

RITZ CARLTON | DIFC
26-27 NOVEMBER

2018 DUBAI EDITION



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Day 1

09:00 – 09:45

Registration & Welcome Breakfast

09:45 – 09:50

Opening Welcome – Zachary Cefaratti
Founder & Chief Executive Officer – Dalma Capital Management Limited

09:55 – 10:10

Keynote: Macro-Economic Overview

Keynote Speaker

Christof H. Rühl – *Head of Global Research, Abu Dhabi Investment Authority*

10:15 – 10:30

MENA Economics – Saudi Arabia Focus

Economic outlook in the GCC with Saudi focus and the progress towards economic reforms over the year.

Latest view and outlook on oil prices, and their effect on government finances.

Macroeconomic implications of the reforms on growth, national employment and inflation. Planned Reforms that have been introduced by Saudi Arabia to control the budget deficit and how it is reflected on the economic and social performance.

Non-oil economy's potential as the main driver for growth and how this driver could be further consolidated in the coming years?

Keynote Speaker

Dr. Fahad M. Alturki – *Chief Economist & Head of Research, Jadwa Investment*

10:30 – 10:55

Panel Discussion:

Rise of Funds – Saudi Focus

What are the impacts of recent economic reform. What further action is needed to increase investment, diversifications. What are the trends in fund commitments from both regional and international investors. Into which sectors can Saudi and GCC attract greater international investments. Which future projects can provide the biggest growth and investment opportunities

Speakers

Majed Kabbara – *Managing Director – Asset Management, Dalma Capital Management Limited*

James Stull – *Partner, King & Spalding*

Moderator

Dr. Fahad M. Alturki – *Chief Economist & Head of Research, Jadwa Investment*

11:00 – 11:15

Oil Producing Emerging Markets

Most leading GCC countries have been reclassified as emerging markets; they have very low debt-to-GDP; currencies pegged to the USD; huge foreign currency reserves and, as a result of the volatility in prices have engineered an economic transformation away from oil, so there are a lot of reasons to have exposure to these markets.

Keynote Speaker

Dr. Ryan Lemand – *Senior Executive Officer, ADS Investment Solutions*

11:20 – 11:35

Family Office Investments - Gulf

Family Offices in the Gulf are becoming more sophisticated in their outlook and are looking for something to give their portfolios that extra oomph. Historically, there were few credible avenues to explore due to the scarcity of such vehicles. Now, as demand is increasing, alternative investment areas such as classic cars and art are becoming a reality. This is something unseen in the region in the past.

Keynote Speaker

Mishal Kanoo – *Chairman, The Kanoo Group*

11:35 – 12:00

Family Office Session – Accessing the Majlis

Direct Investment Vs Funds

Co-Investment & Diversification Opportunities.

Understanding regional investor dynamics

Speakers

Mishal Kanoo – *Chairman, The Kanoo Group*

Nabil Issa – *Partner, King & Spalding*

David Gibson -Moore – *President & CEO, Gulf Analytica*

Zachary Cefaratti – *Founder & Chief Executive Officer – Dalma Capital Management Limited*

Moderator

Henny Sender – *Chief Correspondent, Financial Times Hong Kong*

12:05 – 12:20

An Overlooked Asset Class – Direct Lending – Gulf Outlook

Keynote Speaker

Sabah al-Binali – *CEO; Vice Chairman of the Board, Universal Strategy; The National Investor*

12:25 – 12:40

Fire Side Chat

Investing in Energy Infrastructure

Dr. Erich Becker – *Managing Partner, Exergy*

Capital Management

Moderator

David Gibson-Moore – *President & CEO, Gulf Analytica*

12:40 – 13:30

Lunch & Networking

ROUND-TABLE DISCUSSIONS

Africa Focused Funds – King & Spalding

Explore the role of Dubai as a gateway to Africa. Participants will provide an insight into current trends in relation to Africa focused investment funds, the outlook for investment into Africa (e.g. which countries and sectors offer the most potential) and the main barriers to entry for international investors looking to do deals on the continent.

Fund Accelerators – *Dalma Capital Management Limited*

Litigation Fund – *Phoenix Advisors*
Investing in Renewable Energy – *Exergy*

13:35 – 13:50

Emerging Markets

The world of emerging and frontier markets is living up to their reputation as being fast in every way: fast growth and fast adoption of new technologies. We are entering the most exciting years for investors globally.

Keynote Speaker

Mark Mobius – *Partner, Mobius Capital Partner*

13:55 – 14:25

Metamorphosis of Private Equity Investment.

'Invasion of a New Wave of Investors'

Lessons, Trends & Strategies for Regional & International Private Equity – Regulator Session
Changes in the traditional Investment model and Volatility of the PE Cycle

Speakers

Taimoor Labib – *Managing Director, Head of Africa & Middle East Private Equity, Standard Chartered Bank*

Dr. Markus Federle – *Senior Managing Director, General Counsel, Samena Capital Investments*

Alex Gemici – *Chairman & CEO, Greenstone Equity Partners*

Mohammad Alhajeri – *Chief Private Equity & Direct Investment Officer, KFH Capital*

Moderator

Henny Sender – *Chief Correspondent, Financial Times Hong Kong*

AGENDA

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AIM Summit 2018
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Ritz Carlton DIFC

14:30 – 15:00

Traditional Alternatives in a Fractured World

Managing expectations, reality of the investment landscape. balanced fund strategies, targeted thematic investment (emerging markets, technology, environment) How can investors respond to this world where political risk uncertainty is the norm? Can asset values be predicted in this environment? Where to Invest & Where to deploy Capital. How to avoid mine fields and delivery competitive alpha

Speakers

Ben Gulliver – Senior Portfolio Manager, *Pemberton Asset Management*
Peter Balint – Managing Partner & CIO, *Infinity Capital*
Ashish Marwah – CIO, *ADS Investment Solutions*
Matthew Liepert – Managing Director, *Antares Capital*

Moderator

Rachel Pether – Senior Advisor, *Sovereign Wealth Fund Institute*

15:05 – 15:35

Emerging Trends in Real Estate

The evolution of REITs as an asset class. Private Equity Real Estate Funds as an attractive alternative to Private REITs. What benefits do real assets bring to a portfolio and how effective are they as an inflation hedge. How much are returns tied to commodity cycles and how can this be de risked?

Speakers

Joseph Morris – Partner, *Knight Frank*
Mustafa Kheriba – Chief Operating Officer, *Abu Dhabi Financial Group*
Philippe Germain – Director, *ROI Securitisation*
Racha Al Khawaja – Chief Development Officer, *Equitativa*
Kunal Lahori – Director, *Manrre Reit*

Moderator

Rachel Pether – Senior Advisor, *Sovereign Wealth Fund Institute*

15:45 – 16:10

Hedge Funds: Reinventing Hedge Funds

The pace of technological change and the rise of artificial intelligence is leading some to question whether the hedge fund proposition will even exist in a few years What should hedge funds do to maintain their value. Artificial intelligence and related technologies, and a growing demand for responsible investment options

Speakers

Tony Hchaim – Managing Director, Head of Investment Banking, *ADIB*
Christina Qi – Co-Founder & Partner, *Domeyard*
Noel El Khoury – Portfolio Manager, *ADS Investment Solutions*
Rodrigue Afota – CEO & Co-Founder, *Block Trust*

Moderator

Fiona Treble – Director, Head of Membership, *AIMA*

Break Out Sessions

16:20 – 16:50

Distressed Debt – Where are we in the credit cycle

Comparing risk and return across the private debt spectrum. Are we approaching the end of the credit cycle? Challenges for 2019. Accepting more risk and lower returns in the private debt portfolio.

Speakers

Marc de Kloe – Co-Founder, *Alternatives4Children*
Dr. Michael Kianicka – Partner, *Kimura Capital*
Paul Shea – Co-Founder & Managing Partner, *Beechbrook Partners*
Gus Chehayeb – Co-Founder & CIO, *Sancta Capital Management*

Moderator

Henny Sender – Chief Correspondent, *Financial Times*

16:20 – 16:50

Future of Hedge Fund Industry - Rise of Algorithm Trading

Changes in the quant space in the past 10 years, with an increase in competition and major M&A activity for the first time in years. Challenges, limitations of depending heavily on quant hedge fund technology

Speakers

Christina Qi – Co-Founder & Partner, *Domeyard*
Noel El Khoury – Portfolio Manager, *ADS Investment Solutions*

Moderator

Fiona Treble – Director, Head of Membership, *AIMA*

16:20 – 16:50

Employee Benefit Funds – Pension Funds

Will benefit funds replace the end of service benefit system. Challenges migrating from end of service benefits to benefit funds. How Investments will be managed –alternative vs traditional investments allocations

Speakers

Ebrahim K Ebrahim – Chief Government Business Officer, *Takaad Saving & Pensions*
David Russell – Barrister, *Outer Temple Chambers*
Sean Daykin – Principal, *Mercer*

Moderator

Rachel Pether – Senior Advisor, *Sovereign Wealth Fund Institute*

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Private Equity – LP & GP Dynamics

Surveys indicate that limited partners (LPs) remain committed to the PE asset class. The most recent survey by Preqin shows that 92% of LPs plan to devote the same amount of capital or more to private equity in the coming 12 months, and 96% say they plan to maintain or increase their PE allocations over the longer term. What can give a GP the edge? Has recent market volatility facilitated.

When is it time to say 'out with the old and in with the new' and how can a new GP make the shortlist? How have LPs successfully secured allocations to access contained funds and when is a good deal not a good deal?

Speakers

Dr. Christian Diller – Partner, [Montana Capital Partners](#)

Erwin Roex – Managing Partner, [BEX Capital](#)

Taimoor Labib – Managing Director, Head of Africa & Middle East Private Equity, [Standard Chartered](#)

Dr. Markus Federle – Senior Managing director, General Counsel, [Samena Capital Investments](#)

Moderator

Emilio Escartin – Professor of Islamic Business Asset Management & Private Equity, [IE Business School](#)

17:30 – 18:00

Growing Trends in PE – Secondaries, Co-Investments and Funds of Funds: what conclusions can be drawn

According to Preqin data, secondary transactions in private capital in 2017 totaled approximately \$60 billion. Thirty-five funds that specialize in private secondary market investments — secondaries — closed in 2017, raising a combined \$40 billion. What should be the strategies to consider in underwriting secondaries funds today? What are the pros and cons and how are returns being manufactured?

Speakers

Dr. Christian Diller – Partner, [Montana Capital Partners](#)

David Atterbury – Managing Director, [HarbourVest Partners](#)

Zin Bekkali – CEO, [SilkInvest](#)

Luciano Acosta – Regional Director - EMEA, [Flex Funds](#)

Moderator

Emilio Escartin – Professor of Islamic Business Asset Management & Private Equity, [IE Business School](#)

16:55 – 17:25

Beyond Renewables: Investing in Energy Infrastructure

Investing along the value chain of the energy transition: from e-charging infrastructure, smart-meters to offshore-wind

Speakers

Dr. Tobias Reichmuth – Founder & CEO, [Susi Partners](#)

Walter Schindler – Chairman & CEO, [SAIL Capital Partners](#), Advisory Council, [Awad Capital](#)

Moderator

David Gibson-Moore – President & CEO, [Gulf Analytica](#)



AGENDA

Day 2

AIM Summit 2018
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09:00 – 09:45

Registration & Welcome Breakfast

09:45 – 09:50

Opening Welcome – Zachary Cefaratti

Founder & Chief Executive Officer – Dalma

Capital Management Limited

09:55 – 10:15

Fireside Chat with Mark Mobius

Moderator

Henny Sender – Chief Correspondent, *Financial Times*

10:20 – 10:35

Investor Protection & Opportunities – Mena VC Landscape

Mena is not Silicon Valley. Sourcing Deals and Exit Strategies in the region.

Keynote Speaker

Sabah al-Binali – CEO; Vice Chairman of the Board, *Universal Strategy; The National Investor*

10:40 – 11:10

The Future of Venture Capital

Unicorns, Dragons and Fairy-dust

The next generation of VC Investing – 2019 ICO's Vs Venture Capital. Equity Crowdfunding Vs Venture Capital

Speakers

Walid Hanna – CEO, *Middle East Venture Partners*

Robert Cohen – Managing Director, *NKB Group*
Mark Cachia – Founder, *Scytale Ventures*

Moderator

Henny Sender – Chief Correspondent, *Financial Times*

11:20 – 11:45

Evolution of European VC Landscape

Evolution of European VC over the last 10 years
Eurozone as an attractive region for VC tech investments. Impact of Non-European VCs in the region. Challenges & opportunities for EU Tech companies in scaling up. Exit strategies for European tech companies

Speakers

Erich Sieber – Founder & Managing Partner, *Peakbridge Partners*

Emilio Escartin – Professor of Islamic Business Asset Management & Private Equity, *IE Business School*

Heather Henyon – Founding General Partner, *Mindshift Capital*

Moderator

Rachel Pether – Senior Advisor, *Sovereign Wealth Fund Institute*

11:50 – 12:15

Digital Wealth

New trends/technologies in digital wealth. What happened in 2018 from VC funding perspective? How are established wealth managers reacting to the challenge of new digital players? What are the target market segments and expectations from robo-advisors? What are the likely future developments for the wealth management and VC industry?

Speakers

Mark Chahwan – CEO, *Sarwa*

Philip Bahoshy – Founder and CEO, *MAGNiTT*
Sonia Gokhale – Partner, *VentureSouq*

Moderator

David Gibson-Moore – President & CEO, *Gulf Analytica*

12:20 – 13:10

Lunch & Networking

ROUND-TABLE DISCUSSIONS

Demystifying Cryptocurrency –

ConsenSys

The Rise of Robo Advisors and Digital

Financial Advice – Saxo Bank

Investment Bank For Digital Assets -

Dalma Capital Management Limited

Digital Wealth – Gulf Analytica

Blockchain and Digital Currencies as a

Financial Asset Class – Invao

Democratizing Invoice Factoring

Through Blockchain - SettleMint

13:20 – 13:50

DLT and Central Bank Digital Currencies

Does CBDC need to use some form of centralized DLT or could it be decentralized? Is CBDC a Contraction of terms? Striking a balance of Central vs Decentral The Risks and Benefits of using DLT for Central Banks. Preventing Bank Runs. Affecting Monetary Policy Transmission. Compatibility with Fractional Reserve Banking

Keynote Speaker

Navin Gupta – Managing Director, *South Asia & MENA, Ripple*

Speakers

Genevieve Leveille – *Global Speaker*

Jan Grabski – Director of Enterprise Scaling, *ConsenSys*

James Fierro – CEO, *ECO Capacity Exchange*

Moderator

Rachel Pether – Senior Advisor, *Sovereign Wealth Fund Institute*

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Emerging Crypto-Economy

If you are not willing to risk the usual, you will have to settle for the ordinary."

- Jim Rohn

Transition of the world of financial systems to a crypto-based economy. The shift from placing trust in government to placing trust in mathematics. The subversion of traditional finance

Speakers

Bobby Cho – Global Head of Trading, Cumberland

E.J. Yezak – Director of Cyber IT Services, Compliance Solutions Strategies

Christophe de Courson – Founder & CEO, Olymp Capital

Moderator

Samson Williams – Partner, Axes and Eggs

14:30 – 14:50

Q & A Sessions with Invao

Blockchain and Digital Currencies: Changing the world or biggest bubble ever?

Frank Wagner – Co – Founder & CEO, Invao

Frank Gessner – Co – Founder & Chairman, Invao

Moderator

Samson Williams – Partner, Axes and Eggs

14:55 – 15:20

Legal & Regulatory Insights – Capitalizing Cryptocurrency

Capitalizing on Cryptocurrency whether you're a bitcoin believer or crypto-sceptic, What will the operational impact of incorporating this new asset class be from a regulatory and operational perspective? How are intermediaries dealing with crypto-assets?

Speakers

William Reichert – Partner, K&L Gates

Maureen L. Murat – Attorney & Owner, Crowdie Advisors

Saber Farooqi – General Legal Counsel & COO, Dalma Capital Management Limited

Basil Alaskari – Co-Founder, MidChains

Moderator

Rachel Pether – Senior Advisor, Sovereign Wealth Fund Institute

15:25 – 15:55

Institutionalizing Digital Assets

How have the SEC and CFTC perspectives shifted as they get more familiar with cryptocurrency investments? How are cryptocurrency ETFs likely to alter the landscape? Why should institutional investors consider cryptocurrencies?

Speakers

Maureen L. Murat – Attorney & Owner, Crowdie Advisors

Bruce Powers – Head of Trading Systems Development, Relentless 13 Capital

Bobby Cho – Global Head of Trading, Cumberland

Kevin Dougherty – Director of Operations & Trading, Decentral Park Capital

Zachary Cefaratti – Founder & Chief Executive Officer, Dalma Capital Management Limited

Moderator

Henny Sender – Chief Correspondent, Financial Times

16:10 – 16:25

'Game Changer' - Regulated Crypto Custody

Sign of maturity

Custodial functionalities emerging. Will it unlock a big wave of capital. About \$200 billion in crypto assets are set to flow into custody services once their accessible. There are custodians who have already created this type of functionality, still relatively limited - a very nascent space, pros and cons

Speakers

Bruce Powers – Head of Trading Systems Development, Relentless 13 Capital

Saber Farooqi – General Legal Counsel & COO, Dalma Capital Management Limited

Rodrigue Afota – CEO & Co-Founder, Block Trust

Moderator

Henny Sender – Chief Correspondent, Financial Times

16:30 – 17:05

Rise of Asset-Backed Tokens

Tokenized assets -The ability to track assets and performance in REAL time rather than quarterly or annual lookback. Faster Liquidity – risk mitigations – transparency on blockchain ledger Will tokens with Smart Contracts replace traditional equity?

Keynote Speaker

Samson Williams – Partner, Axes and Eggs

Speakers

Genevieve Leveille – Global Speaker
Daniel Schwartzkopff – CEO, Invictus Capital

Jack Liao – Founder; CEO, BitcoinGold; LightningASIC

Moderator

Ahmad Al-Balaghi – Founder & Co-host, Encrypted

17:10 – 17:40

Investing in Disruption – Investor Panel

Characteristics of cryptocurrencies as a developing asset class. Benefits of including cryptocurrencies in an institutional portfolio. What should Institutional Investors look at investing in? What are investors looking for with Security Token Investing. What are the new hybrid structures that are meaningful? Equity + Token?

Speakers

Daniel Schwartzkopff – CEO, Invictus Capital

Robert Cohen – Managing Director, NKB Group

Rami Maalouf – Solutions Practice Lead, MENA, ConsenSys

Saeed Hareb Aldarmaki – Managing Director, Binary Financial

Frank Wagner – CEO & Co-Founder, Invao

Moderator

Emilio Escartin – Professor of Islamic Business Asset Management & Private Equity, IE Business School

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AML & KYC – On Blockchain

Managing AML requirements and the increasing complexities of KYC processes. What are the benefits that a blockchain AML solution can provide to fund managers, and what are the limitations or challenges? Is automation the answer, or does it present more problems than it solves?

Speakers

E.J. Yezak – Director of Cyber IT Services,
Compliance Solutions Strategies

William Reichert – Partner, K&L Gates

Maureen L. Murat – Attorney & Owner,
Crowdie Advisors

Moderator

Saber Farooqi – General Legal Counsel & COO,
Dalma Capital Management Limited



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