

Post-event Report



# GTR MENA 2020

#GTRMENA

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

[www.gtreview.com/gtrmena](http://www.gtreview.com/gtrmena)

# GTR MENA 2020

With the rapidly changing dynamics in a turbulent global economic landscape, the future of trade, and the trade finance that supports it, continues to be a topic for debate.

The extent to which corporates, financial institutions and government agencies are working together to assess future prospects – guiding their constituents to strong growth and reduced risk – and the markets being explored, solutions discussed, and efficiencies unveiled was a key theme of the conference.

With special focus on the importance of 'seizing opportunities' for this year's instalment, **GTR MENA** provides an unrivalled platform for increasing awareness of the market, presenting the opportunity to hear from leading local and international trade and export finance experts and employing a wide range of session formats and networking activities to facilitate high-quality conversations and business development opportunities.

*"GTR has always been a great place to network; the content, speakers and panel discussions were well chosen, engaging and relevant to the industry trends."*

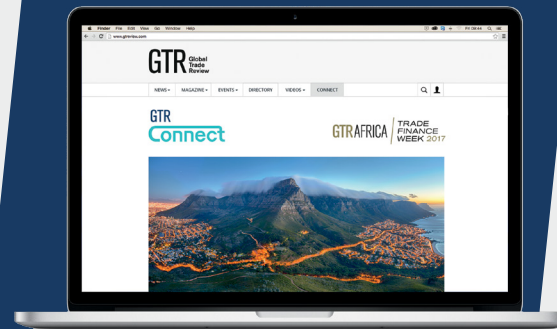
**L Almeida**, Markel International (Dubai) Limited

*"GTR does it again and again! The GTR MENA 2020 had the best selection of attendees, panellists and exhibitors focused on SCF. This year I attended both the India and MENA events, and both were top class. I have now added these events to my annual calendar."*

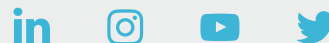
**R Debnath**, Cogence Labs

## GTR Connect

Once registered, log-in to **GTR Connect** to network with fellow delegates, download event materials and more.



Join GTR on social media



Official conference hashtag:  
**#GTRMENA**



As the world's leading trade, commodity and export finance publisher and event organiser, **GTR** offers sponsors and advertisers unrivalled exposure and profiling among their peer and client groups. **GTR** can offer various appealing options that would strategically and effectively help raise the profile of the partner, and offer a highly effective platform with which to showcase its capabilities and mission.

### Sponsorship opportunities

**Peter Gubbins**

Co-founder & CEO

pgubbins@gtreview.com

+44 (0)20 8772 3000

### Speaking opportunities

**Jeff Ando**

Director, Conference Production

jando@gtreview.com

+44 (0)20 8772 3015

### Marketing & media opportunities

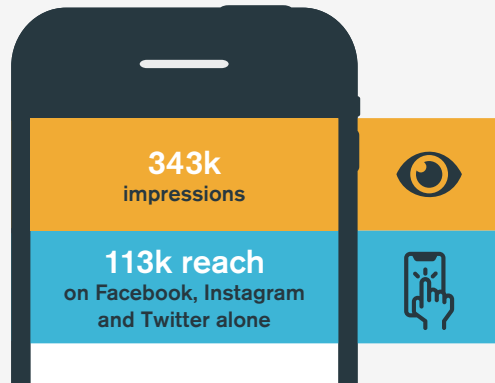
**Elisabeth Spry**

Marketing Manager

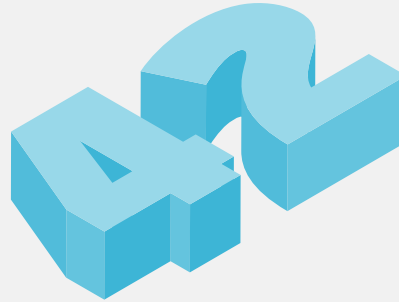
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+44 (0)20 8772 3006

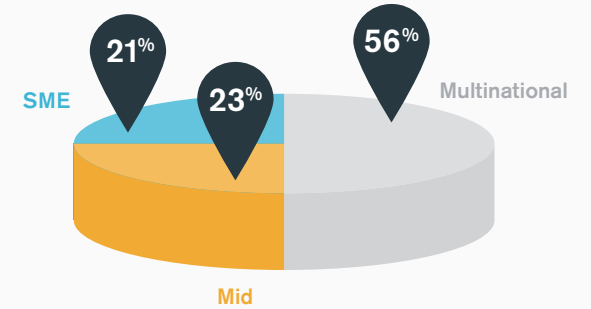
### Twitter stats



### Total exhibitors



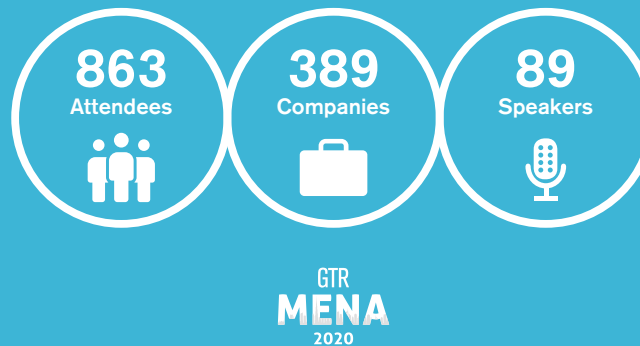
### Company size breakdown in 2020



### Attendees by sector in 2020



### Vital stats



### Attendance in 2020

93%

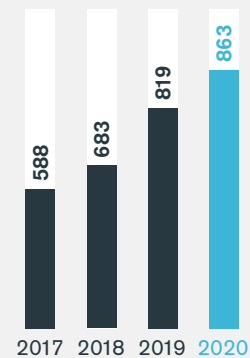
Senior to C-level



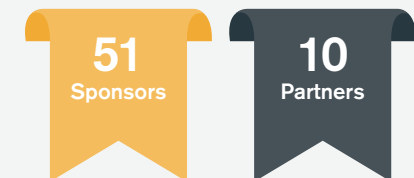
### Top 5 themes discussed in 2020



### Year-on-year delegate increase



### Total supporters





2020's conference was supported by

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## Companies who attended this year's event

Corporates & traders					
ABB Group	BP Oil International	Export Trading Group (ETG)	Kogex DMCC	Nurul Construction and Trading	SIG Combibloc
Abdul Latif Jameel International	Brand Folio	Farrelly & Mitchell	Kuwait Petroleum Corporation	Oando	Sodamco
Abu Dhabi National Oil Company (ADNOC)	The Brink's Company	Fintel	L&T Hydrocarbon Engineering	Oil Burg	SOI Global
Aditya Birla Group	Bunge	Fistco	Landmark Group (RNA Resources Group)	Oman Trading International	Sony Corporation
Advaita	Byblos Industries Zambia	FrameCad	Larsen & Toubro (L&T)	One Foods	Sony Professional Solutions MEA FZ LLC
Agriprocity	Canon	Future Group Holdings	Larsen & Toubro Construction	Oracle	Spectrum Exhibition
Al Futtaim	Carestream	GAP Polymers	Larsen Toubro Arabia Co	Outotec	SRG Holding
Al Ghurair	Cargill	GE Healthcare	Liberty Commodities	Petrochem Middle East	Star Global
Al Masood Automobiles	Centaurus International	GE Power	Liberty Fe Trade	Petrofac	Steinweg Sharaf FZCO
Al Mazroui Medical Group	Chabros International Group	General Electric (GE)	Liberty House Group	Philips	Suhail Bahwan Group (Holding) LLC
Al Muhaidib Group	Chalhoub Group	General Motors (GM)	Lilypeck	Phoenix Global DMCC	Sumitomo Corporation
Al Tayer Group	Commerce Connect	Golden Core Trading	Liqui Productions (GIB)	Pictor Photography	Sunrise Petroleum
Aldor Almanthoor General Trading	Concrete Industrial Complex	Goodyear	LITASCO	Planet Core Group	Swiss Singapore Overseas Enterprises
ALEC Group	Control Contracting & Trading	Granteq	Logicom	Polymed Trading	T Choithram & Sons
Al-Futtaim	Coral Energy	Gulf Agency Company	Louis Dreyfus Company	Praramb Agri Trading DMCC	Televeras Group
Alghanim International	Crescent Petroleum	Gulf Drug LLC	Man Corp	Premium Tobacco International	Tetra Pak Export
Ali & Sons Contracting Ltd	Daimler	Hakan Agro	Mantrac Group	PSTV Energy	Thinkronyze by AMAIS LLC
Ali Shahwari Realstate	Danube Group	Hargood Corporation	Masdar	Radiant World	Tracon General Trading
Alucor	Danway	Hassani Group	McDermott International	RAK Ceramics	Trafigura Group
APP International Marketing	Dell	Hisense Group	Megnacio	RAK Properties Co RJS	Transworld Group of Companies
Apparel Group	Derby Group	HMD Global	MENA Energy	Rakha Alkhaleej International (RAI)	Tyco Fire and Security Middle East & Africa
Arab & India Spices	Deshbandhu Group	Huawei Technologies	Mercancia Continental DMCC	Ras Al Khaimah Economic Zone (RAKEZ)	Union Cement Company
Arabian Commodities	Dgrade FZ LLC	Hydrocarbon International FZE	Mercator Commodities	Redington Gulf	United Engineering Construction (UNEC)
Arabian Construction Company	DHL	IFFCO	Mercury Commodities	Rescom Holdings	UPS
Arabtec Holding PJSC	Dow Chemical Company	Ingram Micro	Microsoft Corporation	Rezayat	Utmost Building Materials
Aramco Overseas Company	DP World	Innovative Invasion	Midcom	ROLWEG	Value-tech International
Arasco	Ducab	International Golden Group	Mistumi Distribution	RSK Group	Vikudha Overseas
ArcelorMittal	E3 Energy	International Trade Management	Monjasa	RWood Resources	Vin Metal Synergies
Arenco	Emirates Airline	ITG	Mosart Marble	Saint Gobain	Vintage Bullion DMCC
ASGC Holding	Emirates Global Aluminium	Ittihad Investment Group	Multi Commerce FZE Dubai	Salini Impregilo	Vitol
Atlantic Energy	Emirates National Copper Factory - Nuhas	Jackys	National Oilwell Varco Inc	Saudi Printing & Packing Company (SPPC)	Zafco
Atlantic Industrial & Trading	Emirates National Oil Company (ENOC)	Jay Kal General Trading	Navodaya DMCC	Saudi Railways	Zakher Marine International
Atlantis Global	Enhance Group	Jaykal Exports DMCC	Nestlé	Scheider Electrics	
Aujan Group Holding	Emirates National Factory for Plastic Industries (ENPI)	Jindal SAW	Nokia	SDC	
Beko		KBBO Group	NOON	Selkar Trading	
Biskom International	Eurasia Metals and Investments	Kobian	Novelis	Siemens	

Insurers & risk managers		
BPL Global	Marsh JLT Specialty	Texel Finance
Global Collateral Control (GCC)	Noor Takaful	The Arab Investment & Export Credit Guarantee Corporation
Howden Insurance Brokers	Orient UNB Takaful	
Malakut Insurance Brokers	PIB Insurance Brokers	
Markel International	RKH Specialty	

Consultants & accountants		
Apt Capital	KFS International	RPS Group
CB Advisers	Kimoha Entrepreneurs	Synergy Infrastructure
Cranmore Partners	MI Capital Finance Consultants	Thompson Reuters
EXX Africa	Nuevo Asia	Trueva Consulting
International Company Profile (ICP)	OCO Global	
JISR Capital	PricewaterhouseCoopers	

## Companies who attended this year's event

Banks & financiers					
101 Capital	Bank Asia	Citi	First Abu Dhabi Bank (FAB)	MUFG	Sberbank
Absa	Bank Islam Brunei Darussalam	Commercial Bank International (CBI)	Gulf International Bank	Mutual Trust Bank	Social Islami Bank
Abu Dhabi Commercial Bank	Bank Of America	Commercial Bank of Dubai	HSBC	National Bank of Bahrain (NBB)	Société Générale
Abu Dhabi Islamic Bank (ADIB)	Bank of America Merrill Lynch	Commerzbank AG	ING	National Bank of Fujairah (NBF)	Standard Chartered
Al Masraf Bank	Banque De Commerce et De Placements (BCP)	Credit Agricole Corporate & Investment Bank	Intesa Sanpaolo	NCC Bank	Sumitomo Mitsui Banking Corporation (SMBC)
Al Rajhi Bank	Banque Misr	Deutsche Bank	Islami Bank	Nedbank CIB	The Access Bank UK
Anglo-Gulf Trade Bank	Barclays	Emirates Islamic Bank	J.P. Morgan	Noor Bank	Trade Bank of Iraq (TBI)
Arab Bank	Belfius Bank	Emirates NBD	Lenovo Financial Services	RAKBANK (The National Bank of Ras al-Khaimah)	United Bank
Arab National Bank	BMCE Bank	Euro Exim Bank	Mashreq		Wells Fargo
BACB	BNP Paribas	Faisal Islamic Bank	MCB	Riyad Bank	Wyelands Bank
Bank ABC	BNY Mellon	FIMBank	Mizuho Bank	SABB	

Non-bank financiers		
Alpen Capital	Greensill Capital (UK) Limited	Prime Investrade
APICORP	GTR Ventures	Prodigy Way International
Barak Fund Management	Gulf International Finance Limited	Obera Capital
Blend Financial Services	Incomlend	Rasmala
Cugavadi	Maersk	Sarwa
Dow Jones	MRF Financial Broker	Thornwood Capital LLP
Falcon Group	Ntrust Advisory	Wilben Trade
Goldrush Capital	Orbitt	Zerco Investments

Govt orgs & public bodies		
Abu Dhabi Global Market	DMCC	ICC UAE
Association of Corporate Treasurers (ACT)	FCI	Swiss Business Council Dubai & Northern Emirates
Beehive	Global Trade Professionals Alliance (GTPA)	Emirates
Competence Center for German Export Finance	ICC Banking Commission	UK Department for International Trade

Lawyers		
Abu Dhabi Vegetable Oil Co (ADVOC)	Clifford Chance	Lincoln Associates
Al Tamimi & Company	Clyde & Co	Sullivan & Worcester UK LLP

Education	
Webster University	

Technology & fintech		
Bolero International	HPD LendScape	Pole Star
China Systems	Kyriba	Premium Technology
Cogencelabs	Maxxsure	Red Walls Technical Services
Coriolis Technologies	Metra	SS and C Advent
Demica	Mindgate Solutions	Swift
DLT Ledgers	Mitigram	Tallyx Inc
Etisalat Digital	Monimove	TradeAssets
HDP Lendscape	NeuroSoft SA	TradelX

Media		
Gecko Media	MEIAC	Stick Figure
Golin MENA	Narrative Media	TEC Event Management
GTR	New Perspective Media	Zawya
Italian Press Association	Russian Emirates Publishing and Advertising	
Liwa Advertising	Seven Media	

ECAs & multilaterals		
Dubai Exports	International Islamic Trade Finance Corporation (ITFC)	MIGA
Ethihad Credit Insurance		UK Export Finance (UKEF)

*"Once again, GTR pulled off an amazing event in 2020. Great networking, great content – an absolute must-attend!"*

**R Harding**, Coriolis Technologies

*"I was delighted to participate in GTR MENA 2020 and for GTR to highlight and showcase the importance of the need to address sustainable supply chains as well as to be involved in the tech showcase. I had the opportunity to learn more about some really interesting fintech start-ups that are creating solutions we need."*

**L McAuley**, Global Trade Professionals Alliance (GTPA)

2020's speakers included 1/2

- **Layali Abdeen**, Senior Underwriter, Middle East & North Africa, **Multilateral Investment Guarantee Agency (MIGA)**
- **Neeraj Agrawal**, Chief Financial Officer, **Crescent Petroleum**
- **Haitham Al Khazaleh**, Risk Director, **Etihad Credit Insurance (ECI)**
- **Rushdi Ali**, CFO Power Digital, Middle East & Africa, China & India, **GE**
- **Yusuf Ali Khan**, Managing Director, Head of Trade, Middle East, North Africa, Pakistan & Turkey, **Citi**
- **Leroy Almeida**, Senior Executive Officer, Senior Underwriter & Head of Middle East, **Markel International (Dubai)**
- **Dr Ashraf Mahate**, Chief Economist, Trade & Export Development, **Dubai Exports**
- **Santosh Attery**, Executive Director, Funded Trade Product Management, **First Abu Dhabi Bank (FAB)**
- **Jason Barrass**, Regional Head of Product Management, **HSBC Bank Middle East**
- **Halina Bernard**, Head of Treasury, Africa & Middle East Operations, **General Motors**
- **Robert Besseling**, Executive Director, **EXX Africa**
- **Maninder Bhandari**, Director, **Derby Group**
- **Mihir Bhatt**, Director, Deals Advisory, **PwC Middle East**
- **James Binns**, Managing Director, Global Head of Trade & Working Capital, **Barclays**
- **Doug Bitcon**, Head of Credit Strategies, **Rasmala Investment Bank**
- **Guenther Blum**, Vice-President, Trade Services, **BNY Mellon**
- **Mahan Bolourchi**, Managing Director, Financial Risks, Head of Financial Risks, International Hubs, **RKH DIFC**
- **Sean Bowey**, Head of Products, Global Trade & Receivable Finance, **SABB**
- **Graham Bright**, Head of Compliance & Operations, **Euro Exim Bank**
- **Laura Buckwell**, Journalist & Broadcaster
- **Vikas Chandra Jha**, Head of Product, Trade & Supply Chain, Transaction Banking Services, **Emirates NBD**
- **Simon Cook**, Partner, **Sullivan & Worcester UK**
- **Mathilde Cottard**, Executive Director, Structured Export Finance, **SMBC Europe**
- **Bhaskar Dasgupta**, Associate Director, Market Development, Financial Services Regulatory Authority, **ADGM**
- **Rahul Daswani**, Senior Manager, Strategy & Incubations, Worldwide Payment Solutions, **Microsoft**; Board Member, Middle East Regional Committee, **ITFA**
- **Mike Davis**, Head of Commercial Banking, **HSBC Middle East**
- **Raja Debnath**, Managing Partner, **Cogence Labs**
- **Harry Doyne-Ditmas**, Political Risk & Structured Credit Leader MENA, **Marsh JLT Specialty**
- **Fatenah El Danab**, Trade Product Sales, **Bank of America**; Board Member, Middle East Regional Committee, **ITFA**
- **Saad El Hachimy**, Corporate Treasury & Cash Manager, Treasury Centre Middle East & Africa, **Nestle**
- **Reda Ezzat**, Head of Trade & Structured Finance, **Mashreq Bank**
- **Massimo Falcioni**, Chief Executive Officer, **Etihad Credit Insurance (ECI)**
- **Manav Futnani**, Head of Export & Specialised Finance, MENAT, **HSBC Bank Middle East**
- **Huny Garg**, Head of Trade & Supply Chain, **Swift**
- **Daniel Gould**, Deputy CEO, **Anglo-Gulf Trade Bank (AGTB)**
- **Orhan Gunes**, Director, Head of Trade Finance, **Sberbank**
- **Natalia Haas**, Managing Partner, **Mercator Commodities**
- **Rebecca Harding**, Chief Executive Officer, **Coriolis Technologies**; Author 'Gaming Trade'
- **Ian Henderson**, Senior Portfolio Manager, Asset Management, Trade Finance, **GIB Asset Management**
- **Jenny Hunt**, Founding Partner & CEO, **Gateway Group**
- **Naura Hussain**, Vice-President, Senior Relationship Manager, Financial Institutions International, **United Bank**; Board Member, Middle East Regional Committee, **ITFA**
- **Zishan Iqbal**, Director, Murabaha Solutions, **Etihad Credit Insurance (ECI)**
- **Ahmad Izhar**, Director, Transaction Banking, MENA, **Standard Chartered Bank**; Board Member, Middle East Regional Committee, **ITFA**
- **Rafiq Jaffer**, Partner, Banking & Finance, **Al Tamimi & Co**
- **Sonam Kapadia**, Managing Director, **Falcon Group**
- **Asli Karapinar**, Head of Treasury MEA, International Operations, **Schneider Electric**
- **Dr Karen Remo**, CEO & Managing Director, **New Perspective Media Group**
- **Syed Khurram Zaeem**, Head of Trade & Transaction Banking, UAE & MENA, **Standard Chartered Bank**
- **Dimitri Kouchnirenko**, Founding Partner, **Incomlend**
- **Georgios Koukis**, International Business Development Director, **Neurosoft SA**
- **Nizardeen Kumardeen**, Member, Executive Committee, **ICC Banking Commission**
- **Betül Kurtulus**, Regional Director, Central, Eastern & South-Eastern Europe & the Middle East, **FCI**
- **Laura Lane**, Global President of Public Affairs, **UPS**

2020's speakers included 2/2

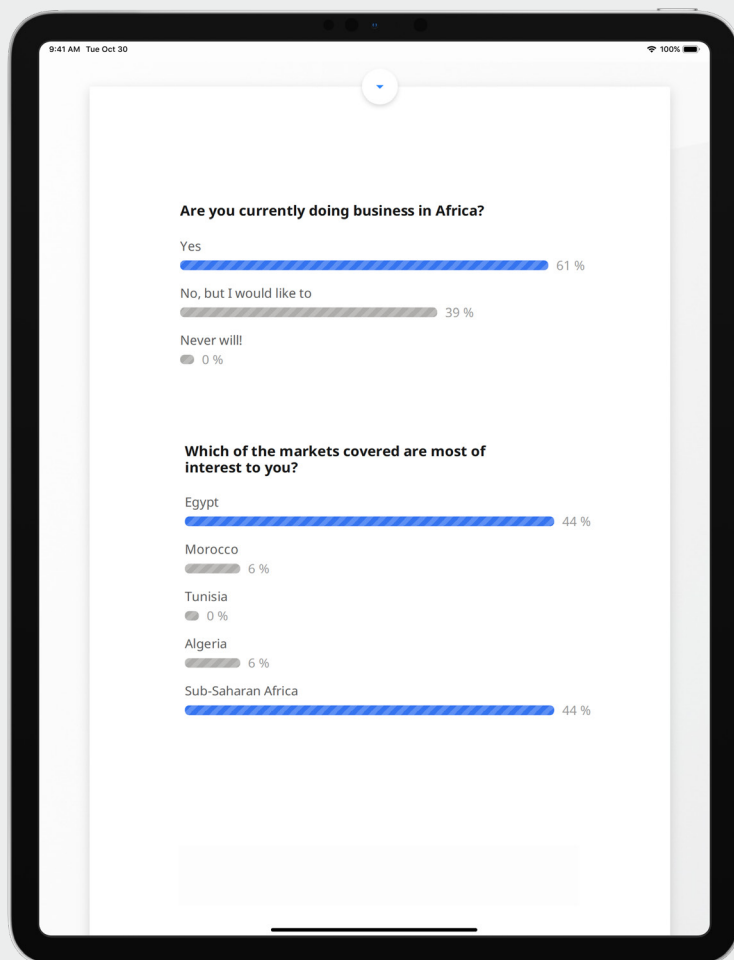
- **David Leslie**, Head of Global Trade & Receivables Finance, UAE, **HSBC Bank Middle East**
- **Mona Lockett**, Automotive Group Treasurer, **Al-Futtaim Auto & Machinery Co.**
- **Peter Luketa**, Managing Director, CB Advisors; Board Member, **Anglo-Gulf Trade Bank**
- **Tobias Maier**, Chief Financial Officer, **DHL Global Forwarding**
- **Sabyasachi Mallik**, Head of Supply Chain Finance Products, **Mashreq Bank**
- **Peter Matza**, Speakers' Chair, **Association of Corporate Treasurers (ACT)**
- **Lisa McAuley**, Chief Executive Officer, **Global Trade Professionals Alliance (GTPA)**
- **Manish Mehta**, Sales Manager, Trade Finance, **Maersk**
- **Nadine Mezher**, Co-Founder & CMO, **Sarwa**
- **David Moleshead**, Senior Counsellor, **UK Export Finance**
- **Vincent O'Brien**, Member, Executive Committee, **ICC Banking Commission**
- **Lanre Oloniniyi**, Co-Founder, **Orbitt**
- **Sinan Ozcan**, Senior Executive Officer, UAE, **Maersk Trade Finance**; Board Member, Middle East Regional Committee, **ITFA**
- **Anirudha Panse**, Managing Director & Head of Trade Product Management, **First Abu Dhabi Bank (FAB)**
- **Robert Parson**, Partner, **Clyde & Co**
- **Umar Pirzada**, Treasury Futurist
- **Staney Pullolickel**, Regional Treasurer (Commercial), **MENAT & SSA, GE**
- **Madhavan Ramaswamy**, Chief Strategy Officer, **TradeAssets**
- **Andrew Raymond**, Chief Executive Officer, **Bolero International**
- **Simon Ring**, Global Head of Financial Markets Compliance, **Pole Star (PurpleTRAC)**
- **Louis Robinson**, Regional Sales Head, GTB Wholesale Banking, **Gulf International Bank**; Board Member, Middle East Regional Committee, **ITFA**
- **Nicole Rogers**, Founder & CEO, **Agriprocity**
- **Princy Royce**, Treasury Manager, Middle East, Africa, India, **National Oilwell Varco**
- **Sarah Sabra**, Co-Founder, **Thinkronyze**
- **Ali Shafqat**, Chief Executive Officer, **Qbera Capital**
- **Naimish Shah**, Head of Innovation & Emerging Technologies, Group Digital Office, **Emirates NBD**
- **Rahul Sikka**, Vice-President, Head of Africa PT&D, **L&T Construction**
- **Mritunjay Singh**, Lead, Trade Product Management, **Abu Dhabi Commercial Bank**
- **Svitlana Skrypnyk**, General Director, **Kogex DMCC**
- **Harriet Smith**, Assistant Director, **BPL Global**
- **Eva Steinhaus**, Director, Middle East, North Africa & Pakistan, **Competence Center for German Export Finance**
- **Caroline Stockmann**, Chief Executive, **Association of Corporate Treasurers (ACT)**
- **Matt Strong**, CEO Credit Specialties, **Marsh JLT Specialty**
- **Cyndi Teulon**, Environmental Advisor, **RSK Environment**
- **Yuliya Tsoy**, Successor in Trade (SIT Graduate), **ICC Banking Commission**
- **Fiji Varghese**, Managing Director, Regional Head of Trade Finance, Middle East, **Credit Agricole CIB**
- **Miguel Villalonga**, Vice-President, Cloud & Datacenter, **Etisalat Digital**
- **Paul Woodman**, Chief Operating Officer, International, **ASGC**
- **Hoor Yar**, FI Trade Finance, **Deutsche Bank**; Board Member, Middle East Regional Committee, **ITFA**
- **Samer Younes**, Lead, Digital Trade Implementation & Channel Management, **Abu Dhabi Commercial Bank**

*"GTR MENA has created an effective platform that facilitates a discussion related to challenges faced by SMEs or businesses of any size in the region. It also highlights the benefits of encouraging a culture of entrepreneurship while initiating conversations around getting more visibility in a competitive landscape."*

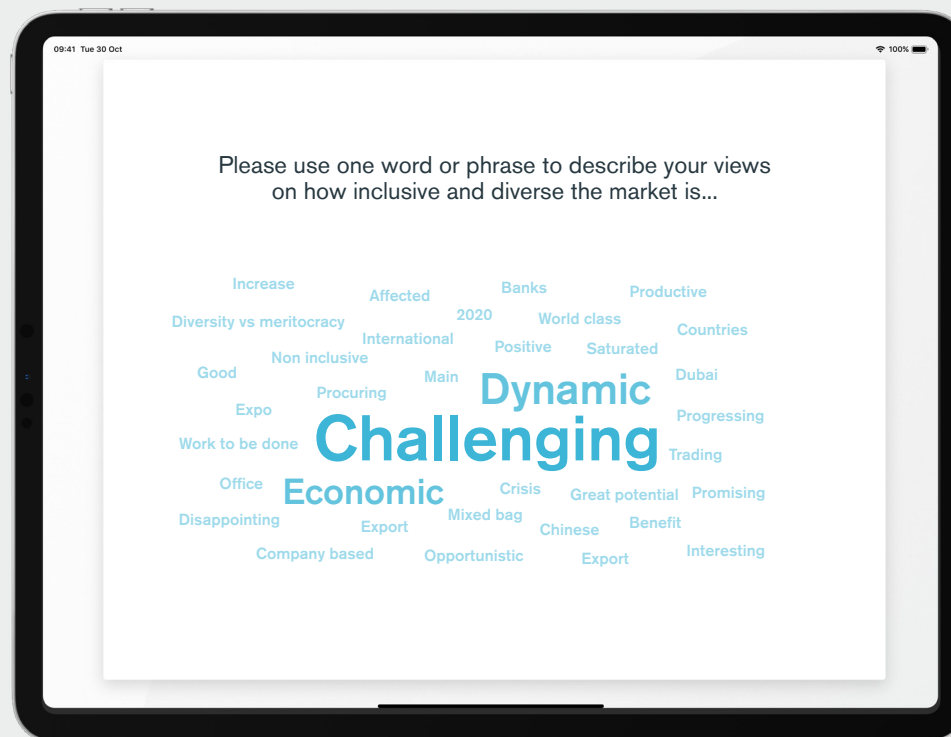
**H Al Khazaleh**, Etihad Credit Insurance (ECI)



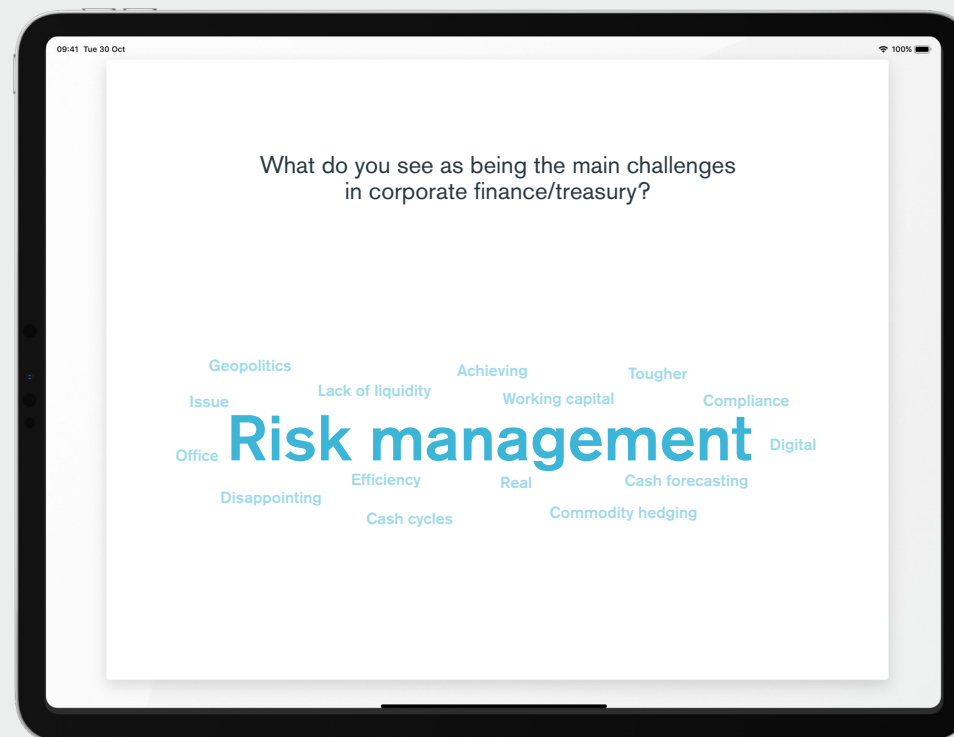
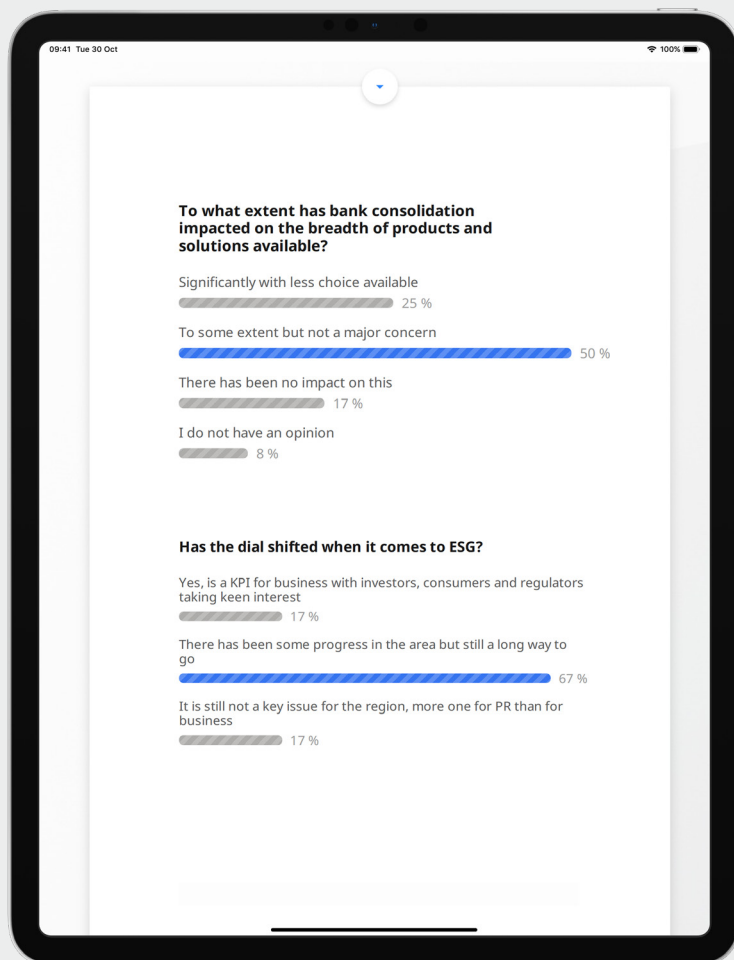
## Stats from Sli.do



Facilitating maximum audience interaction, the official GTR event app allowed attendees to offer feedback on questions posed by presenters throughout the day – here's a sample of what audience members had to say:



Stats from Sli.do



## EVENT REPORT

## GTR MENA 2020 – looking on the positive side

Despite ongoing concerns - and what frequently feels like blanket media coverage - over the potential threat of coronavirus (COVID-19) you would be forgiven for wondering what all the fuss was about judging by the swathes of businesspeople cramming into GTR MENA 2020, with over 850 delegates keen to network, shake hands and exchange business cards at the Jumeirah Emirates Towers on February 17-18.

There was of course also a conference going on outside of the networking, and a very engaging one at that. Expertly hosted by the journalist and broadcaster Laura Buckwell, this year's programme brought with it a much more diverse and inclusive line-up of speakers - an industry-wide issue as well covered by GTR - and a focus on the importance of creating a conducive business environment for entrepreneurs and female entrepreneurs in particular.

This was a centrepiece of a hugely interesting opening discussion featuring Dr Karen Remo of New Perspective Media and Laura Lane, Global President of Public Affairs at UPS, both of whom offered hugely enlightening perspectives on the need

for improved business diversity levels and the importance of creating a more inclusive environment, sharing their experiences, shedding light on the important work of the SheTrades initiative, as well as offering tips for exporters on how best to "get noticed" in a competitive landscape. All invaluable for those keen to grow their business, with some fantastic insights.

Elsewhere we heard a tremendously interesting and engaging discussion around Expo 2020, which showed a clear picture of optimism from those involved, drawing on Dubai's reputation as a trading hub and creator of an unrivalled logistics and infrastructure network, with Expo 2020 very much the next stage of this exciting journey. It will be interesting to hear the extent to which this potential is realised ahead of the official event starting in October!

We are after all living in times of heightened risk, so it is always best to hear from those experts tasked with managing that risk and ensuring that companies are able to run their businesses as planned. Thank heavens we were able to benefit from the expertise of our friends at the Association of Corporate



Treasurers, who not only ran several sessions but who also hosted a special breakfast briefing for treasurers to share their latest challenges, priorities and concerns.

Overall however the conference struck a hugely positive tone overall, with a clear signal that those in business are done with talking - whether it be about the impact of trade wars and protectionism, technological disruption or concerns over sustainability - and keen to engage in meaningful business discussions, whilst of course still looking to address the latest issues of the day.

We look forward to continuing these discussions - and of course the fabulous networking - at the next gathering next year.

View the published article [here](#)



2020's articles

New Middle East export credit agency readies for rollout

Dubai Expo 2020: Mixed picture for UAE trade after 'world's greatest show'

