

# MENASC<sup>24</sup>

## MENA SUPPLY CHAIN FINANCE

5 – 6 November 2024  
The Westin, Dubai

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# Agenda

## Day One – 5 November 2024

08:00 – 09:00 **Coffee and Registration**

09:00 – 09:10 **Opening of main conference and welcome from**

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**Sean Edwards**, Managing Director, Head of Legal - EMEA, Planning Department, Legal Group EMEA, **SMBC International**, Chairman, **ITFA**

**Michael Bickers**, Managing Director, **BCR Publishing**

09:10 – 09:20 **Chairperson's Opening Remarks**

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

09:20 – 09:30 **Opening Keynote Address**

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**Jamal Saleh**, Director General, **UAE Banking Federation**

09:30 – 09:40 **Welcome Remarks**

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**Ahmad Lootah**, Chairman, **ICC UAE Commission Banking**; CEO & Managing Director, **Al Hilal Capital Financial Services**

09:40 – 10:20 **Keynote Presentation: The changing nature of trade: Global dynamics and new risks**

US recession fears are unfounded, but global growth to remain sub 3%. US growth will continue to ease back towards trend, while China faces a structural slowdown. Ongoing reform efforts have elevated non-energy sectors as the main drivers of GCC economic expansion. Oxford Economics' projections show a robust growth trajectory into next year, while inflation remains low. Geopolitical factors – Israel-Gaza/Iran, China-Taiwan and possible President Trump 2.0 – are the main risks to the outlook. This presentation will dig deep into geopolitical and economic development, and how these will impact an evolving trade and supply chain finance environment.

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

10:20 – 11:20 **Panel Discussion: Unlocking liquidity through supply chain finance in challenging times**

With borrowing costs still above recent levels and improved supply chains now coming under new pressures as geopolitical tensions increase across the globe, this panel discusses how treasury professionals are dynamically managing their working capital through SCF and factoring solutions.

- The importance of addressing operational working capital alongside financial working capital
- Supporting transition projects to deliver net zero and sustainability objectives
- Deploying supply chain finance solutions in a complex and ever-changing environment
- How to manage the huge increase in input costs and suppliers in a disruptive environment e.g. Just in Case approaches
- Advances in technological integration – the need for large corporates to participate in this agenda along with banks and fintech

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**Moderator:**

**Irwin Medford**, Director, Treasury Advisory, **PwC Middle East**

**Panellists:**

**Navin Bangera**, Assistant Vice President, Finance, **EPIC Group**

**Deepak Gujral**, Head of Solutions and Advisory – Transaction Banking, **Emirates NBD**

**Bharat Gupta**, Senior Vice President, Head of Trade and Structured Finance, Asia and EMEA, **Olam Agri**

**Alisagar Rangwala**, Senior Manager, Group Treasury and Credit Risk, **Ducab**



# Agenda

11:20 – 11:50 **Networking Coffee break**

11:50 – 12:35 **Panel Discussion: Sustainable Finance – how plans are progressing in the GCC**

Sustainable finance is a key part of the economic development plans of many GCC states, and this panel will examine how corporates in the region are focusing on promoting sustainable investments, supporting green projects, and encouraging sustainable financial institutions, the progress in these key areas and their impact on trade finance and SCF product development. The panellists will illustrate the following key points:

- What does sustainability look like for their businesses?
- How do they see their clients behave?
- What metrics do they use to show sustainability in their products?
- How they try to walk the talk on sustainability
- What are they doing to build on initiatives from COP28?

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**Moderator:**

**Fatenah El Danab**, Head of Trade and Working Capital, Middle East, **Barclays**

**Panellists:**

**Carmen Mutu**, ESG Governance Advisory Manager, **Emirates NBD**

**Shabbir Ahmad**, Head of Treasury, **Landmark Retail**

**Pratap Kumar**, Group Regional Treasurer EMEA, **RGE**

**Hamsika Gopalan**, General Manager, Corporate & Trade Finance, **Rescom Holdings**

12:35 – 12:45 **The need for digitalisation**

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**Claudia Perri**, Sales Director, **CODIX Group**

12:45 – 13:45 **Networking Lunch**

13:45 – 14:30 **Panel Discussion: Ensuring SCF solutions help balance cash, funding and objectives**

Corporate treasurers in the MENA region are taking a leading role to help channel capital along with policies, procedures and processes to support business and supply chain resilience, digital transformation and ESG impact. This panel will examine the strategies you need to employ to realise the opportunities and address the challenges for treasurers as the region moves away from fossil fuels towards net zero.

- How do ESG and sustainability in SCF impact risk management, resilience, and long-term value creation?
- Addressing the challenges of ESG data reporting and scaling including environmental audits
- Dealing with the risk of fraud
- Realising benefits such as assigning individualised pricing per supplier

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**Moderator:**

**Maninder Bhandari**, Director, **Derby Group**

**Panellists:**

**Nader Aboushadi**, Group Chief Treasurer, **Sidara**, Director, **Dar Ventures**

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

**Fernanda De Genaro**, CFA, Director, Treasury Advisory, **Zanders**

**Salman Sharif**, Executive Director, Head of Trade Sales, UAE, **Standard Chartered Bank**



# Agenda

14:30-15:15

## Panel Discussion: Optimising supply chain financing using tokenisation

In this session, industry leaders will explore the growing needs of optimizing Working Capital via supply chain finance innovative strategies, with a particular focus on tokenization and its potential to enhance efficiency, transparency, and risk mitigation. The discussion will cover key trends and challenges in the global market especially around digitizing Supply Chain Finance, the intersection of Islamic finance with supply chain solutions, and how digital platforms are currently reshaping financial ecosystems to unlock greater value for businesses worldwide.

- Reverse factoring, invoice and inventory financing opportunities
- Can tokenisation contribute to better credit risk assessment and management?
- How tokenisation can expand the investable set of assets beyond traditional securitisation, particularly for trade assets like working capital loans and import/export financing

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### Moderator:

**Amr El Haddad**, Head of Transaction Banking, **National Bank of Kuwait – UAE**, Board Member, **Middle East Regional Committee, ITFA**

### Panellists:

**Hesham Moustafa**, Managing Director, **H.M for Treasury Consultancy DWC-LLC**

**Amer Chebaro**, Partner & Vice President, **Midis Group**

**K. Nizardeen**, CEO, **Credit Investment Bank UAE**; Vice Chair, Banking Commission, **ICC UAE**; Council Member, **LIBA (Investment Banks), Malaysia**

15:15 – 15:45

## Networking Coffee Break

15:45 – 16:30

## Panel Discussion: Islamic finance and SCF opportunities and challenges

Islamic finance, governed by Shar'ia law, prohibits the charging of interest and emphasises risk-sharing, asset-backed transactions, and ethical investments. This panel will update on the latest SCF programmes using this framework and how the regulatory, legal and technological challenges are being met to realise its benefits.

- The unique aspects of Islamic finance, especially Islamic Factoring and Supply Chain Finance
- Progress on adapting existing technologies and workflows to meet Shar'ia law requirements
- How corporates are using Islamic finance SCF programmes to manage risk and deliver ESG objectives

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### Moderator:

**K. Nizardeen**, CEO, **Credit Investment Bank UAE**; Vice Chair, Banking Commission, **ICC UAE**; Council Member, **LIBA (Investment Banks), Malaysia**

### Panellists:

**Ehsaan Ahmed**, Executive Vice President, Head of Transaction Banking, **Rakbank**

**Ahsan Ali**, Managing Director, Head, Islamic Corporate and Investment Banking, **Standard Chartered Bank**

**Abdelrahman El-Beltagi**, Islamic Factoring Expert, **efcom**

**Dilip Kumar Shadvani**, Director, Treasury, **Al Habtoor Motors Company**

16:30 – 16:35

## Comfort Break



# Agenda

16:35 – 17:05 **Sunday stroll or Tour de Pologne? A receivables finance software implementation case study for mFactoring (Commerzbank Group)**

The presentation illustrates the implementation of a high-performance Comarch Factoring/SCF Platform unfolding through carefully orchestrated stages, from selecting a software provider to navigating contract negotiations and Agile development. Gain insights into tackling technical challenges, managing data migration, and optimising customer feedback, providing a comprehensive overview of the entire process.

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**Karol Leszczyński**, Factoring Product Development Manager, **Comarch Factoring SA**

17:05 – 17:55 **Panel Discussion: Fostering strategic collaborations between fintechs and banks to drive growth in the MENA region**

This session will bring together banks and fintechs to examine the current nature of their collaborations in the MENA region and if that dynamic has changed as SCF programmes become more mature. It will explore if strategic partnerships are delivering a seamless experience across multiple channels for clients and what the challenges are to delivering what their corporate customers need.

- How has the rise of fintechs reshaped the landscape of SCF programmes in the MENA region, and what innovative solutions have emerged as a result of this transformation?
- What collaborative models and partnerships have evolved and how do these partnerships benefit participants in the supply chain?
- How are data-sharing and data-driven insights fostering collaborative approaches in SCF?
- What advantages do these approaches offer in terms of risk management, decision-making, and access to financing?
- The role of smart contracts in enabling automated collaboration and streamlined transaction processes in SCF
- How are partnerships navigating the challenges of regulatory considerations?

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**Moderator:**

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

**Panellists:**

**Syed Imtiaz Hussain**, Regional Head of Product & Propositions - Middle East, North Africa & Turkey, GTRF, **HSBC Bank Middle East**

**Vikram Lodha**, Co-Founder and CEO, **360tf**

**Latif Sheik**, Business Development Director, Middle East, **Comarch Middle East**

**Sumit Roy**, President and Chief Marketing Officer, **Fintech Innovations International**



# Agenda

17:55 – 18:00 **Chairperson's Closing Remarks**

18:00 – 21:00 **Drinks Reception sponsored by China Systems**

16:30 – 18:00 **Corporate Treasurers' Forum**

**Achieving off balance sheet financing through innovative SCF programmes**

Inflation, geopolitical risk and high interest rates are making free cash and supply chain resiliency highly challenging. Corporate treasurers are now seeking innovation to optimise working capital and support their businesses in this challenging environment. Join us as we delve into the trends we are seeing in today's volatile landscape, the shifting priorities of corporates, the strategies they can implement to optimise working capital and how to leverage the dynamic capabilities of supply chain finance solutions.

This invitation-only round table forum for corporate treasurers will delve deep into how supply chain finance (SCF) and factoring programmes can operate as part of a working capital strategy, ensuring off balance sheet financing, how to structure an effective programme and innovative structures.

Whether your business is already using or considering using SCF and /or factoring, this is your chance to get the inside track on how the most effective programmes are structured and deliver on working capital needs.

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**Moderator:**

**Maninder Bhandari**, Director, **Derby Group**

**Guests:**

**Feras Abomazen**, Senior Treasury Manager, **GulfDrug LLC**

**Atheeqe Ansari**, CEO, **Electricway**

**Shabbir Ahmad**, Head of Treasury, **Landmark Retail**

**Halina Bernard**, Senior Finance Manager, Strategic Markets, Alliances and Distributors (SMAD) and CFO SEA & S Asia, **GM Motors**

**Girish Gandotra**, CEO, **Nissan Middle East Saudi Arabia and Infiniti Middle East**

**Anshika Gupta**, Trade and Structured Finance, **Olam Agri**

**Bharat Gupta**, Senior Vice President, Head of Trade and Structured Finance, Asia and EMEA, **Olam Agri**

**Maysam Kanani Amiri**, Treasury & Corporate Finance, **Siemens Energy**

**Shiva Rama Krishna**, Deputy General Manager – Treasury, **Nissan Middle East FZE**

**Alisagar Rangwala**, Senior Manager, **Group Treasury and Credit Risk, Ducab**

**Yousef Rawas**, Customer Empowerment Division Manager, **Saudi Industrial Development Fund**

**Imran Saeed**, Head of Finance – Project Execution, **Siemens Energy**

**Bhavesh Sorathia**, Senior Manager – Treasury, **Aditya Birla Global Trading**

**Rahul Yadav**, VP, EMEA, Trade and Structured Finance, **Olam Agri**



## Day Two – 6 November 2024

08:30 – 09:30 **Coffee and Registration**

09:30 – 09:45 **Chairperson's Opening Remarks**

**Rasheed Hinnawi**, Regional Head of Portfolio Management & Distribution, Trade and Receivables Finance MENAT, **HSBC**; Chair, **ITFA Middle East Regional Committee (MERC)**

09:45 – 10:15 **Case Study: How innovative technologies are shaping supply chain finance**

Emerging technologies like AI, blockchain, and Big Data are playing a pivotal role when it comes to SCF, enabling real-time processing, improved visibility, and reducing human error. The digitalisation of SCF is about increasing transaction speed, enhancing accuracy, and fostering a seamless trading environment. But how can innovative technology support SCF within complex supply chains? The session will explore how technology is not only shaping SCF but is also fostering more resilience in the long-term.

**Hans Moerman**, CFO, **DP World Digital**

10:15 – 11:00 **Panel Discussion: Digital Transformation – from narrative to action**

As the MENA region positions itself at the heart of global trade, there is an accelerated effort to digitise trade finance, creating more opportunities and providing resiliency to industries that would otherwise be impacted by supply chain disruptions. Additionally, transparency and improved efficiency across operations, including across supply chains, are important goals. This panel will focus on the progress in adopting new technologies like digital identities and in meeting regulatory and legal challenges in the region.

- The impact of the new Digital Assets Law enacted by the DIFC
- Progress on MLETR in the region: The world's first cross-border POC digital trade financing transaction
- Delivering the MLETR ecosystem - Trusted Digital Identities

### **Moderator:**

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

### **Panellists:**

**Saloi Benbaha**, Head of Enterprise Alliance and Ventures, **XDC Network**; Head of Institutional Partnerships and Working Group Committee, **Tradefinex**

**Sean Edwards**, Managing Director, Head of Legal - EMEA, Planning Department, Legal Group EMEA, **SMBC International**, Chairman, **ITFA**

**Reda Ezzat**, Senior Vice President, Head of Structured Trade Finance, **Masreq Bank**

**Huny Garg**, Executive Director and Country Head, KSA and Bahrain, **SWIFT**

**Sarah Mikhail**, Trade and Working Capital Product Lead, Middle East and Africa, **J.P. Morgan**, Board Member, **ITFA Middle East Regional Committee (MERC)**

11:00 – 11:30 **Networking Coffee Break**



### 11:30 – 12:15 **Fireside Chat: Using cross border SCF solutions to develop Saudi Arabian markets**

This panel will look at the drive to revolutionise supply chain finance programmes in Saudi Arabia, aligning with national transformation goals while addressing key challenges of supplying working capital to drive economic growth. It will specifically look at how to unlock growth in the Saudi kingdom through the use of cross border supply chain finance programmes and technology innovations.

- Addressing scalability issues, operational complexities and potential security risks
- The potential of embedded finance to unlock new opportunities and revolutionise SCF
- Tackling regulatory and legal challenges to accessing markets in Saudi Arabia

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**Rafiq Jaffer**, Partner, **Al Tamimi & Company**

**Syed Hassan Javed**, Group Head of GTB Sales, **Gulf International Bank**

**Anurag Chaudhary**, CEO, **Pinnacle Trade Finance**

### 12:15 – 12:45 **Fireside Chat: Legal and regulatory updates in the MENA region**

This session will deep dive into the regulatory and legal changes in the region and their impact on the SCF markets.

- The impact of the Factoring Law (Federal Decree Law No. 16) of 2021, three years on
- How legal infrastructures are being adapted to new technological capabilities

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**Sean Edwards**, Managing Director, Head of Legal - EMEA, Planning Department, Legal Group EMEA, **SMBC International**, Chairman, **ITFA**

**Robert Parson**, Partner, **Squire Patton Boggs**

**Nicholas Robinson**, Partner, **Norton Rose Fulbright (Middle East) LLP**

### 12:45 – 13:45 **Panel Discussion: Navigating dynamic environments for SCF through credit risk management**

This session will examine the solutions that can be deployed to manage credit risk in supply chain finance, as ever-changing geopolitical, economic, legal and regulatory conditions impact businesses and present major challenges to lenders.

- Technology solutions which support lending in changing environments
- The use of credit insurance supported by the right monitoring tools as a risk mitigant
- Building investor confidence through compliance monitoring
- Pragmatic approaches to inventory financing as insolvencies rise

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**Moderator:**

**Mark Mandula**, Senior Vice President, **United Capital Funding**; Chief Learning Officer, **BCR Publishing**

**Panellists:**

**Zena Brake**, CFA, Credit Director, **Allianz Trade Middle East**

**Anurag Chaudhary**, CEO, **Pinnacle Trade Finance**

**Niraj Kumar**, Head of Global Transaction Banking, **United Arab Bank**

**Venki Ramasubhramoni**, Head of Trade Sales, Equipment and Technology Finance, Wholesale Banking Group, **National Bank of Fujairah**

**Mounir Saridar**, Lenders Solutions Group Leader MENA, **Marsh Emirates Insurance Brokerage**

### 13:45 – 14:00 **Chairperson's Closing Remarks**

### 14:00 – 15:00 **Networking Lunch and Close of Conference**

# Registration

## Pricing

☐ MENASCF 2024 – Early Bird GBP800 (or: EURO950)\*

*\*expires on 8 October 2024*

☐ MENASCF 2024 – Standard GBP1,100 (or EURO1,200)

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