



UAE BUSINESS FORUM

“DOING BUSINESS IN DUBAI”

AGENDA

Date: 29th September 2017

Location: Burton Room, Institute of Directors, 116 Pall Mall, London, SW1Y 5ED

08:45 AM	REGISTRATION AND NETWORKING (includes coffee & breakfast)
09:25 AM	WELCOME ADDRESS Fahad Al Gergawi (CEO, Dubai FDI)
09:30 AM	THE DEVELOPMENT OF DUBAI AS A GLOBAL BUSINESS HUB Ibrahim Ahli (Director, Dubai FDI)
09:50 AM	THE SOVEREIGN GROUP – WHO ARE WE? A BRIEF HISTORY AND BACKGROUND OF SOVEREIGN Ian Le Breton (Corporate Services Director, Sovereign (UK) Limited)
10:00 AM	OPPORTUNITIES FOR BRITISH BUSINESSES IN THE UAE Colin McCullagh, (UK Director, British Centres for Business (BCB))
10:20 AM	ROUTES TO MARKET AND DOING BUSINESS IN THE UAE Nicholas Cully (MD, Sovereign Middle East)
10:40 AM	COFFEE BREAK
11:00 AM	HOW TO SET UP A BUSINESS IN DUBAI MODERATED BY IAN LE BRETON Panel - Nicholas Cully, Fahad Al Gergawi, James Bernard
11:25 AM	LEGAL STRUCTURES IN THE UAE AND SOVEREIGN’S CORPORATE SHAREHOLDER MODEL Zana Jablan (Head of Onshore Team, Sovereign Middle East)

UAE BUSINESS FORUM

“DOING BUSINESS IN DUBAI”

11:45 AM	DMCC – YOUR GATEWAY TO GLOBAL TRADE James Bernard (Director of Business Development, Dubai Multi Commodities Centre (DMCC) Free Zone)
12:05 PM	SOLUTIONS FOR UK BASED INDIVIDUALS AND UK COMPANIES UNDERTAKING BUSINESS IN THE UAE Simon Denton (Managing Director, Sovereign (UK) Limited)
12:25 PM	HOW TO DO BUSINESS IN THE REGION AND DOING BUSINESS WITH ARABS MODERATED BY NICHOLAS CULLY Panel - Ibrahim Ahli, Zana Jablan and Colin McCullagh
12:50 PM	CLOSING REMARKS Nicholas Cully
01:00 PM	LUNCH
02:30 PM	OPPORTUNITIES FOR THOSE WHO ARE INTERESTED TO MEET WITH SOVEREIGN, DUBAI FDI, OCO GLOBAL AND THE DMCC FREE ZONE REPRESENTATIVES Discuss any outstanding issues or questions

UAE BUSINESS FORUM

“DOING BUSINESS IN DUBAI”

FAHAD AL GERGAWI (CEO, DUBAI FDI)

Fahad Al Gergawi is the Chief Executive Officer of Dubai Investment Development Agency (Dubai FDI), an agency of the Department of Economic Development- Government of Dubai, since 2008. In his current role, he leads a team that assists regional and international investors to seize new and emerging opportunities across various industries and sub sectors in Dubai and the region.

Al Gergawi serves as Director of the World Association of Investment Promotion Agencies (WAIPA) in the Middle East and North Africa, Secretary General of the Dubai Green Economy Partnership and Vice Chairman of the “Green Deal” program. He is a member of Dubai DED Executive Committee and Chairs the Dubai Investment Forum.

He holds a Bachelor degree from the United Arab Emirates University. He is an inaugural graduate of the elite Mohammed Bin Rashid Al Maktoum program for Young Business Leaders and a member of the young Arab Leaders Foundation UAE chapter.



IBRAHIM AHLI (DIRECTOR, DUBAI FDI)

Ibrahim is the Director of the Investment Support and Promotion Division at Dubai FDI, the foreign investment promotion agency within the Department of Economic Development (DED). Ibrahim assists investors with their service requirements and supports companies looking to set up in Dubai or any of its Free Zones to serve local, regional and international markets.

Ibrahim has a solid background in destination marketing and customer relations, having worked in the travel and tourism industry for more than 12 years during which he has led various promotion campaigns for Dubai, Abu Dhabi and Al Ain.

Ibrahim steers the investor outreach and promotion efforts of Dubai FDI with his vast experience in attracting international businesses and supporting them to establish their operations in the United Arab Emirates in general and in Dubai specifically. His main focus is on identifying the best source markets for foreign direct investment (FDI) into Dubai and cementing the Emirate's position as the best investment destination in the Middle East.



UAE BUSINESS FORUM

“DOING BUSINESS IN DUBAI”

IAN LE BRETON (CORPORATE SERVICES DIRECTOR, SOVEREIGN (UK) LIMITED)

A Jerseyman, Ian has 35 years' experience in international finance. Working for RBS and Banco Santander for 20 years, he was appointed Managing Director, Sovereign Trust (Gibraltar) Limited in 2004.

Fluent in Spanish and French, Ian worked across Europe and The Bahamas before Gibraltar. A former executive committee member of The Offshore Institute, he is ACIB qualified, and an ITPA member. Ian is a former President of Gibraltar's Rotary Club. Passionate about art, aviation and travel, he was a private pilot and has travelled to over 100 countries.



COLIN MCCULLAGH (UK DIRECTOR, BRITISH CENTRES FOR BUSINESS (BCB))

Colin McCullagh, is a successful International Business Development professional trained through IBM sales school and a strategic advisor to companies and Government Economic Development Agencies on foreign trade and investment. A senior manager for Enterprise Ireland for 8 years, Colin supported over 400 Irish technology companies to enter the UK market and subsequently established the Commercial Office of the Irish Embassy in Sao Paulo, Brazil, where he assisted over 100 Irish companies to access business opportunities in Latin America. Colin is currently UK Director, British Centres for Business (BCB), where he leads a team that supports SMEs to grow their business in international markets via a range of services including market research, market entry strategy, lead generation and representation. BCB is DIT's current partner for delivering business support services for UK SME's interested in entering the US market and Dubai. Colin is passionate about working with SMEs to help accelerate sustainable export growth whilst managing risk and cost.



NICHOLAS CULLY (MD, SOVEREIGN MIDDLE EAST)

Nicholas Cully has worked for Sovereign for six and a half years. Prior to this he studied European law, before training to be a private client stockbroker at Killik & Co in London. From there, he moved to Gibraltar to work for a boutique firm of investment advisors, Gibraltar Asset Management. Nicholas is currently the Managing Director of Sovereign in the Middle East and is based in Dubai with responsibility for Sovereign's offices in Abu Dhabi, Dubai and Bahrain.



UAE BUSINESS FORUM

“DOING BUSINESS IN DUBAI”

ZANA JABLAN (HEAD OF ONSHORE TEAM, SOVEREIGN MIDDLE EAST)

For over ten years, Zana has developed her business and legal expertise, through her varied academic background and experience in the financial and legal industry. As a qualified lawyer, with a Masters in European Studies from the University of Bologna, she has been advising corporate and individual clients on mitigating their exposure to mandatory ownership restriction rules in the Middle East. She heads up the onshore department for Sovereign Dubai and advises large multi nationals to small startup businesses on establishing a legal commercial presence in Dubai, and across the rest of the UAE and Gulf region.

Zana also assists clients with asset protection in the UAE, strategy and operations, setting up new structures and labour and immigration processes.



JAMES BERNARD (DIRECTOR OF BUSINESS DEVELOPMENT, DMCC - FREE ZONE)

James Bernard joined the Dubai Multi Commodities Centre (DMCC) in 2006 as the Associate Director of Commodities.

In 2009 he was appointed Director of Business Development DMCC and has spent the past 8 years leading their development into the largest and fastest growing Free Zone in the Middle East with over 14,000 companies located in their central Dubai location.

James brings with him over 22 years of valuable experience in Commodities and Financial markets as well as having an extensive logistics background.

Starting his career in the London financial markets back in the early 1990s and working for several leading trading houses and financial institutions, he has gained experience working across various global exchanges and trading in several unregulated and regulated physical and financial markets before incorporating a group of production, trading and distribution companies.

As a Business Development professional with an entrepreneurial spirit he has developed a comprehensive knowledge through hands on experience of all aspects of developing and running successful businesses which he has most recently displayed with the success of the DMCC Free Zone.

He has also studied and presented papers on big data, advanced and predictive analytics and more recently Blockchain. James is also a founding member on the Dubai Blockchain Council at the Dubai PM Office.

Before joining DMCC in 2006, James was Founder and Chief Executive of Bartizan International Trading and Managing Director of Wonder International Mg-Shanxi Europe.



UAE BUSINESS FORUM

“DOING BUSINESS IN DUBAI”

SIMON DENTON (MANAGING DIRECTOR, SOVEREIGN (UK) LIMITED)

Simon has over 28 years' experience and expertise in the international tax planning, trustee, corporate services, fiduciary and the market entry industry.

His career started with The Consult Group in the Principality of Andorra before joining the Gibraltar offices, the HQ of Sovereign in 1990. As MD of Sovereign Trust in Gibraltar, he served 2 terms as Chairman of the Association of Trust & Company Managers and was a member of the Gibraltar Government Financial Sector Legislation Committee. Moving to London in 1996 to establish Sovereign's UK subsidiaries, he continues to be the Managing Director of these two companies.

Simon has been a director of Sovereign, was the Chairperson of the UK Chapter of The Offshore Institute, is still the Vice President of The Royal Society of Fellows, continues to be a member of The Institute of Management, is the founder and Chairman of International Professionals Association Ltd, and is a regular lecturer and speaker at tax planning and financial services conventions throughout the world.

Aside from his career exploits, Simon was once a professional squash player and is currently an international cyclist.



DAVID GRIFFITHS (BUSINESS DEVELOPMENT MANAGER, SOVEREIGN (UK) LIMITED)

David has been operating in the financial markets for over 30 years in the banking, accounting and corporate service sectors. David has experience with both private and corporate clients, advising on their international expansion ambitions and having lived and worked in Denmark, Cyprus, Spain, the Far East and Africa is well experienced to assist, support and advise them.

David joined Sovereign early in 2017 to expand further the UK's corporate services offer to respond to the increasing market demands for UK companies intending to invest, expand and operate internationally. David has significant experience of the regulatory and commercial considerations of both the UK and global environments.



UAE BUSINESS FORUM

“DOING BUSINESS IN DUBAI”

GRANT TWINE (BUSINESS DEVELOPMENT MANAGER, SOVEREIGN (UK) LIMITED)

A qualified Chartered Secretary, Grant has spent 19 years in the private and corporate services sector both onshore and offshore. He joined Sovereign (UK) Limited as a Business Development Manager in early 2017.

Grant spent 14 years overseas, including 12 years working in Jersey and a 2 year period in Geneva before moving back to London. In Jersey, he sat on the boards of a number of leading trust and company firms and worked extensively with the local government to develop the Island's and his firm's e-commerce offering. He is also a member of the Institute of Directors and has a Bachelor of Science honours degree from the University of Southampton. Grant has travelled extensively within his roles across Europe and to the Far East and maintains a keen interest in the evolving e-commerce and FinTech industries.

Grant is a keen sportsman enjoying skiing, canoeing, mountain biking and when time permits, Triathlon.

