalists were invited. H.E Ambassador Joan Polaschik, US Ambassador to Algeria and Dr. Ismael Chikhoun, President & CEO of the USABC, presented to the media all the US companies who exhibited at the 2017 US Pavilion. H.E Ambassador Joan Polaschik gave remarks about the current political and economic relations between the United States and Algeria.

The Algerian-American partnership is beginning to grow, mainly motivated by trade deficit for the US, "confirmed the US Ambassador to Algeria Joan Polaschik at the conference

Arguing that "the balance of trade is in favor of Algeria: \$ 3.2 billion of Algerian exports to the US against 2.2 billion AD imports, for a total trade volume of about \$ 5.5 billion, adding that "Algeria mainly exports hydrocarbons and imports mainly transport equipment, especially parts for aircraft of the Boeing brand". Ambassador Joan Polaschik also stated that "the US Embassy in collaboration with the US Algeria Business Council (USABC), with the objective of consolidating relations between the two countries, particularly in the context of economic diversification, the US Algeria Business Council organized this past year of the economic missions to the USA, overseeing the movement of trade delegations, to target sectors as varied as construction, franchising, health, energy, , "The recently concluded project between GE Algeria Turbines (GEAT), a company created in 2014 by GE, and Sonelgaz, which will manufacture gas turbines and steam turbines for the needs of the Algerian group. With the objective of exports of gas turbines to Africa "

USA Pavilion at the 50th Algiers International Trade Fair

Delegation of businessmen to Algeria, October 1-4, 2017

In a similar vein, Dr. Ismael Chikhoune, president of the US-Algeria Business Council, revealed that “ValvTechnologies is in discussions with the Ministry of Industry and Mines and Sonatrach, to propose projects related to water resources and Energy, “while announcing” the arrival of a large multidisciplinary delegation of American businessmen in Algeria, from October 1st to October 4th 2017 as part of the USABC Annual US Trade Mission to Algeria.



US Exhibitors members of the AIAG Group with their Algerian partner Mr. Rachid Lacheb, President of Lacheb Group, and Mr. Ted Ayash, President of AIAG Group, and Nathan Seifert, US Commerical Services at the US Embassy of Algeria on the right.

This Joint Venture between the American International Agriculture Group (AIAG-USA) and the Lacheb Group (Algeria) was initiated by the U.S. Algeria Business Council. On this occasion I would like to thank Mr. Dale Didion, Mr. Ted Ayash, Mr. Dirk Parkinson, executives from AIAG and Mr. Rachid Lacheb, President of the Lacheb group for their commitment and support of this Joint Venture.

Participation of 30 US companies

The United States is pleased to participate in the 2017 Algiers International Fair (FIA) from 8 to 13 May. 30 American companies and organizations - representing several sectors, including energy, defense, medicine, construction, manufacturing, agri-food, transportation and education. - present their products and services to the American Pavilion. Solar Turbines, Dupont Sustainable Solutions, GSM Security Systems GPS, Life Schan, Janssen J & J, Panneaux Sandwiches SPS, Modelco / VertiCrete, Coca-Cola Company, Artex Barn Solutions , Jaylor, Five-G Consulting Inc, Useed, SpudnikEquipments, Agpro, World Wide Sires, CATM, Boumatic, John Deere, Valley Irrigation, S & W Seed Company, Lacheb Group, Cessna Aviation, Michael Hurel Transportation, American contributor to the FIA.

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US EXHIBITORS AT THE 2017 US Pavilion

Energy Sector

- 1- EMIE/Solar Turbines
- 2- Dupont Sustainable Solutions
- 3- Amimer Energy

Defense Sector

- 1- GPS GSM Security Systems

Medical Sector

- 1- Janssen J&J
- 2- Life Scan J&J

Construction Sector

- 1- System Panneaux Sandwiches SPS
- 2- Modelco/VertiCrete

Manufacturing Sector

- 1- Coca-Cola Company

Transportation Sector

- 1- Cessna Aviation
- 2- Michel Hurel Transportation

Education Sector

- 1- Berlitz
- 2- North America Travel

Agribusiness Sector

- 1- AIAG (American International Agricultural Group)
- 2- Promat Inc
- 3- Sun-North Systems Ltd
- 4- Artex Barn Solutions
- 5- Jaylor
- 6- Five-G Consulting Inc
- 7- Useed
- 8- Spudnik Equipments
- 9- Agpro
- 10-World Wide Sires
- 11- CATM
- 12- Parkinson Farm
- 13- Boumatic
- 14- John Deere
- 15- Valley Irrigation
- 16- S &W Seed Company
- 17- Lacheb Group

US TRADE ORGANIZATIONS

- 1- US-Algeria Business Council

I want to thank all the US companies that exhibited at the 2017 US Pavilion and recognize the support of the US Embassy in Algeria under the leadership of the honorable Ambassador Joan Polaschik and the support of the Embassy of Algeria in Washington, DC under the leadership of H.E. Ambassador Madjid Bouguerra.





The 2017 US Trade Mission to Algeria

On October 1-4, 2017, The US-Algeria Business Council and the Embassy of Algeria, in Washington, DC hosted the 2017 US Trade Mission to Algeria for US companies seeking opportunities in all sectors including Manufacturing, Energy, Construction & Infrastructure, Information Technology, Communications, Machinery, Healthcare, Pharmaceuticals, Agriculture. Thirty-five (35) US delegates participated in the 2017 US Trade Mission to Algeria representing more than two dozen US companies.

This year, the US Trade & Investment Mission to Algeria was led by Dr. Ismael Chikhoun, President & CEO of the US-Algeria Business Council. This year's US Trade Mission to Algeria offered a great opportunity for US companies to seek new markets for their products and services. Algeria continues to show promise as a destination for US investment and a market for American products and has announced its increased interest expanding mutually beneficial business relationships.

Through introductions to key decision makers in the Algerian Government and business to business meetings, this trade mission gave for the US executives an edge in the trade between Algeria and the United States of America. It was an opportunity for US companies to meet with viable Algerian partners active in all of these sectors. This annual high-profile trade mission featured visits to numerous ministries and business to business matchmaking.

The Honorable Madjid Bouguerra, Ambassador of Algeria to the United States, remain our key supporter of these trade missions and his ongoing support and leadership have secured numerous high-level meetings for the US delegates participating in this trade mission.



On October 2, 2017, the US delegation met with the Minister of Energy H.E Mustapha Guitouni and his cabinet including his deputy minister, the President of Alnaft, Mr. Arezki Hocini, the President of Sonelgaz, Mr. Mohamed Arkab, the Vice President of Sonatrach, Mr. Salah Mekmouche, and advisors to the minister.

It was a very productive discussion and the minister spoke about the review of the current hydrocarbon law. A reflection is engaged for the revision of the law relating to the hydrocarbons in force. The minister stated the following:

"A reflection is initiated to revise the law on hydrocarbons to improve the attractiveness of our country to foreign partners, particularly in the exploration and exploitation of hydrocarbons,"

Questioned by the APS newspaper, on the sidelines of this meeting, on the changes that will be made to the current text, the minister explained that most of the calls for tenders launched by Algeria for oil exploration and exploration were unsuccessful.

"The signal (for the revision of the text) was given because the situation (of the unsuccessfulness of these tenders) could not continue (without reacting) while the (oil) revenues dwindle and the activities of research and exploration have decreased, we have launched four or five calls for tenders for exploration but which have been unsuccessful and, in response to this situation, we have started a reflection and we are working on the law on hydrocarbons and its tax aspects. The law must adapt to the new context

As a result, he continued, "the law must adapt to this context like all other countries, we are still thinking, but we are going to do it." When a law is drafted, it must be in line with the situation. the current oil world, which is not static but dynamic and evolving continuously. "



H.E Minister Mustapha Guitouni questioned by the APS newspaper after the meeting with the US delegation.

As for the aspects of the law that will be revised, Minister Mustapha Guitouni essentially quoted taxation by explaining that when the tax system had been introduced into the current law, a barrel of oil was more than 100 dollars: "Which is not the case today with a barrel that is around \$ 50. We cannot apply the same tax system for both a barrel at \$ 100 and \$ 50, because the investor will not come and will not be interested " .

The current Hydrocarbons Act dates from 2013, which amended and supplemented the April 28, 2005 Act.

During his visit last Sunday to the petrochemical cluster of Arzew, the Prime Minister, Mr. Ahmed Ouyahia, had argued that a revision of the current law on hydrocarbons was necessary "to attract new investors and improve the financial revenues of the country". The law on hydrocarbons is no longer attractive for foreign investors. In a context marked in recent years by a drastic drop in oil prices and its impact on hydrocarbon revenues, Prime Minister Ahmed Ouyahia stressed the need for Sonatrach to face the current challenges of the energy sector and to put all its potentialities and its resources in the service of the country.



**H.E Minister Mustapha Guitouni and Mr. Abdelmoumen Ould Kaddour,
President & CEO of Sonatrach**

The current law also revised the methodology for determining the Petroleum Income Tax (TRP) rate, which since 2013 has been based on project profitability instead of turnover. It maintained Sonatrach's exclusive exercise in the pipeline transportation of hydrocarbons and petroleum products, as it gives priority to meeting the liquid and gaseous hydrocarbon needs of the domestic market, in particular through a mechanism requiring contractors to yield to the international price a part of their production.

The law in force gives the possibility of payment in kind of the royalty, and has clarified certain missions of the Hydrocarbons Regulatory Authority (ARH) and the National Agency for the valorization of hydrocarbon resources (Alnaft) .

Shale gas exploitation: Minister reassures and reveals "sustained" communication plan

The Minister of Energy, Mustapha Guitouni, had to take advantage of his meeting with the US delegation led by the US Algeria Business Council, to reassure Algerians that the use of shale gas to diversify energy sources "does not neglect the health component public. "

"The use of shale gas, as part of the government's policy of diversification of energy sources, will not be detrimental to the health of the population," he told the press.

This assurance has come to support his remarks on the absolute necessity that Algeria exploits this resource. As proof, the national consumption of fossil energy is in "continual increase".

"Why are not we going to exploit shale gas while 14 countries from which Tunisia has benefited for years!" Asked the minister, adding that extraction methods have evolved a lot and that fracking deep hydric was abandoned in favor of another horizontal drilling method that preserves groundwater from any form of chemical pollution.

Minister Mustapha Guitouni also points out that one third of the production (gas, oil, gasoline, diesel and natural gas) is consumed in Algeria, the other third is

exported and the last third is reinjected to keep the wells under pressure. And to warn: "If we continue to consume without thinking of increasing our production capacity, by 2025 all our production will be for domestic consumption."

Increase in internal consumption

Referring to the benefits that Algeria could derive from the exploitation of this resource, the Minister believes that it will allow him to increase his production to honor his national and international commitments.

But to convince the opinion of the rightness of this choice of the government, he declared that a plan of communication will be launched towards the population to provide them all the necessary explanations concerning the exploitation of this unconventional energy .

Minister Mustapha Guitouni revealed in this perspective that the state is training the staff who will be responsible for the exploitation of shale gas. This exploitation will be done by Algerians with a possible recourse to the expertise and the foreign experience, he observed, assuring that "nothing will be done until we have explained to the people that it will not be harmful" .

In the same vein, the minister recalled that the draft amendment of the law on hydrocarbons is being prepared by specialists to meet the current challenges of the energy sector and improve the attractiveness of the country to foreign partners, particularly in the exploration and exploitation of hydrocarbons. On the other hand, he categorically excludes these amendments from Rule 51/49.

Shale gas: the need for "good strategic approaches"

Sonatrach's CEO, Abdelmoumen Ould Keddour, said that shale gas exploration and exploitation in Algeria would be based on "good strategic approaches".

"We must take the right strategic approaches to exploit shale gas,"

In this regard, he argued that "it is not overnight that things will happen because there are a lot of studies and work to be done and it will take time".

What is important to know, he continued, "is that shale gas exists and that sooner or later it will be explored".

The Government's Action Plan, adopted by the Parliament, refers to the extension of prospecting for new sources of energy to shale oil, "in strict respect of the environment and the health of the population" .

According to assessments conducted by Sonatrach with international oil companies in five Saharan basins, Algeria has 4,940 trillion cubic feet (TCF) of shale gas reserves, of which 740 TCF are recoverable on the basis of a recovery rate (TR) 15%.

These recoverable reserves were calculated for the zones of Ahnet, Timimoun, Mouydir, Illizi and Berkine.

With a TR of 15%, Algeria ranks 4th in terms of technically recoverable resources, just after the United States (whose TR varies between 20 and 50% depending on the deposits), China and Argentina, according to a report of the International Energy Agency on shale gas made in 2013.

On October 2, 2017, the US delegates visited the Headquarter of Sonatrach and were greeted by the Vice President upstream, Mr. Salah Mekmouche, Mr. Mahieddine Taleb, Advisor to the President of Sonatrach, and many senior officials of Sonatrach including the President of ENTP, Mr. Brahim Hammoudi, the President of ENSP, Mr. Mansour Kerris, the President of Enafor, Mr. Slimane Medjber.

After a welcoming address, Mr. Fethi Arabi, advisor at Sonatrach did a presentation about the overview of Sonatrach corporate, including the activities for 2016, the mining domain, the partnership strategy, the E&P development opportunities, and the Downstream development opportunities. After the presentations and the debate, a networking lunch was

offered to the US delegates. It was an important occasion to network with key decision makers from Sonatrach, its subsidiaries and their US counterparts. At this event, the US attendees learned about upcoming Sonatrach initiatives and participated in frank discussions about US-Algeria partnerships and business opportunities.



US Delegates at the Sonatrach HQ.

I am pleased to announce that during this trade mission, an important MoU was signed between the US company National Oilwell Varco represented by the Chairman & CEO Mr. Clay Williams, and the Algerian public company ENCC represented by the President & CEO Mr. Athmane Ouroua. Both companies agreed to manufacture one product that is used in the Oil and gas sector.



Signature of the MoU between the US company National Oilwell Varco represented by the Chairman & CEO Mr. Clay Williams, and the Algerian public company ENCC represented by the President & CEO Mr. Athmane Ouroua.



Mr. Clay Williams, Chairman and CEO of National Oilwell Varco during his interview by the Algerian press after signing the MoU with the Algerian public company ENCC

Meeting at the Ministry of Commerce.

On October 2, 2017 in the afternoon, the US delegates visited the Ministry of Commerce. The US delegation was greeted by the Deputy Minister Mr. Athmane Benghanem and his cabinet.

The US delegates asked some questions related to the new investment law and what are the incentives that are offered to an investor in Algeria. It was an open discussions.



Meeting at the Ministry of Commerce.

Meeting at the Ministry of Industry and Mines

On October 3, 2017, the US Delegates visited the Ministry of Industry and Mines.

Meeting of leaders of public industrial groups with the US delegates.

The US delegation met with the leaders of major public industrial groups at the ministry of Industry and Mines. The US delegation was greeted by the Deputy Minister Mrs. Rabea Kharfi and her cabinet.

Mrs Rabea Kharfi pointed out that the Government of Algeria and the United States are discussing a number of bilateral agreements, including the Algeria – U.S. Trade and Investment Framework Agreement (TIFA). These agreements will help to expand the U.S. – Algeria commercial relationship. Algeria supports public private partnerships (PPPs), she suggested, as well as opportunities for Small & Medium-sized Enterprises (SMEs). SMEs make up the “backbone of any economy,” she said, and “here in Algeria, SMEs are playing a major, proactive role in all industries. The United States is a leader in SMEs, and we look forward to developing initiatives that allow us to bring our SMEs together with U.S. SMEs.”

Last but not least, she suggested, advanced technology represents yet another strength of U.S. companies. “We as a government are supporting initiatives to develop high-end technological capabilities serving all fields and industries,” she concluded, “and one way to do that is through exchange of knowledge and technology transfer with the United States.”



This Ministry is in charge of Investment and also Intellectual Property Rights. The US delegates raised the importance of strong protection of IP and highlighted their concerns with current implementation and enforcement. It was recommended that they should meet with officials at the Algerian National Institute of Industrial Property (INAPI). Hence during the Trade Mission business to business meetings on October 4th at EL-Aurassi hotel.

Thirty five US delegates, active in the pharmaceutical, mechanical, electrical and electronic, food, mining, fertilizer, textile and consulting firms, were present at this meeting, in order to explore the opportunities offered by the Algerian market and reach partnership agreements with their Algerian counterparts.

On the Algerian side, it was the industrial groups, under the Ministry of Industry and Mining, who took part in this meeting, namely: the SAIDAL Group, the Algerian Cement Industrial Group (GICA), the National company of Industrial Vehicles (SNVI), Metallurgical Industries Group (IMETAL), Algerian Group of Mechanics (AGM), Algeria Chemical Specialties (ACS), National Fertilizer and Phytosanitary Products (Asmidal), National Society tobacco and matches (SNTA), Manadjim El Djazair (MANAL), the AGRODIV Group, DIVINDUS, GETEX, Elec El Djazair Industry, as well as institutes in charge of training and technical centers.

Senior officials from the ministry of Industry and mines also attended the meeting, The ANDI agency presented a detailed presentation on business opportunities in Algeria and benefits granted to foreign investors

During this meeting, particular emphasis was placed on the reforms initiated by the public authorities, in recent years, to promote investment and make the business environment "more attractive" in the image of the reform of the code of investment.

Three joint ventures between Algerian public companies and American companies are already operational, particularly in the fields of pharmacy, metal construction and agricultural equipment, the Deputy Minister told during her speech.

She also mentioned the joint venture for the manufacture of the pharmaceutical products between the world leader in the pharmaceutical industry PFIZER and the public group SAIDAL, another joint venture between the Algerian mechanical group and the American company Massey Fergusson for the manufacture of agricultural tractors, as well as the joint venture specializing in the manufacture of light steel between the Algerian company BATIMETAL and the American company FRAMEMAX.

Meeting at the Ministry of Labor

On October 3, 2017 The US Delegates visited the Ministry of Labor and they were greeted by H.E Minister Mourad Zemali and his cabinet.

The meeting included senior officials including labor, unions and social security. The pharma companies, discussed the dynamics of their contributions to Algeria and their willingness to continue to collaborate with the government to improving access to their innovations as well as enhancing their contributions to the economic development of Algeria based on knowledge and innovation. It was mentioned by the Minister and the senior official for Social Security Dr. Djaouad Bourkaib that they are currently looking at the possibility of introducing Performance Contracts and /or Risk Sharing agreements to manage the budget for reimbursement. It was agreed by the Minister to set-up immediately a joint Task Force (Ministry and ALPI) to create a mechanism for a win-win scenario. With their regional and global expertise, the industry will provide support and best practices to the Task Force



US Delegates with H.E Minister Mourad Zemali at the Ministry of Labor Agreement on the establishment of a working group between the Ministry of Labor and the members of US delegation with the support of the US Algeria Business Council

The establishment of a working group bringing together the executives of the Ministry of Labor, Employment and Social Security and the members of the US delegation with the support of the US Algeria Business Council (USABC) was decided Tuesday October 3rd to accompany US investors in all steps related to the sector.

During the meeting the Minister of Labor, Employment and Social Security, H.E Mourad Zemali stated to the delegation of American businessmen and businesswomen, that he agreed to "establish a joint working group of senior executives from the United States. Ministry and representatives of the US Algeria business council whose mission is to accompany US investors in all the steps related to the sector of labor, employment and social security.

During this meeting, the US delegation inquired about national policies and measures in the areas of labor, employment and social security, in addition to the benefits offered in this regard.



On this occasion, the minister expressed the availability of his department to support the American investors in the realization of their projects in Algeria and the establishment of mutually beneficial partnership.

The US delegation is made up of leaders of major US companies representing several sectors, namely energy and renewable energies, waste recycling, the pharmaceutical industry and medical equipment, in addition to telecommunication companies, new technologies of the environment information and communication, agricultural machinery, agribusiness and consulting firms.

The diversity of the sectors of activity represented by the delegation is an opportunity for investment and job creation, said Minister Mourad Zemali, saying that these are priority sectors in the framework of the public authorities to encourage entrepreneurship, and the creation of micro-enterprises in productive economic sectors.

The minister said, in this regard, his willingness to establish frameworks for cooperation and partnership with startups and to create incubators for industrial projects in Algeria.

Meeting at the Ministry of Health

On October 3, 2017, the US delegates visited the Ministry of Health and was greeted by the Chief of Staff Mr. Ali Rezgui and his cabinet for the meeting with all the major US and Multinational pharmaceutical companies. This year's Trade Mission was a good opportunity for US pharmaceuticals to revitalize their dialogue with the ministry of Health.



Meeting of the Joint Government/Industry group: the PhRMA Group led by Mr. Samir Khalil, Executive Director, Middle East & Africa at PhRMA co-chaired with Mr. Ali Rezgui, the Chief of Staff at the Ministry of Health and his colleagues from the Ministry of Health.

After the meeting with the Chief of Staff, the US delegates met with H.E. Minister Mokhtar Hasbellaoui, the Minister of Health. During the meeting, the Minister emphasized on the fact that this is a partnership and we need to continue the regular joint meetings to support the government achieves its vision in the Healthcare Cluster.

The meeting was very productive, and an MoU was signed in presence of the Minister Mokhtar Hasbellaoui.



Memorandum of Understanding between the Ministry of Health and the American Pharmaceutical company Johnson & Johnson:

A memorandum of understanding was signed on Thursday October 5th between the Ministry of Health, Population and Hospital Reform and the "Johnson & Johnson" laboratories in the field of the fight against cancer.

The memorandum was signed by Pr. Mohamed Lhadj, the Director General of Healthcare Structures and Hospital Reform at the ministry, and Mr. Yasser Farghali, General Manager of Johnson & Johnson Laboratories in Algeria, in the presence of the Minister of Health, Pr. Mokhtar Hasbellaoui, and the Director of Johnson & Johnson company for the MENA Region, Mr. Andreas Gerber.

"Comprised of several components, this memorandum is intended to accompany the national anti-cancer plan drawn up by the State, particularly in terms of early detection and diagnosis of the disease, in addition to training experts in the detection of several types of cancer," said Mr. Yasser Farghali.

The two parties intend, through this memorandum, to exchange experiences between the two countries, and Johnson & Johnson laboratories to ensure the travel of experts from both countries. It will also set up a center of excellence for organ transplantation in Algeria, which will act as a "reference center" and provide training for the Maghreb and African countries.

The Minister of Health and Mr. Andreas Gerber have agreed to invest in the field of pharmaceutical production, including innovative medicines for the fight against cancer. Another memorandum of understanding will soon be signed concerning the fight against cancer.

Meeting with the Minister of Health team led by Ali Rezgui, Chief of Staff. The meeting included senior officials from the Ministry of Health including Dr. Hamou Hafed, Director General of Pharmaceuticals at MOH. Currently the government is working on a plan for a Healthcare Biotechnology Cluster to attract innovation and research in Algeria

Meeting with His Excellency, Pr. Mokhtar Hasbellaoui, Minister of Health, Population and Hospital Reform. The industry briefed the

Minister on the outcome of the meeting with the Chief of Staff and the commitment as an industry to continue the collaboration with the government to improve access by Algerian patients to the innovative medicines. The Minister supported the idea of conducting an audit for the environment of clinical trials in Algeria as a first step for their efforts to establish the Healthcare Cluster.

Also, we had the chance to interact with the **new US Ambassador to Algeria, John Desrocher** and his economic team during the reception he hosted at his residence for the visiting trade mission delegates.



US Ambassador John Desrocher welcoming the US delegation and giving some remarks at his residence with Dr. Ismael Chikhoun, President & CEO of the US-Algeria Business Council.

One of the highlights of the trade mission was the reception at the US Embassy hosted by the Honorable Ambassador John Desrocher. The delegates enjoyed a pleasurable evening of camaraderie and discussions about the business environment in Algeria.



The US delegation at the Ambassador's residence

Day Three: On October 4, 2017 was dedicated to Business-to-Business (B2B) meetings.



Ms. Ellen Wasylina, President & CEO of Transatlantic Global Advisory.



**Mr. Alex Maurey McKeon Manager at Michel Hurel Transport and
Mr. Sadruddin Currimbhoy, President & CEO of Wilson Amplifiers**

The 2017 US Trade mission set a new tone in US-Algeria trade relations. It was inspiring to see the many facets of interaction between the private sector and the public sector and across national lines between US and Algerian executives. The US-Algeria Business Council will continue the momentum of this event with several high-profile trade events in 2018. To our members, thank you for your ongoing support!

I am pleased to announce that there have been several positive outcomes from the 2017 US Trade Mission to Algeria. Two US companies have signed partnership agreements (MOUs) with Algerian public and private companies to create a joint-venture and develop a large production in Algeria. We also gained two new members at the USABC during this mission, the Safa Group from Algeria involved in the real estate development sector, and Visa Travel company from Algeria involved in the travel industry.

On October 4, 2017 Dinner/Gala celebrating the 15th Anniversary of the creation of the US-Algeria Business Council



Honorable Ambassador John Desrocher and his wife at the Gala with Dr. Ismael Chikhoun, President & CEO of the USABC

The Business Council celebrated its 15th Anniversary on October 4th of the current year. It was a moment of sharing with all the members and partners but it is also a moment of reminder of the actions of the organization. An organization that has grown over the years and has diversified its membership to different sectors. The success of the diversification of the membership gained a credibility towards both governments and to both business communities. All members and guests of the Gala agreed to mention how much the USABC has become essential in the economic and commercial rapprochement of the two countries and also to wish the Council a longer life. The USABC has initiated various partnerships, and various "Success stories" in sectors such as agriculture, health, energy and others. It was a moment of conviviality for all the guests who attended the celebration.



From Left to right: Mr. Athmane Benghanem, Deputy Minister of Commerce, Mrs. Desrocher, Ambassador John Desrocher, Dr. Ismael Chikhoun, Ambassador Amine Kherbi(Ret), Mr. Ali Rezgui, Chief of Staff at the Ministry of Health, cutting the Anniversary cake during the Gala.

Many officials from the Algerian government attended the Gala, including Mrs. Rabea Kharfi, Deputy Minister of Industry and Mines, Mr. Athmane Benghanem, Deputy minister of Commerce, Mr. Ali Rezgui, Chief of Staff at the Ministry of Health, Mr. Arezki Hocini, President of Anaft, Mr. Salah Mekmouche, Vice President of Sonatrach, all the CEOs of public banks and government agencies, Ambassador John Desrocher and his wife.

The most important result of the recent US Trade Mission to Algeria was the information gained by the delegates. During their stay in Algeria they were able to gain important information on upcoming contracts for projects with the Algerian Government and also find out which items are being procured by the private sector from overseas producers. Based on this new information, we will soon have additional success stories in US-Algeria trade.

I want to thank all the US companies that attended the 2017 US Trade Mission to Algeria and recognize the leadership of our Chairman Greg Pensabene, the support of the US Embassy in Algeria under the leadership of the honorable Ambassador John Desrocher, the support of the Embassy of Algeria in Washington, DC under the leadership of H.E. Ambassador Madjid Bouguerra.

I want to thank our USABC representative in Algeria, the RedMed Group for their continued support of our activities.

Special thanks to our sponsors for their generous contributions: The Madar Group, Petrogel, PhRMA, Johnson&Johnson, SPS, Varian Medical Systems, the Lacheb Group, the CATM group, the IVAL Group, the RedMED Group, and the Visa Travel Agency.



2017 US DAIRY SEMINAR

Organized by the US-Algeria Business Council with the support of the Embassy of Algeria in Washington, DC and the US Embassy in Algeria

September 13, 2017 - El Aurassi Hotel, Algiers- Algeria

On September 13, 2017 the US-Algeria Business Council with the support of the Embassy of Algeria in Washington, DC, and the US Embassy in Algeria will host the 2017 US Dairy Seminar.

This important event will be an excellent opportunity for Algerian farmers in the dairy business to learn more on how they can improve the milk quality and the milk production per cow. US experts will do presentations in areas such as, livestock feed, design of the US model of dairy farms, new technologies in the conception, build, design and operation of the dairy farm.

AGENDA

08h30-09h00 REGISTRATION / Badges

09h00-09h10 Welcome Address:

Dr. Ismael Chikhoun, President & CEO of the USABC
Mr. Ted Ayash, President of AIAG Group

Keynote Speakers:

09h10-09h15 Mr. Lawrence Randolph, Chargé d'Affaires
US Embassy in Algeria

09h15-09h45 Mr. Kamal Chadi, Deputy Minister of
Agriculture

09h45-10h45 OPTIMIZING YOUR COMPLETE DAIRY FARM FACILITY :
Setting appropriate goals, Challenges in Emerging markets
Presenter: Mr. Ted Gribble, FIVE-G Consulting

10h45- 11h45 FEEDING COWS A TOTAL MIXED RATION FOR BEST
PRODUCTION

Presenter: Mr. Marty Philippi, JAYLOR

11h45-12h30 **COW COMFORT** : Freestalls for complete cow comfort
Presenter: Mr. Chris Keane , PROMAT

12h35-13h45 **LUNCHEON**

14h00-15h00 **PARLOR/AUTOMATION INNOVATIONS** : Properly
milking your cows

Presenter: Mr. Benjamin Kern, BOUMATIC

15h00-16h00 **MANAGING DAIRY COW HANDLING** : Managing cows
with headlocks, importance and options, breeding/transition

Presenter: Ms. Sue Hagenon, ARTEX

16h00-16h30 **QUESTIONS AND ANSWERS**

16H30-16H40 **CONFERENCE WRAP UP**
Dr. Ismael Chikhoun, President & CEO of the USABC

American International Agricultural Group (AIAG) in Collaboration with the USABC conducted a dairy seminar at the El Aurassi hotel in Algiers on September 13, 2017. Over 125?? People attended this event which was covered by the major media outlets.



From left to Right: Mr. Ted Ayash, President of AIAG Group, Mr. Ted Gribble, Five G consulting expert, Mr. Marty Phillipi, expert at Jaylor, Mr. Ben Kern, expert from Boumatic

The objective of the seminar was to share the latest US advancement in dairy farm design and management to help the Algerian farmer increase per cow milk production and help advance Algeria's dairy industry into a level that satisfies its local demand for milk and opens the door for export into other markets.

The AIAG consortium team included a group of subject matter experts that represent the leading US companies in dairy farm design, implementation and operation. They presented proven dairy farm

solutions that have advanced the US dairy production into its leading position in the world.



The seminar covered the following topics:

OPTIMIZING YOUR COMPLETE DAIRY FARM FACILITY

Presenter: Ted Gribble, FIVE-G

Setting appropriate goals, Challenges in emerging markets.

A total system approach to developing your dairy that is custom tailored to your situation, using the latest technology and modern concepts for herds of 100 to 20,000 cows.

COW COMFORT

Presenter: Chris Kean, PROMAT Latest advancement in cow comfort and ergonomics to help developing dairy nations ensure that their cows are receiving the highest possible level of comfort.

PARLOR/AUTOMATION INNOVATIONS

Presenter: Ben Kern, BOUMATIC

Innovative parlor solutions that help dairy farmers be more profitable, while safeguarding animal welfare.

FEEDING COWS A TOTAL MIXED RATION FOR BEST PRODUCTION

Presenter: Marty Philippi, JAYLOR

Innovative total mixed ration solutions that provide proper cow nutrition and increase milk production.



From left to Right: Dr. Ismael Chikhoun, President & CEO of the USABC, Mr. Kamal Chadi, Deputy Minister of Agriculture, Mr. Lawrence Randolph, Deputy Chief of Mission at the US Embassy in Algeria.

2017 Transatlantic Economic Forum

Economic reforms, energy and security cooperation, and increasing regional and transatlantic partnerships were the overarching themes of the 5th annual Transatlantic Economic Forum in Washington D.C., organized by the Center for Transatlantic Relations SAIS in partnership with the U.S. Chamber of Commerce.

CTR-SAIS Senior Fellow and Director of the Mediterranean Basin, Middle East and Gulf Initiative, Sasha **Toperich** provided the opening statement, welcoming the audience and those watching around the world via livestream.

“This is the 5th Transatlantic Economic Forum, which CTR-SAIS hosts annually with the goal to bring the business and government leaders from the countries of the larger Mediterranean together in an ongoing effort to support stronger transatlantic ties and a more dynamic regional cooperation.

The US Algeria Business Council was invited to participate as a guest speaker at the 5th Transatlantic Economic Forum.



Dr. Ismael Chikhoun, President & CEO of the US-Algeria Business Council and Mr. Ali Haddad, President of the FCE (Forum des Chefs d'Entreprises)

The first panel of the Transatlantic Economic Forum was “Doing Business in Maghreb.”



Panelists were Asmaa El Mkhentar, Ministry of Industry, Trade, Investment and Digital Economy (Morocco); Mahieddine Taleb, Advisor to CEO, Sonatrach, (Algeria); Adel Mohsen Chaabane, AmCham (Tunisia); Mustafa Sanalla, Chairman, National Oil Corporation, (Libya); and Omar Mohanna, Chairman, Suez Cement Group of Companies (Egypt).

The panel was moderated by Greg Lebedev, Senior Advisor to the U.S. Chamber of Commerce President and Chairman of the Board of CIPE.



Mr. Mahieddine Taleb, Advisor to the CEO of Sonatrach from Algeria, discussed increased privatization of state-owned enterprises in a predominantly state-dominated economy. The private sector operates under a 49-51 percent rule, meaning that foreign investment must find an Algerian partner for a joint venture,” Taleb said of the investment law, adding that “The investment law grants a number of guarantees for foreign investors, fair and equitable compensation and treatment, and provides generous incentives.

“Sonatrach is changing the way to do business, putting a lot of effort to include attractiveness and preparing a revision to the hydrocarbon law, coming into effect in Q2 2018, minimizing approval processes and eliminating bureaucracies,”

“The government is putting a lot of effort to diversify the economy by attracting foreign and domestic investment, with vast natural resources and a politically stable environment. Recently, Algeria has adopted a new investment law to attract FDI

"Algeria and Transatlantic Relations" Book launch



Panelists (L-R) Ismael Chikhoune, President, U.S. – Algeria Business Council; Ali Haddad, President of FCE, Jeremy Berndt, Deputy Director of Maghreb Affairs Near Eastern Affairs Bureau, Department of State; moderator Samy Boukaila, CTR-SAIS Fellow.

Opening Remarks: Ali Haddad, CEO, ETRHB Haddad Group, President, Algerian Business Association (FCE), (Algeria)

Panelists (L-R):

**Ismael Chikhoune, President, U.S. – Algeria Business Council;
Jeremy Berndt, Deputy Director, Office of Maghreb Affairs Near Eastern Affairs Bureau,
Department of State.**

Moderator: Samy Boukaila, CTR-SAIS Fellow.

Algeria and Transatlantic Relations, expected in English by early 2018, is an edited volume that narrates the history of Algeria and its transatlantic relations with the United States, as well as the aspiration for a more inclusive and integrated relations in all aspects.

Opening remarks were given by **Ali Haddad**, CEO of ETRHB and the FCE, a sponsor of this publication. He noted the purpose behind such support that will lead to a better understanding of Algeria and its long-lasting relation with the United States and the American people, and the desire to improve friendship between the people, foster even more cooperation in culture, business and trade for the benefit of both nations.

“This publication traces the history of Algeria before, during, and after its revolution, and is a reference for all those interested in our country, its history, evolution, and its progress,” Ali Haddad, CEO, ETRHB Haddad Group, President, Algerian Business Association (FCE), *said of the publication **Algeria and Transatlantic Relations**.*

“We are determined to engage Algeria into a new era, and are committed to accelerate the pace of reform on the basis of a transparent and frank dialogue with the authorities,” **Haddad** said.

“In the last decade, we’ve seen a lot of companies emerging to do business and attract foreign investment, which we view as a very good sign,” noted **Ismael Chikhoun**e, President, U.S. – Algeria Business Council.

“Most of the large U.S. pharmaceutical companies are currently producing in Algeria, with local partners – whether they are large public companies or private companies. In agriculture, last year we saw the first joint venture between Algerian private farmers and a consortium of large U.S. enterprises in this sector, and they are currently harvesting 500 ha. of potato seeds in the Algerian highlands,” **Chikhoun**e explained, noting that “Algeria is looking for exactly this type of partnership, where everyone can benefit.”

“When you combine the low costs of setting up manufacturing, the skilled workforce, and the incentives offered by the Algerian government – no customs duties and no taxes for projects from 5 to ten years, improving of the banking system – these is a great environment for investors,” says **Ismael Chikhoun**e, President, U.S. – Algeria Business Council.

“This book comes at a great time. Our relationship with Algeria is growing stronger and becoming more diverse than it has ever been. The bilateral relationship is one founded on the principle of deep mutual respect, and we have been striving to achieve shared interests in security, stability, and prosperity,” said **Jeremy Berndt**, Deputy Director, Office of Maghreb Affairs Near Eastern Affairs Bureau, Department of State.

Our relationship with Algeria is growing stronger and becoming more diverse than it has ever been. The bilateral relationship is one founded on the principle of deep mutual respect, and we have been striving to achieve shared interests in security, stability, and prosperity,” said **Jeremy Berndt**, Deputy Director, Office of Maghreb Affairs Near Eastern Affairs Bureau, Department of State.

“Since 2001, our Trade and Investment Framework Agreement, or TIFA talks, have provided a valuable forum for exploring new ways to reduce trade barriers and expand economic cooperation [...] Each of our countries is blessed with a talented, ambitious, highly educated

workforce, [and] as such I'm confident that our bilateral initiatives will foster exchange and collaboration between American and Algerian entrepreneurs, providing new opportunities for investment, innovation, and cutting edge research and development," Berndt noted.

In the last decade, we've seen a lot of companies emerging to do business and attract foreign investment, which we view as a very good sign," noted Ismael Chikhoun, President, U.S. – Algeria Business Council.

At the Johns Hopkins University in Washington DC



**H.E Ambassador Madjid Bouguerra, Algerian ambassador to the United States of America
Mr. Ali Haddad, President of the FCE (Forum des Chefs d'Entreprises)
Dr. Ismael Chikhoun, President & CEO of the US-Algeria Business Council**

At the US Department of State



H.E Ambassador Madjid Bouguerra, Mr. Ali Haddad, President of the FCE, Dr. Ismael Chikhoune, President & CEO of the US-Algeria Business Council

At the meeting at the US Department of State, President Ali Haddad started his remarks by presenting his company the ETRHB Group.

Ali Haddad, CEO of ETRHB Haddad Group and President of FCE, Algeria. ETRHB Group has an annual turnover of one billion dollars, with 15,000 employees and active in several sectors (e.g. highways and roads, dams, railways, water transfers, technical construction, housing, gas, among others). In 2020, we expect to produce 8 million tons of cement, and 2.5 million tons of steel production. We are also in media, with two newspapers and two TV channels, where we employ about a thousand employees, and are owners of a prestigious soccer team – which just missed the African Champions League.



MEETING AT THE US DEPARTMENT OF STATE with Mr. Brian McFeeters, Principal Deputy Assistant Secretary for Economic and Business Affairs

The FCE, Forum of Entrepreneurs, is an organization of more than 2,000 entrepreneurs and industrialists with an annual turnover of 40 billion dollars and 40,000 companies with 400,000 employees. The FCE is the prime business supporting organization to defend the interests of companies and enterprises and positively influence the economy for a more prosperous society. The FCE has always advocated for the paramount importance of the private sector, and the necessity for liberty and trade. These principles are now the foundation of the Algerian economy, as they are in the developed world. Not long ago, the economy was totally state-controlled, with the state as the main investor, predominantly in hydro-carbons. We had a 50% drop in oil and gas revenues, and structural reforms that have been initiated have completed overhauled the economic climate. The government has initiated dialogue with various stakeholders to find solutions to the crisis and plan for a global strategy.

A public-private dialogue has allowed us to improve government reactivity to tackling business climate constraints, and now more than 90% of Algerian SMEs are privately-owned 85% of the added value outside the hydrocarbon sector is through the private sector,” says Ali Haddad, CEO of ETRHB Haddad Group and President of FCE, Algeria.

Two thirds of job creation in Algeria has been generated by the private sector, and the private sector is key to the diversification of the economy, says **Ali Haddad**, CEO of ETRHB Haddad Group and President of FCE, Algeria.



*Panelists (L-R): **Ali Haddad**, CEO, ETRHB Haddad Group (Algeria); moderator **András Simonyi**, CTR-SAIS Managing Director; **Hisham Fahmy**, AmCham Egypt, Inc.; **Dalibor Miloš**, Chairman of Supervisory Board, Aluminij d.d., (Bosnia and Herzegovina).*

The private sector is keen to invest within the next five years 2.5 billion dollars to set up a photo-voltaic solar farm that would provide 2 GW of electricity. The automotive industry is also developing very quickly, and the green economy and IT sectors are supported and developed by young private sector entrepreneurs. The government is enhancing the economic environment and has committed to reforms to stimulate entrepreneurs and create jobs for prosperity.

“Algeria is the gateway of Africa. Today we have 40 million inhabitants, and by 2030 we are likely to have 50 million, while the African continent will have 1.5 billion inhabitants – this is the future market,” says **Ali Haddad**, CEO of ETRHB Haddad Group and President of FCE, Algeria.

“Within the next five years, the private sector is keen to invest 2.5 billion dollars to set up a photo-voltaic solar farm that would provide 2 GW of electricity. The automotive industry is also developing very quickly, and the green economy and IT sectors are supported and developed by young entrepreneurs. The government is enhancing the economic environment and has committed to reforms to stimulate entrepreneurs and create jobs for prosperity,” Haddad concluded.



*L-R: **Jasmin Mahmužić**, Director, Banking Agency of the Federation of Bosnia and Herzegovina, BiH; moderator **Steve Lutes**, Vice President for the Middle East, U.S. Chamber of Commerce; **Mehdi Bendimerad**, Vice President, Algerian Business Association (FCE).*

“17 years since the inception of FCE, we have seen Algeria changing and stabilizing, moving its economy forward and establishing international relationships,” said Mehdi Bendimerad, Vice President, Algerian Business Association (FCE). “Algeria is ranked the third most important economy in the MENA region, and a leader in the Maghreb. It is also among a handful of countries that have achieved a 20 percent poverty reduction rate in the last two decades. The government took significant steps to improve the well-being of its people by implementing social policies, working in tandem with the UN sustainable development goals,” Bendimerad explained, noting that the country’s oil boom has enabled the authorities to clear its debt, which was constraining Algeria’s budget. “Now, the country has very little debt, about 3 billion dollars out of a 200-billion-dollar economy,” Bendimerad said. “That is not much compared to many Western countries, where debt often exceeds 60 percent of GDP.” In the latest Human Development Report,

“Algeria is ranked 83 out of 188 countries” said Bendimerad, showing its large improvements in terms of life expectancy, education, and others. “The Algerian market presents itself as one of the most dynamic and profitable markets in the region, and thus I believe it is no longer acceptable that trade between “ Despite of a sharp decline of oil prices [...] Algeria was able to maintain economic growth at 3.4 percent in 2016,” says Mehdi Bendimerad, Vice President, Algerian Business Association (FCE). Algeria and the U.S. remains at the current level, and that it is so little diversified. The shift towards a more diversified economy will help Algeria move towards more sustainable growth and create more jobs. Algeria wants to establish exceptional economic relations with the United States. Important opportunities exist in various sectors

besides hydrocarbons, such as mining, renewable energy, medicine, and agriculture. American expertise in the fields of biotechnology, digital technology, and the automotive industry are of interest to us. I invite American companies to focus more on Algeria, which has important investment opportunities. FCE is willing to actively contribute to strengthening cooperation between the businesses of our two countries,” Bendimerad concluded.



At the US Chamber of Commerce, meeting with the Senior Vice President Mr. Scott Eilsner

Meeting with the National Milk Producers Federation and the US Dairy Export Council



Dr. Ismael Chikhoun, President & CEO of the USABC, Mr. Ali Haddad, President of the FCE, Mr. James Baily, Lawyer, Mr. James Mulhern, President & CEO of NMPF, Mr. Matt McKnight, CEO of US Dairy Export Council.

MEETING At the Corporate Council on Africa in Washington DC



Meeting with Ms. Florizelle Liser, President & CEO of the Corporate Council on Africa



Mr. Ali Haddad, President of the FCE meeting with Mr. John Chrosniak, Senior Vice President of Dupont



Mr. Mahieddine Taleb, Senior Advisor to the President & CEO of Sonatrach giving his remarks after receiving his award



H.E Ambassador Madjid Bouguerra Named Ambassador of the Year

Washington, DC – The National U.S. – Arab Chamber of Commerce (NUSACC) this week named H.E. Madjid Bouguerra, Algeria’s Ambassador to the United States, as the 2017 “Ambassador of the Year.” One hundred business and government leaders participated in the awards ceremony at the Ritz-Carlton Hotel, drawing VIPs from across the United States.

The recognition ceremony was attended by officials of several major American companies operating in Algeria, members of NUSACC and members of the US Algeria Business Council (USABC).



H.E. Madjid Bouguerra (center), Algeria’s Ambassador to the United States, accepts the Ambassador of the Year award from David Hamod (left), NUSACC’s President & CEO, and Nancy Ziuzin Schlegel (right), NUSACC Board Member and Vice President of International Government Affairs at Lockheed Martin, Lead Sponsor of the award luncheon.

Key figures at the event included Ambassador Joan Polaschik, Deputy Assistant Secretary of State for the Near East, the honorable Josh Pope Mayor of El Kader City, Iowa, Mr. Brian Toohey Senior Vice President of PhRMA the American association of pharmaceutical research laboratories.

"By honoring Ambassador Madjid Bouguerra, Algeria is honored as a country with considerable potential and natural partner of the United States," said David Hamod, president of NUSAAC at the opening of the ceremony.

Speaking at the event, USABC President & CEO Dr. Ismael Chikhounne said this recognition rewards the efforts of the Algerian Ambassador to "strengthen relations, expand cooperation in trade and investment, and intensify the political and commercial ties between Algeria and the United States of America".



- Dr. Ismael Chikhounne, President & CEO, U.S. – Algeria Business Council

For her part, Ambassador Joan Polaschik said that Algeria has "emerged as an important partner of the United States in the fight against terrorism,"

highlighting, during his testimony, the various aspects of security cooperation between the two countries.

Ambassador Joan Polaschik noted that the United States was working with Algeria to promote their economic relationship with the prospect of strengthening the investment opportunities offered to US companies,



- Hon. Joan Polaschik, Acting Principal Deputy Assistant Secretary of State

highlighting the role of the Embassy of Algeria in Washington and the great role of the USABC in promoting these business relations and recalling the long-standing cooperation with Algeria in the field of energy.

“I am delighted to be here today to honor a great friend and colleague, Ambassador Madjid Bouguerra. It has been my honor and great pleasure to work with him in support of shared interests to deepen the U.S.-Algeria partnership. As we look forward to new areas of cooperation, I am grateful to have a strong partner in Ambassador Madjid Bouguerra.”


Speaking at the ceremony, Ambassador Madjid Bouguerra said that "this recognition is a testament to the quality of bilateral relations, while the two countries are resolutely committed to promoting their partnership".



Ambassador Madjid Bouguerra- Speech of acceptance.

The ambassador pointed out that the trade, focused on hydrocarbons, have seen a sharp decline since 2014 due to the decline of Algerian exports of oil and gas, and the drop in oil prices, shrinking by 22 billion dollars to 7 billion. The shale gas boom has enabled the United States to become a net exporter of natural gas, he said.

However, the decline in oil prices "should not be seen as a setback but rather as an opportunity to reorient the country towards a more diversified economy," he noted.



The fall in oil prices has allowed the two countries to explore other opportunities to promote their economic and trade relations, as evidenced by the numerous business missions made in Algeria and the various Road Shows organized in the United States.

As of today, more than 120 US companies are operating in Algeria in various economic sectors, Ambassador Madjid Bouguerra said, underlining, in this regard, the success of recent investments in agriculture, health and pharmaceutical industry.

"The growing interest shown by US companies in investing in Algeria in non-traditional sectors is the result of several advantages and assets that characterize the Algerian economy and market," he said, citing in this the government debt almost zero and foreign exchange reserves that remain at a significant level of 100 billion dollars, allowing the country to mitigate the effects of the oil shock.

The ambassador also highlighted the establishment of a new model of economic growth aimed at achieving emergence by 2030 while noting the importance of the structural reforms that have been implemented so far to improve the business climate.

And to add "Algeria has a remarkable stability, while the region is going through a troubled period. After years of turmoil and political and security problems, Algeria under the leadership of the President of the Republic H.E. Abdelaziz Bouteflika, has fully regained its rightful place in the concert of nations ".

The country "is today stable, looking serenely for the future", concluded Ambassador Bouguerra.



Ambassador Bouguerra (front row, center), with sponsors and other VIPs. Front row, from left to right: David Hamod, NUSACC; Amb. Joan Polaschik, U.S. Department of State; Ambassador Bouguerra; Nancy Ziuzin Schlegel, Lockheed Martin; Steve Brosnan, Raytheon International. Back row, from left to right: Dr. Ismael Chikhoun, U.S.-Algeria Business Council; Ambassador Amal Mudallali, Republic of Lebanon; Del Reneger, GE; Hon. Ken Hya, U.S. Department of Commerce; Lisa Schroeter, Dow Chemical Company; Mayor Josh Pope, City of Elkader; Noubia Gribo, Blumberg Grain; Brian Toohey, PhRMA.

Words of Appreciation for Ambassador Madjid Bouguerra

“There are significant opportunities for U.S. companies in Algeria, and I am grateful to Ambassador Bouguerra for his key role in promoting the U.S. – Algeria commercial relationship. Our Department of Commerce staff in Algiers and Washington can assist U.S. companies in working through the challenges of doing business in the market.”

- Hon. Ken Hyatt, Deputy Under Secretary of Commerce

“It was a pleasure working with Ambassador Bouguerra during a period of significant enhancement of the vitally important U.S.-Algerian bilateral relationship. Ambassador Bouguerra has played a critical role in strengthening cooperation on a wide variety of goals shared by both our countries, including the fight against terrorism, promoting regional stability, increasing economic and commercial exchanges and investment, and highlighting the bonds between the American and Algerian people. Ambassador Bouguerra’s work represents the very best of the U.S.-Algerian partnership.”

- Hon. John Desrocher, U.S. Ambassador to Algeria

“I am proud to pay tribute to H.E. Madjid Bouguerra for his dedication and constant efforts to build stronger and closer economic and political relationships. We thank him for his effective support and exceptional contribution to improve partnerships between Algeria and American businesses. I believe that the best is yet to come . . . “


- Mr. Ali Haddad, Chairman, Forum of Business Leaders in Algeria (FCE)

“This award is well-deserved, in recognition of your talents and achievements. this recognition rewards your effort to "strengthen relations, expand cooperation in trade and investment, and intensify the political and commercial ties between Algeria and the United States of America ".

- Dr. Ismael Chikhoun, President & CEO, U.S. – Algeria Business Council

“Our Sister City communities intensify and strengthen our connection. I am convinced that this partnership sets an example for the world that two cultures can live and work together in peace and understanding. Today, we honor Ambassador Bouguerra for his friendship, trust, mutual respect, and the values that characterize our relations.”

- Hon. Joshua Pope, Mayor, City of Elkader, State of Iowa



“Mr. Ambassador, it is a privilege and an honor for me to be here today to acknowledge not only your distinguished years of service, but also your humanitarian spirit, kindness, and wisdom that inspires such goodwill.”

- Ms. Kathy Garms, Executive Director, Abdelkader Education Project

From the over 100,000 employees of DowDuPont I extend our sincere congratulations on the recognition as Ambassador of the Year by the National US-Arab Chamber of Commerce. Your selfless devotion to enabling stronger economic ties between Algeria and the U.S. is apparent in the tremendous progress being shown at creating new opportunities for businesses from both countries. We look forward to continuing to see the strengthening relationship between Algeria and the U.S. especially in the areas of commerce. While our journey in Algeria is still taking shape, we are thankful for the support we have received and encouraged by the opportunities we see for DowDupont in Algeria. Again, congratulations for a well-deserved recognition!

Mr. John Chrosniak, Vice President of Dupont



US-ALGERIA BUSINESS

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Schedule of Events

January 2018 - October 2018

January 29-30, 2018

Houston, Texas

2018 US Algeria Energy Forum

On January 29-30, 2018 the US-Algeria Business Council and the Embassy of Algeria in Washington DC, will host the 2018 US-Algeria Energy Forum at the Four Seasons Hotel in Houston Texas, featuring H.E Ambassador Madjid Bouguerra, the Algerian Ambassador to the United States of America, Mr. Abdelmoumen Ould Kaddour, President & CEO of Sonatrach. Mr. Mohamed Arkab, President & CEO of Sonelgaz, and Mr. Arezki Hocini, President of Alnaft.

The 2018 US-Algeria Energy Forum will be an opportunity for Algeria and the United States to reaffirm its energy trade links. The energy industry is the most substantial sector of trade between Algeria and the United States. American companies operating in Algeria have a reputation for working closely with local communities, employing Algerian laborers and maintaining a visible and generous commitment to corporate citizenship projects throughout the country.

January 29, 2018

Houston, Texas

Gala Diner celebrating the 15th Anniversary of the creation of the US-Algeria Business Council

On January 29, 2018, at 6:30pm, the US-Algeria Business Council will celebrate the 15th Anniversary in Houston at the Four Seasons Hotel in Houston Texas. Attendees will be members of the USABC, US Government officials from the US Department of Energy, State Department, Commerce Department, USTR, USTDA. Trade organizations and many US companies.

February 12-16, 2018

San Francisco- Fresno- Tulare, California

2018 Agribusiness Trade Mission to California

On February 12-16, 2018, the US-Algeria Business Council and the Embassy of Algeria in Washington, DC, will host the 2018 Agribusiness Trade Mission to the Central Valley, California. This trade mission will host over three dozen Algerian importers and investors active in the agribusiness sector.

The trade mission will feature visit to the International Agricultural Expo scheduled on February 13-15, 2018 in Tulare and visits to local farms, dairy farms and factories and also feature networking events hosted by local Economic Development Councils and Chambers of Commerce in California.

February 26-27, 2018

Algiers, Algeria

2018 US Defense Technology Trade Mission to Algeria

On February 26-27, 2018, the US-Algeria Business Council, and the Embassy of Algeria in Washington, DC, will host the 2018 US Defense Trade Mission to Algeria for US executives in the defense and security equipment sector. The trade mission will begin on February 25th in Algiers, where trade mission delegates will be greeted at the airport and will begin their intensive customized trade mission. The trade mission will feature private high-level meetings with senior officials at the Ministry of Defense, networking opportunities, and market information briefings on February 26-27, 2018. This trip will be an excellent opportunity to learn about technology, equipment and training purchasing by the Algerian Government, to introduce new technology to meet Algeria's needs, and to meet directly with potential partners for partnership in Algeria who are seeking US equipment and technology.

April 16-19, 2018

Oran, Algeria

US Pavilion at the 3rd Edition of the Scientific Exhibition- ExpoScience of Sonatrach

On April 16-19, 2018 the US-Algeria Business Council and the Embassy of Algeria in Washington DC, will host the US Pavilion at the 3rd edition of ExpoSciences of Sonatrach that will be held at the Convention Center in Oran. This exhibition is intended as a meeting place, for sharing and exchanging among researchers, professionals and experts in scientific and technical fields related to SONATRACH's activities. The main theme of this edition is:

« Innovation and Partnership, in a global energy transition context ».

Through this event, the objective is to identify innovative techniques and technologies in order to accelerate the energy transition process, to promote value creation and the rapprochement of the academic and industrial worlds, around discussions on the recent work that characterizes the main trends of our industry, from the techniques and technologies of our activities to modern management

methods.

The international dimension of ExpoSciences3 aims to promote a good understanding of the issues and levers of the energy transition in partnership with high-level professionals on the experiences and solutions developed in the world.

ExpoSciences3 wants to be an actual space for promoting innovation working for the Company.

A functional and pleasant space is reserved for US exhibitors.

For more information about registration and conditions of the participation to the US Pavilion, kindly refer to : www.us-algeria.org at the events.

April 23-25, 2018

Washington DC - Wisconsin

2018 US Road show

On April 23-25, 2018, the US-Algeria Business Council, the Embassy of Algeria in Washington, DC, the FCE (Forum des Chefs d'Entreprises), and the US Embassy in Algeria, will host the 2018 US Road Show as a Two-city event (Washington DC and, Wisconsin) featuring high profile visits and networking events. The "2018 US Road Show" will focus on government-recognized areas for investment, and will present a unique opportunity for the U.S. and Algerian public and private sectors to discuss and engage in mutually beneficial partnerships that are aligned with the Algerian government's economic program for which they are actively seeking investment. The "2018 US Road Show" will convene senior U.S. and Algerian public and private sector and government officials, as well as key decision makers. Sectors targeted are Agriculture, Agribusiness and Agro Industries.,

April 30-May 3, 2018

Algeria Energy Day at the OTC

Houston, Texas

On Wednesday, May 2, 2018, The US-Algeria Business Council and the Embassy of Algeria, in Washington, DC will host the annual Algeria Energy Day featuring the official Sonatrach delegation at the Offshore Technology Conference. Each year the attendance at this high-profile event doubles. The Offshore Technology Conference is one of the largest events focused on innovation and technology for the energy industry. This event is a great opportunity for networking and to learn about upcoming Sonatrach initiatives.

May 7-12, 2018

Algiers International Trade Fair

Algiers, Algeria

The Algiers International Trade Fair is one of the most prominent events held each year in Algiers, Algeria. Featuring large scale country specific pavilions, the trade fair is one of the best opportunities for foreign companies to reach Algerian buyers and consumers. The USABC is working with the Commercial Service at the US Embassy in Algeria for this activity. The USABC will recruit and assist companies participating in the US Pavilion at the Algiers International Trade Fair. This important event is hosted annually and is the largest trade fair of its kind in Africa. The US Pavilion will be hosted and organized by the US-Algeria Business Council.

June 25-29, 2018

27th World Gas Conference

Washington DC

Taking place once every three years, the World Gas Conference is the leading global industry event, gathering together influential leaders, buyers and sellers, policy-makers and experts from around the world. WGC 2018 will be the largest, timeliest and most significant global gas event ever held.

A large delegation of officials from the Algerian ministry of Energy and Sonatrach will attend this event. The US-Algeria Business Council and the Embassy of Algeria, in Washington, DC will host during this event a networking reception on June 28, 2018.

September 10-15, 2018
Washington DC

Algerian Ag Products Expo in the USA

Maryland, Virginia,

The US-Algeria Business Council and the Embassy of Algeria, in Washington, DC with the support of the Safex, Algex, and the FCE, will host on September 10-15, 2018 the Algerian Agricultural products Expo in the state of Maryland, Virginia and Washington DC.

September 24-26, 2018

The Medtech Conference

Philadelphia, Pennsylvania

The US-Algeria Business Council and the Embassy of Algeria, in Washington, DC will host on September 24-26, 2018 an Algerian delegation from the pharmaceutical and medical devices sector to attend the Medtech conference and Expo. The Algerian officials from the Ministry of Health will accompany the Algerian delegates to attend this conference and Expo.

October 21-23, 2018

Algiers, Algeria

2018 US Trade Mission to Algeria

On October 21-23, 2018, The US-Algeria Business Council and the Embassy of Algeria, in Washington, DC will host the 2018 US Trade Mission to Algeria for US companies seeking opportunities in all sectors including Manufacturing, Energy, Construction & Infrastructure, Information Technology, Machinery, Healthcare, agriculture and alimentary foods. Through site visits, introductions to key decision makers in the Algerian Government and business to business meetings, this trade mission will give US executives an edge in the trade between Algeria and the United States of America. It will be an opportunity for US companies to meet with viable Algerian partners active in all of these sectors. The Algerian Government launched an ambitious investment program to diversify the countries productive industries and to upgrade existing infrastructure including projects in airport refurbishment and construction, anti-seismic construction, dams, highway and road construction, housing, medical facility construction and management, maritime and port renovation and construction, petrochemical construction and support, utility network renovation and water purification and transmission systems

This annual high-profile trade mission will feature visits to numerous ministries and business to business matchmaking. Annually this is the most prominent USABC activity and it notably increases the profile of participating companies.

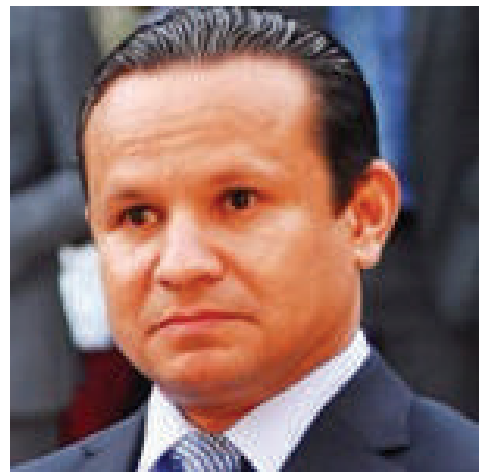
Special Recognition

To our USABC Representative in Algeria: The RedMed Group:

The USABC continues to be represented in Algeria by the RedMed Group. Mr. Abdelmadjid Feckeur, CEO of the RedMed Group and Mrs. Samia Amel Benaissa, the Project Manager are the USABC's representative in Algeria. The USABC is grateful to RedMed for donating meeting space to USABC free of charge and for sponsoring several USABC events.

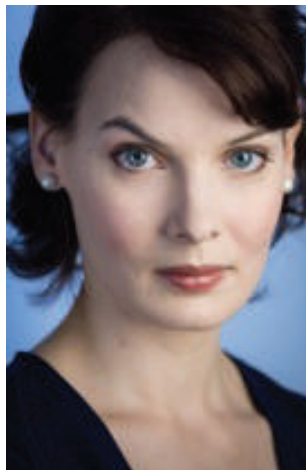


Mrs. Samia Amel Benaissa, Project Manager



Mr. Abdelmadjid Feckeur, CEO

To our Administrative Assistant in our offices in Washington DC:



Ms. Jessica Inzeo.