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most established

trade and export

finance conference

# GTR MENA 2022 DUBAI

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February 15-16, 2022

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# GTR MENA 2022 DUBAI



The region's most established trade and export finance conference

GTR MENA 2022 returns to Dubai on February 15-16, 2022 for an exclusive two-day physical gathering. This will include an extensive programme, full exhibition and that much missed opportunity for participants to network and connect with key experts, industry peers and potential clients.

For nearly 20 years GTR MENA has covered critical market insight and provided excellent networking opportunities with leading experts from the region. This in-person gathering promises 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.

Experts will 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.

February 15-16, 2022

Jumeirah Emirates Towers  
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## 3 reasons to attend in 2022

Unparalleled expertise from speakers who are active in the market **01**

**02** Exceptional content on topics and regions covered

Network opportunities with key stakeholders in the industry **03**

## What to expect

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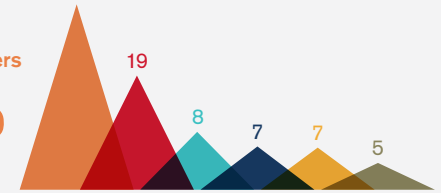
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## Attendees by sector in 2021

Corporates & traders

**43%**



19 Banks & financiers

8 Consultants & accountants

7 Technology & fintech

7 Non-bank financiers

5 Govt orgs & public bodies

3 Insurers & risk managers

2 Media

1 ECAs & multilaterals

1 Lawyers

4 Other

## 6 big topics

The Expo experience – what tangible benefits will Expo bring to trade?

The bigger picture – looking towards a post-oil future

Are we reaching the next frontier in supply chain and logistics?

'The time is now': The new wave of digitisation (and what it means)

ESG in trade – an emerging priority for the region

Trade in uncertain times – how are corporate treasurers future-proofing their business?

## Find out more

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## Day One: Tuesday 15 February

### Morning plenary

09.00-09.05

#### Chairman's opening remarks

**Vincent O'Brien**, Director, ICC UAE; Member of the Executive Committee, ICC Banking Commission

09.05-09.20

#### Keynote: The Expo experience – what tangible benefits will Expo bring to trade?

Expo has been billed as a truly transformative event for regional trade across MENA, with its mantra of 'Connecting Minds, Creating the Future' geared towards bringing the world together to exchange new perspectives and inspire action, to deliver "real-life change and solutions". Much like COP26 – and in anticipation of the next two COPs set to take place in the region – expectations are likely to differ depending on which part of the industry you represent.

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

09.20-10.10

#### The bigger picture – looking towards a post-oil future

The wider economic picture for the MENA region continues to be a complex one. As outlined in the previous keynote address, the stakes for Expo 2020 are high; if deemed a success it will consolidate the UAE's strength and position at a time of great regional economic rivalry, with various countries competing in the same sectors and seeking to diversify through new reforms and economic drivers to boost growth and move towards a post-oil future. This wide-ranging conversation will seek to provide a comprehensive overview across a range of themes, from the implications of economic recovery on previously concerning sovereign debt levels, to highlighting those markets performing best and their competitive advantages.

**Scott Livermore**, Chief Economist, Oxford Economics

**Dr Karen Remo**, CEO & Co-Founder, New Perspective Media Group

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

**Robert Besseling**, Founder & CEO, Pangea Risk

10.10-10.50 Networking break

10.50-11.35

#### Conveying a new vision for the global trade ecosystem

Trade finance has entered what many see as a new era, a transformative stage in its development, a time of innovation and meaningful change. However, the recent report from the Asian Development Bank that put the figure at US\$1.7 trillion, an increase to 10% of global goods traded, was striking.

As the world continues to emerge from the pandemic in the face of other market pressures, this high-level discussion will consider the latest trade movements and trends, emerging patterns and viewpoints, as the sector looks to raise awareness and meaningfully address challenges facing companies of all sizes and across all manner of markets, in accessing the trade finance needed to support growth and aid global economic recovery.

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

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

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

**Piyush Gupta**, Founder, Polytrade

**Farooq Siddiqi**, CEO, dltdedgers

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

11.35-12.10

#### Are we reaching the next frontier in supply chain and logistics?

As the global shipping, cargo and logistics sectors continue to navigate choppy waters, the need to provide customers with 'end-to-end' multimodal logistics services incorporating sea, road and rail has perhaps never felt more important, whether providing immediate quotations and secure payment options for customers or automating the work of intermediaries.

Drawing on the often-chastening experience of the past two years, this informative session will deliberate on what many consider to be an industry crossroads, with themes ranging from mapping customer needs across supply chains to investing in technology platforms and functionalities in line with changing needs, and the importance of a holistic approach that takes in financing, supply chain visibility, ease of documentation and the ability to easily share information.

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

**Mike Bhaskaran**, Chief Operating Officer, Logistics & Technology, DP World

**Mark Emmerson**, Head of GTB, Abu Dhabi Islamic Bank

12.10-13.00

#### 'The time is now': The new wave of digitisation (and what it means)

There can be no doubt that significant change is afoot in the world of banking, with a wave of digital adoption partly driven by the pandemic but also reflecting an ambitious regional culture and leadership strategy, with several proposed new independent banks signifying a key moment in the digital 'journey', as the industry increasingly looks for holistic solutions.

With momentum increasing and with a wide range of initiatives and collaborations being undertaken, speakers in this session will focus on the latest conversation touchpoints, including whether banks should partner with fintechs or 'go it alone', the evolution of digital products, challenges faced by start-ups and challengers in competing on offerings and achieving scale (whilst still being subject to capital requirements), as well as the opportunity digital provides in the creation of a thriving marketplace for those keen to invest in trade's potential.

**Moderator: David Jegerson**, Executive Vice-President, Head of Customer Experience & Platform Development, National Bank of Fujairah

**Selima Mehiri**, Head of Trade & Commodities Finance, RAKBANK

**Olivier Crespin**, CEO & Co-Founder, Zand

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

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

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

**Saeeda Jaffar**, GM GCC & Board Member, Visa

13.00-14.10 Lunch

**“GTR MENA is an integral part of the regional trade finance community to reflect upon emerging corridor opportunities along with changing dynamics and new risks to remain relevant in the market.”**

**S Ozkan**, SMBC Group

**“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

## Day One: Tuesday 15 February

### Afternoon plenary (Stream room A)

#### 14.10-15.00

### ESG in trade – an emerging priority for the region

2021 may come to be regarded as a landmark year when it comes to ESG and sustainability, with COP26 drawing unprecedented coverage of the role of business in particular, and with sustainability identified as one of the key pillars of Expo 2020.

With the UAE set to host COP28 in 2023, this session will discuss the latest ESG developments and priorities when it comes to trade, from current market gaps, asks and initiatives to shifts in the relationships between corporates, banks and investors; legal and regulatory updates, governance and best practice, as well as the importance of working with policy makers to achieve a coordinated response, such as the recent updates to the ICC guidelines on sustainable trade finance.

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

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

**“Perfect organization, well-charted out, relevant and eloquent speakers of incredible high level. The exchange of ideas and outlook for the 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.”**

**N Hussain**, United Bank

#### 15.00-15.50

### Trade in uncertain times – how are corporate treasurers future-proofing their business?

Often at the forefront of both the operational and strategic workings of businesses, corporate treasurers are uniquely placed to comment on the ebbs and flows of corporate risk, as well as how technological advances can inform the treasury function of the future.

This session, organised in collaboration with our partners at the Association of Corporate Treasurers, will bring treasury professionals together to discuss how best to 'future-proof' their business, covering a range of themes from diversification of funding sources for both risk management and working capital optimisation purposes, disruption and disintermediation of supply chains such as reshoring/nearshoring and the impact on the treasury function, as well as the role of treasurers in the wider advocacy of ESG within the business function.

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

**James Adams**, Group Treasurer, Chalhoub Group  
**Princy Royce**, Treasury Manager, Middle East, Africa & India, National Oilwell Varco

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

**Asli Karapinar**, Head of Treasury MEA, International Operations, Schneider Electric

#### 15.50-16.10 Networking break

#### Stream room B

### TradeTech Showcase

This special showcase section of the programme will highlight the crucial role innovation and technology has to play in solving a number of leading problems impacting on regional trade. Sessions will seek to reach conclusions on use cases, solutions and best practice to best serve the future trade finance ecosystem.

#### 14.10-14.40

### Unlocking opportunities for global expansion

One of the biggest barriers to growing businesses is the capital and resources required to drive global expansion, often the result of prohibitive financial requirements and an extensive paperwork. Mitigating these constraints is seen as crucial in unlocking new opportunities for SMEs to compete and reach a global market, with the launch of DP World's Cargoes Finance platform combining trade, logistics and inventory finance into the one offering, taking in pre and post-shipment financing, extended payment terms, receivables and payables financing, logistics processes and the ability to boost working capital by using inventory as collateral.

**Sinan Ozcan**, Senior Executive Officer, DP World Finance Services

#### 14.40-15.10

### Improving access to credit for exporters and re-exporters

Ease of access to financing and supporting the growth of SMEs will be key to the success of 'Operation 300bn', the UAE's industrial strategy. Supported by the UAE Ministry of Economy and positioned as a key example of the Public Private Partnership approach, the Trade Finance Gateway seeks to provide a route for exporters and re-exporters to access trade credit and financial solutions from commercial banks and financial institutions, underpinned by a strong technology backbone. This session will examine how initiatives such as this seek to tackle various challenges, from working capital provisions, time-consuming processes, lack of digital infrastructure or insufficient customer understanding.

**Abdalla Al Hosani**, Director of Commercial & Distribution, Etihad Credit Insurance (ECI)

**Olivier Placca**, Group Deputy CEO, Tinubu Square

#### 16.10-17.10

### Brainstorming session: MLETR and the shape of things to come

November 2021 could prove hugely significant in providing a window into the future of global trade, following the completion of a test pilot between Abu Dhabi Global Market (ADGM) and Singapore's Infocomm Media Development Authority (IMDA), the first trade finance transaction conducted in adherence to the United Nations Commission on International Trade Law's (UNCITRAL) Model Law on Electronic Transferable Records (MLETR).

With much anticipation surrounding the concept of electronic trade documents being given the same legal standing as their paper-based counterparts – breaking down a crucial barrier to end-to-end trade digitalisation – this session will consider some of the key talking points, from the number of jurisdictions enacting MLETR to potential legal pitfalls, the role of multilateral institutions in providing suitable guidance, and attempts to encourage businesses to phase out paper and switch to digital documentation.

**Bhaskar Dasgupta**, Head of Market Infrastructure, Digital and VC/FinTech, Head of South Asia, Abu Dhabi Global Market (ADGM)

**Tod Burwell**, President & Chief Executive Officer, BAFTA

**Emmanuelle Ganne**, Senior Analyst, Economic Research & Statistics Division, World Trade Organization (WTO)

**Andre Casterman**, Consultant, Casterman Advisory & TFD Initiative

#### 17.10-17.15

### Close of Day One

### Followed by networking reception

## Day Two: Wednesday 16 February

### Morning plenary (Stream room A)

09.10-09.55

#### Africa: Opportunity beckons

The African Continental Free Trade Agreement (AfCFTA) has the potential to be genuinely transformative, as the continent seeks to address non-tariff barriers such as cumbersome customs processes and regulations. Statistically however, many see the real impact on trade flows coming from boosted local processing and manufacturing, rallying commodity prices and advances in digitisation.

This session will offer the latest insights on the trading landscape for African firms, with increasingly use of digital technologies and channels to engage with suppliers and distributors in order to create more agile supply chains, transforming homegrown businesses into international enterprises by providing access to new markets.

**Robert Besseling**, Founder & CEO, Pangea Risk  
**Zhann Meyer**, Head, Agricultural Commodities, Nedbank

09.55-10.40

#### Receivables financing and supply chain shifts – what corporates really want

One of the biggest recent market shifts has been the increase in demand for supply chain and cash flow financing solutions, particularly from those SMEs who have often been most adversely impacted. This session will examine these demand shifts and what they mean for the market, with many buyers willing to share the cost of making financing available to their suppliers and with an increasing role from governments as attempts are made to mitigate risks.

The discussion will also examine the recent innovation for sharia-compliant supply chain finance, and its significance in providing improved financing options for a large proportion of Middle East suppliers previously excluded.

**David Leslie**, General Manager, Global Trade & Receivables Finance, SABB

**Bruno Massera**, Chief Financial Officer, Middle East, BRF  
**Fiji Varghese**, Regional Head of Trade Finance, MENA, Credit Agricole

10.40-11.10 Networking break

### Workshop (Stream room B)

09.10-10.40

#### Establishing best practice in 'Trade 2.0'

The last two years, with the impact of the pandemic, wide-ranging disruption to supply chains, allegations of trade fraud, technology advancements, have had a significant impact on trade and international banking practice. This special workshop, organised in collaboration with the Institute of International Banking Law and Practice (IIBLP), will look to provide practical insights across a range of topics and issues, including:

- Determining the point of goods delivery when the supply chain breaks down
- Determining the key risk points when the delivery of trade documents breaks down
- Force majeure in ICC Rules of Practice, UCP600, URDG758, ISP98
- The dramatic increase in allegations of trade finance fraud
- Tradition vs technology: Focus on guarantees and standby LCs in the MENA region
- How reliable is the bill of lading for collateral in commodity trade transactions?

**Vincent O'Brien**, Director, ICC UAE; Member of the Executive Committee, ICC Banking Commission

**Dr Krishna Prasad**, President, Middle East Branch, Institute of Chartered Shipbrokers

**Divesh Narwani**, Senior Product Manager, Global Trade & Receivable Finance (GTRF), HSBC Bank Middle East

10.40-11.10 Networking break

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

**S Dole**, Trade Information Network

11.10-11.55

#### Is ECA-backed financing making a comeback (or did it never go away)?

With regional governments increasingly seeking to encourage and support greater private sector engagement and collaboration across a range of key infrastructure projects and ambitious transformation programmes, this has highlighted a potentially greater role for ECA-supported funding in the procurement of goods, services and capital expenditure, working alongside borrowers, developers, local and international banks.

This interactive session will bring together various parts of the export credit chain to explain their role in such transactions, from how the regional landscape has evolved in terms of expertise with a greater role for local ECAs, sectoral changes (particularly in light of increasing ESG priorities and pressure from the OECD consensus), new products and potential areas for improvement, as well as the potential for more untied ECA support going forward.

**Michelle Leong**, International Export Finance Manager, Middle East, Afghanistan & Pakistan, UK Export Finance  
**Farrukh Siddiqui**, Founding Partner, Emerging Capital Management Partners

11.55-12.45

#### Future-proofing regional trade – a changing risk landscape

As the risk profile of the wider global trade finance market has come into question following various high-profile incidents, the Gulf region faces its own distinct challenges, whether that's well-publicised trader frauds, spiralling insolvencies and late payments, sanctions controls and efforts to tackle trade-based money laundering, or greater bank balance sheet caution and a 'flight to quality' in terms of clients and financing structures.

This session will bring various market practitioners together to take the current temperature, from concerns over overconcentration of liquidity to changing approaches to credit risk and the role of insurers, whilst also considering the crucial role of technology in providing greater visibility and transparency across the market.

**Leroy Almeida**, Senior Executive Officer, Senior Underwriter & Head of Middle East, Markel International (Dubai)

**Mansour Davarian**, Managing Director, Head of Platform Sales, Demica

**Michael Creighton**, Executive Director, Financial Solutions, WTW

12.45-14.00 Lunch

14.00-15.00

#### Addressing the future – the multilateral response

Organised in collaboration with our partners at ICC UAE and Dubai Chamber of Commerce & Industry, ahead of their own upcoming event in March 2022, this high-level discussion will consider how the world's leading multilateral development institutions are formulating a coordinated response to keep supply chains open across the world of trade.

Points for discussion will include an update on the latest activities – including the billions pledged in support packages to boost trade and exports in member counties – whilst also considering a range of other priorities, including collaboration initiatives and strategic partnerships, expanding reach into new territories for trade facilitation, and efforts to work more closely with the private sector to tackle the ever-ongoing issue of the expanding global trade finance gap.

15.00-15.10

#### Formal close of Day Two

Followed by networking

**“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!”**

**P Matza**, ACT

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