



# SEMINAR PROGRAMME GCC BRITAIN EXPO - 30 JUNE / 1 JULY 2010

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### DAY 1 – 30 JUNE

### THEATRE ONE Sponsored by

**10.00 OPENING CEREMONY** – See website for details - limited spaces

#### 10.45 – 11.30 GCC REVIEW PANEL

- What policies have the GCC states implemented to enhance trade and investment between the GCC and Britain?
- What is the outlook for bilateral trade between Britain and the GCC?
- How British companies can benefit from Special Economic Zones.
  - Chair: Baroness Symons of Vernham Dean, Vice President, *Middle East Association*
  - Luca Gorlero, Director of Marketing & Business Development, *Ras al-Khaimah Free Trade Zone*
  - Angus Hindley, Director of Research, *MEED, Middle East Business Intelligence*
  - Professor William Scott-Jackson, Centre for Applied HR Research, *Oxford Strategic Consulting*

#### 12.00 – 12.45 INFRASTRUCTURE, CONSTRUCTION & MASS TRANSPORT

- GCC projects coming out of the downturn;
- Mass transport infrastructure for a growing population.
  - Chair: Graham Hand, Chief Executive, *British Expertise*
  - Adel al-Awadi, Business Development Director & Board Member, *Serco Middle East*
  - Paul Williams, Head of Trade & Investment Saudi Arabia, *UKTI*



#### 13.45 – 14.45 POWER & WATER

- Opportunities in water supply and waste management due to growing GCC populations and housing projects;
- Business procurement for British companies in the GCC;
- The challenges facing new and current projects in the region.
  - Chair: Ian Unsworth, Head of Energy Consulting Services, *Black & Veatch*
  - Lady Barbara Judge, Chairman, *UK Atomic Energy Authority*
  - Lila Webley, International Director, *British Water*
  - Robert Lane, Partner, *CMS Cameron McKenna*

#### 15.00 – 15.40 UK-SAUDI NETWORKING SESSION Sponsored by

- Saudi British Joint Business Council (SBJBC)
- Tony Smith, Senior Executive, *UK British Offset Office*
- BMI



### THEATRE TWO

#### 11.45 – 12.30 BEYOND THE GCC: SYRIA, JORDAN & LEBANON

- Paul Khawaja, Head of UK Trade & Investment, *Beirut*
- Suha Batarseh, Senior Trade & Investment Officer, *UKTI Amman*
- Maysa Mustafa, UK Trade & Investment Officer, *Damascus*



#### 14.00 – 14.40 DOING BUSINESS IN THE GCC - HOW TO SUCCEED AS AN SME IN THE MIDDLE EAST

- Paul Williams, Head of Trade & Investment, *Saudi Arabia*
- Jan Ward, CEO, *Corrotherm International*
- Paul Wagstaff, Regional Director Middle East, *Nord Anglia Education*



#### 15.00 – 15.30 RAS AL-KHAIMAH FREE TRADE ZONE

- Luca Gorlero, Director of Marketing and Business Development, *RAK Free Trade Zone*
- Raed Mustafa, General Manager, *RAK Investment Authority*
- Professor Hassan Hamdan Al Alkim, *RAK Department of Economic Development*



### DAY 2 – 1 JULY

### THEATRE ONE Sponsored by

#### 10.45 – 11.30 FINANCIAL & PROFESSIONAL SERVICES Sponsored by

- What types of financing are available in the GCC?
- Is regulatory reform reassuring investors?
- Do conventional financings still have a place in GCC markets?
- Islamic Finance: the future.
  - Chair: Terry Stone OBE, Chairman, *Middle East Association*
  - Richard Thomas, CEO, *Gatehouse Bank*
  - Michael Hodges, Business Development Director, *HSBC*
  - Sir Tom Harris, Vice President, *Standard Chartered Bank*
  - Tarek Al-Diwany, Senior Member, *Zest Advisory*

#### 12.00 - 12.45 EDUCATION AND TRAINING Sponsored by

- Education reform and addressing labour market needs;
- International partnerships and training opportunities in the GCC.
  - Chair: Dr Patrick Brazier, Regional Director Middle East, *British Council Abu Dhabi*
  - Jimmy Gordon, Director Leadership, *Inspirational Development Group*
  - Dr Deirdre Anderson, *Cranfield School of Management*
  - Professor Mazin Jumah, President, *Royal University for Women, Bahrain*

#### 14.15 – 15.15 RENEWABLE ENERGY

- How much potential is there for renewable energy in the GCC?
- Financing renewable energy in the GCC;
- Constructing future alternative energy projects in the GCC.
  - Khalid Clefaj Al-Hajri, Director General, *Chamber of Commerce and Industry of Qatar*
  - Professor Ali Sayigh, Chairman, *World Renewable Energy Congress*
  - Alejandro D. Saenz-Core, Renewables/Low Carbon Project Manager, *Mott MacDonald Limited*

### THEATRE TWO Sponsored by

#### 11.45 - 12.30 HAMIRYAH FREE TRADE ZONE

- Mr. Saud Salem Al Mazrouee, Deputy Director - Commercial Affairs, *Hamriyah Free Trade Authority*

#### 14.00 – 14.40 DOING BUSINESS IN THE GCC - HOW TO SUCCEED AS AN SME IN THE MIDDLE EAST

- Paul Taylor, Head of Middle Team, *UK Trade & Investment*
- Phil Dowrick, *UK Trade & Investment Fiscal Stimulus Specialist*
- Jon Poynton, Commercial Director, *TBS Mobility*



#### 15.00 - 15.40 GLOBAL FINANCIAL ARCHITECTURE: ISLAMIC AND ALTERNATIVE SOLUTIONS

- Michael King, Managing Director, *WDX Organisation*
- Gillian Walmsley, Product Manager - Debt and Specialist Securities, *London Stock Exchange Group*

