

Tuesday 29th June 2021 • Virtual

GCC-UK TRADE SUMMIT 2021

Discussing Tourism, Finance & Investment Strategies, Sustainability Developments, Regional Initiatives & Market Entry Strategies Aligned to GCC Economic Visions & Diversification Initiatives

GCC·UK
TRADE CIRCLE
SUMMIT

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EVENT PARTNERS:



ARAB NEWS



Industry Networks



BRITISH GOVERNMENT FIGURES INDICATE THAT TRADE WITH THE MIDDLE EAST AMOUNTS TO \$57.2 BILLION ANNUALLY WITH THE GULF REGION ACCOUNTING FOR \$50.8 BILLION OF IT.

ABOUT THIS EVENT

The **GCC-UK Trade Summit 2021** will connect businesses and investors from the GCC and the UK about and discuss commercial opportunities resulting from the huge investments currently underway in the region. We will learn, collaborate, conduct business, and facilitate knowledge transfer and strategic partnerships for mutual benefit.

The event will highlight the key topics relating to the fast-growing tourism sector, sustainable development and investments, trade and sectoral analysis via an expert keynote speaker panel, interactive panels, project and opportunities case studies, high level conversations, a dedicated event exhibition and networking opportunities. This summit will provide an in-depth analysis of the key markets in the region highlight key opportunities and potential for collaboration and shed light on recent development on GCC investment into the UK.

In attendance will be investors, exporters, experts, consultants, and providers of services who will be engaging in dialogue with project leaders and decision makers.

ABOUT THIS EVENT

- Facilitate foreign direct investment between the two regions
- Promote and facilitate business, dialogue, and trade
- Provide a platform for businesses on both sides to expand into new markets
- Build networks and technical capacities for entrepreneurs

SPEAKERS



Dr Abdel-Aziz Aluwaisheg

Assistant Secretary-General for Political & Negotiation Affairs
Gulf Cooperation Council



Khalid Al Zayani OBE

Chairman
Bahrain British Business Forum (BBBF)



Saud Abu Al-Shawareb

Managing Director
Dubai Industrial City



Tim Callen

Mission Chief for Saudi Arabia and Assistant Director, Middle East and Central Asia Department
International Monetary Fund (IMF)



Nabil Chaachou

Vice President Strategy & Business Development
King Salman Energy Park



David Reavley

Chief Executive Officer
Solar Water



James Hygate

Chief Executive Officer
Green Fuels



Jerry Inzerillo

Chief Executive Officer
Diriyah Gate Development Authority (DGDA)



Julian Lynn

Regional Head, Middle East and Asia Pacific
UK Export Finance



Simon Galpin

Partner, Plus Venture Capital, Economic Development Advisor, Investment Promotion Executive, Startup Mentor & Formerly MD
Bahrain Economic Development Board



Aradhana Khowala

CEO & Founder, Aptamind Partners, UK & Chair of the Global Advisory Board
The Red Sea Development Company, KSA



Alistair Gosling

Founder & Chief Executive Officer
Extreme
Advisory Board Member
Qiddiya



Alistair Munro

Founder & CEO
Ryse Energy



Matthew Hurn OBE

Executive Director & CFO - Disruptive Investments
Mubadala Investment Company

SPEAKERS



Damian Malins
Venturing Projects Director
Fera Science



Tiago Fernandes
Investment Promotion & Business Advisory
Abu Dhabi Investment Office (ADIO)



Prof. John Bryson
Professor of Enterprise and
Competitiveness at Birmingham Business
School
University of Birmingham



Gabriella De La Torre
Director of Consulting
CBRE



Bashar Al Nator
Head of Islamic Finance
Fitch Ratings



Anna Yerokhina
Director International Stakeholder
Engagement
Pearson



Saeeda Ahmed
Founder
Education Partnerships UK



Dr Ashraf Mishrif
Oman Chamber of Commerce and
Industry Chair in Economic Studies
Sultan Qaboos University



Adel Hamaizia
Associate Fellow, Middle East and
North Africa Programme
Chatham House



Samina Akram
Managing Partner
Samak Ethical Finance



Avin Gidwani
Chief Executive Officer
Industry Networks



Frank Kane
Senior Business Editor and Anchor
of **Frankly Speaking**
Arab News



Matthew Anderson
Managing Director
TVET UK



Gavin Holland
Partner
Anthemis Group

THE AGENDA

All timings are shown in **Arabic Standard Time**
-2h for British Summer Time | +1h for Gulf Standard Time

09.00 Virtual Event Opens

09.45 Opening Remarks

GCC ECONOMIES & INVESTMENT OVERVIEW

10.00 **Re-Energising GCC-UK Strategic Partnerships, Trade & Investment: Opportunities in an Era of Transformation**

When the UK finally exited the EU in January, it accelerated its efforts to enhance the relationships it had already cultivated with other countries and blocs, including the Gulf Cooperation Council (GCC). Since 2016, the GCC and UK have engaged constructively in many areas, including political, security and economic cooperation, at both the bilateral and collective GCC levels, most recently on combating the novel coronavirus disease (COVID-19) pandemic. This session will explore how the pace of that partnership can be accelerated and what the future holds.

SPEAKER: **Dr Abdel-Aziz Aluwaisheg**, Assistant Secretary-General for Political & Negotiation Affairs, **Gulf Cooperation Council**

10.20 **Interactive Panel: GCC Government & Private Sector Cooperation and Investment to Achieve Success in Economic Diversification Programmes**

This session will examine efforts to strengthen the collaboration between GCC governments and the private sector to achieve economic diversification targets. It will discuss the contribution of the private sector in the growth of the region's economy by spurring private investments. The discussion will address private sector participation and investment in the region and how a comprehensive strategy for PPP can be achieved in these countries to achieve its full potential and how an ecosystem to enable sustained private sector contributions to the region's economies can be firmly established.

MODERATOR: **Adel Hamaizia**, Associate Fellow, Middle East and North Africa Programme, **Chatham House**

SPEAKERS: **Gabriella De La Torre**, Director of Consulting, **CBRE**

Saud Abu Al-Shawareb, Managing Director, **Dubai Industrial City**

Dr Ashraf Mishrif, Oman Chamber of Commerce and Industry Chair in Economic Studies, **Sultan Qaboos University**

11.00

Growth Prospects for GCC Investors in the UK - 2021 & Beyond

The UK has built up established trading links with the six countries - Bahrain, Kuwait, Saudi Arabia, the United Arab Emirates, Qatar, and Oman - that form the GCC and there is much that binds the countries together and extensive cultural and educational ties that have been developed over the decades. The UK is a favoured location for investment from the Gulf countries and investment continues to flood into the UK. Indeed, the United Kingdom is the leading destination for foreign investment in Europe. Post Brexit this panel will discuss opportunities for GCC investors in the United Kingdom and how to unlock the full potential of UK-GCC trade and investment relationships.

SPEAKERS: **Prof. John Bryson**, Professor of Enterprise and Competitiveness at Birmingham Business School, **University of Birmingham**
Matthew Hurn OBE, Executive Director & Chief Financial Officer - Disruptive Investments, **Mubadala Investment Company**
Gavin Holland, Partner, **Anthemis Group**

GOVERNMENT INITIATIVES: STIMULATING ECONOMIC GROWTH & DEVELOPMENT & ATTRACTING FOREIGN INVESTMENT

11.30

Bahrain: Promoting Trade, Investment & Meaningful Business Relationships between the Kingdom and UK

The BBBF plays an important role within Bahrain; highlighting key sectors, exploring new directions and providing an instant network platform for new arrivals. One of the BBBF's core objectives is to continue to enhance the economic interests of both the UK and Bahrain. There is an increasing number of British companies seeking to do business with Bahrain and the strong relationship between Bahrain and Britain continues to grow in strength. Bahrain is experiencing an economic renaissance, with geographic advantages linking it to Saudi Arabia by causeway, logistics hubs, regional cost competitiveness and also has a diverse, deeply skilled and entrepreneurial workforce. This session will discuss Bahraini and UK partnerships, joint ventures and technology & skills transfer.

SPEAKER: **Khalid Al Zayani OBE**, Chairman, **Bahrain British Business Forum (BBBF)**

11.50

Focus on Abu Dhabi – A Unique Opportunity for Businesses Looking to Establish and Grow in the Middle East

The Abu Dhabi Investment Office (ADIO) is the central government hub supporting investment in the Emirate of Abu Dhabi. It is committed to the growth and diversification of Abu Dhabi's economy through the private sector. ADIO enables opportunities for domestic and foreign investors aligned with Abu Dhabi's economic priorities and supports investors and businesses with innovation at the core to help ensure long-term, sustainable success in the market and across the region. This session will address key strategies supporting the establishment and ongoing growth of businesses in Abu Dhabi and ADIO's targeted programmes for private sector entities including competitive cash and non-cash incentives, SME enablement and Public-Private Partnerships.

SPEAKER: **Tiago Fernandes**, Investment Promotion & Business Advisory, **Abu Dhabi Investment Office (ADIO)**

12.10

In-Conversation Focus on KSA: The Diriyah Gate Project: Catapulting KSA into a Global Tourism Destination

Saudi Arabia's Diriyah Gate Development Authority (DGDA) has commenced construction on \$20bn Diriyah Gate, a new cultural and lifestyle tourism destination located in Diriyah, Riyadh. The Diriyah Gate project aims to transform 7kmsq of Diriyah city into one of the world's lifestyle destinations for culture and heritage, hospitality, retail, and education. The gigaproject will feature cultural, entertainment, retail, hospitality, educational, office and residential areas, including more than 20 hotels, a bustling retail heart, a diverse collection of museums, and over 100 places to dine. With a huge variety of educational institutions planned to include academies, cultural institutes, museums, and universities, DGDA will be developing a place of great learning and intellectual curiosity.

Our speaker will discuss progress on this project, expected impact on KSA's tourism ambitions and vision and opportunities for investment and collaboration.

INTERVIEWER: **Frank Kane**, Senior Business Editor and Anchor of Frankly Speaking, **Arab News**

SPEAKER: **Jerry Inzerillo**, CEO, **Diriyah Gate Development Authority (DGDA)**

12.30

Networking Break & Exhibition Visit

THE CASE FOR ENVIRONMENTAL SUSTAINABILITY IN THE GCC

12.50

Interactive Panel: UK-GCC Green Tech Collaboration & Sustainability Matters

Environmental sustainability is becoming the norm around the world, presenting GCC countries with an opportunity to take the lead. GCC countries can unlock more than \$2 trillion in economic growth and create more than 1 million jobs by 2030. As the Gulf works towards meeting its ambitious sustainable energy targets, regional leaders are leveraging a global network of partners to achieve their goals. Chief among these collaborators is the UK, home to one of Europe's largest green technology – or green tech – communities and a thriving renewable energy sector. UK businesses are well placed to partner with the Gulf to optimise the region's vast domestic renewable resources. Several major British green tech businesses, across sectors such as waste-to-energy, desalination, wind power and solar storage, are already on the ground in the region helping to springboard the region towards its sustainability goals.

SPEAKERS: **David Reavley**, Chief Executive Officer, **Solar Water**
James Hygate, Chief Executive Officer, **Green Fuels**
Alistair Munro, Founder & Chief Executive Officer, **Ryse Energy**

GCC MEGAPROJECTS DEVELOPMENTS

13.20

Interactive Panel: Regional Mega Projects Overview & Investment Opportunities

Throughout 2020, the GCC delivered \$196bn worth of projects and the region is in the midst of a series of massive real estate megaprojects valued at approximately \$1 trillion. These innovative projects aim to provide new sources of economic growth. These are transforming the face of the GCC, adding to these countries' appeal as tourist destinations, making them more liveable for their residents, and promising more environmentally sustainable communities. Although these projects vary widely in their scope and vision, they are alike in their soaring ambition and daunting levels of complexity. These projects are being designed to attract all kind of investors local, regional or international and this session will discuss investor opportunities, project risks, rewards and timelines.

MODERATOR: **Avin Gidwani**, Chief Executive Officer, **Industry Networks**

SPEAKERS: **Aradhana Khowala**, CEO & Founder, **Aptamind Partners, UK & Chair of the Global Advisory Board, The Red Sea Development Company, KSA**
Alistair Gosling, Founder & Chief Executive Officer, **Extreme** & Advisory Board Member, **Qiddiya**
Nabil Chaachou, Vice President Strategy & Business Development, **King Salman Energy Park**

TRADE FINANCE FOR UK EXPORTERS

14.00

Trade Finance for UK Exporters to the GCC

When it comes to exporting, having a great product or service is only half the story. Putting the right finance and insurance in place can make the difference, helping exporters to win contracts, fulfil orders and get paid. UK Export Finance (UKEF) is the UK's export credit agency and in the last 5 years has provided £18.5 billion of support for UK exports and works in partnership with banks and brokers to help UK businesses realise their ambitions. This session discusses how UKEF working alongside the Department for International Trade works to transform exporter's businesses.

SPEAKER: **Julian Lynn**, Regional Head, Middle East and Asia Pacific, **UK Export Finance**

SUCCESSFUL REGIONAL INVESTMENT STRATEGIES

14.20

Attracting Direct Investment into GCC Economies and how to become a Successful Investor in the Region

Investment is central to growth and sustainable development. It expands an economy's productive capacity and drives job creation and income growth. Recognising this, governments around the world have established investment promotion agencies (IPAs) to create awareness of existing investment opportunities, attract investors that can foster job creation and productivity growth, and facilitate their establishment and expansion in the economy. This session will be delivered by a global expert in economic development with a record of leading world-class investment promotion agencies to deliver thousands of investment projects and attract billions of dollars of direct investment and will provide an insight on how to set up or expand their business in the GCC, how to connect and best utilise IPAs and other economic development agencies and also share best practise to achieve success in the region.

SPEAKER: **Simon Galpin**, Advisor, **OCO Global**, Venture Partner, **PlusVC**, and Former MD, **Bahrain Economic Development Board**

14.40

Networking Break & Exhibition Visit

TALENT & HUMAN CAPITAL DEVELOPMENT

15.00

Education & Training: Developing Human Talent to Achieve GCC Visions

Education and the development of human capital plays a critical role in the economic development of the countries of the Gulf Cooperation Council (GCC). Investing in people promotes greater equity and economic growth, with broad implications for the welfare and prosperity of people as well as of countries. Most GCC countries have a strong focus on human development in their development strategies and have allocated significant shares of their budgets to human capital development. This session will explore education and human capital developments in the region, growth sectors and how these will impact realisation of economic diversification efforts currently underway in the GCC.

SPEAKER: **Saeeda Ahmed**, Founder, **Education Partnerships UK**
Anna Yerokhina, Director International Stakeholder Engagement, **Pearson**
Matthew Anderson, Managing Director, **TVET UK**

ISLAMIC FINANCE

15:30

Interactive Panel: Assessing the UK's Role as a Global Leader in Islamic Finance

The UK has a long-standing reputation as one of the world's most important and innovative financial centres. The City of London is already the global leader for currency trading, fintech, cross-border banking, asset management and much more. It is also the leading centre for Islamic finance outside of the Muslim world, with assets of UK-based institutions that offer Islamic finance services totalling several billion US\$. In 2021 the British government has issued £500 million (\$686.85 million) worth of Shariah-compliant sovereign bonds – seven years since it made history as the first country outside the Muslim world to issue a sovereign sukuk. This session will discuss the UK's positioning as the leading global hub for Islamic finance outside of the Islamic world.

SPEAKERS: **Bashar Al Natoor**, Head of Islamic Finance, **Fitch Ratings**
Samina Akram, Managing Partner, **Samak Ethical Finance**

LOOKING INTO THE FUTURE

16.00

GCC Economies in 2021 & Beyond

This session will address important issues such as, what the economic, trade & investment outlook for the region in 2021 is. What does COVID-19 mean for economic policy priorities in the GCC? Which structural reforms are required to galvanize private sector growth and how are governments using fiscal and monetary policy to address the twin-crises and how is this likely to develop going forward?

SPEAKER: **Tim Callen**, Mission Chief for Saudi Arabia and Assistant Director, Middle East and Central Asia Department, **International Monetary Fund**

16.20

Chairperson's Summary

16.25

End of Summit

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