

Empowering trade

through innovation

GTR KSA

2024 **RIYADH**

#GTRKSA

Mövenpick Hotel & Residences, Riyadh, KSA
May 15, 2024

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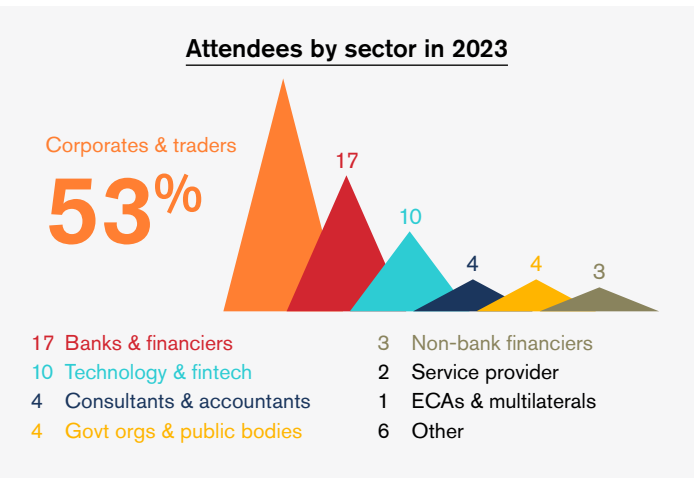
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Empowering trade through innovation

- 6 big topics**
- Innovations in smart ports, logistics and shipping
 - The Electronic Trade Documents Act explained
 - Cash management strategies for uncertain times
 - Stepping up efforts in supply chain finance
 - The growing role of trade credit insurance
 - Injecting liquidity into the Saudi market



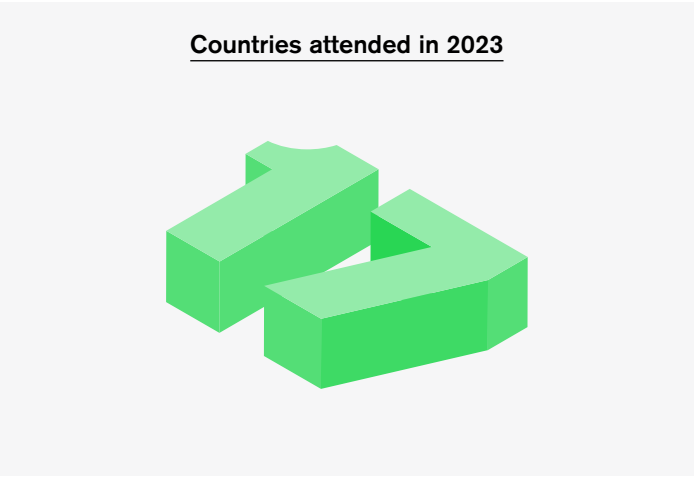
GTR KSA will return to Riyadh on May 15, 2024! Having welcomed over 450 market leaders in 2023, the next edition will once again deliver a highly anticipated opportunity to connect with key players and access the full spectrum of companies involved in Saudi trade and exports.

Covering critical market insight and enjoying the support of leading financial institutions, delegates will gain unrivalled perspectives and in-depth analysis through an extensive programme of over 40 expert speakers, while the exhibition hall will provide an invaluable opportunity to network and connect with industry leaders, peers and potential clients in an exciting and dynamic market.

“GTR KSA was a truly successful event, with key insight into how to support and grow the Saudi trade market.”

A Alkhaif, Saudi Aramco

Mövenpick Hotel & Residences Riyadh
Riyadh, KSA
May 15, 2024



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Wednesday 15 May Morning

08.00-09.00 Registration and networking

09.00-09.05

Chair's opening remarks

Claire Saide, Business TV Presenter & MC

09.00-09.20

Keynote: Export credit and its role in developing growth markets

In just three years since its inception, the Saudi Export-Import Bank (Saudi Exim) has enjoyed a remarkable degree of success in helping non-oil Saudi exports access more than 60 countries around the world, from leading economies such as the US, China, India, France and the UK to a growing presence in thriving (and often untapped markets) in Africa and Latin America. This fireside chat will provide crucial insights on the bank's journey and experiences so far, sharing first-hand experiences of how increased use of the ECA product can increase export volumes and strengthen competitiveness, empowering local companies to trade internationally and increase their contribution to domestic GDP.

Eng. **Abdullatif AlGhathai**, Director General, Lending, Saudi Exim Bank

09.20-09.40

Smart ports, logistics and shipping: Reshaping trade empowerment through innovation

In line with the ambitious objectives of Vision 2030, Saudi Arabia is seeking to lead the way for regional trade facilitation in the development of 'smart ports', utilising technology to boost the effectiveness of the shipping and logistics sector to help empower trade. This session will examine some of the latest exciting developments and concepts in this space, including:

- How use of AI and machine learning can improve operational efficiency to the potential role of blockchain technology in documenting and processing transactions
- Enhancing transparency through seamless integration of offline and digital processes at a time of increased pressure on logistics chains
- Highlighting the importance of knowledge exchange with counterpart authorities both regionally and on a global level

- Achieving closer integration with the financial supply chain, connecting trusted real-time data sources to help in the credit decision-making process

Soumya Sinha, Director, Supply Chain & Logistics, MEASA, Frost & Sullivan

09.40-10.05

A transformational moment: Achieving progress on digital trade

Trade's reliance on paper documentation is well known, with estimates suggesting that on average 28.5 billion trade documents are printed and flown around the world every day, often taking longer to arrive than the goods they are financing do, leading to supply chain delays, inefficiency and additional costs. The potentially transformational impact of legislation in speeding up and simplifying the process for digitising trade received a huge boost in September 2023 with the enactment into law of the UK's Electronic Trade Documents Act – which itself follows on from the work of the United Nation's Commission on International Trade Law (UNCITRAL) and its Model Law on Electronic Transferable Records (MLETR) – meaning that electronic trade documents will have the same legal outcomes as their paper equivalent.

This special session will provide an update on this significant step, highlighting the importance of collaboration across various industry bodies and key players in the digital trade ecosystem, and bringing together extensive expertise and robust technology to adopt similar legislation across all jurisdictions to make paperless trade a reality.

Chris Southworth, Secretary General, ICC United Kingdom; Co-Chair, Commonwealth Legal Reform & Digitalisation Programme & **Huny Garg**, Executive Director & Country Head, KSA & Bahrain, Swift *in conversation with* **Aneel Sabir**, Director, MENA, Enigio

"Really good opportunity to get a broad perspective on various opportunities while networking with useful contacts."

S Agarwal, IRC Agrochemicals

10.05-10.50

Making capital work harder: Cash management strategies for uncertain times

The uncertainty of the present climate has placed increasing pressure on working capital strategies, whether that's receivables (late payments, high DSO), rising interest rates or challenges on the inventory side. This session will consider how current market conditions are shaping working capital strategies for corporates and financiers alike. Among the topics to be covered:

- How are banks and other providers developing offerings to support importers and re-exporters both in KSA and across the wider region?
- Examining how off-balance solutions are being utilised to help clients leverage their inventory to boost working capital
- With banks increasingly restricted by credit considerations, regulations and capital requirements, how is this gap in the market being addressed?
- In light of ongoing uncertainty over shipping routes, to what extent are corporates realigning their supply chains to cope with disruption?
- Do increasing costs and ongoing concerns over interest rates signal a move back towards a just-in-time model when it comes to storing inventory?
- What role does insurance have to play as a tool for capital relief and lowering of costs?

Moderator: Claire Saide, Business TV Presenter & MC
Irfan Khan, CFO, Global Joint Ventures, General Electric International

Motasim Iqbal, Managing Director, Regional Head Transaction Banking Sales, Africa Middle East, Standard Chartered Bank

Elat Niyas, Treasury Manager, Al Masaood

Syed Hassan Javed, Head of Trade Finance, Gulf International Bank (GIB)

Zaid Alzaid, Treasury Director, Rawabi Holding

10.50-11.20 Networking break

11.20-12.05

Data flows, integration and incentivising ESG: Stepping up efforts in supply chain finance

Demand for supply chain finance solutions has rocketed across the Kingdom, as corporates seek to monetise their receivables at competitive rates and secure immediate funds without the need for further borrowing. The launch of specialised supply chain finance programmes utilising digital platforms to integrate with client systems and reduce the need for manual processes has been seen as transformational in improving cash flows across the entire supply chain, whilst the ongoing drive for greater sustainability and ESG-adherence provides a huge opportunity. This session will examine this evolution, addressing a number of key themes including:

- How enabling greater data flow across borrowers, financiers and agencies alike brings insights that could reshape industries, lowering barriers to trade and improving availability of finance
- Utilising technology to provide connectivity to payables, receivables and inventory finance solutions, reducing the number of separate integrations and allowing for swifter approval and disbursement of funds
- Sustainable SCF: How collection of key data such as carbon emissions, material provenance and labour practices can give banks the tools needed to incentivise compliance to ESG standards through favourable financing provisions
- Islamic SCF: Is the market expressing demand for shariah-compliant SCF offerings and if so to what extent are these needs being met?
- The role of multi-funder platforms: How invoice data from buyer-supplier interactions can offer a lower cost of financing and help facilitate a more diverse set of funding partners
- Examining the latest industry efforts to build a data supply chain and develop a global distributed network of trust for trade: Is this vision closer to reality?

Moderator: Farrukh Siddiqui, Founding Partner, Emerging Capital Management Partners

Oleksandr Savchenko, Executive Director, Head of Trade, Working Capital & Transaction Banking, KSA, Standard Chartered Bank

Umar Pirzada, Business Planning Strategy & Transformation Director, Almajdouie Motors

Anjum Mirza, Head of Trade Finance, Saudi National Bank

Gerald Huang, Chief Sales Officer, Premium Technology

Mritunjay Singh, Head of Transaction Banking Product Management, Abu Dhabi Commercial Bank (ADCB)

Wednesday 15 May Afternoon

12.05-12.25

'Ready out of the box integrations for the KSA market': What an end-to-end digital SCF solution looks like

Supply chain finance is on the rise in KSA; with banks and corporates alike bridging access to financing for small businesses through SCF structures and connecting to the plethora of third-party APIs, the need for digitisation has never been more pressing. Digital systems with rigid workflows and non-SCF loan management systems lead to lost opportunities. This session will showcase an end-to-end product stack that seamlessly digitises onboarding, multi-facility underwriting and SCF loan management, while already integrated with various KSA specific APIs, allowing lenders to rely on a single technology provider for an out-of-the-box solution. It will also highlight how having the right technology partner armed with the correct domain expertise can help Saudi and regional FIs gain an edge over the competition.

Raja Debnath, Managing Director, Veefin Solutions

12.25-13.10

Future-proofing trade finance: Trade credit and the digital ecosystem

As the market seeks to leverage technology and utilise a range of tools to help build a more resilient and dynamic trade finance ecosystem, this session will bring various experts together to address a range of themes. Among the points for discussion:

- Enhancing trade credit decisions with advanced analytics: Improving the accuracy and efficiency of trade credit decisions through predictive modelling and risk assessment algorithms
- Integrating credit bureaus: Integrating credit bureau data with digital trade platforms, addressing technological, regulatory and operational considerations to enhance transparency, reduce fraud and streamline transactions
- The role of credit information in supporting SMEs: How detailed and accurate credit information can help bridge the gap, enabling financial institutions to better serve this segment of the economy
- The intersection of credit reporting and emerging technologies: How emerging technologies such as blockchain, AI and IoT could intersect with credit reporting to revolutionise trade finance, making it more secure, efficient and inclusive

Moderator: Maninder Bhandari, Director, Derby Group

Amol Bahuguna, Senior Vice-President, Head of Corporate Technology & Change Management, Riyad Bank

Sivakumar Kuriyakkattil, GTB Head of Open Account Product Solutions, First Abu Dhabi Bank (FAB)

Abdulrahman Alangari, Head of Business Development & Marketing, Bayan Credit Bureau

Ali Alkhamis, Head of Trade & Supply Chain, Banque Saudi Fransi

Kamel Moris, Executive Vice-President, Global Transaction Banking Head, QNB

13.10-13.20

Signing ceremony

In this special dedicated section of GTR KSA 2024, Bayan Credit Bureau will be signing membership agreements with three companies; Easy Travel, Thara Company and Abdullah Al-Khatib & Sahar Al-Shehri Company. These agreements all contribute to the support of Saudi trade and enhanced cooperation.

13.20-14.20 Lunch

“We were delighted to be part of this event to meet our clients and prospects. Our participation in the panel was also successful. The event was well organised. The preparation went smoothly with all the team.”

V Charim, Allianz Trade

14.20-15.00

Managing risk and improving access to capital: The growing role of trade credit insurance

Whilst many companies across the GCC and wider Middle East region have experienced financial losses resulting from non-payment from international buyers, the risks from bad debt seem likely to loom in the region for some time yet, with SMEs in particular forecast to be placed under high liquidity stress in the medium term and at potential risk of default. Though this has been more of a regional trend than a Saudi-specific one, as the largest market in the region and with the country's ongoing process of diversification, economic transformation and non-oil trade growth, this has seen more companies taking out the insurance product as a means of protecting themselves.

This session will provide an informative overview of the trade credit and political risk offering, including how credit insurance can not only protect against the risk of non-payment for goods and services but also provide other benefits such as improve access to capital, raise export levels and enter new international markets – particularly beneficial for emerging sectors and companies seeking to expand their customer base – all whilst protecting against the risk of non-payment. The conversation will also consider the different provisions and providers active in the Saudi market – both inward and outbound – from the emergence of Saudi Exim to the role of multilaterals to the growing private sector providers.

Moderator: Mahan Bolourchi, Managing Director, Credit & Political Risk, Middle East & Africa, Howden Group

Zena Brake, Risk Director, Middle East, Allianz Trade

Ali Alkhamis, Head of Trade & Supply Chain, Banque Saudi Fransi

Syama Jilani, Associate Director, Credit & Political Risk, Middle East & Africa, Howden Group

Mohammed Al-Besher, Director General, Credit Insurance, Saudi Exim Bank

“A great event to have positive interaction with known market leaders!”

S Kamaluddin, Abunayyan Holding

15.00-16.30

FCI Seminar: Factoring and open account receivables

The fundamentals of factoring and open account receivable finance workshop will provide a broad overview, from definitions of factoring, receivables finance, and supply chain finance to business examples, to world statistics. It will offer a comprehensive understanding and a wide range of data to help grasp concepts and applications effectively.

The workshop is designed to delve into the essentials of factoring and open account receivables finance, specifically concentrating on establishing robust open account trade finance and factoring operations within organisations. This workshop serves as a developmental roadmap, offering insights into building such operations, complemented by enlightening case studies and success stories from various nations.

Throughout the workshop, speakers will explore the nuances of SME financing and concentrate on how factoring and supply chain finance play pivotal roles in facilitating financing for SMEs. Furthermore, the workshop will cover Islamic international factoring, explaining how it works and how to engage in open account transactions both with Islamic financial institutions and conventional ones.

Workshop leaders:

Spyros Tsolis, Deputy Education Director, FCI

Doaa Hafez, General Manager, Egypt Factors, Executive Committee Member, FCI

16.30 Formal close of event

“A great experience to understand the core realities of the Saudi trade finance market.”

M Tahla, Maskel

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