

3rd Annual Derivatives World Middle East

Expanding the market for the next generation of traders



Tuesday March 16, 2010
The Palace The Old Town, Dubai, UAE

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معهد الإمارات للدراسات المصرفية والهيئية
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Register Online:

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Programme:

08:30	Registration and welcome coffee
09:00 – 09:20	Keynote address: Developing the Islamic Hedging and Risk Mitigation Market Ijlal Alvi , Chief Executive Officer, IIFM
09:20 – 10:10	Launching new listed derivatives markets in the Middle East <ul style="list-style-type: none"> • What does a derivatives exchange offer the market? • How the past year has affected product expansion in the region. • Successful market making and liquidity provision - what products are, and will be, successful? • Convergence with the OTC market • Growth of international players in the market • Unique demands of ME clients • Counterparty risk management • Putting the right technology in place
	Moderator: Gerhard Hametner , CFA, Director of Business Development, MacCapital Craig Hewett , Chief Business Officer, Bahrain Financial Exchange Mohammed Ali Yasin , CEO, Shuaa Securities Paul Eid , CEO, NewEdge Dubai Fouad Fahmi Darwish , Head of Institutional Sales, Abu Dhabi Financial Services Dean Noble , Head of Market Operations, Nasdaq Dubai
10:10 – 11:00	Putting the regulatory infrastructure in place to develop the derivatives market in the Middle East <ul style="list-style-type: none"> • Could regulatory responses to the global financial crisis slow market development? • Is OTC business expected to be directed towards exchanges in the future? • What regulatory changes need to occur in the Middle East in order to grow the derivatives market? Do these changes seem likely, and what is a realistic time scale? • What level of protection do participants need? How should this be put into practice? • Opening the market for cross-boarder trades and international participants
	Martin Kinsky , Managing Director, Markets, DFSA Karl Rogers , Partner, Norton Rose (Middle East) LLP
11:00 – 11:30	Morning Coffee
11:30 – 12:20	Hedging products for the Islamic finance market <ul style="list-style-type: none"> • The demand for effective hedging instruments in Islamic finance • Implementation of the ISDA/IIFM Ta'hawwut Master Agreement (for Shariah compliant OTC derivatives) • Creating products for listed markets <ul style="list-style-type: none"> ▪ Providing a liquid and transparent market place for trading ▪ What exchanges can offer for commodity murabaha transactions ▪ Practicalities of physically deliverable contracts ▪ Exchange traded funds as an alternative investment
	Moderator: Habib Motani , Partner, Clifford Chance Ijlal Alvi , Chief Executive Officer, IIFM Craig Hewett , Chief Business Officer, Bahrain Financial Exchange Hussam Saif , Head of Treasury, Khaleeji Commercial Bank Marco Mauri , Head of Listed Securities, Unicorn Investment Bank

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12:20 – 13:00	The development of Equity and Index products <ul style="list-style-type: none"> ▪ Impact of a volatile cash market in the Middle East ▪ Convergence of the OTC and the exchange traded equity derivatives markets ▪ Outlook for equity options? ▪ Effective hedging ▪ Price discovery and accessing local market data: What benchmarks are in place? ▪ Retail Investors – how to use equity derivatives
	Moderator: Dean Noble , Head of Market Operations, Nasdaq Dubai Rizmy Shariff , Director, Capital markets, Arqaam Capital Jonathan Cooper , Managing Director, Middle East & Africa, FTSE
13:00 – 14:20	Lunch
14:20 – 15:00	Technology development for a modern derivatives market <ul style="list-style-type: none"> ▪ Choosing the right platform for OTC and listed transactions ▪ Infrastructure – overcoming issues of latency ▪ Development of DMA and co-location hosting ▪ Latest innovations and demands from the market
	Moderator: Nicholas Wright , Head of Institutional Brokerage, Mubasher Irfan Amanat , CTO, GTL Trading Markus Kämpe , Senior Product Manager, Orc Software
15:00 – 15:50	Investor panel: Maximising investment opportunities for funds and institutional investors <ul style="list-style-type: none"> • What the Middle Eastern market can offer to domestic and international hedge funds? • Risk, rewards and motivations behind derivatives exposure - hedging, trading, arbitrage • Key sectors and products for investment • Portfolio management and trading strategies • Managing exposure in volatile markets • Backed professional traders – a hedge fund in waiting?
	Moderator: Rajiv Kumar , Dept CEO, MF Global Middle East DMCC Akos Zold , former Head of Treasury, Dubai Financial Group James Hume , Chairman, DPTG (Dubai Professional Trading Group) Haissam Arabi , Chief Executive Officer, Fund Manager, Gulfmena Alternative Investments Ltd
15:50 – 16:30	Commodities trading specialist focus: GOLD <ul style="list-style-type: none"> ▪ Impact of economic stimulus on the metals industry ▪ Is it a buyers market or a sellers market? ▪ Assessing emerging market demand for metal based products ▪ Dealing with price risk and FX risk in metal trading ▪ Shariah-compliant alternatives to physical trading ▪ Gold derivatives; what appeal do they have for retail investors
	Moderator: Ajay Mathur , Director, Precious Metals, Middle East, HSBC Bank Middle East Limited Global Markets Kevin Day , Head of Relationship Management, DGCX Scott Rickards , Senior Business Development Executive, Dubai Shariah Asset Management DMCC Sajith Kumar P K , Director & CEO, JRG International Brokerage DMCC
16:30 – 18:00	Close of conference followed by early evening reception

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