



# UAE BUSINESS FORUM

## “DOING BUSINESS IN DUBAI”

### AGENDA

Date: 4<sup>th</sup> September 2018

Location: Waterloo Room, Institute of Directors (IoD), 116 Pall Mall, London SW1Y 5ED

8:30 am	REGISTRATION AND TEA/COFFEE/PASTRIES
9:00 am	INTRODUCTION TO THE SOVEREIGN GROUP Grant Twine (Sovereign London)
9:10 am	DUBAI FDI Ibrahim Ahli (Director Investment Promotion of Dubai FDI)
9:35 am	DOING BUSINESS IN DUBAI - AN OVERVIEW Zana Jablan and Paul Arnold (Sovereign Middle East)
9:55 am	LEGAL FRAMEWORK OF UAE Clive Hopewell and Rachael Petersen (Bird & Bird)
10:20 am	ADVANTAGES OF UK INDIVIDUALS AND BUSINESSES USING DUBAI STRUCTURES Simon Denton (Sovereign London)
10:40 am	PANEL DISCUSSION - Q&A Moderated by Zana Jablan (Sovereign Middle East) Panel - Ibrahim Ahli (Director Investment Promotion of Dubai FDI), Clive Hopewell and Rachael Petersen (Bird & Bird), Paul Arnold (Sovereign Middle East)
11:00 am	CLOSING REMARKS Grant Twine (Sovereign London)
11:00am - 1:00pm	TEA/COFFEE WITH OPEN DISCUSSIONS AND ONE TO ONE MEETINGS

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### **IBRAHIM AHLI (DIRECTOR, INVESTMENT SUPPORT & PROMOTION DIVISION, DUBAI FDI, THE FOREIGN INVESTMENT PROMOTION AGENCY IN THE DEPARTMENT OF ECONOMIC DEVELOPMENT, GOVERNMENT OF DUBAI)**

As Director of the Investment Support & Promotion Division at Dubai FDI, Dubai FDI, the foreign investment promotion agency in the Department of Economic Development (DED) in Dubai, Ibrahim Ahli 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 & tourism industry for more than 12 years during which he has led various promotion campaigns for Dubai, Abu Dhabi and Al Ain. He started his career with the Department of Tourism & Commerce Marketing (DTCM) in Dubai where he was Manager Overseas Promotions for 10 years. He has also led successful marketing and brand management initiatives over a period of six years as Director of Marketing & Corporate Communications in the Dubai Airport Free Zone and as Director of Marketing for the Dubai Flower Centre, a perishable goods transshipment hub.

Ibrahim steers the investor outreach and promotion efforts of Dubai FDI with his vast experience in attracting international business 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. Ibrahim can be contacted directly at [ibrahim.ahli@fdidubai.gov.ae](mailto:ibrahim.ahli@fdidubai.gov.ae).

For further information on Dubai FDI please visit [www.dubaifdi.gov.ae/en](http://www.dubaifdi.gov.ae/en)



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### CLIVE HOPEWELL (PARTNER, BIRD & BIRD)

Clive is a partner in our International Corporate Group, based in London. His securities practice involves acting for both institutions and issuers in respect of listings in London and elsewhere. Clive spent two years as an adviser in the Equity Markets Group of the London Stock Exchange (now known as the UK Listing Authority), where he gained valuable exposure and experience.

In addition to his equity capital markets work, Clive also undertakes international fundraisings and mergers and acquisitions, both public and private. He has extensive experience advising clients in the energy and utilities sector.

Clive lived and worked in the Gulf for a period of five years when he ran the Gulf office of his former law firm. He has a number of leading families, sovereign companies and organisations in the Middle East as clients.

Clive also regularly advises entrepreneurs and high net worth individuals on corporate transactions in a variety of jurisdictions and is recognised as a leading lawyer by Spear's, Europe's foremost wealth management publication.

Clive was admitted to practise as a solicitor in England and Wales in 1994.



### RACHAEL PETERSEN (COUNSEL, BIRD & BIRD)

Rachael is Counsel in our Dubai Corporate and M&A team, who also advises on Banking and Finance matters.

With over 11 years of experience, Rachael is experienced in acting for both international and domestic clients on corporate and financing matters, with an emphasis on multi-national and cross border transactions.

Rachael advises on all aspects of share and asset transfers, joint ventures, shareholder arrangements, corporate structuring, company set-ups and general corporate matters, as well as W&I insurance law related matters.

Rachael also has particular experience in the banking and finance sector, advising on acquisition and real estate finance transactions, syndicated and bilateral loan facilities, security packages and the provision of related documentation including legal opinions. She also advises on financial regulatory matters.

She is a UK qualified solicitor and speaks native English, fluent Danish and French and some German.



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

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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.



### PAUL ARNOLD (SENIOR ASSOCIATE, SOVEREIGN MIDDLE EAST)

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Paul is a Senior Associate - Corporate & Advisory for Sovereign, based in Dubai, UAE.

He has lived and worked in the UAE for nearly 12 years. At 23, Paul re-located with Barclays Bank from Business Banking (North West, UK) to become an International Relationship Manager to develop Barclays Corporate Emerging Markets division in Dubai.

In August 2008, he joined Lloyds Banking Group - Commercial Banking Dubai, where he was responsible for Management of the unit's debt restructuring portfolio valued at US \$35M. By August 2009, Paul was selected into the Group's "Leaders of the Future" programme mentoring peers with best practice Relationship Management and Credit Risk abilities.

Over the last 5 years, he has supported hundreds of individuals, SME's and multinational corporations across a range of industry sectors developing their market-entry, merger and acquisition or growth strategies in the UAE. Paul's advice is often provided in conjunction with professional Law and Accountancy firms.



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### **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.



### **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 and is the main UK contact for the Middle East..

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.

