



GTR MENA 2021 VIRTUAL

The region's most established
trade and export finance conference

Post-event media kit

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#GTRMENA

GTR MENA 2021 VIRTUAL

The first part of its hybrid offering for the year – with an in-person event scheduled for September 22 in Dubai – GTR MENA 2021 Virtual took place on February 15-17, in a digital setting for the first time.

The event brought market leaders together to discuss the region's trade prospects and priorities, assessing a range of topics including business resilience levels, digitisation drives, the rise of ESG, new trade corridors and the importance of managing risk in a challenging global climate.

Featuring various chatrooms, discussion forums and a 3D interactive exhibition, participants were provided with the opportunity to watch a range of sessions – both live and on-demand – along with the chance to network and connect with over 1,700 participants from a wide variety of backgrounds.

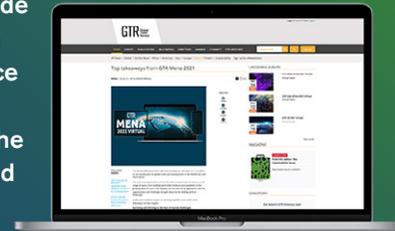
February 15-17, 2021
Virtual event

“If there is one overriding takeaway to glean from the event, it’s that the trade market has managed to hold firm over the most challenging of times...”



Click here to read
[A year can be a long time...](#)

“The event saw players from across the trade ecosystem join to discuss a wide range of topics...In this post-conference wrap-up, we bring together some of the main takeaways and key insights.”



Click here to read
[Top takeaways from GTR Mena 2021](#)

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.

Find out more at gtrreview.com

GTR Global
Trade
Review

Where trade talks.

As part of its hybrid offering for 2021, GTR MENA will return to Dubai on September 22, 2021 for an exclusive one-day physical gathering.

GTR
MENA
2021 DUBAI

[More info here](#)



Sponsorship opportunities

Peter Gubbins
CEO
pgubbins@gtrreview.com
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Speaking opportunities

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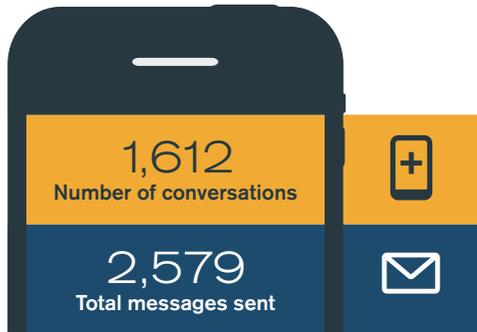
Marketing & media opportunities

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Join the conversation at [#GTRMENA](https://twitter.com/GTRMENA)



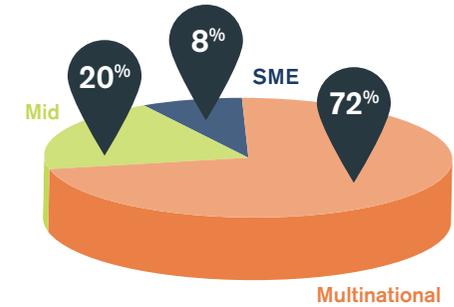
Virtual platform statistics



Supporters in 2021



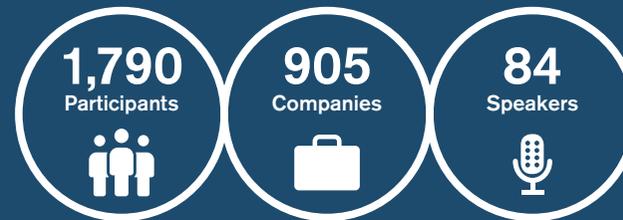
Company size breakdown in 2021



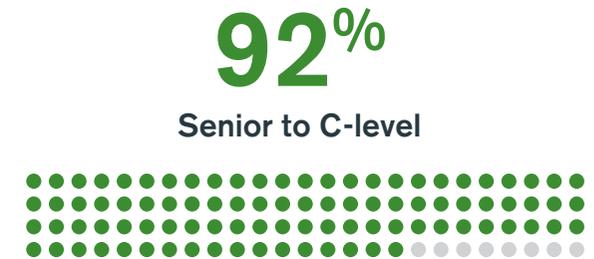
Attendees by sector in 2021



Vital stats



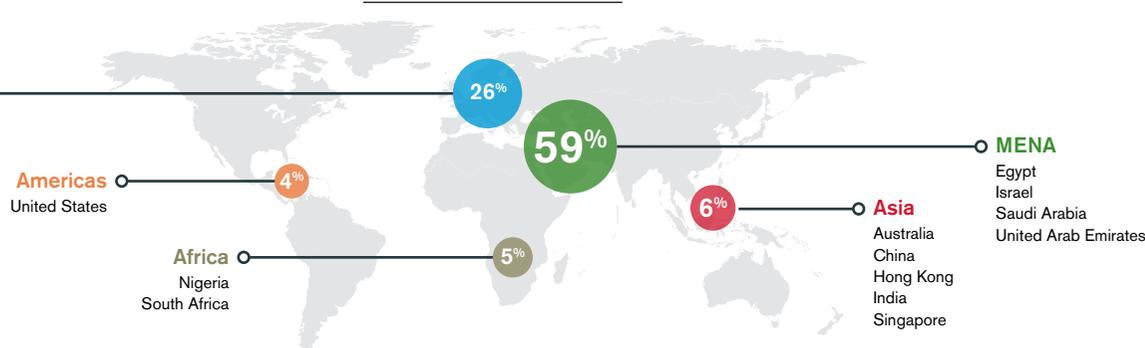
Attendance in 2021



Europe

- Austria
- Belgium
- Denmark
- Finland
- France
- Germany
- Italy
- Lithuania
- Malta
- Netherlands
- Norway
- Portugal
- Sweden
- Switzerland
- Turkey
- United Kingdom

Countries represented



Top attended sessions

- Roundtable: "A year is a long time" – building trade resilience post-2020
- Adopting new approaches to risk in the financing of trade
- Digitisation in the new normal – taking the next step
- Case study: Going live with UAE Trade Connect (UTC)
- Keynote: Hoping for the best, planning for the worst

GTR MENA 2021's sponsors and partners

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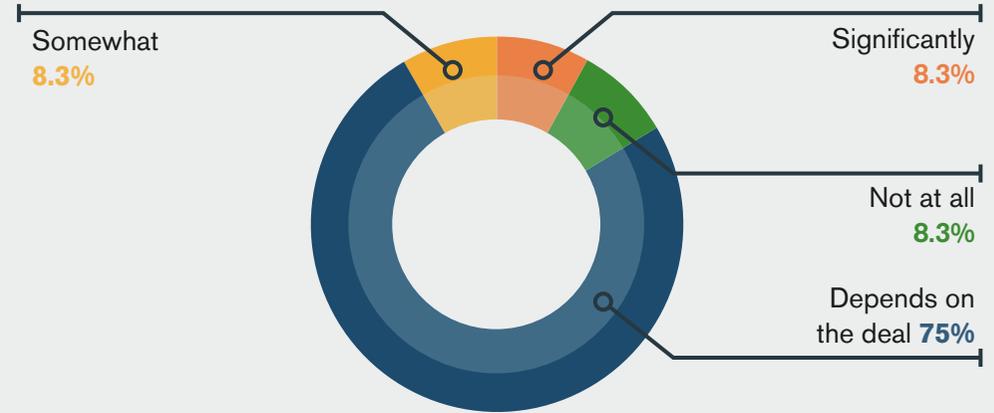


Featured polling results 1/2

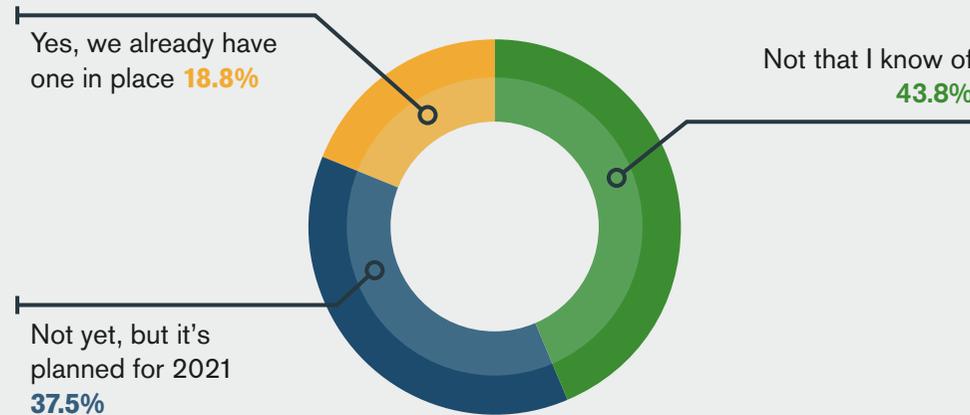
On a scale of 1-5, how would you rate the feasibility of fully digitising trade and trade finance within the next 5 years?



To what extent does lack of transparency in the region help/hinder trade finance?

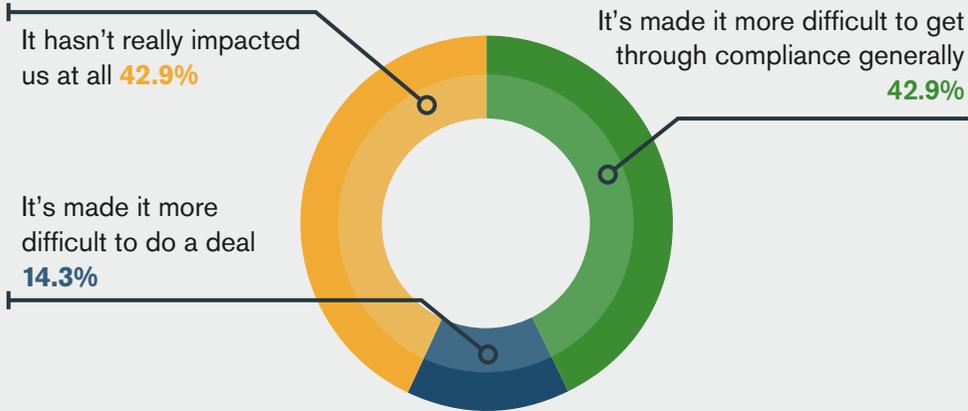


Has your finance team implemented a sustainability linked line of credit for 2021?

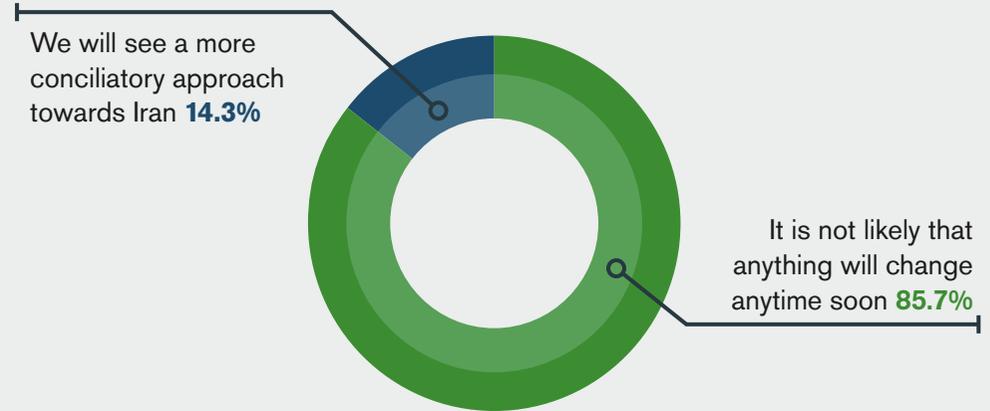


Featured polling results 2/2

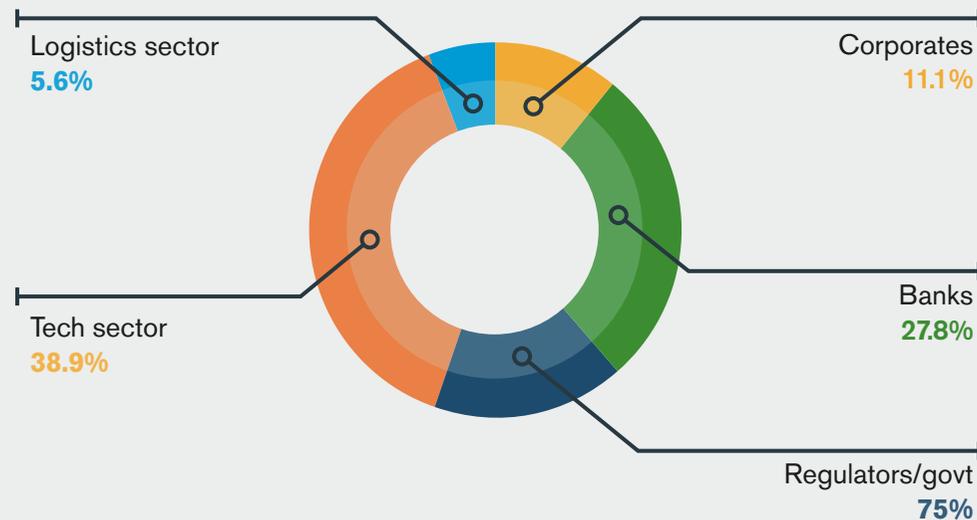
How has the sanctions regime impacted your business?



How will President Biden's administration alter the sanctions regime in the region?



Who should have more responsibility to deliver digital trade?



GTR MENA 2021 Virtual's speakers included 1/2

- › **James Adams**, Group Treasurer, **Chalhoub Group**
- › **Sereen Ahmed**, Director, Head of Trade & Working Capital Middle East, **Barclays**
- › **Ahmad Alalawi**, Head of GTRF Origination & Client Advisory, **SABB**
- › **Khaled Albasias**, Chief Country Officer, Saudi Arabia, **Greensill**
- › **Rehan Ali**, Head of Business Banking, Wholesale Banking Group, **National Bank of Fujairah (NBF)**
- › **Yusuf Ali Khan**, Head of Trade for Middle East, North Africa, Pakistan and Turkey, Treasury & Trade Solutions, **Citi**
- › **Leroy Almeida**, Senior Executive Officer, Senior Underwriter & Head of Middle East, **Markel International (Dubai)**
- › **John Basquill**, Senior Reporter, **Global Trade Review (GTR)**
- › **Robert Besseling**, Founder & CEO, **Pangea Risk**
- › **Maninder Bhandari**, Director, **Derby Group**
- › **Dr Bhaskar Dasgupta**, Associate Director, Market Development Financial Services Regulatory Authority, **ADGM**
- › **Mahan Bolourchi**, Managing Director, **RKH DIFC GCS**
- › **Adam Boukadida**, Chief Financial Officer, **Ethihad Airways**
- › **Sean Bowey**, Head of Products, Global Trade & Receivable Finance, **SABB**
- › **Zena Brake**, Credit Intelligence Director, **Euler Hermes Middle East**
- › **Gabriel Buck**, Managing Director, **GKB Ventures**
- › **Nick Cochrane-Dyett**, Special Adviser, **BP Middle East**; Chairman, **British Business Group Abu Dhabi**
- › **Simon Cook**, Partner, **Sullivan & Worcester UK**

- › **Ken Creighton**, Director of Public Affairs & Thought Leadership, **RICS**
- › **Okan Dalanay**, Head of Structured Trade Finance, EMEA, **ADM**
- › **Ami Daniel**, Co-Founder & CEO, **Windward**
- › **Rahul Daswani**, Group Finance Manager, New Solutions International, **Microsoft**

“Perfect organization, well charted out, relevant and eloquent speakers of incredible high level. The exchange of ideas and outlook for way forward was appreciated in these uncertain times. GTR MENA once again knocked it out of the park as one of the premier trade related events for the region.”

Naura Hussain, United Bank Ltd

- › **Sudhir Dole**, Chief Executive Officer, **Trade Information Network**
- › **Sanjeev Dutta**, Executive Director, Commodities & Financial Services, **DMCC**
- › **H.E. Abdulla Bin Damithan**, Chief Commercial Officer, **DP World**
- › **Hicham El Khaoudy**, Managing Director & Head of Global Transaction Banking MEA, **First Abu Dhabi Bank (FAB)**
- › **Massimo Falcioni**, Chief Executive Officer, **Ethihad Credit Insurance (ECI)**
- › **Dr Florence Eid-Oakden**, CEO & Chief Economist, **Arabia Monitor**

- › **Nabil Frik**, Managing Director, Head of Africa & Middle East, **British Arab Commercial Bank**
- › **Nataliya Frolova**, Independent Finance & Insurance Expert
- › **John Galani**, Chief Operating Officer, **Triterras**
- › **Emmanuelle Ganne**, Senior Analyst, Economic Research & Statistics, **World Trade Organization (WTO)**
- › **Huny Garg**, Executive Director & Country Head, KSA, **Swift**
- › **Graham Griffiths**, Associate Director, **Control Risks**
- › **Orhan Gunes**, Director, Head of Commodity Trade Finance, **Sberbank (Switzerland)**
- › **Natalia Haas**, Managing Partner, **Mercator Commodities**
- › **Rebecca Harding**, Chief Executive Officer, **Coriolis Technologies**
- › **Syed Hassan Javed**, Head of Trade, Receivables & Supply Chain Finance, **Gulf International Bank**
- › **Moji Hunponu-Wusu**, Founder & CEO, **Woodhall Capital**
- › **Matthew Hurn**, Chair, Middle East Advisory Panel, **Association of Corporate Treasurers (ACT)**
- › **Zulqarnain Javid**, Chief Executive Officer, **UAE Trade Connect (UTC)**
- › **Ruta Jukneviute**, Group Treasury, Loan Operations & Structured Finance, **Al-Futtaim**
- › **Gopinath Kanniah**, Group Treasurer, **Redington Gulf**
- › **Asli Karapinar**, Head of Treasury for Middle East & Africa, **Schneider Electric Industries**
- › **Dr Karen Remo**, CEO & Co-Founder, **New Perspective Media Group**
- › **Lakshmi Kumar**, Policy Director, **Global Financial Integrity**

GTR MENA 2021 Virtual's speakers included 2/2

- › **Betül Kurtulus**, Regional Director, Central, Eastern & South-Eastern Europe & the Middle East, **FCI**
- › **Abdessalem Lassoued**, Group Treasurer, **OLA Energy**
- › **Scott Livermore**, Chief Economist & Managing Director, **Oxford Economics Middle East**
- › **Jose Lopez-Mateos Payno**, Managing Director, Head of Trade Solutions & Advisory, UAE, **First Abu Dhabi Bank (FAB)**
- › **Peter Matza**, Former Engagement Director, **Association of Corporate Treasurers (ACT)**
- › **Lisa McAuley**, Chief Executive Officer, **Global Trade Professionals Alliance (GTPA)**
- › **Selima Mehiri**, Head of Trade & Commodities Finance, **RAKBANK**
- › **Alan Muse**, Chair, International Construction Measurement Standard, **Standard Setting Committee**
- › **Yasmine Nashawati**, Dispute Resolution International Development Manager, **RICS**
- › **Anjum Noman Mirza**, Head of Trade Finance, Trade Finance Solutions, **NCB**
- › **Judi Nwokedi**, Chief Operating Officer & Executive Director, **Tourvest Holdings**
- › **Vincent O'Brien**, Member, Executive Committee, **ICC Banking Commission**
- › **Viacheslav Oganezov**, Co-Founder & CEO, **Finverity**
- › **Semih Ozkan**, Structured Trade Finance Head, Middle East, **Sumitomo Mitsui Banking Corporation**; ITFA Middle East Outgoing Chairperson

- › **Anirudha Panse**, Managing Director & Head of Trade Product Management, **First Abu Dhabi Bank (FAB)**
- › **Robert Parson**, Partner, **Clyde & Co**
- › **Charlotte Prior**, Trade Finance Executive, **Gulf International Bank** (*Winner of ITFA Emerging Leaders 2019*)
- › **Michael Rautmann**, Global Head, Emerging & Frontier Markets, **Refinitiv**
- › **Simon Ring**, Global Head of Financial Markets Compliance, **Pole Star**

“GTR MENA was once again an excellent event with a fantastic agenda. The virtual event was extremely well co-ordinated and absolutely seamless.”

Sudhir Dole, Trade Information Network

- › **Sumit Roy**, President & CMO, **TradeAssets**
- › **Princy Royce**, Treasury Manager, Middle East, Africa & India, **National Oilwell Varco**
- › **Chris Seymour**, Managing Director, **Mott MacDonald Middle East**
- › **Roheet Shah**, COO & Co-Founder, **CarbonChain**
- › **Idan Shapira**, Head of Participation & International Syndication, **Bank Leumi**
- › **Richard Simon-Lewis**, Head of Origination, Client Coverage, Marketing & Communication, **UK Export Finance**

- › **Mritunjay Singh**, Lead, Trade Product Management, Trade Finance, Transaction Banking Group, **Abu Dhabi Commercial Bank**
- › **John Smith**, Partner, Morrison & Foerster LLP; Former Director, **Office of Foreign Assets Control (OFAC)**
- › **Caroline Stockmann**, Chief Executive, **Association of Corporate Treasurers (ACT)**
- › **Christina Struller**, Vice-President of Public Affairs, **ISMEA, UPS**
- › **Eric Ten Kate**, Vice-President, Life Sciences, Agility GIL & Mitch Wilson, Chief Executive Officer, **Global Response Aid**
- › **Patricia Tiller**, Managing Partner, **Hunton Andrews Kurth LLP**
- › **Fiji Varghese**, Managing Director, Regional Head of Trade Finance, **Credit Agricole CIB**
- › **Jodi Vittori**, Non-resident Scholar, Democracy, Conflict & Governance, **Carnegie Endowment for International Peace**
- › **Jan Ward**, Founder & CEO, **Corrotherm**
- › **Carl Wegner**, Chief Executive Officer, **Contour**
- › **Adam Worrall**, Executive Director, Trade Risk Distribution, **First Abu Dhabi Bank (FAB)**
- › **Eleanor Wragg**, Senior Reporter, **Global Trade Review (GTR)**
- › **Samer Younes**, Lead, Delivery Management, Ecosystem Partnerships & Trade, **Abu Dhabi Commercial Bank**

Companies who attended GTR MENA 2021 Virtual 1/4

Corporates & Traders 1/2					
Agility	Alvari SA	Cliveden Trading AG	ERG International	Hitachi	Louis Dreyfus Company
3 Sixty GSM	Alvean	Cofco International	Ericsson	HMD Global	Mabani Steel
AA Pulp & Puree	Alzys Global	Colas	Eros Group	Honeywell	Mantrac Group
Aabowa & Company Nig Ltd	Amana Commodities	Commodity & Freight Integrators (CAFI)	Etiad Airways	Hong Ming Da Furniture Trading	Megadeals General Trading
Abu Dhabi National Oil Company (ADNOC)	Amana Contracting Group Limited	Conares Metal Supply	Eurograph Trading	Horsham Gates	Megnacio
Adani Global	AmeriGroup	Concrete Industrial Complex	Euroleaf Tabak Corporation	Hotpack Global	MENA Energy
ADD Enterprise	AMS	Corodex Trading Co	Export Trading Group (ETG)	Huawei Technologies	Mercancia Continental DMCC
ADDAR Chemicals Company	Apparel Group	Corrotherm International	Fales Grand General Trading	Huki Group	Metaal Europe International
ADM	Arabtec Holding PJSC	Crimes International	Fashion Homr	HYXC International Trading	Metalfab Middle East
ADNOC	Aramex	CSG Global	Federal Transformers	I Bag Plastic Industries	Midgulf International
Aerzen Gulf	Archer Daniels Midland	Cummins	Fertiglobe	IDJ-Beyti	Midstar
AF Construction	Archirodon Group	DA Desk	Fistco	IEMS Egypt	MintSmiths
AG auto	Ardub International Trading	Daimler	Five Star Logistics	IFFCO	Miraco
Agthia Group PJSC	Arenco	Dansys Drug Store	Flowserve Corporation	Indicac Group	Mitsui & Co
Air Liquide	Arrow Pipes & Fittings	Danube Group	Food Kings Global	Intecc	MN Development
Al Awael Building Contracting	Ashok Universal	Darvesh Group	Fortune Five General Trading	Intechnics	Monjasa
Al Dahra Holding	Asian Tiger Shipping (ATS)	Dayal Building Material Traders	Fujairah Cement Industries	Integra	Monjasa A/S
Al Dar Real Estate	Atakis Africa	DBMSC	G Mark Middle East	International Traders (M.E)	Mott MacDonald
Al Fahim Group	Aujan Group Holding	Demange +Ltd	GAC Group (Gulf Agency Company)	International Transit S.A.L Offshore	Multi Commerce FZE Dubai
Al Futtaim Retail	Aurora50	Derby Group	Galadari Trucks & Heavy Equipment	IORA International	Multi Trade Group
Al Ghurair	Automech Group	Deshbandhu Group	Gautam General Trading	Itara	Murphy Shipping
Al Habtoor Motors	Avalon General Land Transport	Deutsche Post / DHL Group	GBRM	Ittihad International Investment	NAFFCO FZCO
Al Ittihad Drug store	Avosai International	Dia 33	GEAP International	Ittihad Paper Mill	National Oilwell Varco (NOV)
Al Jazirah Vehicles Agencies	AVS Diamonds	Diamondaine	Gearkom	Jackys	National Trading & Development Establishment
Al Khaleej Sugar	Barakat Group	Distribution Now	General Electric (GE)	Jacobs	Navistar
Al Masaood Automobiles	Bayer	Dodsall E & C	General Motors	Jashanmal National	Navtan International
Al Matrooshi	BetaPlus Group	DP World	Gerab National Enterprises	Jawahara Jewellery	Nazo Group
Al Menha Jewellery Trading	BIN Dasmal General Trading	DrRIV Incorporated	Getinge Group	Jokey Plastik	Neelam
Al Muhaidib Group	Biskom International	Ducab	GHD	K6 Commodities	Neotrading Global
Al Murshidi General Trading	Blooms Technology	E3 Energy	Global Commodity Ventures FZC	Kanoo Group	Neustadt International Trading
Al Rawabi Dairy	BP Middle East	Easa Saleh Al Gurg	Globustarr Trading	Kawan Hardware Trading	Nikai Group of Companies
Al Saeedi Automotive	Brand Folio	ED&F Man	Golden Core Trading	Kaylon Holding	Nissan Middle East
Al Shirawi Group	Bristol Fire Engineering	EGA	Goodyear	Kempex Innovating Solutions	Nokia
Al Shoala Group	Bristol Fones	Egis	Greest	KFS International	Nomadd
Al Siraj International	Bunge	EGYCO Group	Groupe Loukil	Khaleej Links General Trading	Nordic Water Products AB
Al Wahadania General Trading	Cactus Trading DMCC	Elite Group	Gulf Drug LLC	Kia Motors	North Bristol NHS Trust
Aldar Properties	Calm Corner Textiles Est.	Emaar Properties	Gulf Petrochem	Kimera Middle East	Nurul Construction and Trading
ALEC Group	Cannelle Holdings	Emirates Airline	Gulf Pharmaceuticals	Kogex DMCC	O2
Aleph Trade	Canopus Maldives	Emirates Aluminium	Gunnebo Middle East	Kuwait Petroleum Corporation	OCI Group
Al-Futtaim	Cargill	Emirates Global Aluminium	Gunvor Group	La Perla	OCP Group
Alj Import And Distribution	Cedexx	Emirates National Copper Factory - Nuhas	Gweek	Landmark Group	Oil Burg
Almarai	Chabros International Group	Emirates National Oil Company (ENOC)	Hakan Agro	Landmark International Auto Spare Parts	OLA Energy
Alpha Crown Engineering Associates	Chalhoub Group	Emirates Snack Foods	Hats Interior Decoration	Larsen & Toubro (L&T)	Olam International
Alpha Nations	China National Building Material Group	ENGIE	Heartland Trading Co LLC	Lemarc Agromond	Oldendorff Carriers (Singapore) Pte
Altek	Clariant	EQUIXP	Henkel AG	LITASCO	Oman Trading International

Companies who attended GTR MENA 2021 Virtual 2/4

Corporates & Traders 2/2					
Orascom Construction	Rakha Alkhaleej International (RAI)	Sanofi	Star Global	Teranga	Universal music
Orient Links	Ram	Sara International	Star Super Cements	Tesselate	UPL Limited
PAMP	Ramla Group	SASA Polyester Sanayi	STC	Thales Group	Utmost Building Materials
PDP Agencies	Ras Al Khaimah White Cement Factory	Sawhney Foodstuff	Steelinvest Group	The Elixir Clinic	Uttam Galva Steel
Perma Pipe	RATP Dev	Scheider Electrics	Summit Premium Tree Nuts	Thinkubator	Valmont Industries
Peteco Vietnam Equipment	Raytheon	Schneider Electric	Sun Chemical	Thoraya Alawadhi Group of Companies	Varian Medical Systems International AG
Petrofac	Readymix Abu Dhabi	Scipio SA	Swiss Singapore Overseas Enterprises	TMT Metals Holdings	Vintage Bullion DMCC
Philips	Redington Gulf	Selkar Trading	Systra	Tomini Group	Vitol
Platinum Corporation	Reliance Industries	Shakespeare & Co	T. Choithram	Tourvest Holdings	Voltas
Polymed Trading	Rescom Holdings	Sharif Metals	Talion Group	Trade House	Volvo Group
Polymetcore Trading	Richcomm Global Services	Shaukeen General Trading	Target Engineering Construction Company	Trade Plus UK	VSL
Prax	Riddhi Siddhi Crusher & Land Transport	Shell	Targray	TradeForce	Wade Adams Contracting LLC
Primex Steel Trading GmbH	Royal Health Group	Sibca Electronic Equipment	Taurani	Trafigura Group	Xerox Corporation
PSN Commodities	Rubis Middle East	Siemens	TCG	Transmashholding	YCS Sustainable Solutions
Qader Bro International	S CUBE Trans Continental Group	Sinopec Engineering	Tea4B	Tristar Group	Yifengda
Qatar Petroleum (Tasweeq)	Safina Partners	SKM Air Conditioning	Tech Hard Oilfield	Tuli & Co	Yildirim Group
Quest Vitamins	Saif Bin Darwish	SOCAR Trading	TechnipFMC	Türkiye Petrolleri Petrol Dağıtım A S	Zafco
Rajlaks International (Pvt) Ltd	Sajjan Foodstuff Trading	Sparkwest SteelIndustries	Technomania	TÜV Rheinland	Zain
RAK Ceramics	Salini Impregilo	SRG Holding	Telkom	Uniper Energy DMCC	
RAK Properties Co PJS	SamTech Middle East	Star Cement	Teqtronix International General Trading	United Foods	

Consultants & Accountants					
Abba Eban Institute	Collabot Ltd	Frontier Partners	John Wood Associates	POBI Consulting	Trade Advisory Network
Accenture	Collateral Management International	Gemini Corporation	Kinlan Communications	PricewaterhouseCoopers	Trade Finance Global
AJMS Global Consultancy	Compare Trade Finance	Genuine Eminence	Lamonte Group	Range Global Consultants	TranceNirvana Management Company
Al Wadi Holding	CRIF	GKB Ventures	Ledovi Limited	Rees Advisors	United Securities
Ant Sukhin	DASOD & Co.	GlobeApex Management Consultants	Mazars	Riskline	Vallis Commodities
Apt Capital	DebtSource	Gray Bay Consultants	MI Capital Finance Consultants	SDR Management	Varri Consultancy
Arkounting Financial Services	Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ)	GTC Group	MRM Conseil	Seven Seas Industries	Vision Ventures
Asare-AB	Zusammenarbeit (GIZ)	Gulf Data Hub	Nigma	Signal Risk	Zameenly Services
Blossom Advisors	Djembe Consultants	Holtarka Limited	Nimai Management Consultants	Spectrum Overseas	
BOSA Advisers	EastNets	Inspectforless	Nuevo Asia	Straitsbridge Advisors FZC	
Business Transformation Consulting	Eeden Project Management	International Company Profile (ICP)	Oxford Economics	Strategy&	
CB Advisers	Exchange Data International	Iran FIC	Pangea-Risk	Swiss ILC Services Dubai	
Center For Islamic Economics & Finance South Africa (CIEFSA)	Export Enterprises	ISI Emerging Markets Group	Paragon Consultants	Synergy Consulting	
	Fidens Consulting	JGDream Projects & Consulting	Pitcher Partners	Tenzor	

“Great session and excellent moderation and content.”

Yusuf Khan, Citi

“It is vital therefore for all professionals involved in trade to be up to date with innovation, disruption and the advance of technology. That is precisely the value offered by GTR MENA. This is where the rubber hits the road!”

Peter Matza, ACT

Companies who attended GTR MENA 2021 Virtual 3/4

Banks & Financiers					
Absa	Bank Muamalat	Credit Europe Bank	HDFC Bank	National Bank of Fujairah Dubai	Sterling Bank
Abu Dhabi Commercial Bank	Bank Muscat	Credit Suisse	HSBC	National Bank of Greece	Sumitomo Mitsui Banking Corporation (SMBC)
Access Bank	Bank Of America	DBS Bank	ICBC	National Bank of Kuwait	Sumitomo Mitsui Financial Group
AfreximBank	Bank of America Merrill Lynch	Deutsche Bank	ICICI Bank	National Commercial Bank	T-Bank
Ajman Bank	Bank of Baroda	Doha Bank	IDFC Bank	National Financial Credit Bank	The Access Bank UK
AKA Bank	Bank of Beirut (UK)	Dubai Islamic Bank	Indusind Bank	Natixis	The National Commercial Bank - AlahliNCB
Al Barakah Group	Bank of China	Ecobank Group	ING	NatWest	The Saudi Investment Bank
Al khabaisi	Bank of Nova Scotia	EG Bank	International Finance Corporation (IFC)	Nedbank CIB	Trade Bank of Iraq (TBI)
Al Khalij Commercial Bank	Bank Otkritie Financial Corporation	Emirates Islamic Bank	Intesa Sanpaolo	Nigerian Export-Import Bank (NEXIM)	Trade Credit Solutions
Al Rajhi Bank	Bank Saudi Fransi	Emirates NBD	Invest Bank	Noor Bank	Turk Eximbank
Alubaf Arab International Bank	Banque Bemo	Euro Exim Bank	Isbank (Turkiye Is Bankasi)	Odea Bank	Turkland Bank
Amsterdam Trade Bank	Banque De Commerce et De Placements (BCP)	Europe Arab Bank	Islami Bank	Olympia Factors	U.S. Bank
ANZ	Banque Libano Francaise	Exim Bank	Islamic Development Bank	Qatar Development Bank	UBA Group
Arab African International Bank	Banque Misr	Eximbank Hungary	J.P. Morgan	Qatar National Bank (QNB)	UniCredit
Arab Jordan Investment Bank	Barclays	Export Development Bank of Egypt (EBE)	KT BANK	Rajan Gupta Banking Consulting	United Arab Bank
Arab National Bank	BBAC	Export-Import Bank of Malaysia	Landesbank Baden-Wurttemberg (LBBW)	RAKBANK	United Bank
Atlas Mara	BBVA	Export-Import Bank of the United States	Lenovo Financial Services	Riyad Bank	US Bank
Axis Bank	BCP Bank	Faisal Islamic Bank	Macquarie Bank	Royal Bank of Canada (RBC)	VTB Capital
BACB Plc	BLOM Bank	FCMB Bank UK	Mashreq	SABB	Wells Fargo
Banco Atlantico Europa	BMCE Bank	FIMBank	Mastercard	Sanoat Qurilish Bank	Wydlands Bank
Bank ABC	BNP Paribas	First Abu Dhabi Bank (FAB)	MayBank	Santander	Yapi Kredi Bankasi
Bank Al Habib	BOK International Bahrain	First Bank of Nigeria (FBN Bank)	MCB	Saudi Exim Bank	Zenith Bank (UK)
Bank Alfalah	Citi	Gazprom	MIDB	Saudi Investment Bank	Ziraat Bank
Bank Audi	Commercial Bank International (CBI)	Gazprombank	Mizuho Bank	Sberbank	
Bank Dhofar	Commercial Bank of Dubai	Greensill	MUFG	Société Générale	
Bank Islam Brunei Darussalam	Commerzbank AG	Groupe Banque Populaire	National Bank of Bahrain (NBB)	Sohar International Bank	
Bank Keshavarzi	Coronation Merchant Bank	Gulf International Bank	National Bank of Egypt	Standard Chartered	
Bank Leumi	Credit Agricole Corporate & Investment Bank	HBL Pakistan (Habib Bank Limited)	National Bank of Fujairah (NBF)	State Bank of India (SBI)	

Non-bank Financiers					
Abu Dhabi Investment Authority	Concrete Finance	GMS Finance	Leumi ABL	Phikanet	SCCF Structured Commodity & Corporate Finance
Adam Smith Associates	DF Deutsche Forfait	GTR Ventures	Lion's Share Revenue	Pofin	
Adventure HQ	DFSA	Gulf International Finance Limited	London Forfaiting Company	Prime Finance	Sky British Enterprises
Africa Trade Finance Limited	Diproinduca Barbados	Hermond Capital	London Trade Capital	PRX International	Tradewind Finance
Alawnehex	Dow Jones	High Growth Partner	Lulu International Exchange	Obera Capital	Transguard Group
APICORP	Egypt Factors	Incomlend	Maersk	Rashed Ak Rashed	Vivantaa Capital
Aria Capital Management	Eradah Capital	India Factoring	Mustang Capital	Rasmala	Wilben Trade
Barak Fund Management	Falcon Group	Investor	Ntrust Advisory	RG Investments	Woodhall Capital
Bedouin Financial	Federal Land	Jersey Finance	Orbitt	RiSer Maghreb	
Blackstone Group	First Up Lending	Kleinworth & Young	Origin Capital Management Pte	Riverstone	
Blend Financial Services	Gemcorp Capital	KoinKoin	PACT-AM	Samba Financial Group	
China Trade Solutions	Global Credit Recoveries	Kuwait Finance House	Peridot Financing Solutions	Scarpus Capital	

Companies who attended GTR MENA 2021 Virtual 4/4

Technology & Fintech		
TradeAssets	HPD LendScape	Samsung C&T Corporation
Binkabi	HPD Software	Sarwa
Bolero International	Industrial Technology Development Institute	Surecomp
CarbonChain	Ingrammicro	Swift
CargoX	Insight System	Tata Consultancy Services
CGI	Invoice Bazaar	Taulia
China Systems	L3Harris Technologies	Tech70
Contour	Levantor Capital	TechArt
Coriolis Technologies	Magentacore	Thomson Reuters
DLT Ledgers	Masa Software	Trade Information Network
essDocs	Metra	Trade Ledger
Etisalat Digital	Microsoft Corporation	Trade Technologies
Fil-Flan Technologies	Mitigram	Tradeflow
Fin Enterprises	MonetaGo	Tradeshift
Finastra	Monimove Fintech	TradeSun
Finelia	Oracle Financial Services	Traydstream
Fineon Exchange	Pinnacle Solutions	Triquesta
Finverity	Pole Star	Triterras
FOX AG	Premium Technology	UAE Trade Connect (UTC)
GMS	Pythian Technologies	VoloFin
HCL Technologies	R3	Windward

Insurers & Risk Analysts		
Howden Group	Forensic Risk	Parker Norfolk & Partners
Allianz Group	Global Financial Integrity	PIB Insurance Brokers
Aspen Insurance	Howden Insurance Brokers	Price Forbes & Partners
Aspen Re	ICBA	QBE Europe
Atradius	LexisNexis Risk	RKH Specialty
Coface	Liberty Global	Siaci Saint Honore
Control Risks Group Holdings	Malakut Insurance Brokers	Swiss Re Corporate Solutions
Creditreform	Mar Risk Services Limited	The Hartford
DRUM Risk Limited	Markel International	Tokio Marine HCC – Credit Group
Ed Broking	Marsh JLT Specialty	Verisk Maplecroft
Euler Hermes	Miller Insurance Services	WeSpecialty

Media		
Acuris	Global Trade Review (GTR)	QnA International
AME Trade	Hiamag	Refinitiv
Arabia Monitor	Khaleej Times	Stick Figure
Channel VAS	MeetMalga	Wall Street Journal
CPI Business	Merger Market	Zawya Projects
GFC Media Group	New Perspective Media	

Recruiters		
MPH Global	Healy Hunt	

Govt Orgs & Public Bodies		
Abu Dhabi Chamber of Commerce & Industry	Global Trade Professionals Alliance (GTPA)	RICS
Abu Dhabi Global Market	Hazel Middle East	Russian Business Council
ADGM	ICC Banking Commission	Saudi Credit Bureau SIMAH
Association of Corporate Treasurers (ACT)	ICC France	SICPA Government Security Solutions
Australian Chamber of Commerce & Industry	ICC UAE	Singapore Business Federation
BAFT	International Chamber of Commerce (ICC)	Sweden Africa Chamber of Commerce
Brighton & Hove City Council	International Schools Partnership	Swiss Business Council Dubai & Northern Emirates
British Business Group	Libyan British Business Council (LBBC)	
British Centres for Business	London Institute of Banking & Finance	Thailand Chamber of Commerce
Centre for Islamic Economics and Finance	London Stock Exchange	The Engineering Export Council of Egypt (EEC-EG)
CNSC	Ministry of Foreign Affairs	
Deutsch-Iranische Handelskammer	Ministry of Industry, Trade and Crafts	U.S. Department of Commerce
DIRCO	Madagascar	UAE – UK Business Council
DMCC	National Association of Freight & Logistics	World Business Angels Investment Forum (WBAF)
Embassy of Bangladesh, Rome	Oman Chamber of Commerce & Industry	
FCI	Public Investment Fund (PIF)	World Trade Organization (WTO)

Lawyers		
Blackstone & Associates	Francis Wilks & Jones	Morrison & Foerster
Campion Willcocks Compliance	HFW	Schilling, Zutt & Anschutz SZA
Cleary Gottlieb	HKA	Stephenson Harwood
Clifford Chance	Hunton Andrews Kurth	Sullivan & Worcester
Clyde & Co	Jackson, Etti & Edu	

ECAs & Multilaterals		
CRU Group	Export-Import Bank of the Slovak Republic (EXIMBANKA SR)	Olayan Saudi Holding Company
Dubai Exports		Saudi Fund for Development
Ethiad Credit Insurance	ICIEC	UK Export Finance (UKEF)
	International Islamic Trade Finance Corporation	

Service Providers		
Business Aggregate	DHL	Technical Controls & Inspection Services (TCIS)
Cheetay Logistics	FMDQ Group	UPS
Control Union Certifications	99two1	
Cozmo Travel	Production Bureau	

Non-Profit Organisations and Charities		
Beverly Hills Polo Club	Circle of Hope UAE	Gov Youth
Carnegie Endowment for International Peace	Energy Institute	
Chennai Centre for China Studies	Global Response Aid	

Education		
College of North Atlantic Qatar	University of Georgia	Webster University Geneva
The London Institute of Banking & Finance	University of Proclamation 45	

Takeaways from GTR MENA 2021 Virtual

“You need to measuring your emissions right now. If you don’t now, you risk being left behind!”

Simon Ring, Pole Star

“Part of the issue with SMEs is the size of their requirements – quite often financial institutions don’t want the sort of small deals that these businesses need.”

Jan Ward, Corrotherm

“Sustainability isn’t just a buzzword in the UAE – it’s a way of living.”

Nick Cochrane-Dyet, British Business Group
Abu Dhabi

“Technology is going to drive how we look at trade finance in the future.”

Lisa McAuley, Global Trade Professionals Alliance (GTPA)

“The key impediment to digitalisation is not money. It is not even technology. It is people and priorities.”

Sumit Roy, TradeAssets

“Traditionally this industry has been dominated by large banks... however what we’re seeing on the other side is a massive flow of alternative capital trying to get into the industry.”

Viacheslav Oganezov, Finverity

“It’s good to have a formalisation of relations... Israel is important in terms of not just trade, but innovation.”

Sanjeev Dutta, DMCC

“There is a huge demand in manufacturing; with vaccines, structures need to be put in place to be able to administer them safely.”

Moji Hunponu-Wusu, Woodhall Capital

“Blockchain is an inherent technology that is vital for global collaboration.”

Carl Wegner, Contour

“Good business behaviours need to be rewarded and incentivised.”

Rebecca Harding, Coriolis Technologies

“Collaboration is key in closing the trade finance gap.”

Sudhir Dole, Trade Information Network

“Covid-19 gave people the opportunity to identify what they want to do rather than what they have to do.”

Adam Boukadida, Etihad Airways

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#GTRMENA to be a part
of the conversation

