



Will Nagle (CEO) and Kamel Alzarka (chairman) of the Falcon Group in the hotel's Lost Chambers area, which includes a window onto the hotel's aquarium – the largest in the Middle East

Finance: the future

The future of trade and corporate finance was discussed when the Falcon Group held its second annual Trade & Corporate Finance Forum for the region's CEOs and CFOs at Dubai's Atlantis Palm in April.

Lord Norman Lamont, former UK Chancellor of the Exchequer, was the keynote speaker. Other speakers included Fabio Scacciavillani, Oman Investment Fund's chief economist,

and Daniel Schmand, Deutsche Bank's managing director and head of trade finance for West Europe and MENA.

Lord Lamont spoke of China's extensive appetite for global natural resources and looked at the problems this posed for other countries. His other focus was the risk of protectionism in which he pointed out the dangers and consequences

that could be posed for the world economy and trade.

Fabio Scacciavillani spoke about the inflationary pressures in emerging markets, the fiscal crisis in Europe and dangers within the recovery in the US. He also discussed the impacts of the Basel III banking accord on lending and how this may impact the availability of trade finance.

He was followed by Daniel Schmand. He discussed how the crisis and regulatory changes had increased the capital requirements of banks and looked at the implications of Basel II and III on banks offering trade finance. He said that by offering alternative trade finance solutions, providers such as the Falcon Group played a crucial role in emerging market corporate finance.

The last speaker was a client of Falcon Group – the CFO of a well known regional corporation. He spoke about how the company's funding gap increasingly widened during the global economic crisis due to the fact that traditional funding sources had dried up. This meant that the services provided by Falcon Group were critical in allowing the company to keep trading through the financial crisis of 2007-2009.

The forum was closed by Falcon Group chairman Kamel Alzarka.

Fresh services for corporates

Deutsche Bank is launching trade finance and corporate cash management services out of its branch in the Saudi capital Riyadh.

They are focused on servicing the bank's corporate and institutional clients, and include traditional and new commercial banking services such as international trade finance solutions and cash management, supporting customers at every stage of their business cycles.

The bank is committed to offering "the best class of financial services and products" and it has a dedicated hotline

number for its corporate banking customers.

Werner Steinmüller, Deutsche Bank's head of Global Transaction Banking (GTB) and member of the group executive committee, said, "The expansion of our suite of services in the Kingdom is a testament to our unwavering commitment to the region, and is part of a strategic vision that has long recognised the Middle East, and Saudi Arabia in particular, as an important part of the global economy and financial sector.

"The offering of cash management and trade finance banking services in Saudi Arabia is a significant milestone for Deutsche Bank and our GTB franchise in the region. We are proud of the contribution we have made in the country to date, and we look forward to further assisting our clients with their financial needs."

Ashok Aram, Deutsche Bank's CEO for the Middle East North Africa region, said, "Saudi Arabia is a key strategic and growth market for our regional and global franchise, and we will continue to invest in it and to deliver the products that our clients require to grow their business."