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3rd Annual Event



"Great networking,  
very informative and  
excellent local input"  
Ben Parker, Commercial Manager, UBS

# Middle East Securities Operations

Expanding Operations To Meet Increasing Investor Demand In  
A Secure And Transparent Environment

Tuesday 20 – Wednesday 21 March, 2012, Fairmont Bab Al Bahr, Abu Dhabi, UAE

## Key Industry Speakers Joining Us This Year Include:



**Colin Brooks**  
Global Head of Sub-Custody &  
Clearing  
HSBC SECURITIES SERVICES



**Rashed A. Al Baloushi**  
Deputy Chief Executive -  
Director of Operations  
ABU DHABI SECURITIES  
EXCHANGE



**Brad Bourland CFA**  
Chief Economist and Managing  
Director, Proprietary Investments  
JADWA INVESTMENT CO



**Dr. Abdullah Abdul-Gader**  
Founding Executive Director  
GCC BOARD DIRECTORS  
INSTITUTE



**Andrew Osborne**  
Senior VP – Head of Worldwide  
Network Management  
NORTHERN TRUST



**Amin El-Kholly**  
Executive Director – Head of Asset  
Management  
ARQAAM CAPITAL



**Alan Durrant**  
Group CIO and General  
Manager AMG  
NATIONAL BANK OF ABU DHABI



**Abdullah bin Salim Al-Salmi**  
Acting Executive President  
CAPITAL MARKET  
AUTHORITY, SULTANATE  
OF OMAN

## Top level insights from the following organisations:

- █ Securities & Commodities Authority
- █ Abu Dhabi Securities Exchange
- █ Jadwa Investment Co
- █ Dubai Financial Services Authority
- █ EFG Hermes UAE Ltd
- █ National Bank Of Abu Dhabi
- █ UBS
- █ Capital Market Authority, Sultanate Of Oman
- █ HSBC Securities Services
- █ Societe Generale Securities Services
- █ Qatar Exchange
- █ Tadawul
- █ Linkup Markets
- █ Arqaam Securities
- █ MCDR
- █ Citi
- █ Exclusive Analysis
- █ Credit Suisse
- █ Simmons & Simmons
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- █ Arqaam Capital
- █ Signet Institute
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- █ Investit
- █ FIL Investments International
- █ Goldman Sachs
- █ RBS Global Banking & Markets
- █ Northern Trust
- █ Muscat Securities Market
- █ Oman Stock Exchange
- █ GCC Board Directors Institute
- █ Thomas Murray Ltd
- █ Credit Agricole Corporate & Investment Bank

## Don't Miss The Conference Highlights:



● **Keynote Guest Speech:**  
"Investigating Geopolitical and Economic  
Risk In Middle East Financial Markets"  
Firas Abi Ali  
Middle East & North Africa Analyst  
EXCLUSIVE ANALYSIS



● **Keynote Address:**  
H.E. Sultan bin Saeed Al-Mansoori  
Economy Minister & Board Chairman  
SECURITIES & COMMODITIES  
AUTHORITY

### ● Country Clinics: 5 Country by Country Lunch Roundtables

Top level networking that can't be beaten - bringing together overseas and domestic players to share both 'on' and 'off' the record information

### Keep up-to-date with the key issues in 2012 and beyond:

- ➔ **Stock Exchange 360' Roundtable:** What Is The State Of Play In 2012?
- ➔ **Bringing Down The Barriers** – Developing International Investment Into UAE And The Wider GCC Region
- ➔ **Navigating The Storm:** The Post "Arab-Spring"
- ➔ **Economic Address:** Investigating Impact Of Europe And USA Debt Crisis On GCC Financial Markets. And What Are The Bright Lights In The Wider MENA Region?

- ➔ **Regulatory And Operational Framework** - Globalisation Of Financial Markets And Their Impact On The Developments Of MENA Countries
- ➔ **Corporate Governance Focus:** Challenges & Opportunities In The Region
- ➔ Recent Initiatives & Developments In **Regional Clearing & Settlement**
- ➔ **Maturing The Markets And Driving Market Re-Classification:** What Are Global Investors Looking For?
- ➔ **Risk Management In The Spotlight** - Assessing Initiatives To Create A Robust Risk Management Programme. What Is The New Agenda Now?

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Fairmont Bab Al Bahr, Abu Dhabi, UAE

## Day One: Tuesday 20 March 2012

08:50 Registration & Coffee

### 09:20 Chairman's Opening Remarks



**Colin Brooks**  
*Global Head of Sub-Custody and Clearing*  
**HSBC SECURITIES SERVICES**

Colin Brooks has been closely involved in the development of securities services in HSBC for 21 years. Currently the Global Head of Sub-Custody and Clearing, Colin is responsible for the business in the 39 markets worldwide in which it currently provides services, spanning four out of the five continents. He is a member of HSBC's Securities Services' Management Committee and represents HSBC on SWIFT's Securities Council.

### 09:30 Welcome Address: Abu Dhabi 2030 Vision



**H.E. Sultan bin Saeed Al-Mansoori**  
*Economy Minister & Board Chairman*  
**SECURITIES & COMMODITIES AUTHORITY**

Bachelor's in Industrial Engineering and Management Systems, Arizona State University; diploma in Computer System Analysis, Institute of Computer Technology, California. Former: Chairman, Aman (Dubai Islamic Insurance Company); Vice-Chairman, Dubai Islamic Bank; Minister of Telecommunications, Minister of Transport and Minister of Development; since 2008, current position. Chair of several public and private corporations and national initiatives, including: General Civil Aviation Authority; Securities and Commodities Authority; National Bureau of Statistics; Supreme Committee for Consumer Protection and Standing Committee for Economic Affairs of the Supreme Committee for National Security. Also Vice-Chairman, Emirates Competitive Council; Member of the Ministerial Committee for Legislation, Committee of Finance and Economy, Federal Council on Population Composition; Member of the Board of Directors, Emirates Investment.

### 09:50 Keynote Address I



**Rashed A. Al-Baloushi**  
*Deputy Chief Executive and Director of Operations*  
**ABU DHABI SECURITIES EXCHANGE**

Rashed Al Baloushi joined Abu Dhabi Securities Exchange (ADX) in April 2000 where he played an instrumental role in the establishment of the market in November 2000. Al-Baloushi started his career at ADX as Manager of the Clearing, Settlement, Depository & Registry (CSD) Department. Prior to joining ADX, Al-Baloushi was Head of Registrar & Depository at the Abu Dhabi Free Zone Authority.

### 10:20 Keynote Address II: Navigating The Storm: Post-Arab Spring



**Arindam Das, Regional Head, Middle East & North Africa, HSBC SECURITIES SERVICES**

Arindam Das has more than 18 years' experience as a banker, of which more than 15 years have been with HSBC. Arindam has extensive experience in the securities services industry ranging from sub-custody and clearing to fund administration services. In the last seven years under Arindam's stewardship, HSBC Securities Services has

## Strengthening Operational Frameworks To Meet Increasing Investor Demand & Reduce Risk For A More Robust And Transparent Environment

grown significantly in terms of market coverage, scale of operations, breadth of product lines, staff strength, diversity of client base, overall alignment of the Middle East and North Africa operations with HSBC's global best practices, and is today the leading provider of securities services with a pan-regional presence.

10:50 Morning Coffee

### 11:20 Economic Address: Investigating The Impact Of Europe And USA Debt Crisis On GCC Financial Markets. And What Are The Bright Lights In The Wider MENA Region?



**Brad Bourland CFA**  
*Chief Economist and Managing Director, Proprietary Investments*  
**JADWA INVESTMENT CO**

Since June 2007 Brad has been the Chief Economist at Jadwa investment Company in Riyadh. He is also Managing Director of Proprietary Investments, overseeing investment of the bank's own capital, and he is the Vice Chairman of the Management Committee. Brad publishes regularly on issues related to the Saudi and global economies and the world oil market. He appears frequently in the domestic and international television and print media and is a regular public speaker. For nine years prior to joining Jadwa, Brad was the Chief Economist at Samba Financial Group, formerly the Citigroup affiliate Saudi American Bank, in Riyadh.

### 11:50 Assessing The Effect Better Corporate Governance In The Region Will Have On The Development Of Capital Markets



**Dr. Abdullah Abdul-Gader**  
*Founding Executive Director*  
**GCC BOARD DIRECTORS INSTITUTE**

Dr. Al-Abdul-Gader is the Founding Executive Director of GCC Board Directors Institute. He also is an Advisor at the Ministry of Higher Education and a Board Member of The Gulf International Bank, a leading regional bank. Dr. Al-Abdul-Gader recently completed his five year term (2004-2009) as a commissioner with the Saudi Capital Market Authority (CMA), where he participated in its founding board and developed the corporate governance code.

### 12:20 Regulatory And Operational Framework - Globalisation Of Financial Markets And Their Impact On The Developments Of MENA Countries



**Eric Salomons**  
*Associate Director, Markets*  
**DUBAI FINANCIAL SERVICES AUTHORITY**

Eric Salomons is an Associate Director, Markets and has developed his career in the financial world over the past 12 years; he has been involved in derivatives arbitrage, risk management and regulation. Eric has further gained wide ranging and valuable experience of exchange operations and clearing houses as Project Manager for licensing and supervision of markets in Europe and the Dubai International Financial Centre. Prior to joining the Dubai Financial Services Authority, he worked at the Dutch Financial Services Regulator (AFM) and was responsible for exchange regulation and a member of the working parties to the NYSE Euronext College of Regulators.



**Abdullah bin Salim Al-Salmi**  
*Acting Executive President*  
**CAPITAL MARKET AUTHORITY, SULTANATE OF OMAN**

Mr. Al-Salmi has great experience in the industry being CMA's Vice President for more than 10 years after holding a number of key positions at the Ministry of Commerce & Industry, with international academic qualifications from some of the most prestigious schools, such as Harvard Business School - USA, and graduating with an MBA from Durham University Business School - UK.

**Ebrahim Al Zaabi, Deputy CEO**  
**SECURITIES & COMMODITIES AUTHORITY** (to be confirmed)



**Natalie Boyd**  
*Partner*  
**SIMMONS & SIMMONS**

Natalie Boyd is a financial markets partner at Simmons & Simmons with over fifteen years' experience of advising on international and regional capital markets and structured finance transactions. Natalie leads the firm's regulatory practice in the UAE, primarily advising major international financial institutions, financial services firms and funds seeking to invest or establish a presence in the regional markets on regulatory and compliance issues.

13:00 Lunch

### 14:20 Stock Exchange 360° Roundtable: What Is The Roadmap For 2012?

- Is a unified GCC exchange the way to go forward?
- How much more alignment is likely to occur?
- Should exchanges still be government owned?
- What drives the activity of the exchanges? And how are custodians responding to all of this?
- Exchange based trading – what's new?



**Tim Reucroft**  
*Director*  
**THOMAS MURRAY LTD**  
Tim joined Thomas Murray in January 2001 conducting research and risk analysis into the European securities

markets. This developed into an Overseas Advisory service for capital markets where Tim helps countries modernise their infrastructures such as in Russia, Ukraine and South Africa. He now heads up TM's Investor Services division, assisting major institutions select global custodians using Thomas Murray's RFP tools. Tim provides specialist input on derivatives and prime brokerage for any of Thomas Murray's engagements.

**Olivier Gueris**  
*Chief Operating Officer*  
**QATAR EXCHANGE**

Mr. Gueris was previously Head of Market Operations at Turquoise Services, a London-based alternative trading platform. Prior to that, he worked as Vice President, Market Operations at the Boston Options Exchange (BOX) and was also in charge of Exchange Business Development for GL Trade, a global provider of trading solutions. In 2000, he was actively involved in setting up the Australian Derivatives Exchange and before that was the Head of Derivatives Market Operations for Euronext Paris where he started his career as Trading Floor Manager on the MATIF.

### Tariq Al-Naeem, Head of Post Trade Services TADAWUL

Tariq is the Director of Asset Services division at the Saudi Stock Exchange (Tadawul). He looks after the development of post-trade business at the Saudi market, which includes Custody, Registry, Clearing, and Settlement. Tariq has also been leading the development of a major initiative, so-called Tadawulat, which aims at bridging the gap between issuers and their shareholders. His prior experience has been with the central bank of Saudi Arabia (SAMA), particularly in the electronic payments business. He has also previously assumed academic positions at some of the local universities.

### Rashed A. Al-Baloushi

Deputy Chief Executive & Director of Operations  
**ABU DHABI SECURITIES EXCHANGE**  
(see bio above)

15:00

## Operational Challenges And Resultant Initiatives In Clearing & Settlement

- Lack of automation – whose responsibility is it?
- CSD consolidation under the spotlight



### Ahmed Saleh Al-Marhoon Director General MUSCAT SECURITIES MARKET

Ahmed has been at the Muscat Securities Market since September 2001. His previous assignments included being General Manager Financial Service (an Investment and Brokerage company), and also posts at the Ministry of Oil and Gas from 1983 until 1998.



### Irfan Hasham Senior Business Manager, Middle East and North Africa HSBC SECURITIES SERVICES

Irfan has been with HSBC for 20 years and has extensive experience in the sub-custody business having previously worked with the India sub-custody team. Irfan moved to Dubai in 2006 to head the network management function of the sub-custody business in MENA. In the last five years, Irfan has contributed significantly to the business and is currently the Senior Business Manager for the region managing various support functions across the HSBC Securities Services product suite.



### Mike Cowley Director - Head of DSS MENA DEUTSCHE BANK

Mike Cowley has been with Deutsche Bank since 2007 and is Head of Direct Securities Services (DSS) MENA. He is based in Dubai and is responsible for expanding the DSS franchise across the MENA region. Prior to joining Deutsche Bank, Mike held the position of Head of Operations at NASDAQ Dubai (formerly DIFX) where he was responsible for the set up and structuring of the market from an operational and business rule perspective.



### Irene Mermigidis Managing Director LINK UP MARKETS

Irene is the Managing Director of Link-Up Markets, the joint venture that comprises 10 Central Securities Depositories (CSDs) to improve efficiency and reduce costs of post-trade processing of cross-border securities transactions globally. Prior to this, Irene worked in the Product Management division of Clearstream Banking for eleven years. There she was responsible for Clearstream's Connectivity product offering, managing the strategic planning of information provision and customer connectivity products, reengineering and delivering Clearstream's new generation of connectivity products.

15:40 Afternoon Tea

16:10

## Risk Management In The Spotlight - Assessing Initiatives To Create A Robust Risk Management Programme. What Is The New Agenda Now?

- Market risk
- Operational risk
- Liquidity risk
- Counterparty Credit risk

### Iain Mackay, Head of Network Management & Market Development, RBS GLOBAL BANKING & MARKETS

Iain Mackay is Global Head of Network Management and Market Development covering all securities products within the post trade landscape for Global Banking Markets at RBS. Before moving to this role, Iain has previously managed the Cash Equities and Equity Finance operations divisions. Prior to RBS, Iain has worked at Deutsche Bank and Citi in a number of roles within the investment bank centred around Prime Services and Collateral Management. Iain started his career at Nomura.



### Grant Taylor, Network Manager CREDIT SUISSE (tbc)

Grant is Network Manager for Credit Suisse Investment Banking division covering 32 markets across Central Eastern Europe, Middle East and Africa. He has been in this role for 7 years, and prior to that had 8 years within CS Operations predominantly in the Settlements team.



### Fadi Chamas Managing Director - Operations ARQAAM SECURITIES

Fadi Chamas is a Managing Director within our Operations team. He brings with him over 21 years of Operational experience. Prior to joining Arqaam Capital, Mr. Chamas was a founding member at Euro Gestion Privee, an investment firm based in Luxembourg, Geneva and Paris. Before that, he held several senior positions at UBS Warburg and Credit Suisse First Boston (Head of operations) where he was responsible for some key Middle and Back Office functions. Mr. Chamas has a Masters degree in Business and Organisation from the University of Paris.

### Jon Titone, Co-Founder - Innovation Discipline BROWN BROTHERS HARRIMAN

Jon Titone is a co-founder of Brown Brother Harriman's Innovation Discipline which seeks to raise the standards for creative thinking, increase the quantity and quality of new business ideas, and to help build and grow innovative new businesses. His group also engages a global ecosystem of external companies to share innovation strategy, execution and best practices. He has held various positions since joining BBH in 1999 including emerging markets foreign exchange trading, treasury and most recently within Network Management where his primary responsibilities included oversight of BBH's subcustodian bank relationships in Asia, the Middle East and Africa, as well as providing market intelligence and risk assessments to the firm's client base on the challenges of cross-border investment.



### Reto Faber, Head of Direct Custody and Clearing, EMEA Global Transaction Services Business, CITI

Reto spent the early part of his professional life in New York as a Credit and Relationship Officer in the Corporate and FI segments, moving on to become a Product Manager for World Wide Securities Services – Global Clearing. In 1998 Reto moved to London, initially as Product Manager for New Business Development in WSS. More recently, Reto was the Head of EMEA Broker Dealer segment for Global Transaction Services and finally in 2009, he became the EMEA Head of Financial Intermediaries. Reto has recently assumed responsibility of managing the Direct Custody and Clearing services for the EMEA region.

17:00


## Special Guest Speech: Investigating Geopolitical & Economic Risk In Middle East Financial Markets - What Can We Expect In The Year Ahead?



**Firas Abi Ali**  
Middle East & North Africa Analyst  
**EXCLUSIVE ANALYSIS**  
Firas Abi Ali is the Deputy Director of Middle East and North Africa Forecasting at Exclusive Analysis. His area of expertise includes the GCC, the Levant, and Libya. His analysis has included risks to the MENA region in 2016, Lebanon-Israel War Risks and risks to businesses in a post-Gaddafi Libya.

17:30 Chairman's Closing Remarks

17:40 Close of Day One

18:00 Evening Reception hosted by  **HSBC**  
Global Banking and Markets

## Day Two: Wednesday 21st March 2012

09:00 Morning Coffee

09:30 Chairman's Opening Remarks

## 09:40 Maturing The Markets - Driving Market Re-Classification. Where To Next?



**Georges Cattán, Head of HSBC Securities Services - UAE**  
**HSBC SECURITIES SERVICES**

Georges joined HSBC in 1996 and has held senior sales, operations and project management roles in London, Egypt and Hong Kong. He was appointed Head of HSBC Securities Services, UAE, in January 2007, bringing with him over 20 years of experience in the securities services industry. Prior to joining HSBC, Georges worked at Banque Indosuez in Paris and The Toronto Dominion Bank in London.



**Seif Fikry, CEO**  
**EFG HERMES UAE LTD**

Seif joined in February 1997 and has held a number of key positions within the Financial Brokerage Group (FBG), the firm's institutional brokerage arm, including Head of the Institutional Desk. Under him, the team in Cairo received the Institutional Investor Best MENA Strategy and Sales Team in 2002, as well as a Reuters award going to Seif as Chief Trader in 2001. EFG Hermes also won Euromoney's Best Equities House in Egypt for the year 2004. As Managing Director and Head of Securities Brokerage in the UAE and Oman, he has spearheaded the Firm's brokerage business in the Lower GCC for the past five years, making it the number-one regional broker. Seif holds a Bachelor of Arts degree in Economics from the American University in Cairo and currently Seif is CEO of EFG-Hermes UAE.



**Mathieu Maurier, Global Head of Sales & Relationship Management, SOCIETE GENERALE SECURITIES SERVICES**

Mathieu Maurier has 17 years experience in Securities Services at Societe Generale. A Banking and Corporate Finance graduate, he has held various positions, from product development to senior sales management. In 2005, he became Managing Director of SGSS Johannesburg and in 2008, Head of Business Development for SGSS Moscow. Mathieu has been heading the SGSS Global Commercial Team since January 2011.



**Hany Samir, Head of Custody and Co-Head of Securities & Fund Administration Services**  
**NATIONAL BANK OF ABU DHABI**

Hany joined NBAD in 2009, as Head of Custody and Co-Head of Securities & Funds Administration Services, bringing with him 15 years of experience in the Securities Services across the Middle East & North Africa. Prior to joining NBAD, Hany was working at Citibank. During his 13 years with Citibank, he served the bank in different capacities within the Securities services. He holds a degree in Economics, from the American University in Cairo.

10:30 **Business Continuity Planning - Lessons Learnt From Exchange Outage And Settlement Disruption From Recent Regional Events**



**Mohamed S. Abdel Salam**  
*Chairman, MCDR (tbc)*  
Mohamed has been active in the Egyptian capital market for more than 18 years. During that period, he has undertaken high senior positions in Egyptian and foreign institutions. Currently, he is the Chairman & Managing Director of Misr for Central Clearing, Depository & Registry (MCDR). In addition he is also The President of the Africa & Middle East Depositories Association.

11:00 Morning Coffee

11:30 **The Changing Custody Model That Is Being Driven Out Of European Developments – Will A GCC Custodian Be Able To Charge For The Risk It Takes On?**

- Investigating how custody can help the portfolio
- How is the choice of custodians impacting the market?
- Global business vs. local business
- The client's view



**Ben Parker**, *Head of EMEA Commercial Services and Market Management*  
**UBS**

Ben Parker is Head of EMEA Commercial Services and Market Management, responsible for all third party relationships in Europe, Middle East and Africa, both commercial banks and infrastructures for UBS Investment Bank. Ben has been at UBS for four years, in Network Management. Prior to UBS, he spent 8 years at Citi, in a variety of roles, mainly in the investment bank. He started his career in the City with Salomon Brothers.



**Andrew Osborne**, *Senior VP – Head of Worldwide Network Management*  
**NORTHERN TRUST**

Andy is based in London. From here he strategically manages Northern Trust's multi-region Network Management group which globally oversees Northern Trust's entire sub-custodian network of sub-custodian and payment banks.



**Goran Fors**  
*Global Head of Custody*  
**SEB**

Göran has been Global Head of Custody Services within SEB since 2005. The business area has the responsibility of Custody Services within SEB group. Göran is taking part in many market initiatives and is a Board member of SWIFT, Chairman of the Swedish Euroclear MAC and Chairman of the Swedish T2s NUG.



**Nigel Brill**  
*Global Sales & Relationship Management - Middle East*  
**DEUTSCHE BANK**

Nigel Brill is Head of Global Sales and Relationship Management MENA, for Deutsche Bank's Direct Securities Services (DSS). He joined DSS and relocated to Dubai in October 2010. Nigel has extensive knowledge of the region gained from over 25 years Middle East client facing experience - covering key relationships in the GCC. During this time, he has worked for Northern Trust Global Investments, JPMorgan Worldwide Securities Services and The United Bank of Kuwait (London) in a variety of sales and relationship roles which spanned business such as asset servicing, asset management, trade finance and operations.



**Richard Street**  
*Head of Securities and Fund Services Middle East*  
*Global Transaction Services*  
**CITI**

Based in Dubai, Richard leads the management and development of Citi's Securities and Fund Services capabilities in the Middle East. Responsibilities cover Citi's Issuer, Intermediary and Investors capabilities and the client relationships for these product ranges. Prior to this Richard was the Co-Head of Securities and Fund Services Sales for Global Transaction Services in Europe, the Middle East and Africa with specific responsibility for the UK, Ireland & Channel Islands, the Nordic region, Central and Eastern Europe, Middle East and Africa.

12:20 **Product Development And Market Modelling - Where To Next?**  
*(speaker to be announced)*

12:50 **Lunch & Country Roundtables:**

- a) Qatar
- b) Oman
- c) Kingdom of Saudi Arabia - HSBC
- d) Kuwait
- e) Bahrain

14:00 **What Is Happening With The Local Fund Management Industry? Tracking Fund Flows And Market Activity**

- Disclosure requirements - what stage are they at?



**Amin El-Kholy**  
*Executive Director – Head of Asset Management*  
**ARQAAM CAPITAL**

Prior to his current role, Mr. El-Kholy managed the investment team focusing on regional markets at SHUAA. Before that, he set up the Asset Management department at the National Bank of Dubai launching and managing the Aafaq Gulf Balanced Fund, the best performing GCC fund in the period under his management. He started his investment career as part of the Arab Capital Markets team at United Bank of Kuwait in London in 1996 which ran the first pan-Arab equities fund, covering markets from Morocco to Oman.



**Angus Blair**, *President*  
**SIGNET INSTITUTE**

Angus Blair, President, Signet Institute & Head of Corporate Development, Beltone. Previously he was Head of Product Development for Asset Management at Al Rajhi Bank; MD at Saffron Advisors; Head of Equities, for 15 markets at ING Barings & ABN AMRO; UK Market Strategist Barings & double Extel team at Kitcat & Aitken. In addition he headed key ECM transactions in MENA, including CIB GDR & the first fund for foreign investors in Saudi. First place in the Institutional Investor for MENA & Emerging Markets Superstar at Global Finance.



**Alan Durrant**  
*Group CIO and General Manager AMG*  
**NATIONAL BANK OF ABU DHABI**

With over 20 years of experience in the asset management industry, Alan joined NBAD's Asset Management Group in October 2009 with a brief to continue the development of a world class asset management business serving investors in the UAE, GCC and internationally. Prior to joining NBAD, Alan was the Chief Investment Officer and Chairman of the Investment Committee at Skandia Investment Management and subsequently the Head of Asset Management at Gulf Finance House in Bahrain.

14:40 **What Are The Asset Classes To Watch And What Are International Managers Looking For? A Focus On New Portfolio Building Strategies**



**Richard Phillipson**  
*Director of Institutional Consulting*  
**INVESTIT MENA LLC**

Richard Phillipson is Director of Institutional Consulting at Investit's Dubai office, working with clients in the GCC and around the world on business and investment projects. He started in fund management with Schroders in 1987, which was a great year to start. In 1989 he moved to lead the team that ran 6,000 retail portfolios at NM Schroders. Before joining Investit Richard was Head of Product Development at FPAM, Sales Operations Director at Fleming Save & Prosper and Marketing Director at AXA IM UK.



**Peter Duke**  
*Head, Dubai Representative Office*  
**FIL INVESTMENTS INTERNATIONAL**

Peter joined Fidelity in January 2004. He is responsible for the distribution of Fidelity's Luxembourg domiciled fund range across the GCC through a range of retail bank, private bank and offshore life company relationships. He has been based in the Middle East for the past 5 years. Prior to joining Fidelity, Peter worked for the Australian based AMP Group and Commercial Union.

**GOLDMAN SACHS**  
*(speaker to be announced)*



**Elyas Algaseer**, *Managing Director - Head of Fixed Income Middle East*  
**CREDIT AGRICOLE CORPORATE & INVESTMENT BANK**

Elyas Al Gaseer is a Managing Director in Credit Agricole Corporate & Investment Bank – Middle East, currently holding the position of Local Head of Fixed Income Markets – Middle East and Deputy Head of Global Islamic Banking. Elyas has over 26 years of experience in financial markets between Bahrain, Saudi Arabia and the UK.

15:20 Afternoon Break

15:40 **Investigating How Future Technology Can Impact Transparency**  
*(speaker to be announced)*

16:20 Chairman's Closing Remarks

16:30 Conference Close



Our LinkedIn Group (Middle East Securities) allows you to share ideas and expertise with your industry peers. Post a question/discussion and ask for feedback to help develop new ideas into working projects or solve problems that have confounded your own team.  
[www.icbi-events.com/mesecuritiesLinkedInGroup](http://www.icbi-events.com/mesecuritiesLinkedInGroup)

**Official Partner:**

Abu Dhabi Securities Exchange (ADX) was established in November 2000 as the official stock exchange of the emirate of Abu Dhabi, the Federal Capital of the United Arab Emirates (UAE). ADX serves the domestic cash equity market, has 66 listed companies and a market capitalization of AED 268 billion (USD 73 billion) as on October 30, 2011. On March 25, 2010, ADX launched the first Exchange Traded Funds (ETFs) trading platform in the Arabian Gulf region by listing National Bank of Abu Dhabi's "One Share Dow Jones UAE 25 ETF".

Investors can trade securities listed on ADX through any of its registered brokers and ADX has custody agreements with HSBC, National Bank of Abu Dhabi, Standard Chartered Bank, Deutsche Bank and Citi. Please visit [www.adx.ae](http://www.adx.ae) for more information.

**Lead Sponsor:**

**Global Banking and Markets**

HSBC has been providing sub-custody and securities clearing services in the Middle East and North Africa since the 1990s. Over the past decade, our Middle East and North Africa network has grown to cover 10 countries in the region including the 6 Gulf Co-operation Council countries of United Arab Emirates, Qatar, Saudi Arabia, Oman, Kuwait and Bahrain as well as Jordan, Lebanon, the Palestinian Autonomous Area and Egypt.

As the only international bank offering sub-custody and securities clearing services throughout the region, HSBC offers an unparalleled level of coverage on the ground across the Middle East.

We have consistently invested in our branch network from the time the markets were in their infancy and throughout their development, demonstrating HSBC's commitment to the region.

Our extensive sub-custody operations in the region enable clients to link into the best practices of our global network that spans 39 markets across Asia-Pacific, Europe, Latin America and the Middle East and North Africa.

Our dedicated team of experienced local market experts has an in-depth understanding of each market and strong relationships with market authorities

enabling us to work with them to drive changes in the markets and align them more closely with international norms, as well as ensuring clients are fully up-to-date with the latest market developments as they happen.

With the Middle East on the cusp of transformational developments such as the potential opening up of Saudi Arabia to foreign investors our long-standing experience in the region means we are ideally placed to play a leading role in ushering in this new phase.

For further information please contact:

Arindam Das

Regional Head, Middle East and North Africa

HSBC Securities Services

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[www.hsbcnet.com/hss](http://www.hsbcnet.com/hss)

**Co-Sponsors:**

Deutsche Bank's Global Transaction Banking division offers its clients access to a growing domestic custody and clearing network which currently covers more than 30 securities markets globally. In the Middle East, the Direct Securities Services (DSS) network is represented by market and product expertise from our offices in Dubai, Abu Dhabi and the Kingdom of Saudi Arabia. A further DSS office is scheduled to open in Qatar in 2012.

With a worldwide team of custody experts, DSS provides leading-edge technology and a track record of consistent product innovation. Expertise is demonstrated in cross-border custody services, fund administration, securities clearing and agency securities lending.

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