

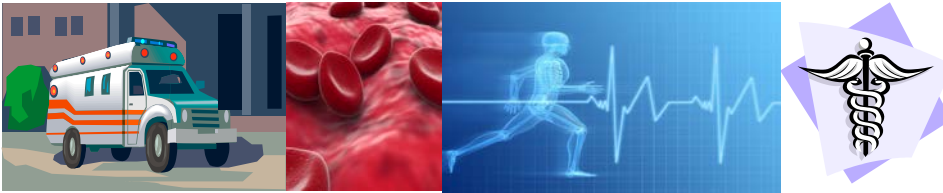


CANADA-ARAB BUSINESS COUNCIL  
CONSEIL DE COMMERCE CANADO-ARABE  
المجلس التجاري الكندي العربي



Foreign Affairs and  
International Trade Canada

Affaires étrangères et  
Commerce international Canada



**2012 Healthcare Mission to  
Kuwait, Saudi Arabia and UAE  
January 18 - 25**

## **Healthcare Mission to Kuwait, Saudi Arabia and United Arab Emirates January 18 - 25, 2012**

A business mission of Canadian companies and institutions in the Healthcare sector will be travelling to Kuwait, Saudi Arabia and United Arab Emirates in January. The Canada-Arab Business Council will be responsible for coordinating the business program and registration. The Mission program will begin on January 18<sup>th</sup> and conclude on January 25<sup>th</sup>.

The Healthcare mission will assist experienced Canadian companies make new contacts and/or reinforce existing relationships; as well as introduce new companies to the rapidly expanding markets of the Gulf region. The CABC and our colleagues with the Canadian Embassy have an extensive network of contacts in each country and mission participants can expect access at the highest levels of government and the private sector.

The Gulf Cooperation Council, which includes Saudi Arabia, Kuwait and the UAE, is a priority market for Canada under the Department of Foreign Affairs and International Trade's Global Commerce Strategy. There is a great demand for Canadian health expertise in this region which is in part due to the many education and other close links to Canada.

### **Why Participate?**

**Kingdom of Saudi Arabia-** Saudi Arabia's fast growing population, estimated to reach 30 million by 2016, combined with the widespread of non-communicable diseases and insufficient supply of local products and services, present a huge burden on the Saudi Government. The country depends heavily on imports of medical supplies and equipment (90%) and expatriate work force represents a majority in healthcare facilities. The Ministry of Health covers more than 60% of healthcare expenditures and is encouraging more private sector involvement. The country's 9<sup>th</sup> Five-Year-Plan for the years 2010–2014 allocates US\$ 65.9 billion for the upgrading of the healthcare sector in the Kingdom and will create an enormous demand for medical equipment & services. This amount equals about 17% of the country's total budget and demonstrates the

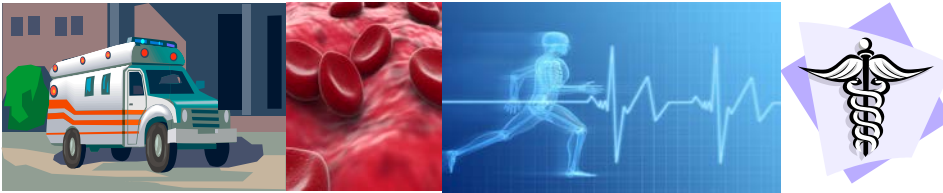


CANADA-ARAB BUSINESS COUNCIL  
CONSEIL DE COMMERCE CANADO-ARABE  
المجلس التجاري الكندي العربي



Foreign Affairs and  
International Trade Canada

Affaires étrangères et  
Commerce international Canada



## 2012 Healthcare Mission to Kuwait, Saudi Arabia and UAE January 18 - 25

importance placed on modernizing the healthcare sector in the Kingdom of Saudi Arabia.

Canadian organizations are highly respected in the local market and the long history of Saudi doctors' training in Canada, over 30 years, position Canada as a reliable partner in the field. In 2010, Health Canada and the Saudi Ministry of Health signed a MOU for collaboration between the two countries. Two missions took place in 2011, one incoming to KSA and one outgoing to Canada and both were highly successful in terms of establishing connections and increasing two way awareness and interest.

**United Arab Emirates** - According to the report by the Dubai Chamber of Commerce and Industry, the healthcare market is expected to grow from \$3.2 billion in 2005 to \$11.9 billion in 2015. The sector is governed by three main regulatory authorities: The Ministry of Health (MOH); Department of Health and Medical Services (DOHMS) and Dubai Healthcare City (DHCC). According to the Ministry of Health (MOH) goals are: to unify the health policies in the country; develop a comprehensive nationwide health service; ensure health services remain accessible across the country; and last encourage all health providers excel in standards of excellence.

**Kuwait** - According to the report by the Canadian Trade Commissioner Service, the healthcare sector in Kuwait is undergoing rapid expansion. Healthcare spending in Kuwait now accounts for 3.7% of GDP, or US \$1.05 billion, and is growing by around 4.5% per annum.

The government operates six general hospitals and nine specialized hospitals. The private sector has 18 small hospitals and specialized centers. The government is spending US\$1.2 billion to construct an 1150 bed general hospital by 2011. Kuwait also has plans to build 8 new hospitals. Some of them will be general hospitals, and some specialized hospitals. Specialized areas are: pediatrics, maternity, orthopedics, and optometry. Also, the government is currently spending an additional US\$178 million to upgrade existing hospitals.

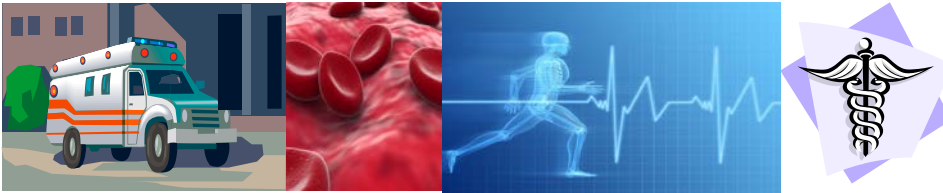


CANADA-ARAB BUSINESS COUNCIL  
CONSEIL DE COMMERCE CANADO-ARABE  
المجلس التجاري الكندي العربي



Foreign Affairs and  
International Trade Canada

Affaires étrangères et  
Commerce international Canada



## 2012 Healthcare Mission to Kuwait, Saudi Arabia and UAE January 18 - 25

### The program will consist of:

- **Briefing Sessions** - Informative sessions outlining the opportunities in the healthcare sector of each country.
- **Sectoral Sessions** - Sectoral sessions will showcase Canada's healthcare expertise to key players in Kuwait, Saudi Arabia and UAE. This session will provide an excellent opportunity for information exchange, examining business prospects and networking with Canadian and local business counterparts in each country.
- **Hospitality Events** -luncheons and receptions will provide privileged networking opportunities with local and Canadian political and business leaders
- **Meetings**- The CABC will arrange an export café and meetings with local companies for participants.

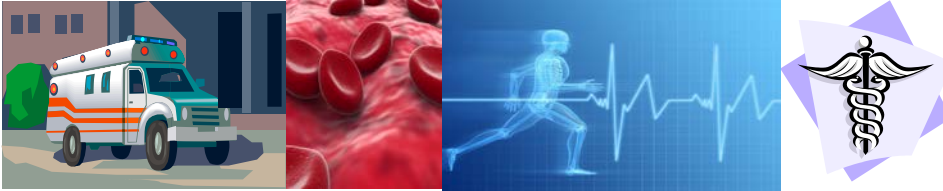


CANADA-ARAB BUSINESS COUNCIL  
CONSEIL DE COMMERCE CANADO-ARABE  
المجلس التجاري الكندي العربي



Foreign Affairs and  
International Trade Canada

Affaires étrangères et  
Commerce international Canada



**2012 Healthcare Mission to  
Kuwait, Saudi Arabia and UAE  
January 18 - 25**

## **GENERAL INFORMATION (PLEASE READ CAREFULLY)**

### **Registration**

No charge is required but space is limited. All registration forms must be completed and returned by November 25, 2011

Registration allows the delegates to attend the sessions, events, and meetings; this also includes all domestic ground transportation. However, **this does NOT include travel costs such as: air fares, hotel, ground transport from airport to hotel, etc.**

#### **Please send your complete forms to:**

Canada-Arab Business Council  
116 Albert Street, Suite 702  
Ottawa, Ontario K1P 5G3  
ATTN: Dalal Zayouna

You can also send the complete forms to [z.kubba@canada-arabbusiness.org](mailto:z.kubba@canada-arabbusiness.org)

### **Transportation**

Only ground transportation for the business program will be provided.

### **Hotel and Flight Information**

Please refer to page 6 for Hotel information and Flight information will be provided shortly. Each delegate will be responsible for booking their own travel and accommodations.

### **Passport and Visa**

It is important that your passport is signed and valid for at least six months beyond the date of your return (with available empty pages). Please include a photocopy of the information page of your passport when submitting your registration forms to the CABBC.

**Please note that effective September 1, 2011 the processing time for visas is between 30 to 45 days. We strongly advise that you register and send a copy of**

Deadline for registration is November 25, 2011.  
2012 Healthcare Mission to Kuwait, Saudi Arabia and UAE

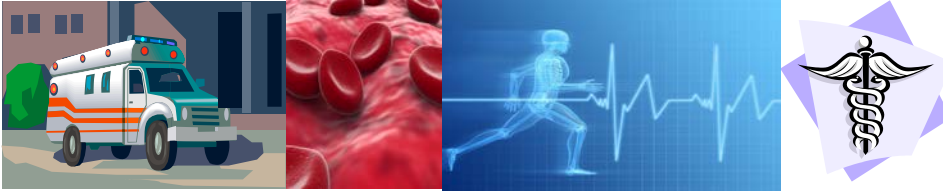


CANADA-ARAB BUSINESS COUNCIL  
CONSEIL DE COMMERCE CANADO-ARABE  
المجلس التجاري الكندي العربي



Foreign Affairs and  
International Trade Canada

Affaires étrangères et  
Commerce international Canada



**2012 Healthcare Mission to  
Kuwait, Saudi Arabia and UAE  
January 18 - 25**

**your passport to Zaineb Kubba by November 25, 2011, to obtain an authorization on time. Once the authorization is received, a visa application form and two photos need to be delivered to the Visa agent in order to begin the visa process at the Saudi Embassy in Ottawa.**

**The Embassy of the Kingdom of Saudi Arabia will no longer receive visa applications after September 1, 2011 except through authorized agents.**

Visa Assistance is available through Global Visa Services:

**Sam Azimi**

Director of Operation

Direct number: (613) 204 9091

Email: [sam.azimi@globalvisaservices.ca](mailto:sam.azimi@globalvisaservices.ca)

[www.globalvisaservices.ca](http://www.globalvisaservices.ca)

**Effective as of January 02, 2011 Canadian Passport holders are required to obtain a visa prior to entering the United Arab Emirates. More information will follow after your registration is received.**

**Visas for Kuwait may be obtained through the hotel.**

Non-Canadian Passport holders, also refer to the websites and contact the embassies for more information.

More information and instructions will be provided upon confirmation of registration and payment.

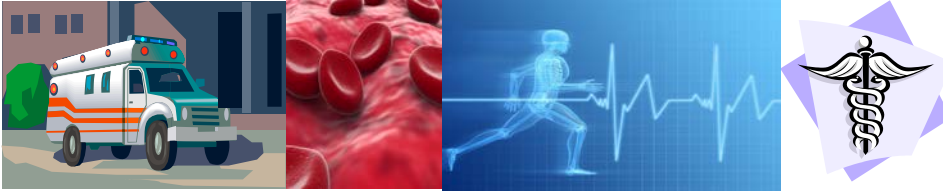


CANADA-ARAB BUSINESS COUNCIL  
CONSEIL DE COMMERCE CANADO-ARABE  
المجلس التجاري الكندي العربي



Foreign Affairs and  
International Trade Canada

Affaires étrangères et  
Commerce international Canada



**2012 Healthcare Mission to  
Kuwait, Saudi Arabia and UAE  
January 18 - 25**

## Hotels

### Dubai-UAE

The Ritz-Carleton, Dubai  
P.O. Box 26525  
Tel: + (971) 4-399-4000

The CABC secured a block of rooms for the participants going to the Arab Health Congress in Dubai. The host hotel for our group is the Ritz-Carleton, Dubai. The rate is **AED 900** plus tax for the CABC mission. This rate **includes full buffet breakfast and internet connection in the guest rooms.**

It is important to note that each participant will be responsible for making their own reservations as soon as the web link is set up with each hotel. By signing this registration form and supplying/authorizing your credit card information, the mission participant assumes full responsibility for the accommodation charges (and any cancellation penalties) that has been guaranteed on their behalf by the CABC. Accommodation rates have been significantly reduced because of the special group rate which has been secured; **accommodation charges for the entire mission are non-refundable.**

Further information on hotel reservations for KSA and Kuwait will follow.

## Health and Safety

It is strongly recommended that you consult your family physician to determine health risks and necessary vaccination prior to travelling to Kuwait, Saudi Arabia and UAE. Each participant is responsible for their any health costs incurred during the mission. Healthcare conditions are different from those in Canada. Medical Services may be very expensive and payment in advance is often required. Medical and other insurance should be arranged prior to departure. For additional travel health information, please consult the Health Canada website at [www.travelhealth.gc.ca](http://www.travelhealth.gc.ca)

Also, each participant is responsible for their own personal safety. Please see the following links for each country's travel reports:

Saudi Arabia - [http://www.voyage.gc.ca/countries\\_pays/report\\_rapport-eng.asp?id=258000#3](http://www.voyage.gc.ca/countries_pays/report_rapport-eng.asp?id=258000#3)

United Arab Emirates: <http://www.voyage.gc.ca/publications/menu-eng.asp>

Kuwait: [http://www.voyage.gc.ca/countries\\_pays/report\\_rapport-eng.asp?id=155000](http://www.voyage.gc.ca/countries_pays/report_rapport-eng.asp?id=155000)

Deadline for registration is November 25, 2011.  
2012 Healthcare Mission to Kuwait, Saudi Arabia and UAE



CANADA-ARAB BUSINESS COUNCIL  
CONSEIL DE COMMERCE CANADO-ARABE  
المجلس التجاري الكندي العربي



Foreign Affairs and  
International Trade Canada

Affaires étrangères et  
Commerce international Canada



**2012 Healthcare Mission to  
Kuwait, Saudi Arabia and UAE  
January 18 - 25**

## Company/Organization Profile

The Company/Organization Profile will be used for the directory, program development and to set up meetings that are relevant to your objective for the mission. Profiles should be limited to a maximum of 150 words. The CABC reserves the right to edit company profiles for content, grammar, and style as required. The revisions will be returned to the company for final approval.

Please include the company logo, delegate's photo and contact information for the delegate's directory that the CABC will distribute at events and meetings.

Company profile, logo, delegate's photo and contact information must be submitted by email to [z.kubba@canada-arabbusiness.org](mailto:z.kubba@canada-arabbusiness.org) no later than November 25, 2011.

Please state your objective for the mission in 2-3 sentences for inclusion in the directory following your ongoing profile.



CANADA-ARAB BUSINESS COUNCIL  
CONSEIL DE COMMERCE CANADO-ARABE  
المجلس التجاري الكندي العربي



Foreign Affairs and  
International Trade Canada

Affaires étrangères et  
Commerce international Canada



**2012 Healthcare Mission to  
Kuwait, Saudi Arabia and UAE  
January 18 - 25**

## TERMS AND CONDITIONS

To be approved as a mission participant, please ensure all forms are complete and sent to the CABC by November 25, 2011. See the following checklist for all the information required from each representative:

- Registration Form (one per delegate)
- Photocopy of passport information page
- Digital Photo – passport size for each delegate  
(Full colour hi -resolution 300 dpi jpeg (photos inserted into MS Word docs will not work)
- Company profile and participation objectives (Max 150 words)
- Company/Organization logo  
(Full colour, hi-resolution 300 dpi .jpeg, or .eps, .ai file)
- Waiver, Release and Indemnity

### More Information

- If the registration information is received after the deadline, we cannot guarantee that we will be able to include your company profile in the mission Director of Participants
- The CABC is not responsible for any liability that your company or representative might incur while on the mission.



CANADA-ARAB BUSINESS COUNCIL  
 CONSEIL DE COMMERCE CANADO-ARABE  
 المجلس التجاري الكندي العربي



Foreign Affairs and  
 International Trade Canada

Affaires étrangères et  
 Commerce international Canada



**2012 Healthcare Mission to  
 Kuwait, Saudi Arabia and UAE  
 January 18 - 25**

**REGISTRATION FORM**

Name: \_\_\_\_\_ Title: \_\_\_\_\_

Company / Organization: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ Prov: \_\_\_\_\_ Postal Code: \_\_\_\_\_

Telephone: \_\_\_\_\_ Fax: \_\_\_\_\_

Email: \_\_\_\_\_ Website: \_\_\_\_\_

\* Please register by November 25, 2011

\*\* Hotels will be guaranteed using the credit card information you provide below. Refunds are not applicable and you will be liable for all accommodation charges in case of cancellation. If you do not wish to book your hotel rooms through the CABC, please check the following box

**PAYMENT INFORMATION**

VISA

MasterCard

American Express

Card # \_\_\_\_\_

Expiry Date: \_\_\_\_\_

Cardholder Name \_\_\_\_\_

Signature \_\_\_\_\_

**Tel: (613) 680 3888 or E-mail: [z.kubba@canada-arabbusiness.org](mailto:z.kubba@canada-arabbusiness.org) or Fax your completed form to (613) 565 3013**



CANADA-ARAB BUSINESS COUNCIL  
CONSEIL DE COMMERCE CANADO-ARABE  
المجلس التجاري الكندي العربي



Foreign Affairs and  
International Trade Canada

Affaires étrangères et  
Commerce international Canada



**2012 Healthcare Mission to  
Kuwait, Saudi Arabia and UAE  
January 18 - 25**

## COMPANY PROFILE INFORMATION

The CABC is collecting the company profiles to match the local companies for one-on-one meetings, to develop a program that is relevant to you objectives. Also, the CABC is developing a directory with the company's logos, representative's photo, contact information and company profiles to distribute at meetings and events. All the above information must be received by November 25, 2011.

Each delegate must provide a digital photo. Approximate size should be 3.5cm x 3.5 cm. Electronic photos are to be submitted in high-resolution, jpg format, using the delegate's name and company as the file name.

Profiles should be limited to a maximum of 150 words. The CABC reserves the right to edit company profiles for content, grammar, and style as required. The revisions will be returned to the company for final approval.

Your profile should also include:

1. Full Company contact information
2. Full name, title, telephone number, and email address for each delegate.
3. Company's objective for participating in the mission
  - Expand your network
  - Enhance previous contacts
  - Promote the Canadian healthcare system
  - Learn the methods of business in Kuwait, Saudi Arabia and UAE
  - Network with key government and private officials
  - Other, specify
4. Describe your Company/Organization's business activities, products and/or services
5. Describe any experience you have with Kuwait, Saudi Arabia and UAE market
6. Explain you expectations, interests and goals
7. Identify your current activities in Kuwait, Saudi Arabia and UAE, if applicable
8. Other relevant information
9. Company/Organization mission objectives – see page 5

Deadline for registration is November 25, 2011.  
2012 Healthcare Mission to Kuwait, Saudi Arabia and UAE

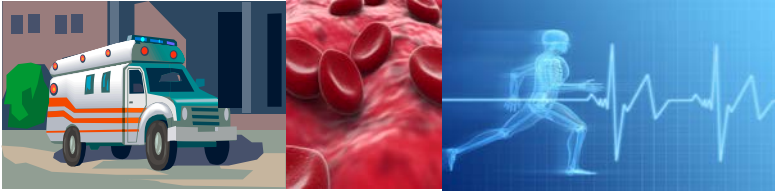


CANADA-ARAB BUSINESS COUNCIL  
CONSEIL DE COMMERCE CANADO-ARABE  
المجلس التجاري الكندي العربي



Foreign Affairs and  
International Trade Canada

Affaires étrangères et  
Commerce international Canada



**2012 Healthcare Mission to  
Kuwait, Saudi Arabia and UAE  
January 18 - 25**

## **WAIVER, RELEASE AND INDEMNITY**

The Company/Organization is fully liable for any consequences of its participation on the 2012 Healthcare Mission to Kuwait, Saudi Arabia and UAE. In consideration for being accepted to participate in 2012 Healthcare Mission to Kuwait, Saudi Arabia and UAE, the Company/Organization shall indemnify and save harmless the CABC from and against all rights, claims, losses, damages, costs, expenses, actions and other proceedings, made sustained, brought, prosecuted, threatened to be brought or prosecuted, in any manner based upon, occasioned by or attributable to any injury to or death of a person or damage to or loss of property arising from any willful or negligent act, omission or delay on the part of the Company/Organization, the Company's/Organization's employees, servants or agents or any guests who may be accompanying them in, participating in or as a result of the 2012 Healthcare Mission to Kuwait, Saudi Arabia and UAE.

The Company/Organization and the Company/Organization's employees, servants or agents or any guests who may be accompanying them and their heirs, executors and administrators waive and release the CABC from and against all rights, etc. as identified above, whatsoever resulting from the . The Company/Organization agrees that its liability to indemnify or 2012 Healthcare Mission to Kuwait, Saudi Arabia and UAE reimburse the CABC under this Agreement shall not affect or prejudice the CABC from exercising any other rights under law.

The /Company/Organization and its personnel acknowledge that they will be accompanying at their own risk and that they are aware that they ought not to leave Canada without first obtaining adequate coverage for medical expenses, personal accident, loss of baggage and curtailment or cancellation of trip and that it is their sole responsibility to ensure that they obtain adequate coverage and that even with insurance, individuals may be responsible to finance on-the-spot medical treatment and other contingencies, and then to reclaim this from insurance, if covered. The Company/Organization and its personnel acknowledge that the CABC does not have any responsibility to ensure that the Company/Organization and its personnel have any insurance coverage or that it is adequate and that the CABC shall in no way be liable for any expenses or losses of the Company and its personnel whatsoever including but in no



CANADA-ARAB BUSINESS COUNCIL  
 CONSEIL DE COMMERCE CANADO-ARABE  
 المجلس التجاري الكندي العربي



Foreign Affairs and  
 International Trade Canada

Affaires étrangères et  
 Commerce international Canada



**2012 Healthcare Mission to  
 Kuwait, Saudi Arabia and UAE  
 January 18 - 25**

way limited to any loss that would be covered by out-of-country medical insurance, personal accident, loss of baggage or curtailment or cancellation of trip insurance.

The Company/Organization and its personnel consents to the use of the photographic image of any of its personnel on any website or publication related to the healthcare mission.

WAIVER, RELEASE AND INDEMNITY page 2

The CABC and the Embassy of Canada reserves the right to refuse any application based on the mission criteria and objectives.

Reasonable endeavors will be made to ensure that suitable contacts in your sector area will be present at the hospitality events associated with this mission. We would be grateful if participating firms do not request separate meetings to be organized by the Embassy or Consulates General staff during the planning and executing of the program as they will be fully engaged in organizing the business program for all participants.

I have read the terms and conditions and agree to abide by them:

Family name:	
First name:	
Official Title:	
Company/Company/Organization:	
Signature:	
Date:	



CANADA-ARAB BUSINESS COUNCIL  
CONSEIL DE COMMERCE CANADO-ARABE  
المجلس التجاري الكندي العربي



Foreign Affairs and  
International Trade Canada

Affaires étrangères et  
Commerce international Canada



**2012 Healthcare Mission to  
Kuwait, Saudi Arabia and UAE  
January 18 - 25**

## **Mailing Address**

2012 Healthcare Mission to Kuwait, Saudi Arabia and UAE  
Canada-Arab Business Council  
116 Albert Street, Suite 702  
Ottawa, Ontario K1P 5G3  
ATTN: Dalal Zayouna

Deadline for registration is November 25, 2011.  
2012 Healthcare Mission to Kuwait, Saudi Arabia and UAE