#GTRNorthAfrica

Dusit Thani Lakeview Cairo, Egypt
October 13-14, 2026

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The leading event for North African trade and exports

Global Trade Review (GTR) is delighted to announce that GTR North Africa 2026 will be taking place in Cairo on October 13-14, expanding on the success of GTR Egypt to cover the wider North African market.

Building on GTR's commitment to providing insights, highlighting innovation and fostering collaboration within Egyptian trade and export finance, this newly extended event will broaden this focus across the Maghreb region, highlighting the tremendous trade opportunities to be found across markets such as Morocco, Tunisia and Libya.

With expert-led discussions, thought-provoking panels and invaluable networking across the trade finance ecosystem, this is an unmissable gathering for industry professionals to explore the latest developments, challenges and opportunities shaping the North African market.

"Useful knowledge and insights into the financing market concerning global trade and exports."

S Ali, Export Credit Guarantee of Egypt (EGE)

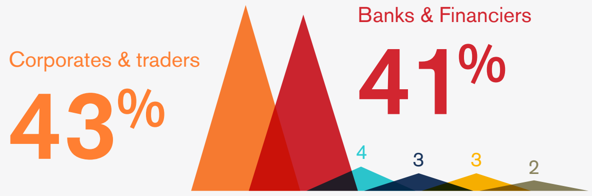
Dusit Thani Lakeview Cairo (Lakeview Ballroom)
Cairo, Egypt

October 13-14, 2026

6 big topics

- Banking infrastructure readiness: The strategic bridge to North Africa's trade ambitions
- Strengthening industry corridors: New strategies for liquidity and risk
- Supply chain finance: Scaling liquidity and digital efficiency
- The ECA playbook: Scaling infrastructure in North Africa
- Digitalising trade: Overcoming ecosystem fragmentation
- The GCC-Africa nexus: Shifting priorities, investment flows and AfCFTA integration

Attendees by sector in 2025



4	Govt Orgs & Public Bodies
3	ECAs & Multilaterals
3	Technology & Fintech
2	Non-Bank Financiers
1	Media
1	Consultants & Accountants
1	Business Advisory
1	Others (inc. Service Providers, Insurers & Risk Analysts, Investors & EPCs)

Vital statistics in 2025

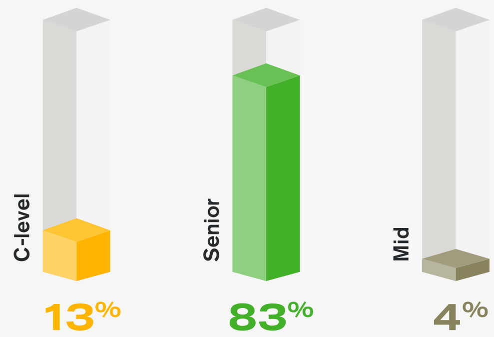
605 Delegates

252 Companies

27 Speakers

Click here to find out more

Job titles represented in 2025



Countries represented in 2025

Find out more

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Day One: Tuesday 13 October Morning

Building the foundations for trade

08.00-09.00 Registration and refreshments

09.00-09.15

Chair's opening remarks

Peter Matza, Council Member, Association of Corporate Treasurers (ACT)

"It was a fantastic experience to be part of such a dynamic and well-organised gathering."

N Mansour, Islamic Chamber of Commerce & Development (ICCD)

"GTR Egypt was an outstanding experience with insightful sessions, professional speakers, and excellent opportunities to connect with industry leaders. Highly recommend for anyone in international trade finance."

B Maher, Almahaba Group

"A real nexus to Egypt, Africa and Middle East trade and financing opportunities."

A Grzybowski, KUKE

09.15-10.15

Banking infrastructure readiness: The strategic bridge to North Africa's trade ambitions

North Africa's trade ambitions demand an evolution in banking infrastructure that moves beyond the typical "digitise everything" narrative. Instead, this session focuses on the structural and operational realities required to build a cohesive engine for regional growth. As North African corporates look to expand across fragmented corridors, financial institutions must act as a seamless bridge, connecting trade finance, payments and working capital into a unified system.The conversation will assess whether regional banks possess the architectural agility and strategic mandate to support these systemic demands, addressing the following points:

- Regional-first architecture: Moving beyond standalone product silos; how can regional banks transition toward a unified transaction banking approach that integrates trade, cash, and payments to serve the specific realities of North African corridors?
- Dismantling systemic friction: How can institutions realistically accelerate client onboarding and transition toward end-to-end working capital ecosystems without compromising the region's specific compliance integrity requirements?
- Strategic digital deployment: Shifting focus from "digital-for-digital's-sake" to pragmatic integration; how can the targeted application of AI and APIs be prioritised to solve regional bottlenecks in trade efficiency and competitive positioning?
- Hardening infrastructure for volatility: How are regional banks hardening their infrastructure to ensure that transformation efforts remain scalable and resilient amidst the region's persistent liquidity and macroeconomic headwinds?
- Talent as a core competency: Beyond technological deployment, what internal shifts in talent, educational pipelines and credit mindsets are required to maintain a localised, high-touch service model while scaling global banking infrastructure?

<u>Moderator:</u> **Farrukh Siddiqui,** Founding Partner, Emerging Capital Management Partners

Mike Ogbalu, Chief Executive Officer, PAPSS

Mahmoud Rabie, Group Treasurer, Elsewedy Industries

Norhan Ezzat, Head of Transaction Banking, Bank of Sharjah

10.15-11.05 Networking break

11.05–11.55

Strengthening industry corridors: New strategies for liquidity and risk

As cross-border trade dynamics shift across North Africa, traditional trade lanes face new pressures, from shifting supply chain routes to localised foreign exchange constraints. This session brings together leading corporates, banks and other providers to examine how stakeholders are optimising regional trade corridors across vital sectors, including agribusiness, manufacturing and industrial supply chains. Discussions will focus on mitigating payment risks, securing working capital across borders, and navigating physical and regulatory bottlenecks to support resilient trade ecosystems. Talking points will include:

- Corridor deep-dive: What are the most acute physical supply chain, working capital, and foreign exchange constraints currently facing regional agricultural, pharmaceutical and industrial trade lanes, and how are operators adapting?
- Managing regulatory and compliance impact: Evaluating the hard trade and financial hurdles – such as European carbon border and food-security compliance rules – on North African export ecosystems
- Navigating border and regulatory friction: How are companies managing customs bottlenecks, documentation hurdles and divergent trade laws to keep vital intra-African and Mediterranean trade moving?
- Securing trade finance: What are the most effective financing structures currently being deployed by commercial banks to support cross-border procurement and protect corporate balance sheets against regional volatility?
- Building long-term resilience: How can major corporates, logistics providers, and financial institutions collaborate to insulate critical supply lines from sudden macroeconomic shocks and regulatory shifts?

<u>Moderator:</u> **Roudy Nabil,** Head of Transaction Banking Services, Emirates NBD

Ahmad El-Tobgy, Director Controller, Middle East & North Africa (MENA), Bunge

Eng. Sherif El-Sayyad, Chairman, Engineering Export Council of Egypt (EECE)

Doaa Hafez, General Manager, Head of Technical Function, Egypt Factors; Executive Committee Member, FCI

11.55-12.45

Supply chain finance: Scaling liquidity and digital efficiency

With liquidity constraints and persistent financing challenges impacting SMEs across North Africa, local commercial banks are increasingly looking to scale supply chain finance (SCF) programmes to strengthen capacity and facilitate trade. This session explores how regional institutions are moving beyond traditional credit models, leveraging digital platforms, unlocking trapped working capital, and integrating sustainable practices to support corporate supply chains and drive regional expansion. Key discussion points will include:

- Empowering the SME ecosystem: Beyond risk mitigation, how do buyer-led versus supplier-led SCF programmes enable the provision of affordable credit to SMEs without creating undue balance sheet exposure?
- Building institutional capacity: What are the operational best practices for digitising client onboarding, accurately assessing creditworthiness in data-scarce environments, and integrating with corporate ERP systems?
- Financing mechanics and green integration: How are banks effectively utilising Sharia-compliant liquidity – including Murabaha or Wakala-based factoring structures – alongside sustainability-linked instruments to unlock working capital and reward compliant regional suppliers?
- Regulatory frameworks: How are banks navigating divergent foreign exchange (FX) regulations and trade laws to facilitate increased intra-African trade and streamline cross-border flows?

<u>Moderator:</u> **Peter Matza,** Council Member, Association of Corporate Treasurers (ACT)

Syed Khurrum Zaeem, Managing Director, Head of Trade, Working Capital & Transaction Banking, Africa Middle East, Standard Chartered Bank

Mohamed Salama, Senior Group Trade Finance Manager, Egypt, Mantrac

Moumita Chakraborty, Director, Growth, Veefin Solutions

12.45-14.15 Lunch

Day One: Tuesday 13 October Afternoon

Building the foundations for trade

14.15-15.05

The ECA playbook: Scaling infrastructure in North Africa

As traditional financing volumes shift across the broader Middle East, North Africa is emerging as the primary destination for international ECA capital. This session moves beyond theory to dissect the structural mechanics of current ECA-backed transactions, focusing on how long-tenor loans and competitive risk-pricing are reshaping the regional financing mix.

- Collaborative versus competitive financing: Are local banks successfully positioning themselves as essential partners to ECAs, or are they still losing margin by trying to compete on the same terms when it comes to absorbing risk?
- The "transition zone" strategy: Why are Morocco and Egypt attracting a higher density of ECA interest for renewables and ESG-aligned infrastructure than the broader MENA region?
- Closing the deal: When international risk appetite is volatile, what specific steps must a corporate treasurer take to move from ECA engagement to a final funded financial close?
- Anatomy of a transaction: A deep-dive review of a complex, multi-layered ECA deal – detailing exactly how risk was allocated, pricing was balanced and the ECA-corporate-bank structure was synthesised to achieve bankability

Adam Grzybowski, Head of the Political Risk & Investment Insurance Team, KUKE

Ahmed Madkour, Managing Director, Recovery Advisers

15.05-15.50

Unlocking local capital: Project bonds and Africa's next growth cycle

As regional liquidity pressures persist and international funding models evolve, unlocking domestic capital markets has never been more critical for African infrastructure and energy development. This session examines how regulators, development finance institutions (DFIs), commercial banks and institutional investors can actively collaborate to finance Africa's next growth cycle and support the region's energy transition. Moving beyond traditional bank debt, the special fireside chat explores practical, scalable mechanisms to mobilise domestic resources, deepen local bond markets, bridge the continent's persistent infrastructure funding gap and fund capital equipment imports for massive regional renewable developments. Key discussion points will include:

- Bridging the funding gap: Analysing how domestic capital markets and blended finance structures can be successfully leveraged to finance Africa's infrastructure and energy transition
- Market depth and liquidity: Examining strategies for developing deeper, more liquid bond markets through regular issuance and robust benchmark yield curves
- Mobilising institutional capital: Unlocking long-term capital from pension funds, insurers and asset managers while utilising DFIs and commercial banks to crowd-in private investment
- Blending trade and project debt: Bridging short-term trade facilities with long-term project debt to fund capital equipment imports and renewable infrastructure developments
- De-risking and project execution: Enhancing investor confidence through regulatory reforms, credit enhancement, and successful African project bond transactions

Mark Kalil, Executive Vice-President, Debt Capital Markets Africa Syndicate, Standard Bank

Asanda Tsotsi, Head of Project & Export Finance, Standard Bank

15.50-16.00

Chair's closing remarks

16.00

Close of Day One

"It's a great opportunity to bring together the trade finance ecosystem – including banks, enterprises, and FinTechs – to connect, share insights, and explore ways to boost business growth through better alignment, collaboration, and innovation."

T Abdelaziz, Intellect Design

"It was our first time sponsoring and attending GTR Egypt, and we found it to be an excellent platform to connect with clients and financial institutions. The event proved to be a valuable opportunity for engagement, networking and exploring new business prospects. I believe it was a successful experience at GTR Egypt 2025 for saib."

S Salah, saib

"GTR Egypt was a great event to meet our clients and discuss new business opportunities."

M Fawzy, HSBC

"Great mix of trade, export and fintech based finance. Broad range and depth of speakers."

P Rossberg, Export Credit Guarantee of Egypt (EGE)

"Informative event, makes you see the picture from a wider point of view."

M N Adly, Woodek Equipment Co.

"The event was exceptionally well executed – from the seamless organisation and impressive attendance to the quality of discussions and networking opportunities. The program truly stood out for its depth and diversity, and the communication and marketing efforts were remarkable."

D Samuel, Chemicals & Fertilizers Export Council (CEC)

Day Two: Wednesday 14 October

Scaling growth across corridors and markets

08.00-09.00 Coffee and networking

09.00-09.10

Chair's morning remarks

Peter Matza, Council Member, Association of Corporate Treasurers (ACT)

09.10-09.55

Regional spotlight: Algeria – Unlocking the gateway to the Maghreb

Algeria is undergoing a historic economic renaissance, shifting from a hydrocarbon-dependent model to a diversified, knowledge-based economy. With the second-largest GDP in North Africa, the country is leveraging its strategic position and resources to modernise infrastructure and attract international investment. This session dissects the "new Algeria" model, focusing on how commercial diplomacy is creating tangible opportunities in agribusiness, critical minerals, and digital infrastructure.

- Commercial diplomacy: How are new commercial treaties and recent investment summits practically facilitating funding and technology transfer for international partners?
- Scaling industrial diversification: How are flagship initiatives, such as the Baladna dairy megaproject and Gâra Djebilet mining, providing a scalable blueprint for industrial self-sufficiency?
- The renewable energy transition: As Algeria targets 22 gigawatts of renewable capacity by 2030, what financial structures are being deployed to unlock its solar and green hydrogen potential?
- Investment and banking reform: What is the practical reality for foreign investors regarding dividend transfers, administrative transparency, and legal protections under the new investment code?
- Logistics as a catalyst: How is the integration of ports, rail links, and fibre-optic networks transforming Algeria into a hyper-connected logistics hub linking Europe with Sub-Saharan Africa?

Farid Merabet, Managing Director, NLC Communication Algeria

09.55-10.40

Navigating Libya: Energy, risk, and trade execution

Libya sits at a critical crossroads between Europe, Africa and the Middle East, presenting unique structural challenges alongside distinct operational opportunities for the energy and trade finance sectors. This session provides corporate treasurers and international investors with the strategic framework required to navigate a complex regulatory and institutional landscape, with a specific focus on sustaining critical energy flows.

- Energy sector insights: Drawing on recent experience financing transactions with Libyan state-owned enterprises (SOEs), and examining how market leaders manage the complex compliance and liquidity hurdles inherent in these high-value deals
- Operational resilience: How can Libyan companies and their financing partners build resilient operating models that navigate international sanctions frameworks and institutional volatility without sacrificing trade velocity?
- Addressing financial friction: What are the practical strategies for managing limited FX liquidity and correspondent banking limitations without encountering prohibitive capital compliance hurdles in the energy value chain?
- Developing secure trade corridors: As the private sector pivots toward recovery, what specific avenues are proven to secure and execute trade flows across Mediterranean and Sub-Saharan routes?
- The path to institutional stability: How are market leaders currently navigating the local regulatory environment, and what is the outlook for streamlining the institutional landscape for international investors over the next 18 months?

Ahmed Sarkez, Head of Libya Global Transaction Banking (GTB), BACB

10.40-11.20 Networking break

11.20-12.05

Digitalising trade: Overcoming ecosystem fragmentation

Digitalising trade in North Africa requires addressing deep-seated, systemic fragmentation caused by legacy paper trails, incompatible customs networks and siloed digital platforms. This strategic session will outline a clear roadmap for adopting electronic bills of lading (eBLs), aligning local commercial laws with international standards like MLETR, and establishing cross-border interoperability to unlock regional supply chain efficiency.

- The legislative hurdle: What practical steps are required to align regional commercial laws with MLETR standards and accelerate the widespread adoption of eBLs?
- Optimising the digital pipeline: How can regional stakeholders successfully move beyond siloed platforms to create genuinely interoperable ecosystems that replace legacy paper-based workflows?
- Automating compliance at scale: To what extent can real-time AI and high-performance screening technology streamline AML, sanctions, and dual-use goods checks without introducing new operational friction?
- Frictionless onboarding: How are local financial institutions practically utilizing automated APIs and Legal Entity Identifiers (LEIs) to automate counterparty verification and eliminate identity fraud?

Stanley Montwedi, Founder & Chief Executive Officer, TradeVow

Anna Brod-Ohana, Associate Director, Trade Facilitation Programme, EBRD

> "Sessions were filled with practical and insightful discussions covering trade digitisation, emerging markets and sustainability. Really great event."
>
> **E Nzomo,** Yatta Beekeepers Limited

12.05-12.50

The GCC-Africa nexus: Shifting priorities, investment flows and AfCFTA integration

As global trade governance shifts, the GCC is rapidly emerging as a preferred strategic partner for African economies, moving from opportunistic engagement to long-term structural coordination. This session examines how Gulf capital and expertise are aligning with the AfCFTA's objectives to catalyze a more integrated, resilient, and scalable trade landscape.

- Strategic capital deployment: Beyond traditional resources, how are collective GCC investments in energy, mining and digital infrastructure reshaping the continent's economic potential?
- The AfCFTA scaling effect: How are Gulf investors leveraging the AfCFTA to transition from country-specific projects toward scalable regional value chains?
- New investment frameworks: Evaluating the impact of Comprehensive Economic Partnership Agreements (CEPAs) and integrated trade packages in setting the stage for deeper, institutionalised economic ties
- Navigating the risk-reward balance: With GCC capital becoming a primary engine for development, what are the emerging best practices for de-risking cross-border projects and ensuring long-term project viability?

Moderator: Semih Ozkan, Executive Director, Head of Corporate Payments Sales MENA, J.P. Morgan

Chris Di Gabriele, Executive Vice-President, Client Coverage, Corporate & Investment Banking, Standard Bank

Mohamed Torayah, Regional Treasury Leader, Middle East, Africa, Turkey & Pakistan, GE Vernova

12.50

Chair's closing remarks

Followed by interactive networking lunch

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