

Thriving in  
turbulent times

# GTR MENA 2023 DUBAI

#GTRMENA

Jumeirah Emirates Towers, Dubai, UAE  
February 21-22, 2023

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

Lead sponsors





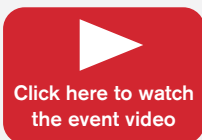
Thriving in turbulent times

**Celebrating 20 years in the region, GTR MENA will return to Dubai on February 21-22, 2023.**

Covering critical market insight and providing excellent networking opportunities with senior to C-suite experts, this in-person gathering delivers a highly anticipated opportunity to connect with the key players and access to a full spectrum of companies involved in trade and exports in this exciting region.

Hear from over 60 key experts as they dive into the most prominent discussion topics including the many challenges faced across the trade and export finance industry, the rapidly changing dynamics in a turbulent global economic landscape, the future of trade, and the opportunities available.

The GTR team looks forward to welcoming you to what is set to be another excellent GTR conference.



**“Well done GTR, you keep raising the bar.”**

A Ganguli, RAKBANK

**Jumeirah Emirates Towers, Dubai, UAE  
Godolphin Ballroom**

**February 21-22, 2023**

### 5 big topics

- ‘May you live in interesting times’
- Ensuring food security – a renewed priority
- Is sustainability still to the fore or on the back foot?
- Electronic documentation – strengthening the digitalisation drive
- Gateway strategies for GCC-led regional growth

### What to expect



[Click here to find out more](#)

### Platform Sponsor



### Morning Registration Sponsor



### Networking Break Sponsor



### Networking Lunch Sponsor



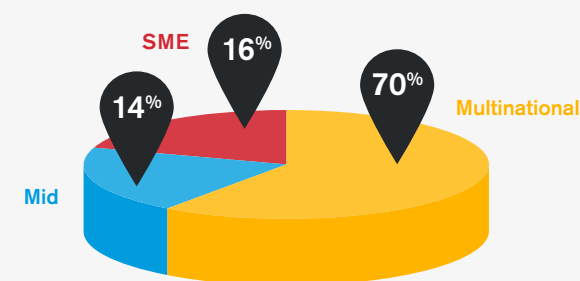
### Lanyard Sponsor



### Attendees by sector in 2022



### Company size breakdown in 2022



### Find out more

**Ed Virtue**  
Director, Sales  
+44 (0)20 8772 3008

### SPONSORSHIP

[Click here to email](#)

**Jeff Ando**  
Director, Content & Production  
+44 (0)20 8772 3015

### SPEAKING

[Click here to email](#)

**Deena Ahmed**  
Marketing Executive  
+44 (0)20 8772 3007

### MARKETING & MEDIA

[Click here to email](#)



## Day One: Tuesday 21 February Morning plenary & Morning Stream A

### Morning plenary

08.00-09.00

#### Registration and networking

09.00-09.05

#### Welcome from GTR followed by chair's opening remarks

**Vincent O'Brien**, Director, ICC United Arab Emirates (ICC UAE); Associate Director, Institute of International Banking Law & Practice (IIBLP)

09.05-09.15

#### Keynote: Dubai Economic Agenda D33

Despite the challenging global trade environment, Dubai is continuing to expand as a trade connecting hub and major attraction for inward investment from abroad. This high-level opening will highlight the many transformational projects in the pipeline with the goal of doubling Dubai's foreign trade.

**Hassan Al Hashemi**, Secretary General, ICC UAE; Vice-President, International Relations, Dubai Chamber of Commerce

09.15-09.55

#### Fireside chat: 'The C-level interview'

This high-level session will bring global export credit leaders together to assess the benefits of enhanced collaboration between export credit agencies and local/regional financial institutions, highlighting a range of topics including capacity building initiatives, Islamic financing, strategic imports (a new tool in the current geopolitical context) and the increasing trend of untied finance. The session will also examine the role, requirements and mandate of ECAs in the context of ESG, as the UAE prepares to host COP28 later this year.

**Raja Al Mazrouei**, Acting CEO/Managing Director, Etihad Credit Insurance, **Michal Ron**, Chief International Officer, Sace & **Tim Reid**, Chief Executive Officer, UK Export Finance (UKEF) *to be interviewed by Ravi Suri*, Senior Managing Director, A.P. Moller Capital

**"Overall great event, critical topics being discussed and high level of participation with excellent networking opportunities."**

Y Tahboub, Bank of Jordan

09.55-10.40

#### 'May you live in interesting times' – making sense of a complex trade landscape

Whilst the MENA region's trade growth is expected to outperform that of other global regions over the coming year, the ramifications of uncertain global economic prospects are as yet unknown, tempering any optimism with realism as to the negative impact of a range of challenges, from the impact of geopolitical turbulence on supply chains to broader economic market volatility and potential deflationary uncertainty.

This expert panel group will seek to address the key priorities for business leaders, focusing on the most positive potential outcomes during a time of both great uncertainty and enormous potential. Points for discussion will include the impact of tighter monetary policy on government ability to inject liquidity, of a constrained financial environment in enabling corporates to tap debt and capital markets for working capital management, of inflationary pressures on goods and services trade - and resulting pressure to pass price hikes onto customers - as well as the ongoing trend for localising supply chains (nearshoring or 'friendshoring') to address bottlenecks, maintain resilience and manage freight cost escalations.

**Moderator: Massimo Falcioni**, Former Chief Executive Officer, Etihad Credit Insurance (ECI)

**Chaker Zeraiki**, Managing Director, Global Trade & Receivable Finance, Head of Trade UAE, Regional Head of Business Origination, MENAT, HSBC

**Gopinath Kanniah**, Vice-President, Treasury, MEA, Redington Gulf

**Anirudha Panse**, Managing Director & Head of Trade Product Management, First Abu Dhabi Bank (FAB)

**Sinan Ozcan**, Senior Executive Officer & Board Director, DP World Financial Services

10.40-11.10 Networking break

Select either [Stream A](#) or [Stream B](#)

### Stream A

**Chair: Vincent O'Brien**, Director, ICC United Arab Emirates (ICC UAE); Associate Director, Institute of International Banking Law & Practice (IIBLP)

11.10-11.45

#### Flows, hubs and gateways – gaining competitive advantage in commodity trade

Dynamics have undoubtedly shifted during a challenging time for the global commodity market, with concerns over supply impacting on trade routes and levels industry to improve transparency, reduce inefficiencies in documentation and address asymmetrical flows of information.

This session will bring practitioners together to assess the implications of recent trends. Points for consideration will include the measures being undertaken by policy makers to attract trading companies, from crucial industry discussions on digitisation and energy transition to the ramifications of recent sanctions, Dubai's position as a hub to rival Singapore, London and Geneva, and the practical imperatives for traders seeking to relocate their operations. The conversation will also focus on shifting corridors, from GCC-Asia flows to the UAE's role as a hub for Sub-Saharan Africa.

**Moderator: Robert Parson**, Partner, Squire Patton Boggs  
**Pratheepan Karunakaran**, Executive Director, Apical  
**Robert Besseling**, Chief Executive Officer & Founder, Pangea-Risk

**Zhann Meyer**, Head, Agricultural Commodities, Nedbank CIB

11.45-12.30

#### Finding solutions to fighting trade-based crime

A recent industry report described the Middle East and North Africa as 'uniquely exposed' to the risks posed by trade-based financial crime, due to factors such as the region's role as a global trade hub, exposure to transshipment risks and proximity to sanctioned countries such as Iran and Syria. Meanwhile, the use of financial and commercial free zones has seen the UAE flagged as 'high-risk' by the Financial Action Task Force, despite acknowledging "significant improvements" in its crime-fighting systems and controls.

This instructive session will delve deeper into the implications of these assessments for banks providing trade finance products, from concerns over the use of back-to-back letters of credit (LCs) when it comes to

evading sanctions to the trend for exploiting standby LCs, blank endorsed bills of lading (BLs) or switch BLs as part of money laundering schemes. It will also consider how institutions can make better use of technology and adopt a more collaborative approach to exchange of information to assess contracts, ownership status and other risk factors, as well as solutions for mitigating growing maritime sanctions risk.

**Moderator: John Basquill**, Senior Reporter, Global Trade Review (GTR)

**Mark Emmerson**, Head of Global Transaction Banking, Al Masraf Bank

**Zul Javaid**, CEO, UAE Trade Connect

**Devid Jegerson**, Head of Customer Experience & Platform Development, National Bank of Fujairah

**Charles Ike**, Vice-President, Maritime Trade, Pole Star

**Mark Lakin**, Partner, Stephenson Harwood

12.30-13.05

#### Changing the landscape – transitioning from a non-taxable jurisdiction

Following extensive legal reforms, the Government of the UAE's Federal Tax Authority (FTA) announced in January 2022 that a corporate tax (CT) regime would be implemented, starting on June 1, 2023. The tax rate will be one of the lowest in the world, with its introduction positioned to ensure that the UAE remains an attractive destination for foreign direct investment for years to come.

This session will seek to set out the main drivers for this proposal, highlighting key aspects and ramifications for UAE businesses and international companies regarding implementation. Points for discussion will include what corporates should be doing and who they should be engaging with to prepare and manage the process, impact on free zones, differing corporate structures, as well as what lessons can be learned from the previous implementation of VAT.

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

**Neeraj Teckchandani**, Chief Executive Officer, Apparel Group

**Shiraz Khan**, Partner, Head of Tax, Al Tamimi & Company

**Ioannis Nanos**, Transfer Pricing Advisor, Tax, Al Tamimi & Company

13.05-14.05 Networking lunch

# Day One: Tuesday 21 February **Morning Stream B** & **Afternoon Stream A**

Select either **Stream A** or **Stream B**

## Stream B

**Chair:** Peter Matza, Independent Treasury Specialist

11.10-11.55

### Is sustainability still to the fore or on the back foot?

As a market and region focused on the development and execution of new power generation whilst also adhering to net zero commitments, the issue of sustainability is of the highest priority, in particular the commercial imperatives of delivering leading-edge technologies that sit in with such commitments whilst also being available at competitive pricing.

As the conversation around sustainability continues, this session will address concerns over global energy supply and the implications for fossil fuel production, the region's developing role as a hub for hydrocarbon production as addressed in various significant announcements at COP27 – and how investment can create new trade flows whilst in the process of working to meet net zero targets. Other points for consideration will include the role of regulators, quantifying the sustainability impact of projects, concerns over the 'hidden cost' of implementation, as well as the growing appetite for corporates and investors to tap into the ESG capital pool.

**Moderator:** Rushdi Ali, Executive Finance Director, Europe, Middle East & Africa, GE Power

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

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

**Loic Morel**, Head of Trade Finance, Arab Petroleum Investments Corporation (APICORP)

**Rod Hutchinson**, Head of Trade & Finance Solutions, Veridapt

11.55-12.20

### Case study: Growing supply chain finance

With working capital a continuing priority for all manner of companies and their suppliers, supply chain finance continues to provide an attractive proposition through its offer of cash flow acceleration, quicker payment and improved financing costs. This case study will focus on

the importance of collaboration in growing supply chain finance (SCF) and account receivables (AR) finance volumes in the MENA region, focusing on a range of themes, from how fintech marketplaces can provide a curated origination pipeline, deal structuring and an end-to-end technology platform, to the bank's role in providing funding and underwriting facilities.

**Venkiteswaran Ramasubhramoni**, Head of Equipment & Technology Finance, National Bank of Fujairah & **Viacheslav Oganezov**, Co-Founder & CEO, Finverity in conversation with **Udham Singh**, Head of Finance & Accounts, Egypt, Redington Gulf

12.20-13.05

### Sustainable SCF – creating value through innovation

Targeting SCF programmes at existing or new suppliers who demonstrate strong or improved sustainability performance, qualifying them to access financing at preferential rates in line with how their sustainability 'score' improves, is seen as a next step in bringing these two important parts of the market together.

This discussion group will seek to examine the role of innovative solutions in creating value and helping to accelerate the wider global transition to a low-carbon economy, as well as the potential for extending and implementing in other markets as more FIs look to adapt and develop their ESG solutions further.

**Moderator:** Yusuf Ali Khan, Managing Director, Head of Trade & Working Capital Solutions, Middle East, North Africa & Pakistan, Citi

**Gerald Huang**, Chief Sales Officer (CSO), Premium Technology

**Victor Yankovskiy**, Head of Global Sales, DP World Financial Services

**Manpreet Kaur**, Founder & Chief Executive Officer, Vivantaa Capital

**Syed Imtiaz Hussain**, Regional Head of Product & Propositions, Middle East, North Africa & Turkey, Global Trade & Receivables Finance, HSBC Middle East

13.05-14.05 Networking lunch

Select either **Stream A** or **Stream B**

## Stream A

**Chair:** Sanjay Desai, Supply Chain Advisory Consulting, Humana International

14.05-14.50

### Transforming the supply chain through inventory finance

One of the key trends of the recent 'flight to quality' by trade and commodity finance banks has been the need for greater inventory transparency and reconciliation in commodities, in response to fluctuating prices, margin calls and supply chain disruptions, with even some larger traders expressing concerns over liquidity levels. Despite (or even because of) this, the appeal of off-balance sheet inventory finance continues to provide an attractive proposition, with demand for facilities – particularly off-balance sheet repurchase agreements – soaring and with banks, non-bank financiers and fintechs all jostling for position.

This session will gather experts together to reflect on some of the key trends around this, from the more frequent nature of disruptive events to imbalances between supply and demand, to spikes in the cost of shipping. The conversation will also consider the trend within sectors such as manufacturing for prioritising resilience over costs – with the 'just in case' model requiring companies to hold onto inventory for longer – and the key role that third parties can play in providing off-balance sheet solutions.

**Moderator:** Sanjay Desai, Supply Chain Advisory Consulting, Humana International

**Sanjeev Dutta**, Executive Director, Commodities & Financial Services, DMCC

**Jose Payno**, Managing Director & Head of GTB Corporate Product Sales, Abu Dhabi, First Abu Dhabi Bank (FAB)

**John Goodridge**, Head of Inventory Solutions, Silver Birch Finance

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

14.50-15.35

### Electronic documentation – strengthening the digitalisation drive

With the past three years seeing what many hope will prove a decisive shift towards trade digitisation, momentum has grown behind the adoption of digital documents following the championing of the Model Law on Electronic Transferable Records (MLETR) in various jurisdictions, including several across the MENA region, with industry advocates benefitting from a political capital that would previously have been unimaginable. This advancement was showcased through the landmark adoption of the first electronic bill of lading in the UAE, enabling those involved to digitally issue, transfer and surrender original bills of lading using blockchain technology.

This session will provide practical insights into how these activities are helping to accelerate the process of digitisation across the global supply chain industry, how such solutions allow original documents to be digitally addressed directly from carriers and moved across a range of stakeholders, addressing concerns over the possibilities of documents getting lost or forged, removal of manual inefficiencies, as well as the importance of achieving widespread integration with leading trade finance banks across multiple jurisdictions for a cohesive ecosystem and shared vision.

**Moderator:** Joon Kim, Global Head, Trade Finance Product & Portfolio Group, Treasury Services, BNY Mellon

**Huny Garg**, Executive Director & Country Head, KSA & Bahrain, Swift

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

**Jacco de Jong**, Sales Leader Bolero, Wisetech Global

**Shailen Shukla**, Chief Logistics Officer, MHAO Group

**Sumit Roy**, President & CMO, TradeAssets

15.35-15.55 Networking break

## Day One: Tuesday 21 February **Afternoon Stream B** & **Afternoon plenary**

Select either **Stream A** or **Stream B**

### Stream B

**Chair:** Peter Matza, Independent Treasury Specialist

#### 14.05-14.50

#### Finding the positives – the growth of trade credit in the region

The regional trade credit insurance sector has continued to be busy in its work over the past 12 months, protecting companies against the risk of non-payment in the face of increasing levels of fraud and a growing number of insolvencies, whilst a recent industry barometer survey on payment practices for the UAE revealed a year-on-year increase in the number of businesses using the trade credit insurance product.

This overview session will seek to cast a lens over market activity, from insurer appetite levels as market conditions continue to pose a unique set of challenges (lingering effects of Covid, Ukraine, inflation) to how underwriters are seeking to proof themselves against fraud. The conversation will also look at the specialist single situation product (including differences and distinctions in credit wordings), challenges in securing cover, and what the 'flight to quality' means for the regional insurance market, and in particular the trend for greater involvement in transactions from non-bank financial institutions.

**Moderator:** Milind Jain, Senior Vice-President, Credit Specialty Leader, MENA, Marsh Specialty

**Crystal D'souza**, Head of Trade Credit, MENA, Markel International

**Niraj Kumar**, Acting Head of Transactional Banking & Liabilities, Wholesale Banking, United Arab Bank

**Chris Hall**, Executive Director, Financial Solutions, WTW

**Ahmed Madkour**, Middle East Claims & Recovery Director, Recovery Advisers

#### 14.50-15.35

#### 'Beyond oil' – do global economic pressures pose a risk to the region's growth plans?

Whilst increased oil demand and rising oil prices look set to boost Middle East economies, the region's economic diversification plans and numerous mega-projects – from Dubai Expo to Saudi Arabia's Vision 2030 initiative – have a key role in the development of non-oil trade, with Gulf economies looking for foreign investment into a wide range of sectors. But with inflation and interest rates both spiking, at what cost?

This session will provide an update on a range of key themes, from managing supply chains and risk mitigation strategies deployed to negotiating interest rate fluctuations, changing approaches to sustainability and the role of export credit agencies and multilaterals in trade cooperation, partnership building and risk sharing. The session will also touch on the significance of the UAE Factoring Law on receivables financing and the potential benefits in enabling increased lending to SMEs.

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

**Stefaniya Ilina**, Former Head of Project Financing, Etihad Credit Insurance

**Raphael Fofana**, Head of UAE, ICIEC

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

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

#### 15.35-15.55 Networking break

### Afternoon plenary

#### 15.55-16.45

#### Preparing for trade and supply chain 2.0

Both changing behaviour amongst buyers and suppliers ("a resilient supply chain is better than a cost-efficient one") and the evolving nature of e-commerce and digitisation has altered how trade and supply chain finance is being delivered, with advancements in corporate applications and the shift towards APIs and cloud-based capabilities just one example of the huge potential provided by the digitisation drive. As the market continues to look to streamline and as technology continues to drive innovation amongst lenders, this group of experts will consider the implications and significance of such changes to the infrastructure of global trade, as organisations reassess and accelerate their digitisation strategies to incorporate 'embedded trade finance' and the concept of banking-as-a-service.

Points for discussion will include enabling a common infrastructure to bring seamless collaboration across fintechs, FIs & corporates to achieve greater network connectivity, changes in user expectations, new approaches required in terms of risk management and data sources, as well as considering what such developments mean on a regional level for the future of trade-based financial services in the Middle East.

**Moderator:** James Binns, Managing Director, Global Head of Trade & Working Capital, Barclays

**Matthieu Andrieu**, Head of Corporate Banking, Finastra

**Carl Wegner**, Chief Executive Officer, Contour

**Dominic Broom**, SVP Working Capital Technology, Arqit

**Raja Debnath**, Co-Founder, Veefin Solutions

**Selima Mehiri**, Head of Energy & Natural Resources, RAKBANK

#### 16.45-16.55

#### Closing remarks

#### Followed by evening networking reception

**"GTR MENA remains THE event where stakeholders across the region are able to gather on a common platform to share their experiences and knowledge."**

Y Khan, Citi

**"GTR brings the trade and export finance community together which contributes to improved governance, knowledge and leadership in the region."**

S Ozkan, SMBC Group

**"GTR brings the trade and export finance community together which contributes to improved governance, knowledge and leadership in the region."**

S Ozkan, SMBC Group

**"GTR is doing an amazing job in helping companies and financiers connect with each other. We have been connected with GTR for a few years now and will continue doing the same."**

C Lad, Veefin

## Day Two: Wednesday 22 February

09.00-09.05

### Chairman's morning remarks

**Vincent O'Brien**, Director, ICC United Arab Emirates (ICC UAE); Associate Director, Institute of International Banking Law & Practice (IIBLP)

09.05-09.50

### Transforming treasury in the Middle East and beyond

The Middle East is uniquely placed in many ways from a treasury perspective, with those managing treasury operations doing so within a fast-changing regional and global environment, but in a region determined to forge on with its various plans and ambitions despite the many and various headwinds faced internationally.

Held in collaboration with our friends at the Association of Corporate Treasurers, this session will consider the impact of regional dynamics within the Middle East and how they relate to the rest of the world, addressing a range of themes from technological transformation, to the need for alternative funding sources, to the central role of treasury in supporting the transition to net zero and understanding the risks posed by greenwashing. The discussion will also consider future trends and their potential consequences, from the impact of diversification programmes to the ongoing process of consolidation within the banking sector.

**James Adams**, Group Treasurer, Chalhoub Group & **Anissa Teemul**, Head of Treasury, EWEC in conversation with **Caroline Stockmann**, Chief Executive, Association of Corporate Treasurers (ACT)

**"I thoroughly appreciated and enjoyed the opportunity to discuss emerging trade finance trends with industry players at GTR MENA 2022. These events always have a positive atmosphere and are now more relevant than ever given the shifting landscape post-pandemic."**

F Danab, Bank of America

09.50-10.40

### Cash management, working capital and responding to market volatility

Renewed focus on cash management and working capital has been a particular factor in the corporate treasury space, with treasurers having a key role to play in managing the cash cycle in the face of significant market volatility, from geopolitical events to supply chain disruptions, commodity price fluctuations and inflationary pressures, in the face of global economic downturn.

Drawing on some of the points raised in the previous session, this conversation will explore the latest tools available for treasurers and how they are looking to deploy them to manage challenges, from payments to foreign exchange concerns to managing interest rates, as well as the impact of capital pressures on longer-term strategic priorities such as innovation, technology and sustainability.

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

**Staney Pullolickel**, Regional Treasurer (Commercial), MENAT & SSA, GE

**Elat Niyas**, Treasury Manager, Al Masaoood

**Zavone Krotz**, Head of Transaction Banking, Wholesale Banking Group Products, RAKBANK

**Halina Bernard**, Senior Finance Manager, Strategic Markets, Alliances & Distributors, General Motors

10.40-11.10 Networking break

**"A great way to reconnect with the industry, see old contacts and make new ones. So much has happened since the start of the pandemic, and GTR MENA was the best forum to catch up on developments, news and progress in one place."**

J Hepworth, OCO Global

11.10-12.05

### Ensuring food security – a renewed priority

Though as a net oil exporter the region is better placed than many of its contemporaries, lingering concerns over food prices continue to undermine market confidence for investors as governments, regulators and industry seek to shore up supply. The impact of Ukraine on the agricultural production supply chain of wheat, grain and fertiliser has been severe, particularly in light of high shipping costs and severe disruptions to the shipping sector.

This session will seek cover a range of themes, from alternative sourcing plans and the consequences on pricing and supply chains to the impact of higher borrowing costs on corporates and their bank relationships, how higher rates and inflation affect the SME sector to the impact of geopolitical factors such as the Black Sea Grain Corridor agreement and concerns over its likely extension.

**Presentation by:**

**Torbjorn Soltvedt**, Principal Analyst, Middle East & North Africa, Verisk Maplecroft

**Followed by discussion with:**

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

**Gianluca Elmosi**, Group Treasury Director, Al Dahra Holding

**Bharat Gupta**, Senior Vice-President & Head, Trade & Structured Finance, Asia, Europe, Middle East & Africa, Olam Global Agri

**Anish Jain**, Chief Treasury Officer, ETG

**Sereen Ahmed**, Director, Head of Trade & Working Capital Middle East, Barclays

12.05-12.50

### Gateway strategies for GCC-led regional growth

The GCC stands firmly at the centre of the MENA's region's economic advancement, driven by markets such as Saudi Arabia and the UAE, with high oil prices, rebounding domestic demand and rising foreign capital inflows all contributing to growth that some commentators have forecast will be the fastest in a decade.

This strategic forward-thinking session will seek to ascertain the key factors at the heart of this, considering a range of themes, from determining whether businesses should be looking inward to their domestic markets or casting their net wider, the GCC as a suitable environment for 'friend-shoring', if GCC growth is likely to be short-term or whether each market will grow in a different trajectory, and considering whether it will be fuelled by commodities or if the investment focus is firmly fixed towards non-oil trade.

**Moderator: Ahmad AlAlawi**, Head of GTRF Origination & Client Advisory, SABB

**Ahmad Alshubbar**, Vice-President, Treasury & Strategy, Rawabi Holding

**Lee Soo Peng**, Treasurer, Novatek Gas & Power Asia

**Joe Hepworth**, Director, Middle East, OCO Global

**Muhsin Alrustom**, Group Chief Financial Officer, Asyad Group

12.50-12.55

### Leveraging trade opportunities in Iraq

Drawing on the optimism of the previous session, this short address will focus on the trade opportunities in Iraq and the potential for a thriving trade corridor between Iraq and the GCC countries, highlighting the significant trade between UAE and Iraq, with UAE's exports to Iraq reaching over US\$14bn last year.

**Hani Idris**, Regional Manager & CEO, International Development Bank UAE

12.55-13.00

### Closing remarks including evaluation prize draw

13.00-14.00 Networking lunch



## Day Two: Wednesday 22 February **ITFA Seminar**

### ITFA Middle East Regional Committee Seminar

Sharing the latest ITFA industry initiatives and showcasing progress by the ITFA regional community

14.00-14.10

#### Welcome remarks

**Fatenah El Danab**, EMEA Trade Product Sales, Merrill Lynch International (DIFC Branch); Chair, Middle East Regional Committee, ITFA  
**Sean Edwards**, Head of Legal, SMBC Europe; Chairman, ITFA

14.10-14.55

#### Adoption of electronic negotiable instruments – when policy aligns with technology, new opportunities open up for trade originators?

The Middle East has always been active around MLETR and delivered the very first jurisdictions – Bahrain and ADGM – to adapt their national laws to cater for electronic transferable records. What is happening in other countries? How should banks go about it? How to engage regulators in this journey? How can banks grow their SCF business using electronic bills of exchange?

ITFA MERC members focusing on regulatory talks:

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

**Amr El Haddad**, Head of Working Capital Solutions, CEEMEA, Kyriba

Followed by a panel discussion with:

**Moderator: Andre Casterman**, Consultant, Casterman Advisory & TFD Initiative; Chair, Fintech Committee, ITFA

**Vishnu Purohit**, Group Head of Trade Product Management, Emirates NBD

**Ibrahim Chammat**, Vice-President, Global Trade Finance Department, Sumitomo Mitsui Banking Corporation

14.55-15.25

#### ITFA's Uniform Rules for Transferable Electronic Payment Obligations (URTEPO)

An introduction to the new URTEPO in this new era of digitalisation through legislative innovation to support the financing of international trade.

**Lorna Pillow**, Chief Operating Officer, London Forfaiting Co; Vice-Chair, ITFA

**Sean Edwards**, Head of Legal, SMBC Europe; Chairman, ITFA

15.25-15.45 Networking break

15.45-16.15

#### Introducing tokenisation in the capital market and trade finance

- Issuing notes and tokens for institutional investors
- Extending trade distribution to retail investors

**Andre Casterman**, Consultant, Casterman Advisory & TFD Initiative; Chair, Fintech Committee, ITFA

**Sunil Senapati**, Chief Operating Officer, XinFin; Member, TFD Initiative

**Rasheed Hinnawi**, Portfolio Management & Distribution, MENAT, Global Trade & Receivables Finance, HSBC

16.15-16.45

#### The value of instant payments and stablecoins to support trade transactions?

- Real-time payments and stablecoins
- Digital assets for trade distribution

**Troy S. Wood**, Chief Executive Officer, Impel

16.45

Close of seminar



“GTR is a great event to stay relevant to the market especially during pandemic and networking adds great flavour to whole event with knowledge sharing in MENA trade landscape.”

P Kumar, RGE Group

“GTR MENA remains THE event where stakeholders across the region are able to gather on a common platform to share their experiences and knowledge.”

Y Khan, Citi

“Overall great event, critical topics being discussed and high level of participation with excellent networking opportunities.”

Y Tahboub, Bank of Jordan

## PLATINUM &amp; DIGITAL SPONSOR



## PLATINUM SPONSORS

## GOLD SPONSORS



## LANYARD SPONSOR



## PLATFORM SPONSOR



## NETWORKING BREAK SPONSOR



## NETWORKING LUNCH SPONSOR



## EVENING RECEPTION SPONSOR



## SILVER SPONSORS



## CO-SPONSORS



## INSTITUTIONAL PARTNERS



## MEDIA PARTNERS





# GTR MENA 2003-2023 2023 DUBAI

## Ways to register

Or:

Email: [events@gtreview.com](mailto:events@gtreview.com)Web: [www.gtreview.com/gtrmena](http://www.gtreview.com/gtrmena)

Phone: +44 (0)20 8673 9666

An invoice will be issued to the email address provided, payment can be made via a bank transfer or credit card, a payment link will be provided.

## Pricing details

Standard rate US\$2,699\* ☐

Standard rate passes are for those who do not fall within 'Corporate rate' criteria. Includes financial institutions, consultants, lawyers etc. Limited to 3 passes per service provider.

Corporate rate US\$1,699\* ☐

Corporate rate passes are available for those who are exporters, importers, manufacturers, distributors, traders & producers of physical goods.

### 15% Multi-booking discount available

For multiple bookings please email [events@gtreview.com](mailto:events@gtreview.com)

If you are unsure what rate to book or need to book multiple registrations under the same company, please contact our booking team at [sales@gtreview.com](mailto:sales@gtreview.com)

\*Residents UAE – 5% VAT/Non-Resident UAE – Zero Rated

\*\*By booking, you agree to GTR's Terms & Conditions, including Cancellation Policy.

\*\*\*All GTR events adhere to the most recent government Covid-19 guidelines and restrictions, with the safety of our attendees and staff deemed paramount. Should you have any questions regarding any aspects of this, please email us at [events@gtreview.com](mailto:events@gtreview.com)

### Add a GTR Subscription

Save over 10% on an online subscription

1-year online-only subscription US\$350 ☐

## Delegate information

For multiple bookings please email [events@gtreview.com](mailto:events@gtreview.com)

First name

Address

Last name

Postcode/Zip

Job title

Country

Department

Telephone

Organisation

Email

Signature

## Terms & conditions

1. Confirmation: Booking confirmation will be sent to you immediately for all bookings. If you have not received an email confirmation within 24 hours of making the booking, please contact the team at [events@gtreview.com](mailto:events@gtreview.com) or on +44 (0)20 8673 9666.

2. Payment (including VAT) must be made in full prior to the start of the conference. GTR retains the right to refuse entry in case of non-payment. Payment can be made through Credit Card online, via telephone or by sending our Events team a completed Credit Card Authorisation form.

3. All delegates who have not paid prior to the conference will be denied entry.

4. Transfers: If you cannot attend a conference, you can transfer your place to another individual. Places can be transferred at any time up to and including the day of the conference. Please note an additional charge may be applicable if the new attendee is not entitled to the same rate.

5. A delegate place can be transferred to another conference, if the request to us is received more than 5 working days before the conference. Please note additional charges may be applicable. A delegate can only transfer their place a maximum of two times, after which they will incur a 20% administration fee.

6. Cancellations: All delegate cancellations must be made in writing to [events@gtreview.com](mailto:events@gtreview.com). The charge for cancelling your booking is:  
– 1 month before the conference: 90% refund of the full cost  
– 5 or more working days before the conference: 80% refund of full cost  
– 5 or less working days before the conference: no refund

7. Non-attendance to a conference will result in no refund.

8. In the case of cancellation of the conference or the change of the conference date, GTR will not be held liable for any booking, travel or hotel costs associated with the booking.

Please note that all confirmed registrations are subject to the **event terms and conditions**. Should you have any queries, please contact our team at [events@gtreview.com](mailto:events@gtreview.com) or on +44 (0)20 8673 9666.

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

☐ I would like GTR to contact me about future events.