

# MENASC<sup>23</sup>

## MENA SUPPLY CHAIN FINANCE 2023

7-8 November, Dubai Chambers

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## Day One: Tuesday 7 November 2023

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

09:00 – 09:10 **Opening and welcome from the event MC**

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**Vincent O'Brien**, Director, **ICC UAE**

09:10 – 09:20 **Chairperson's opening remarks**

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

09:20 – 10:15 **Panel session: Insights into the future business drivers and models for SCF and factoring in MENA**

From inflation, interest rates, geopolitical conflict to vulnerable supply chains, the challenges impacting the business environment continue. However, there has been an increased demand for SCF solutions in the Middle East and North Africa (MENA) region. This panel will examine how this increasing demand can be supported, the factors that the industry needs to consider and challenges that need to be met for continued growth.

- Indications of market volumes for the MENA region and comparison with other regions
- Key regional factors influencing the changing needs of funding and risk mitigation within supply chains
- How can the industry support access to SCF for SMEs who face a lack of access to financial solutions in particular?
- How to address the challenges corporates face in supporting the integration of SCF solutions internally
- Investors – how is wealth being invested in SCF?
- What needs to be done to foster an innovative business culture and stabilise the mobility of resources around SCF and factoring?
- How fintechs are disrupting the SCF space and partnering with banks in providing SCF solutions
- The future potential of receivables finance and factoring in the MENA region

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**Moderator:**

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

**Panellists:**

**Syed Imtiaz Hussain**, Regional Head of Product and Propositions, Global Trade and Receivables Finance (GTRF), **HSBC**

**Beenish Mustafa**, Vice President, MENA Trade Sales, Treasury and Trade Solutions, **Citi**

**Elat Niyas**, Treasury Manager, **Al Masaood Group**

**Sinan Ozcan**, Senior Executive Officer & Board Director, **DP World Trade Finance**

# Agenda

## 10:15 – 11:00 **Panel session: Addressing the challenges of realising SCF's potential to deliver ESG objectives**

Long synonymous with fossil fuels, the MENA region is undergoing a seismic shift towards greater environmental sustainability and Dubai will host COP28 in 2023. Corporates face billions of additional costs arising from environmental risks in their supply chains unless ESG objectives are achieved. This panel will look at how SCF solutions can support corporates as they advance their ESG priorities, improve the resilience of their supply chains and manage their working capital needs.

- How the availability and quality of data to manage ESG decision-making can be improved
- Enhancing supplier relationships through shared ESG goals and supporting investment in sustainable practices
- An update on regulation and ESG in the MENA region
- Addressing the challenges banks and FIs face in creating bespoke SCF programmes for sustainability for corporates

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### **Moderator:**

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

### **Panellists:**

**Sarah Mikhail**, Trade and Working Capital Product Lead, Middle East and Africa, **JP Morgan**; Member, Middle East Regional Committee, **ITFA**

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

**Ravi Valecha**, CEO, **India Factoring and Finance Solutions**

## 11:00 – 11:30 **Networking coffee break**

## 11:30 – 12:15 **Exploring investors' views on SCF and factoring as asset classes**

This presentation will explore different types of investors' perspective on SCF and factoring asset classes.

- What can be done to make the asset classes more visible to investors?
- How new investors evaluate the risks
- How does trade credit insurance wrap the credit risk?
- What is the rating of credit insurance companies?
- What can be insured, is it a guarantee?
- What investors need to be aware of in case of insured receivables
- How can the assets be rated?
- Technical solutions that can provide transparency and security
- Exploring securitisation solutions

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**Sumit Roy**, Co-Founder and Chief Marketing Officer, **Fintech Innovations International**

**Richard Wulff**, Executive Director, **International Credit Insurance & Surety Association (ICISA)**

## 12:15 – 12:30 **Brand sponsor's presentation: iMX from CODIX – what's new?**

- Refresher on iMX Commercial Finance
- What are the biggest additions to the offering?
- What are the trends we observe in the expectations?

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### **Speaker:**

**Laurent Tabouelle**, Managing Director, **CODIX Group**

## 12:30 – 13:30 **Networking lunch**

13:30 – 14:15 **Panel session: Realising fully digitalised end-to-end processes for SCF – where are we on the journey?**

This panel will discuss how to promote the development, delivery and adoption of a scalable, end-to-end digital solution for SCF and will consider the extent to which a common infrastructure is desirable, necessary or feasible to achieve seamless collaboration across fintechs, banks and corporates to achieve greater network connectivity.

- Changes in user expectations – what corporates in the MENA region now expect
- What problem will the digitisation of SCF solve?
- New approaches required for effectively utilising data sources
- Can integrated technology solutions address risk management concerns about AML and KYC effectively?
- How are security concerns being met?
- What such developments mean on a regional level for the future of SCF services in the MENA region

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**Moderator:**

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

**Panellists:**

**John Bugeja**, Managing Director, **Trade Advisory Network**

**Rahul Daswani**, Founder, **LHD Research**

**Olena Shyrokova**, UAE Representative Chair, **International Trade Council**

14:15 – 15:00 **Panel session: Regional focus – supporting trade growth in Saudi Arabia with SCF**

Saudi Arabia is reducing its dependence on the petroleum sector and developing other areas led by services and innovation. Saudi Arabia's Vision 2030 is also an initiative which looks beyond the oil trade to diversification. This presentation will examine the role of SCF in this vision and how it can support it.

- As inflation and interest rates are both spiking, what's the likely cost going to be?
- The legal and regulatory environment in Saudi Arabia for payables and receivables
- Cross region initiatives in MENA – challenges and opportunities
- Case studies of SCF solutions in Saudi Arabia and the drivers for successful implementation
- The future potential of receivables finance and factoring markets in Saudi Arabia

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**Moderator:**

**Carlo Minasi**, Specialist, **Arthur D. Little**

**Panellists:**

**Arif Choksy**, Chief Financial Officer, **Bahra Electric**

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

**CA Pankaj Mundra**, Co-Founder and Chairman, **360tf**; Co-Founder, **Nimai**; Steering Committee Member, **ITFA**

**Andrew Pierce**, Managing Director, Head of Origination & Structuring – Securitised Products, **MUFG Bank**

15:00 – 15:40 **Technology showcase with Veefin, ecom and CODIX Group**

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**Moderator:**

**Federico Travella**, Founder & Executive Chairman, **Novicap**

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**Veefin: An onboarding to underwriting to transaction management SCF solution**

**Sreejith Nair**, Director of Growth Strategy, **Veefin Solutions**

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**Shariah compliant factoring and SCF with ecom's ifX**

**Federico Avellán Borgmeyer**, Chief Partner Officer, **ecom**

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**CODIX Group presentation**

**Laurent Tabouelle**, Managing Director, **CODIX Group**

15:40 – 16:10 **Networking coffee break**

16:10 – 16:55 **Panel session: Gazing into the future – how will the SCF world look like when fused with AI?**

There is a lot of data which has the potential to grow the SCF industry through AI in the banks' and FIS' possession that isn't being leveraged currently. Much has been said about AI's potential but little has realised to this point so this presentation will discuss how to maximise the opportunities offered and address the challenges for the development of SCF solutions through AI.

- Physical supply chains' data quality and availability: What are the issues around this subject and how are they being addressed in the MENA region?
- Integrating AI capabilities with existing legacy systems and heterogeneous data sources: What has been the approach of supply chain vendors and financing vendors to AI?
- The standardisation approach in SCF and its correlation with AI developments arising from LLMs: Do we still expect to see initiatives on standardisation in supply chains considering how difficult it has been in the past?
- AI engagement with Islamic Finance principles as it relates to SCF: Is the level of complexity going to make it more difficult to innovate?
- The potential of SCF and AI: How will the future look like for people and their teams? How many staff will be still needed and what kind of skills will be valuable?

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**Moderator:**

**Rahul Daswani**, Founder, **LHD Research**

**Panellists:**

**Maria Fernanda De Genaro**, CFA, Senior Manager, Corporate Treasury, **Zanders**

**Umar Tariq Pirzada**, Business Planning Strategy and Transformation Director, **Almajdouie Motors**

**Morgan Terigi**, Co-Founder and CEO, **Incomlend**

16:55 – 17:40 **Panel session: Egypt focus – supporting a growing SCF market**

This panel session will discuss the ongoing efforts to extend working capital provisions and work with corporates and SMEs in the growing market in Egypt, supporting greater uptake in the use of SCF and the development of digital platforms.

- The legal and regulatory environment in Egypt and North Africa
- Tackling the barriers to innovating and providing financing solutions to corporates and SMEs
- Technology platforms for SCF – the challenges of integration and partnerships regionally
- Lessons learned in Egypt and North Africa which the MENA region can absorb

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**Moderator:**

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

**Panellists:**

**Hisham Abouldahab**, Corporate Treasurer, **Mansour Automotive Company**

**Doaa Hafez**, General Manager, Head of Technical Functions & Alternate Head of International Factoring, **Egypt Factors**; Executive Committee Member, **FCI**

**Norhan Ezzat**, CFA, Head of Global Transaction Banking, **Arab African International Bank (AAIB)**

17:40 – 17:50 **Chairperson's closing remarks**

17:50 – 20:00 **End of day one and drinks reception** (at Sheraton Hotel)

## Day Two: Wednesday 8 November 2023

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

09:00 – 09:10 **Chairperson's opening remarks**

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**Lionel Taylor**, Managing Director, **Trade Advisory Network**

09:10 – 10:10 **Panel session: Supporting a key enabler for SCF and factoring – partnerships between banks and fintechs**

This panel session will look at what still needs to be done to improve collaboration between banks and fintechs to provide a seamless SCF experience for corporates and SMEs across multiple technology channels. It will look at existing SCF partnerships in the MENA region, their successes and also examine how new partnerships, drawing on international experience, can be delivered.

- Strategic partnership development – putting business problems at the forefront of approaches
- What criteria should banks be looking at when considering investing in fintechs?
- The need for interoperability between fintechs to facilitate partnerships successfully
- Changing mindsets in the MENA region – looking beyond for international partnerships

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**Moderator:**

**Tom O'Brien**, Sales Manager, **China Systems Middle East**; Co-ordinator, Steering Committee for the Banking Commission, **ICC UAE**

**Panellists:**

**Brendan Du Preez**, Senior Vice President, Global Head Trade Product Management, Global Transaction Banking, **Mashreq Bank**

**Shereen Elansary**, Head of Supply Chain Finance & Custody Division, **Qatar National Bank Alahli**

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

10:10 – 10:40 **The distinctive features of an efficient factoring system – what the figures say about the needs of factoring companies**

- The importance of great UX and a user manual free system
- Automation – time is money: How to save time of factor employees
- Implementation – how long it should take? Is 9 months a long time?
- Safety – fraud and how to respond
- Strangler pattern – how to implement microservices in monolithic architecture
- Scalability – how the system should respond for increasing volume of transactions

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

10:40 – 11:10 **Networking coffee break**

# Agenda

11:10 – 11:50 **Panel session: Meeting the challenges of developing a Shari’ah-compliant workflow for SCF**

Islamic finance emphasises transparency and clear documentation of transactions. This panel session will illustrate the documentation of SCF transactions with clearly defined terms and conditions that comply with Shari’ah requirements. This includes documenting profit-sharing ratios, ownership structures, and any additional obligations or rights related to the financing.

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**Moderator:**

**Federico Avellán Borgmeyer**, Chief Partner Officer, **efcom**

**Panellists:**

**Abdelrahman El-Beltagy**, Islamic Factoring Specialist, **efcom**

**K. Nizardeen**, CEO, **Credit Investment Bank UAE**; Vice Chair, ICC Banking Commission, **ICC UAE**

**Latif Sheik**, Business Development Manager, Factoring & SCF, **Comarch Middle East**

11:50 – 12:30 **How do regulatory and legal frameworks need to further evolve to support SCF growth in the MENA region?**

SCF and factoring law is now much more favourable in many of the region’s countries but many people are still not aware of what can be done under the new laws. This panel session will examine the continued changes in regulation and the legal environment in the MENA region to support SCF market growth.

- MLETR adoption in the MENA region – when policy aligns with technology
- How to engage regulators in this journey
- How can banks grow their SCF business using electronic bills of exchange?
- Is the UAE Factoring Law an effective framework to grow the market?

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**Hafidh Thani**, Managing Partner, **M&CO Legal**

12:30 – 12:45 **Prize draw**  
**Chairperson’s closing remarks**

12:45 – 13:45 **Networking lunch and close of conference**

# Registration

## Pricing

MENASCF 2023 – Early Bird €750\*  
\*expires on 12 October 2023

MENASCF 2023 – Standard €1000  
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