



# GTR MENA 2020

*Seizing opportunities for trade*

#GTRMENA

Dubai, UAE | Jumeirah Emirates Towers  
February 17-18, 2020

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### Venue Details

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# GTR MENA 2020

Widely recognised as the most comprehensive and long-established trade finance gathering for the Middle East & North Africa, GTR MENA 2020 will return to Dubai on February 17-18, 2020, welcoming over 800 key figures from local, regional and global markets and providing access to hundreds of companies engaged in international trade.

Set to take place mere months before Dubai Expo 2020, GTR MENA 2020 comes to you with the mantra of "seizing opportunities". This year's gathering will focus on how best to capitalise on them, from the potential trade legacy of Expo 2020 to new trade flows and political relationships, as well as ongoing conversations around the "digitisation journey" being undertaken by many in the market.

Offering an unrivalled platform for increasing awareness of market challenges, attendees will have the opportunity to hear from over 80 business heads from across the global trade industries, employing a wide range of session formats and networking activities to facilitate high-quality conversations and business development opportunities.

*"The best organised trade finance event in Dubai, with trade professionals looking forward to attending each year."*

**K Duraiswamy, ADCB**

*"The only trade finance event you need to attend in the Mena region."*

**D Henry, AGTB**

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Click here to see a list of attending companies from 2019's event



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Official conference hashtag: #GTRMENA



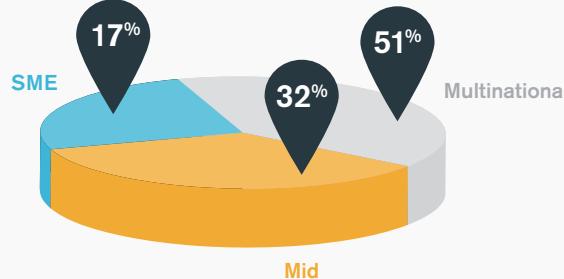
## Attendance in 2019

95%



Senior to C-level

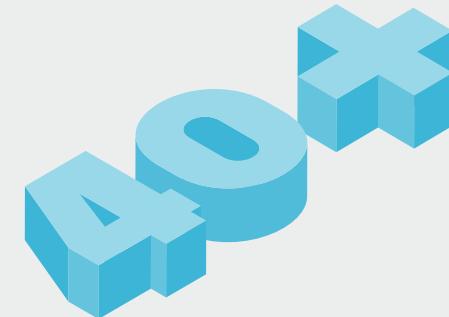
## Company size breakdown in 2019



## Top 5 themes in 2020



## Exhibitors in 2020



## Attendees by sector in 2019



16 Banks &amp; financiers

8 Technology &amp; fintech

7 Consultants &amp; accountants

5 Media

4 Non-bank financiers

4 Govt orgs &amp; public bodies

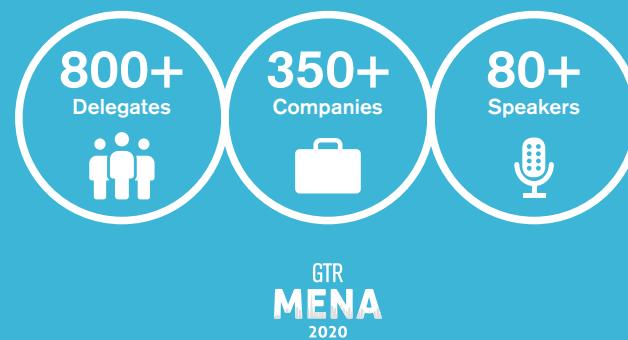
3 Insurers &amp; risk managers

3 Other

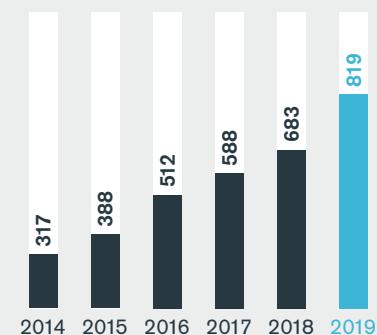
1 ECAs &amp; multilaterals

1 Lawyers

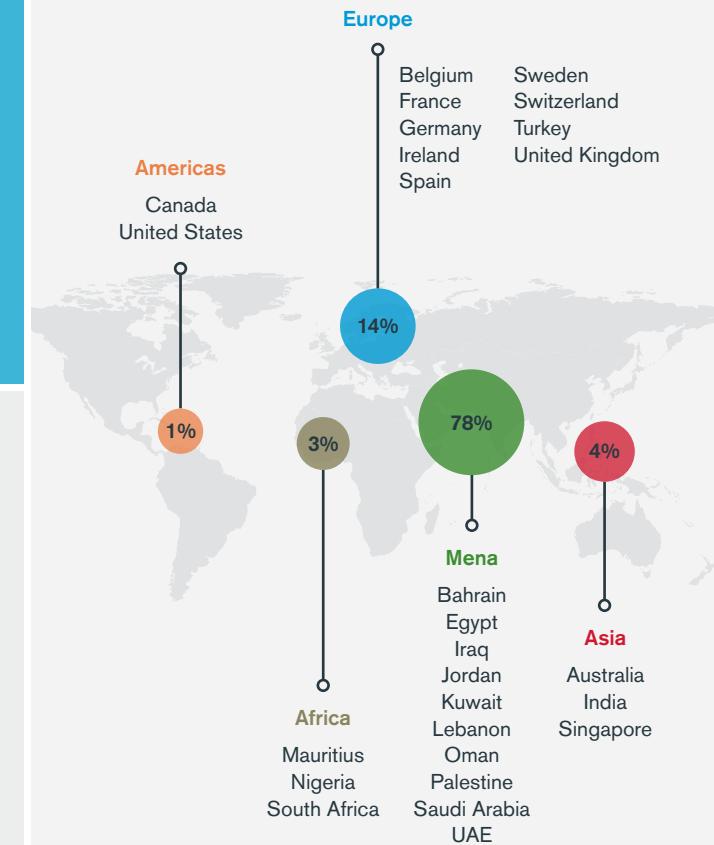
## What to expect in 2020



## Year-on-year delegate increase



## Attendees by region in 2019



## Day 1: Monday, February 17, 2020

### 09.00 Chair's opening remarks

[Laura Buckwell, Journalist & Broadcaster](#)

### 09.05 Opening address: The role of trade and exports in a changing economic landscape

[Massimo Falcioni, Chief Executive Officer, Etihad Credit Insurance \(ECI\)](#)

### 09.15 The executive interview: "Seizing opportunities" – are you optimistic?

This special interview session will set the tone for the two days ahead, showcasing the many reasons for doing business in a region thousands of companies now call home as well as considering how conducive the current environment is, from licenses and bureaucracy to taxation and business culture. The session will also consider the importance of encouraging entrepreneurs – and female entrepreneurs in particular, reflecting on the work of the SheTrades initiative – to expand their business and trade activities in both regional and international markets, "getting noticed" in a competitive landscape and the importance of customising offerings to ensure they are tailored to new territories.

[Jenny Hunt, Founding Partner & CEO, Gateway Group](#)

[Dr Karen Remo, CEO & Managing Director, New Perspective Media Group](#)

[Laura Lane, Global President of Public Affairs, UPS](#)

### 09.50 Expo 2020 and beyond: Assessing future prospects for MENA trade

Despite accusations of overdependence on commodities, the region's governments have undertaken various ambitious transformation programmes. But how well-placed is the region to take advantage of opportunities? As hopes bloom over Expo 2020, this high-level conversation will consider current priorities including:

- How well prepared is the market for seizing on the "demographic dividend", whether in sectors such travel and tourism or in key infrastructure projects? Have new consumer trends been recognised?
- To what extent are banks supporting digital innovation across sectors such as manufacturing, storage and processing? How does this impact on the region's role as a re-export centre?

*"Splendid conference – regret that I missed it in 2018! Good topics and speakers relating to the MENA region."*

[Z Dattu, ICC UAE](#)

- Have banks seen a notable increase when it comes to expo-related requests for trade finance from local companies in particular? What are the legacy plans (what happens when the party is over)?

- How important is it to create an environment that allows businesses to thrive? Is the region ready to embrace opportunities?
- To what extent is access to trade finance key not only to global growth but to the fulfilment of the UN's sustainable development goals (SDGs)?

**Moderator:** [Laura Buckwell, Journalist & Broadcaster](#)

[Dr Ashraf Mahate, Chief Economist, Trade & Export Development, Dubai Exports](#)

[Svitlana Skrypnyk, General Director, Kogex DMCC](#)

[Mike Davis, Head of Commercial Banking, HSBC Middle East](#)

[Sinan Ozcan, Senior Executive Officer, UAE, Maersk Trade Finance; Board Member, Middle East Regional Committee, ITFA](#)

[James Binns, Managing Director, Global Head of Trade & Working Capital, Barclays](#)

### 10.35 Networking break

### 11.15 Lagging behind or exciting opportunity: Does digitisation need to start delivering?

As digital transformation continues to increase in importance, the role and impact of technology on trade has become an ongoing conversation in the marketplace. Yet despite multiple attempts, traditional documentary trade finance remains an important business where little has changed in terms of utilising digitisation to meet the needs of clients. This session will consider the following:

- Is it too early to expect delivery of such a fundamental change? What needs to happen to alter the narrative?
- To what extent are corporates – and SMEs in particular – being encouraged to digitise? Should it be based on company rather than just 'one size fits all'?
- What are the key differences in other markets such as Europe and Asia? Is trade in MENA more domestically-focused in a business that is cross-border in nature?
- How significant a role do regulators and their policies have to play in further the development of digitisation?

- Does the region's growing young population have different priorities? Is there a generational gap and will we have to wait until less cumbersome risk mitigants become the norm?

**Moderator:** [Huny Garg, Head of Trade & Supply Chain, Swift](#)  
[Princy Royce, Treasury Manager, Middle East, Africa, India, National Oilwell Varco](#)

[Samer Younes, Lead, Digital Trade Implementation & Channel Management, Abu Dhabi Commercial Bank](#)

[Nadine Mezher, Co-Founder & CMO, Sarwa](#)

[Syed Khurram Zaeem, Head of Trade & Transaction Banking, UAE & MENA, Standard Chartered Bank](#)

[Staney Pullickel, Regional Treasurer \(Commercial\), MENAT & SSA, GE](#)

### 12.00 Collaboration focus: Adopting industry-wide solutions to make trade finance accessible and efficient

This special case study session will provide an update from a cross-functional group of bankers, industry and technology experts, considering the progress made across various initiatives both government and private sector-led. The session will focus on the following:

- Providing updates on various collaborations including UAE Trade Connect, Dubai Silk Road and World Logistics Passport
- What are the objectives of these various initiatives and how will they drive the growth of trade finance further in the region?
- Outlining the role of independent players (e.g. telecom/technology providers) in ensuring the success and future sustainability of such projects

**Moderator:** [Maninder Bhandari, Director, Derby Group](#)

[Anirudha Panse, Managing Director & Head of Trade Product Management, First Abu Dhabi Bank \(FAB\)](#)

[Miguel Villalonga, Vice-President, Cloud & Datacenter, Etisalat Digital](#)

[Naimish Shah, Head of Innovation & Emerging Technologies, Group Digital Office, Emirates NBD](#)

 *Morning Registration*

Hosted by



**12.30 Data analysis: To what extent do trade flows reflect new relationships and dynamics?**

Advancements in technology and a changing geopolitical landscape has seen a warming of ties between the MENA region and markets such as Africa and Asia. But to what extent have trade flows caught up to reflect these trends? This special session will examine some of the key factors driving these shifts, including:

- To what extent have Sino-MENA activities created new trade finance opportunities? What have been the key sectors for these? Has BRI evolved from an infrastructure flow to a trade one?
- With billions of dollars pledged into African activities from across the globe, to what extent can the region be regarded as the hub into Africa? How does this impact on trade flow dynamics?
- How can increased focus on digital trade finance help to facilitate commerce between trade corridors? Can the drive towards digitisation help close the trade finance gap and build new flows?
- Are MENA banks set up and prepared to take advantage of opportunities? Are never market entrants better placed in terms of mindset to seize them?

**Moderator: Simon Cook, Partner, Sullivan & Worcester UK**

**Natalia Haas, Managing Partner, Mercator Commodities**

**Robert Besseling, Executive Director, EXX Africa**

**Graham Bright, Head of Compliance & Operations, Euro Exim Bank**

**Daniel Gould, Deputy CEO, Anglo-Gulf Trade Bank (AGTB)**

**Vikas Chandra Jha, Head of Product, Trade & Supply Chain, Transaction Banking Services, Emirates NBD**

*Data to be presented by:*

**Rebecca Harding, Chief Executive Officer, Coriolis Technologies; Author 'Gaming Trade'**

13.15

**Networking lunch**

Select either Stream A or Stream B

**Stream A: Treasury, tech and SMEs**

**Chair: Peter Matza, Speakers' Chair, Association of Corporate Treasurers (ACT)**

**14.25 Classroom-style breakout: Stepping up to support trade**

With technology identified as the key for banks to help provide greater support for SMEs in particular, this interactive session will facilitate discussion on the many ways in which innovation is being utilised. Beginning with an onstage panel discussion, the audience will then break into dedicated working groups, providing the opportunity for delegates to engage in discussions, brainstorming and idea-sharing.

**Group 1. Tackling trade finance fraud**

Identifying key challenges for banks in validating transactions and detecting fraud: Potential implications for SME financing, identifying challenges in bringing parties together

*Led by Santosh Attery, Executive Director, Funded Trade Product Management, First Abu Dhabi Bank (FAB) & Sabyasachi Mallik, Head of Supply Chain Finance Products, Mashreq Bank*

**Group 2. Trade receivables discounting**

Highlighting the benefits of allowing SMEs to post receivables, buyers to approve invoices and financiers to bid on them: How important for market adoption is it to get the necessary bank and regulator buy-in?

*Led by Betül Kurtulus, Regional Director, Central, Eastern & South-Eastern Europe & the Middle East, FCI*

**Group 3. Improving the efficiency of supply chains**

Creating a comprehensive automation process: Surpassing barriers such as high costs, lack of transparency, differing legislation and lack of security; enabling clients to submit trade requests online

*Led by Andrew Raymond, Chief Executive Officer, Bolero International*

**Group 4. Building a trade finance marketplace**

Digitising the secondary market for trade finance between financial institutions: Allowing buyers and sellers worldwide to list assets for sale, interacting with banks securely, viewing transaction history

*Led by Madhavan Ramaswamy, Chief Strategy Officer, TradeAssets*

**15.25 Networking break**

**15.50 Case study: Under scrutiny on the high seas – how regulation is impacting global trade**

The complexity of sanctions and regulations that relate to world trade and its financing continues to grow and the cause and effect on all actors and players involved in trade globally are well known. This case study will explore the key issues that relate to sanctions compliance in the maritime and supply chain sectors detailing the current requirements and the many changes we are seeing currently. It will also look at the future expectations of some of the key regulators detailing the potential changes we will see going forward.

**Simon Ring, Global Head of Financial Markets Compliance, Pole Star (PurpleTRAC)**

**16.20 Research findings: The business of treasury**

As part of the ACT's ongoing programme of annual research, this report forms the most detailed set of insights available into treasury's role within global business, revealing a continuing, palpable shift in the role from finance specialist and information provider to collaborator in strategic decision-making.

**Caroline Stockmann, Chief Executive, Association of Corporate Treasurers (ACT)**

**16.35 Corporate viewpoints: Testing times for treasurers?**

Treasurers are particularly susceptible to the ebbs and flows of geopolitical and cyclical business risks, whilst the emergence of new technologies and the very real advent of 'digital treasury' also pose new questions, from blockchain to AI to cyber-risk. This session will bring various treasury professionals together to debate how best to 'future-proof' their business.

**Moderator: Peter Matza, Speakers' Chair, Association of Corporate Treasurers (ACT)**

**Umar Pirzada, Treasury Futurist**

**Mona Lockett, Automotive Group Treasurer, Al-Futtaim Auto & Machinery Co.**

**Saad El Hachimy, Corporate Treasury & Cash Manager, Treasury Centre Middle East & Africa, Nestle**

**Asli Karapinar, Head of Treasury MEA, International Operations, Schneider Electric**

**17.20 Close of Day One**

**followed by evening networking reception**

Select either Stream A or Stream B

**Stream B: ECA and infrastructure finance**

**Chair:** Peter Luketa, Managing Director, CB Advisors; Board Member, Anglo-Gulf Trade Bank

*This stream will feature sessions set up in the 'fishbowl' format, whereby discussions will take place in the centre of the room, while the audience gather around in a circle and observe. These engaging sessions will create an atmosphere for candid debate, engendering a sense of community among attending delegates.*

The MENA region is one of various countries and sub-regions, all with vastly different characteristics but with the shared characteristic of strong ECA activity. This section of the conference will provide a series of updates on specific markets, also considering wider regional trends and implications.

**14.25 Improving regional understanding of export credit**

Reduced oil revenues and subsequent impact on government spending has seen demand for export credit agency financing grow as banks clamp down on their funding. There is however a marked difference in the knowledge and understanding of the 'ECA opportunity' between local and international banks. This session will examine how local bank engagement with the ECA offering has increased through the signing of various agreements and joint development of products and solutions for exporters.

**Moderator:** Manav Futnani, Head of Export & Specialised Finance, MENAT, HSBC Bank Middle East

Mathilde Cottard, Executive Director, Structured Export Finance, SMBC Europe

David Moleshead, Senior Counsellor, UK Export Finance

Zishan Iqbal, Director, Murabaha Solutions, Etihad Credit Insurance (ECI)

Paul Woodman, Chief Operating Officer, International, ASGC

**15.25 Networking break**

**Networking Reception**

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Marketing Manager

[espry@greview.com](mailto:espry@greview.com)

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**15.50 North Africa & the Maghreb: The next big infrastructure opportunity?**

The North African region continues to show great promise, with Egypt signalling more projects and Morocco looking at various new infrastructure initiatives. What are the details and how can banks, borrowers, ECAs and multilaterals get in on the action? Are we seeing an increase in refinancing when it comes to green bonds? What of other markets in the region such as Algeria and Libya?

**Yusuf Ali Khan**, Managing Director, Head of Trade, Middle East, North Africa, Pakistan & Turkey, Citi

**Layali Abdeen**, Senior Underwriter, Middle East & North Africa, Multilateral Investment Guarantee Agency (MIGA)

**16.35 Iraq: Still plenty going on...**

Improving investor confidence in Iraq has seen the country emerge as a hive of activity, with power supply the main target for funding and support. Where is that funding coming from and has it changed? How significant are security and political concerns and what is the project pipeline?

**Moderator:** Peter Luketa, Managing Director, CB Advisors; Board Member, Anglo-Gulf Trade Bank

**Neeraj Agrawal**, Chief Financial Officer, Crescent Petroleum

**Eva Steinhaus**, Director, Middle East, North Africa & Pakistan, Competence Center for German Export Finance

**Rushdi Ali**, CFO Power Digital, Middle East & Africa, China & India, GE

**17.20 Close of Day One**

**followed by evening networking reception**

*"Excellent event, great opportunity to promote the bank to peers and corporates."*

**O Thompson, Wyelands Bank**

## Day 2: Tuesday, February 18, 2020

Select either Stream A or Stream B

### Stream A

#### 09.05 Chair's morning remarks

**Laura Buckwell**, Journalist & Broadcaster

#### 09.10 ITFA & PwC Trade Finance Whitepaper: Official launch

Working capital is increasingly on the strategic agenda of various companies in the region, as highlighted in a survey carried out by the ITFA Middle East and 2019 PwC Middle East Working Capital Study. By effectively managing their working capital performance, corporate treasurers are unlocking cash from working capital and supply chains. This session will also look at broader benefits such as access to additional and more sustainable working capital in the current trading environment, improving key performance indicators and reducing operating costs across the supply chain by lowering the cost of funding and increasing supply chain stability.

*Whitepaper to be presented by:*

**Ahmad Izhar**, Director, Transaction Banking, MENA, Standard Chartered Bank; Board Member, Middle East Regional Committee, ITFA

*Followed by Q&A with:*

**Mihir Bhatt**, Director, Deals Advisory, PwC Middle East

**Rahul Daswani**, Senior Manager, Strategy & Incubations, Worldwide Payment Solutions, Microsoft; Board Member, Middle East Regional Committee, ITFA

**Rafiq Jaffer**, Partner, Banking & Finance, Al Tamimi & Co.

**Harry Doyne-Ditmas**, Political Risk & Structured Credit Leader MENA, Marsh JLT Specialty

**Sarah Sabra**, Co-Founder, Thinkronzye

#### 10.00 Challenging cashflow: How an ecosystem approach can improve performance

Cash is king for any business and managing cashflow effectively can be the difference between a successful business and one that struggles. This session looks at new ways of enhancing cashflow management using the power of supply chains and more traditional approaches to inventory finance. It looks at how cashflow can be optimised by lean and effective processes that reach beyond traditional finance across the whole organisation. This is a fascinating session that will challenge everyone who attends to think about cash on a business-wide basis including all operations, inventories, supply chain and risk management.

**Moderator: Rebecca Harding**, Chief Executive Officer, Coriolis Technologies; Author 'Gaming Trade'

**Tobias Maier**, Chief Financial Officer, DHL Global Forwarding

**Sonam Kapadia**, Managing Director, Falcon Group

**Reda Ezzat**, Head of Trade & Structured Finance, Mashreq Bank

#### 10.45 Networking break

#### 11.15 Pain points for insurers: How are they helping SMEs and traders face challenges?

It's been a difficult time for the regional insurance market, with lack of data and the need for greater coverage capacity adding to the sense of rejection of the GCC and wider Middle East, particularly from the Lloyds-based London market. But what is the real picture in this dynamic market and how can the massive opportunities available be better communicated? This session will look at key themes including:

- What are the main things on the radar of insurers at present? Are there any particularly new or exciting developments?
- How has the product evolved to meet differing needs? What measures are being taken to improve knowledge and levels of insight?
- To what extent has greater understanding of the role of data and real visibility impacted on the market? Does this bring new challenges?
- What have been the key trends when it comes to claims and payment records? Have we seen a shift and what does it say?
- How important is it to have detailed sector knowledge when looking to underwrite business in the MENA trends? What have been the developments here?

**Moderator: Matt Strong**, CEO Credit Specialties, Marsh JLT Specialty

**Mahan Bolourchi**, Managing Director, Financial Risks; Head of Financial Risks, International Hubs, RKH DIFC

**Leroy Almeida**, Senior Executive Officer, Senior Underwriter & Head of Middle East, Markel International (Dubai)

**Haitham Al Khazaleh**, Risk Director, Etihad Credit Insurance (ECI)

#### 12.10 Market profile: Capitalising on trade in Saudi Arabia

As the plans for Saudi Vision 2030 step up, this session will look at how ripe the Saudi market is for trade opportunities, considering the following:

- To what extent is more emphasis being placed on the importance of funding SMEs, particularly sub-contractors further down the value chain?
- What are the standouts when it comes to the trade opportunities provided by Saudi Vision 2030? Where does Saudi Exim fit into the equation?
- How important is it to get the word out for non-Saudi firms to bid for contracts? Is this mirrored by greater regional engagement by Saudi companies in other markets?
- Is Saudi Arabia now a more open place to conduct business? How important have digital initiatives and increased connectivity proved?
- Have lessons been learned through Dubai's experiences in building a trade hub, particularly in areas such as payments and building sustainable supply chains?

**Moderator: Laura Buckwell**, Journalist & Broadcaster

**Sean Bowey**, Head of Products, Global Trade & Receivable Finance, SABB

**Louis Robinson**, Regional Sales Head, GTB Wholesale Banking, Gulf International Bank; Board Member, Middle East Regional Committee, ITFA

#### 13.05 Networking lunch

*"The topics chosen for discussion were excellent and the panellists were outstanding."*

**S Waseem**, Technology Control

Select either Stream A or Stream B

Stream B

**09.05 Chairman's opening remarks**

**Vincent O'Brien**, Member, Executive Committee, ICC Banking Commission

**09.10 Opportunity beckons: An African overview**

Putting the 'NA' in MENA, North Africa is however frequently overlooked despite offering a vast mix of exciting trade opportunities amid myriad challenges and risks. This session will provide a fast-moving overview on developments in various markets, including Tunisia's new government, elections in Algeria, Egypt's emergence from the IMF's \$12bn loan programme and Morocco's booming economy. The session will also look at many of the sources of funding going from the Gulf into the wider continent, including markets such as Sudan, Algeria and Ethiopia.

*Presentation by:*

**Robert Besseling**, Executive Director, EXX Africa

*Followed by Q&A with:*

**Rahul Sikka**, Vice-President, Head of Africa PT&D, L&T Construction

**Harriet Smith**, Assistant Director, BPL Global

**10.00 A question of choice: What financing structures work best for you and your client?**

Greater innovation and a wider range of options continue to be among the demands as clients look to benefit from greater flexibility and products tailored to meet needs along all parts of the supply chain. But what are the latest offerings and what is new? This session will consider how banks are keeping up in an increasingly competitive landscape.

- Assessing the pros and cons of structured finance in terms of pricing, tenor, liquidity benefits and costs
- Are we seeing more Islamic products coming into the market? What should that tell us about the product and the environment?
- How robust are the current suite of products when it comes to legal and jurisdictional challenges?
- What are the key challenges when it comes to completing transactions? Is enough being done to educate the 'transactors' of tomorrow?
- To what extent has local and regional consolidation in the banking space impacted on the breadth of products and solutions available?

**Moderator:** **Guenther Blum**, Vice-President, Trade Services, BNY Mellon

**Mritunjay Singh**, Lead, Trade Product Management, Abu Dhabi Commercial Bank

**Halina Bernard**, Head of Treasury, Africa & Middle East Operations, General Motors

**Fiji Varghese**, Managing Director, Regional Head of Trade Finance, Middle East, Credit Agricole CIB

**David Leslie**, Head of Global Trade & Receivables Finance, UAE, HSBC Bank Middle East

**Orhan Gunes**, Director, Head of Trade Finance, Sberbank

**10.45 Networking break**

**11.15 Sustainability matters: Is enough being done and who is doing what?**

As the issue of sustainability continues to be at the forefront of global awareness, various initiatives and activities demonstrate the extent to which institutions are taking the matter more seriously. But is enough being done and is there sufficient understanding of the issues at play here? This extensive session will examine some of the varying ways in which parties are working together to progress the conversation:

- Supporting contractors in meeting their requirements: Helping companies meet obligations from impact assessments, surveys and investigations to site clean-up and land remediation
- Building an incentive-based system: Encouraging sustainable sourcing and the role of technology in driving up transparency in certification and improving industry resilience
- Developing standards for greater market clarity: Working across stakeholders to achieve greater standardisation in terminology, principles, requirements for and control systems used
- Assessing and validating ESG criteria for investors: Providing the investment community with independent, consistent and evidence-based assessment and validation of performance

**Moderator:** **Peter Matza**, Speakers' Chair, Association of Corporate Treasurers (ACT)

**Nicole Rogers**, Founder & CEO, Agriprocuity

**Cyndi Teulon**, Environmental Advisor, RSK Environment

**Lisa McAuley**, Chief Executive Officer, Global Trade Professionals Alliance (GTPA)

**Bhaskar Dasgupta**, Associate Director, Market Development, Financial Services Regulatory Authority, ADGM

**12.05 GTR MENA Tradetech Showcase**

Organised in collaboration with GTR Ventures, the world's pre-eminent venture-building and investment platform specialised in trade and supply chain finance, this section of the conference will provide the opportunity for various technology companies and initiatives to showcase their business models, strategies and activities. With the trade finance market seeing a constant stream of new entrants, from invoice financing platforms to blockchain-based technology consortia, strong emphasis will be placed on innovation, efficiency and providing greater access to finance, particularly for the underserved SME market.

*Presenters:*

**Georgios Koukis**, International Business Development Director, Neurosoft SA

**Raja Debnath**, Managing Partner, Cogence Labs

**Laure Oloniniyi**, Co-Founder, Orbitt

**Dimitri Kouchnirenko**, Founding Partner, Incomlend

*Expert panel:*

**Vincent O'Brien**, Member, Executive Committee, ICC Banking Commission (Host)

**Jason Barrass**, Regional Head of Product Management, Global Trade & Receivables Finance, HSBC Bank Middle East

**Lisa McAuley**, Chief Executive Officer, Global Trade Professionals Alliance (GTPA)

**13.05 Networking lunch**

Afternoon plenary

**Chair:** Vincent O'Brien, Member, Executive Committee, ICC Banking Commission

**14.15 Workshop: Trade finance as an asset class**

**Developing a secondary market: How can trade reach its potential?**

This information group discussion will seek to assess the latest trends in trade distribution and development of a strong and robust secondary market, examining key drivers and considering the growing potential of trade finance as an investment product for banks and trading companies to originate, structure and distribute different types of assets on a regular basis.

**Moderator:** Robert Parson, Partner, Clyde & Co.

**Naura Hussain**, Vice-President, Senior Relationship Manager, Financial Institutions International, United Bank; Board Member, Middle East Regional Committee, ITFA

**Fatenah El Danab**, Trade Product Sales, Bank of America; Board Member, Middle East Regional Committee, ITFA

**What are investors looking for?**

The need to increase funding from institutional investors is a time-honoured market conversation, with efforts ongoing to develop trade finance as an asset class. But how closely do the needs of investors correlate with those working in trade finance and how do their requirements differ? This session will attempt to shed some light on this!

**Ali Shafqat**, Chief Executive Officer, Qbera Capital

**Ian Henderson**, Senior Portfolio Manager, Asset Management, Trade Finance, GIB Asset Management

**Doug Bitton**, Head of Credit Strategies, Rasmala Investment Bank

**15.15 Industry dialogue and outreach update: How much do you know?**

This special closing session will bring representatives from the regional chapters of both the ICC and ITFA to share their expertise in a light-hearted and informative 'quiz-style' format, highlighting activities and initiatives and reflecting on the latest industry developments.

**Moderator:** Vincent O'Brien, Member, Executive Committee, ICC Banking Commission

**Nizardeen Kumardeen**, Member, Executive Committee, ICC Banking Commission

**Yuliya Tsoy**, Successor in Trade (SIT Graduate), ICC Banking Commission

**Hoor Yar**, FI Trade Finance, Deutsche Bank; Board Member, Middle East Regional Committee, ITFA

**Manish Mehta**, Sales Manager, Trade Finance, Maersk

**15.45 Closing remarks and formal close of GTR MENA 2020**

*"The best organised trade finance event in Dubai, with trade professionals looking forward to attending each year."*

**K Duraiswamy**, ADCB

*Day Two  
Networking  
Lunch*



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May 14-15, 2020  
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September 8-9, 2020  
Singapore



June 17, 2020  
Chicago, Illinois



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Mr

Mrs

Ms

Miss

Dr

First name

Last name

Job title

Department

Organisation

Address

Postcode/Zip

Country

Telephone

Facsimile

Email

Signature

I can confirm that I have read and agree to the terms and conditions below.

## Terms & conditions

- Confirmation:** Booking confirmation will be sent to you immediately for all bookings. If you have not received an email confirmation within 24 hours of making the booking, please contact the team at [events@greview.com](mailto:events@greview.com) or on +44 (0)20 8673 9666.
- Payment** (including VAT) must be made in full prior to the start of the conference. GTR retains the right to refuse entry in case of non-payment. Payment can be made through Credit Card online, via telephone or by sending our Events team a completed Credit Card Authorisation form.
- All delegates who have not paid** prior to the conference will be denied entry.
- Transfers:** If you cannot attend a conference, you can transfer your place to another individual. Places can be transferred at any time up to and including the day of the conference. Please note an additional charge may be applicable if the new attendee is not entitled to the same rate.
- A delegate place can be transferred** to another conference, if the request to us is received more than 5 working days before the conference. Please note additional charges may be applicable. A delegate can only transfer their place a maximum of two times, after which they will incur a 20% administration fee.
- Cancellations:** All delegate cancellations must be made in writing to [events@greview.com](mailto:events@greview.com). The charge for cancelling your booking is:
  - 1 month before the conference: 90% refund of the full cost
  - 5 or more working days before the conference: 80% refund of full cost
  - 5 or less working days before the conference: no refund
- Non-attendance** to a conference will result in no refund.
- In the case of the cancellation** of the conference or the change of the conference date, GTR will not be held liable for any booking, travel or hotel costs associated with the booking.

**Please note** that all confirmed registrations are subject to the **event terms and conditions**

**Should you have any queries**, please contact our team at [events@greview.com](mailto:events@greview.com) or on +44 (0)20 8673 9666.

If you do not wish GTR to use your information for marketing purposes, please tick this box.

## Ways to register

**Email:** [events@greview.com](mailto:events@greview.com)

**Web:** [www.greview.com](http://www.greview.com)

**Fax:** +44 (0)20 8673 8662

**Telephone:** +44 (0)20 8673 9666

**Post:** GTR, Exporta Publishing & Events Ltd,  
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