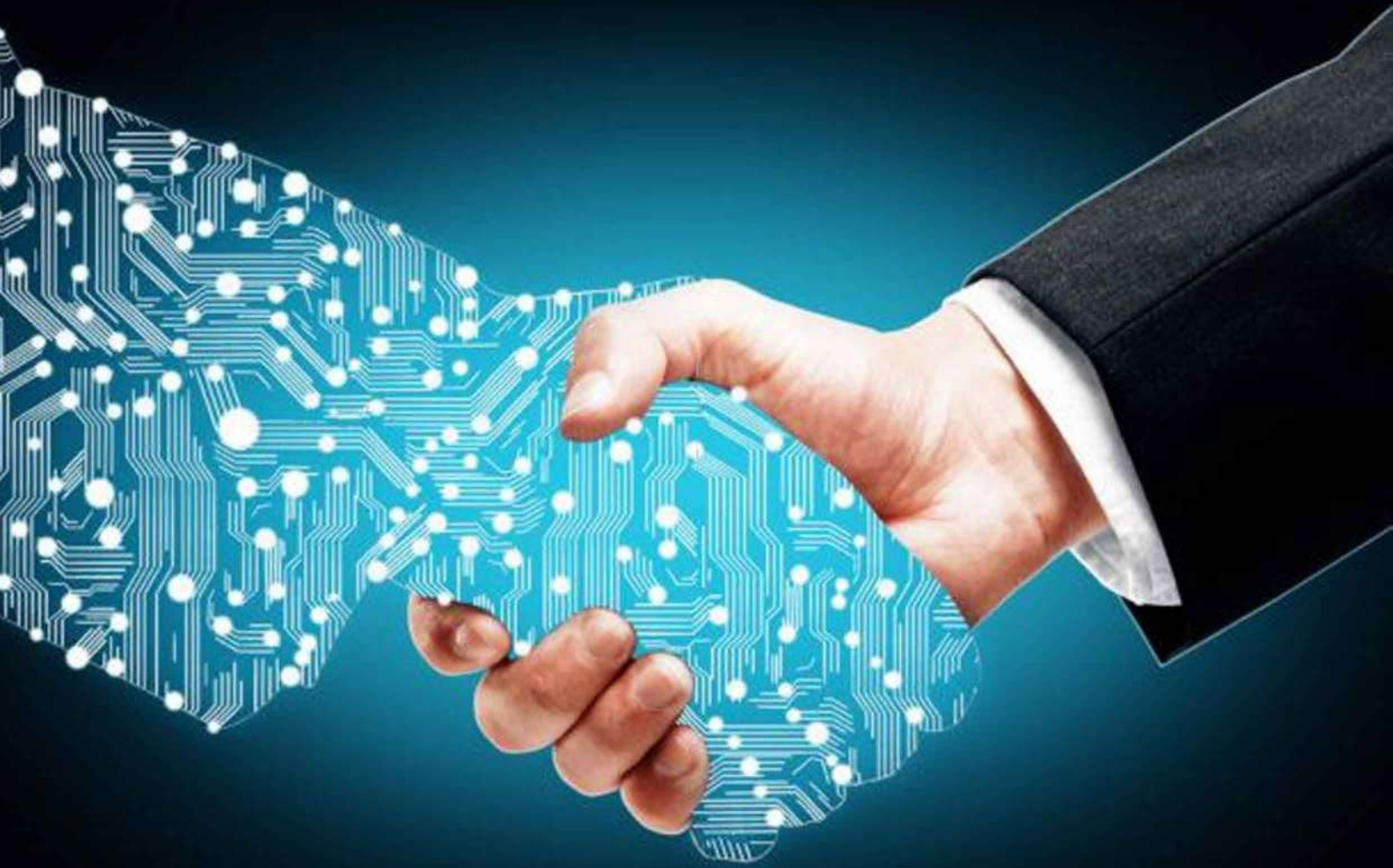




CEO Clubs Network®

CEO CLUBS NETWORK E-NEWSLETTER

September 2020
Issue



A Call for Digital Transformation

CEO20
Clubs20



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About Us

How the Virtual Networking Event plays the key role in connecting the business community in a post COVID-19 Era

Sarah Dong

COO / CEO Clubs Network

Business communities were heavily affected by COVID-19. Especially SMEs, the economy backbone have been suffering from this pandemic. However, the technologies and resilient nature of human being are putting us in a better position. We use Zoom and other virtual tools to break borders and lockdowns. Community members are able to stay connected, communicate and collaborate

With the privilege of serving CEO Clubs Community, I already completed 12 years in member engagement and events organizing which also includes the last 6 months of virtual events after the Coronavirus outbreak. I formed a few important factors for having a successful Virtual Networking Event



For organizer:

- * Same with physical networking event, a clear agenda is needed and must be followed
- * Topic should be appealing, timely and relevant
- * Reminder to be made an half hour prior event
- * Event must start on time, but keep space of 5 minutes delay
- * Every attendee will share their ideas within a certain timeframe
- * Q&A session and brainstorming creates collaborations



For Attendee:

- * Within 1-2 minutes, the attendee must prepare something that can impress people, so audience can remember what he/she does
- * Attend the event on time
- * Speaking order. I found the best speaking order is to follow the order of attendee who came online
- * Actively ask questions after each attendee speech
- * Throwing ideas and sharing business opportunity or any collaboration ideas
- * Connect with attendees after each virtual meeting and set up one on one meeting with them
- * Engage with the organizer with your comments and feedbacks
- * Find organizer' social medias updates & continue engage with the community

The CEO Clubs team is proud to share that we have organized over 30 webinars and over 10 virtual meetings for the past 6 months. Many business collaborations, one on one meeting, partnerships were conducted through our virtual events. We found it becoming more and more crucial in our business connection. That could be mainstream of our business connection in future as well. The Covid-19 has accelerated digitization transformation and AI is becoming the norm for business operations. It is the time to reimagine with Agility, Innovation and Experiment, as stated by our valued member, **Dr. Christopher Abraham, Head - Dubai Campus & Sr.Vice President - Institutional Development at S P Jain School of Global Management.**

UAE Cultivates the First Private Sector Alliance for Disaster Resilient Societies (ARISE) in the Arab Region



While the globe is facing challenging times and rapid changes due to disasters and the need to create risk-resilient societies is inevitable, the United Arab Emirates is leading the private sector engagement for disaster risk reduction by announcing the first ARISE initiative in the Arab region to achieve the outcomes and goals of the Sendai Framework in a transparent and inclusive way that delivers measurable impact.

This initiative is in conjunction with the **United Nations Office for Disaster Risk Reduction UNDRR** that works towards a resilient, prosperous future where fewer lives are lost to disasters, capital assets and investments are risk-informed, and infrastructure is resilient to natural and man-made hazards and advocates for risk-informed development by encouraging and supporting the private and public sectors to put in place policies and practices to reduce disaster risk and losses.

The **UAE Private Sector Alliance for Disaster Resilient Societies (ARISE)** kicked off yesterday with its first meeting at Burj Khalifa led by Mr. Sujit Mohanty the Chief of UNDRR Regional Office for the Arab States (ROAS), Dr. Mahmoud Al Burai the Vice President of International Real Estate Federation and Senior Advisor in Dubai Government, along with the United Nations Resident Coordinator for the UAE Dr. Dena Assaf and other senior officials from UNDRR.



The meeting was attended by Dr. Tariq Ahmed Nizami, Founder & CEO of CEO Clubs Network, Dr. Assad Farah, Dean School of Business Administration at American University in Dubai, James Mathew CEO & Managing Partner, UHY James Chartered Accountants, Helen Chen CEO and Co-founder of Nomad Homes, Chris Roberts, CEO of Eltizam Asset Management Group, Mohammed Alsharaf, COO of Eltizam Asset Management Group, Mr. Fadi Nwilati, CEO of KAIZEN Asset Management, Mr. Ghassan Farouk Afioni Managing Partner and Inventor MPI, Mr. Ahmed Riad, Managing Director Estm-rarya Consulting, Dr. Raza Siddiqui, CEO Arabian Health Group and Zeina Abou Chaaban the Managing Partner of Palestyle.



UAE Cultivates the First Private Sector Alliance for Disaster Resilient Societies (ARISE) in the Arab Region

“Today we are witnessing a remarkable movement convened by the UAE private sector to establish the first national ARISE in the Arab region and set the roadmap for other Arab countries. COVID19 has put a stark reminder to all of us that reducing risk of disasters whether natural, man-made or biological, has to be everyone’s business. This initiative will capitalize on the UAE private sector to promote risk-informed investments and to engage in business practices that build resilience and prevent new risks from being created” said **Mr. Mohanty, Chief of UNDRR ROAS.**



Dr. Mahmoud Burai said: “This initiative showcases the UAE leadership in founding a strong platform for the private sector to support and implement the Sendai Framework for Disaster Risk Reduction 2015 – 2030 and its commitment towards 2030 Agenda for Sustainable Development, Paris Climate Agreement, New Urban Agenda and Agenda for Humanity. UAE ARISE will work closely with Dubai Police who is leading on Dubai Resilient and other local and federal governments to create risk-resilient societies by energizing the private sector in collaboration with the public sector and other stakeholders to achieve the outcomes and goals of the Sendai Framework in a transparent and inclusive way that delivers measurable impact.”

The United Nations Resident Coordinator for the UAE Dr. Dena Assaf said: “The United Nations has been working for the last 75 years around many global challenges, bringing awareness and progress across the planet and the UAE has always been a bastion of hope and resolve in the region. The UAE private sector’s role and engagement in disaster risk reduction not only ensures a more resilient and prepared society, but also enables accelerated progress towards the Sustainable Development Goals”. Dr. Dena Assaf encouraged the members to contribute to the UN global conversation on the World We Want, and take the survey at www.UN75.online.

The first meeting agenda unfolded the UAE ARISE objectives, structure, voluntary action commitments and the workplan 2020-2021, while the board election announced HE Dr. Mahmoud Al Burai the Chair of the UAE ARISE, Co- Chair, Mr. Ahmed Riad and the Vice Chair, Dr. Tariq Nizami.

The ARISE members agreed that by combining the intellectual capital assets of the private sector with the public sector, academia and other stakeholders' knowledge, outreach and resources, solutions such as operational, communication, policy, investment, risk management and technical solutions, the UAE ARISE aims to contribute to attainment of the Targets of the Sendai Framework by 2030. Also, UAE ARISE members committed to engage in capacity development, education, and participation in the development of required policies, standards, tools and regulations through the private sector expertise and innovation to reduce disaster risks at the national and local level.

The UAE National ARISE will be officially launched at the Fifth Arab Partnership Meeting for Disaster Risk Reduction scheduled in November 2020.





CEO Clubs Network Worldwide the largest business organization like to announce that it has sign the agreement with **Amazon USA** is the world's largest online ecommerce company of the world to promote our CEO Clubs Brand worldwide from there platform and has also recognize and registered CEO Clubs Network as an International Brand. It is the first 1st corporate based membership organization to achieve this and now CEO Clubs subscription is obtainable throughout the world starting from Middle East and Africa region www.amazon.ae through the Amazon platform which have its customer service centers and fulfillment centers in many locations around the world.

“CEO Clubs is proud to join the AMAZON Journey and we are now moving in another phase of expansion by having strong digital presence through AMAZON worldwide where they have presence for easy access and more convenient for our newly member who like to be part of CEO Clubs elite business organization “ **said Dr. Tariq Ahmed Nizami, Founder & CEO of CEO Clubs Network Worldwide.**



EVERY BUSINESS BENEFITS FROM TRUSTED & DECADES OLD CEO CLUBS NETWORK WORLDWIDE

Over the years, our CEO Clubs network is constantly growing and so the business connections & opportunities worldwide. Our reach has expanded all over the world and finally we have designed and launched an initiative called the **CEO CLUBS CORPORATE PACKAGE** which provides an excellent platform to access business & investment opportunities, increase your business connection, strengthen the business relationship, enjoy our 360 degrees business consultancy, brand exposure and more to accelerate your business growth. Start now with CEO Clubs Network for better tomorrow.

Every business needs to sustain and grow. Grow in revenue, reach, influence, operations, and size. Business growth is always a positive, it means there is something you as a leader is doing right for the business.

CEO Clubs Network is proud to present you with a guaranteed initiative that will make your business grow. CEO Clubs believes country borders should not be a hindrance to conducting business and this initiative will drive towards that belief. This will benefit members who want to grow their business in uncharted markets at affordable monthly prices. CEO Clubs will be your representative and will promote your business, organize B2B meetings for you virtually or physical, meet clients on your behalf and help you grow your business. If you want to reach the right targeted market or clients CCP is your best option with CEO Clubs credibility and trust for its strong presence worldwide.

For CEO Clubs Corporate Packages visit:
https://www.ceoclubsnetwork.com/ccp_Initiative



CEO Clubs Corporate Package (CCP)
to grow business and access Worldwide Business Opportunities
✉ ccp@ceoclubsnetwork.com

Click here for Full Package 

CEO Clubs will appoint CEO Clubs Ambassadors Worldwide

The CEO Clubs Network is an award-winning and one of the most prestigious business networks in the world. We focus on connecting CEOs & Entrepreneurs to share experiences, explore opportunities, connected to target market and grow business locally and internationally.

CEO Clubs Network Worldwide present for countries and cities its CEO Clubs Ambassador program for business professional that will see it increase its reach by establishing Ambassador based in different cities and countries who can represent us. The Ambassador will be the CEO Clubs representative in their respective country or city to promote and assist the local business community to connect with the world of business opportunities and community from all industries.

We are looking for energetic and well-connected business leaders who can join hands with us to reach our goal of Connecting 100 Million CEOs and Business Leaders worldwide. He or she will receive full support from CEO Clubs Network and experience elite member benefits. We are now opening our doors to those who would like to become a CEO Clubs Ambassador to officially represent our elite network citywide or countrywide. Of course, it comes with great incentives! Interested person should send email to: partner@ceoclubs.com

Join us to be part of our successful journey

BE OUR CEO CLUBS AMBASSADOR
Connecting 100 MILLION CEOs & Business Leaders Worldwide



Reimagining Successful Business Models in the Post COVID Era

Dr. Christopher Abraham
CEO & Head, SP Jain School of Global Management

By definition reimagining is forming a new conception of something. The key word here is “new”. It is no secret that Covid-19 has led to a number of business trying to adjust to the new way of doing business. Some have failed, some are in the middle of transition and incorporating new changes and lastly some were not even affected by the Covid-19 business disruption due to their business being set up in a way that would compliment the new normalcy. CEO Clubs Network hosted a webinar titled “Reimagining Successful Business Models in the Post Covid Era”. The sole purpose was for viewers and members to understand where they are as a business, how they were affected and how best to reimagine their business models in the post Covid-19 era so they can drive business success and growth. This particular webinar was chaired by **Dr. Christopher Abraham, CEO & Head - SP Jain School of Global Management – Dubai**. He is one of the best speakers in the CEO Clubs Community and clearly showed how much of knowledgeable individual by tackling such a complex topic that many business require information on.



To reimagine is to reinvent. Businesses need to reinvent their models in order to be successful. Dr. Chris highlighted a gradual process that highlights such a reinvention of business models. The process is as follows **“Change and Disruption >> Innovating the business >> business model innovation >> new business models >> designing a new model”**. The process model is in its simplest highlighting the disruption that was caused by the pandemic to business models. It is followed by the need for innovation and new business models and then concluded by a designing a new model that is specifically what your business needs.



The world as we know it has changed and we need to change with it in order to survive. The main question being asked is when? When will things go back to normal? When will this virus end? When will we be allowed to travel? When will we be able to walk around without a mask? All these are derived from the future. Best thing is to try identify the positives and opportunities raised.

Professor Christopher highlighted a model showing the difference between the past and future. The future isn't like it used to be. History was predictable. It used to bench on stability, efficiency and optimization. Due to the Covid-19 disruption the future has become unpredictable and to survive such unpredictability business should rely on agility, innovation and experimentation.

The aftershock of Covid-19 on business will result in mass unemployment, more legal battles and xenophobia. In Professor Christopher's own words **“Going back to a new normal will not be easy. It will be difficult, but not impossible”**. The need for reinventing business models is vital to business survival. Some businesses have taken the initiative in doing so. A few examples would include lawyers who are now shifting to a digital way of working from consultations to depositions.

Reimagining Successful Business Models in the Post COVID Era

Dr. Christopher Abraham
CEO & Head, SP Jain School of Global Management

This disruption has caused a paradigm shift in the way we do business thus creating opportunities for businesses to diversify as consumer behavior has drastically changed. This era has seen damage of the hygiene trust in products and people. This is more a social change but has led to loneliness and depression. With such negative impact, an opportunity has been created to the rise in demand for pets as a emotional coping mechanisms for the socially affected. New business for pet stores and also the need for them to incorporate a logistical survive to deliver pets and ecommerce to then cater to the larger community.



As innovation is critical to reinventing your business model, they are ecommerce tools designed to assist your business. These tools include applications such as Shopify, Panera Bread and Peloton. Opportunities exist at different levels. Depending on your situation and strategic choice, you will have to follow different innovation strategy. When your key need is to improve the core of your organization, you can start from copying solutions from other players and early movers in the market. In order to operate, many service businesses need to rethink how they create a new experience without having large groups of people interacting with each other.

To reinvent a business model, one has to understand what it is in the first place. To reinvent a business model, certain questions need to be asked and answered. What do we offer the customer? This highlights the service and product we offer. How is the value proposition created? Why is profitable? All these questions deal with the value proposition of your product, value chain and revenue model. All of these make up the business model that needs to be reinvented.



Conclusively the above mentioned topic dealt with many issues businesses are facing today and it clearly showed the need to reinvent business models is non-negotiable & absolutely necessary for business survival.



Webinar Replay 

Exploring The CEO Clubs Business Opportunities



Sarah Dong
COO
CEO Clubs Network



Jennebeth Monserat
Member Support
Director
CEO Clubs Network

The CEO Clubs Network is an award-winning international business platform and one of the most prestigious business networks in the world. **We focus on connecting CEOs & Entrepreneurs to share experiences, explore opportunities, and grow business locally and internationally.** We provide our members with a platform so they can promote their products/ services, business opportunities to the world. CEO Clubs is hub for different industries from energy, investment, real estate and healthcare. The list goes on.

The areas of focus for the network are;

* **Business Connection.** “Contracts come from Contacts”. In business today trust is essential for any business. You get and retain clients based on trust. Referrals create trust and being part of the network will put you in a position of being trusted by over 600 CEOs. By having business connections that is where business is established and partnerships realized.



* **Brand visibility.** It is no secret that brand awareness that are better known thrive in the market. CEO Clubs Network will promote member the company with our effective tools in our network. We will make sure that the awareness of the products and services is shared across in whatever market you are operating



* **Learning Experience.** With member population of over 600 CEOs and senior executives, CEO Clubs Network will provide you with a learning experience from every member you encounter. It is a convention of years of experience, diverse markets and industry leaders that constantly learn from each other experience

* **Lead Generation.** Getting business deals for our members is very important to us. We constantly market you through our website, social media, CEO Clubs App and email marketing. For our members we do a business match making process where they get a unique experience

Exploring The CEO Clubs Business Opportunities

Business Opportunity a package business investment that allows the buyer to begin a business. CEO Clubs Network is comprised of different types of opportunities such as Investment into profitable projects/business, Private Equity and Merger & Acquisition. The business platform has number of projects one can invest in which are very profitable for any interested party. These investment opportunities are promoted on the website, Newsletter and on the CEO Clubs App. As soon as a new opportunity is realized all CEO Clubs members will get a notification. Due to vast connections we also provide members with an opportunity of getting private equity which is very essential for projects. We provide a platform for Mergers and acquisition as business are expanding without boundaries

Since the background of what CEO Clubs Business Opportunities has been explored, some of the current opportunities will now be highlighted.



CEO Clubs Network is a platform for different industries. Another of the many business opportunities that are there focuses on **“water treatment technology”**. CEO Clubs member is a Chinese company that specializes in research & development, production sales, engineering services and maintenance management of environment protection and energy conservation. They are looking for water treatment technology. They provide their customers with the best water treatment technology. They have completed many projects under their belt from both the private and public sectors. So if you have if you have what they are looking for connect with CEO Clubs Network to get in on such an exciting opportunity.

Coffee Island is one of Largest franchise network in Europe is looking for global franchisee now. Why you should be interested in the franchise?

- * The best quality products and equipment in the optimum price
- * Quality location valuation from real estate expert
- * Theoretical and practical training
- * Tailored Architectural Designs
- * Equipment and products installation
- * Personalized customer service for ongoing total support
- * Continuous innovating products from our R&D department
- * Aggregate Brand Marketing schemes

“Online global Insurance project”. Our member is looking for investors for his online insurance project. He has extensive knowledge and experience in the same industry.

Why you should invest?

- * 2-yr-old Insurance start-up in Brick & Mortar Model
- * Created a Motor Book of US\$ 1.5 Million in the first year and US \$ 1.8 Million in the second year.
- * Existing Insurance Agency License from Insurance Authority, Abu Dhabi
- * Project Leader is an award-winning Insurance professional, with 12+ years of global Insurance Experience.
- * Successful partnerships with Insurance Companies in UAE, Qatar, Kuwait, Oman, Bahrain, and KSA.
- * Technology leadership with 13+ years of Insurance Technology Experience.

“CEO Clubs member is looking for investors in acquiring a Fast-Growing Kids Academy”. The company was established in late 2017, and began operations in 2018 as a sports education program for young kids. Its core mission is to give UAE pre-school and nursery children (aged 2 to 7 years) an early opportunity to discover sports in a fun, welcoming and pressure-free environment.

Exploring The CEO Clubs Business Opportunities

Why you should invest?

- * The company experienced significant growth up until COVID-19.
- * The Business has grown rapidly since its inception with a growth rate of 100% and an average NP% of 20%.
- * The company has both flat fees & revenue based agreements with its partner institutions.
- * Program tried & tested in 20 countries in 5 continents, and with over 20,000 kids; activities proven to aid early development of child's cognitive and motor skills & help build and improve self-confidence.

“Investment and Trading in Financial Instruments”. With over 3 decades of market presence in the region, CEO Clubs Valued Member's Company specializes in investments and trading in global financial markets, one of the most trusted investment solutions provider. The service portfolio includes investment, consultancy, and research, investments, and trading in financial instruments like Indices, shares, commodities, treasuries, EFTs and also exchange-traded derivatives.

Why you should invest?

Over 10,000 diversified instruments across 110 global markets worldwide. They offer an extensive spectrum of investment products for their discerning clients. An investor to the company has the advantage of choosing from a variety of asset classes ranging from currencies to equities, each instrument presenting its own distinct prospects and trading opportunity. Moreover, it provides you with a chance to diversify your investments or add to your existing portfolio.

“DIGITAL PAYMENTS in Pakistan”. A Platform Delivering Payment Solutions. Providing UPI Payments in Pakistan. Integrate every bank, Wallet, EMI in Pakistan. Expand Financial Services. Capture Pakistan and the Region. Building an ecosystem of products for individuals and for businesses. The scalable market go-to strategy. Payments in Pakistan are highly regulated.

- * Untapped Opportunity- \$100 Billion GPV Opportunity in a market of 220M, with a median age of 23.
- * Potential Value Addition- \$250 Billion Remittance, POS & E Commerce GPV opportunity regionally.
- * Globally Scalable- Immediate scaling opportunity in the MENA and SEA region with base factors being equivalent.
- * Efficient Unit Economics- Aiming for over 10 million active users by 2023 growing at 29% per annum; Rising ARPU, falling CAC leads to 2 Quarter paybacks.

“CEO Clubs Valued Member Looking for Investors for its 3rd Branch OF Restaurant (UK Based)”
 Fiesta del Asado is the quintessential Argentine ‘Asado’ restaurant, delivering a unique and exciting dining experience to suit all ages and pockets. The concept delivers authentic, hearty Argentine cuisine at value-for-money prices in relaxed and stylish surroundings. This is no mean feat given the high quality ingredients used, the culinary artistry, the service levels and the high-end décor. At Fiesta’s core is fun, flavour and excitement, hence the strap line ‘where taste buds Tango!’ and the promise of ‘the most fiery dining experience outside Buenos Aires!

Why you should invest?

Occupying a ‘masstige’ brand position in the market, Fiesta aims to capitalize on opportunities presented by the growing demand for all day premium casual dining & drinking experiences. Brands in this space have consistently demonstrated strong performance over the last 5 years and are currently expanding aggressively.



Exploring The Benefits of RAKEZ Channel Partners Programme

Ras Al Khaimah Economic Zone (RAKEZ), one of the fastest-growing economic zones in the United Arab Emirates (UAE), has once again held an informative webinar exclusive for CEO Clubs Network members. The discussion centred on the benefits of becoming a RAKEZ Channel Partner as well as its progressive incentive scheme for individuals or corporate entities who will support investors in setting up their businesses to the UAE through RAKEZ. This exclusive CEO Clubs Network webinar was also a great chance for the attendees to learn why the economic zone is the preferred business destination of over 15,000 companies.

The hour-long session had more than 60 attendees and was conducted by the economic zone's Channel Partners team, in the presence of **Ramy Jallad, Group CEO of RAKEZ**. It began with an introduction from **Dr Tariq Ahmed Nizami, Founder & CEO, CEO Clubs Network** and a quick word from Mr Jallad.

The presentation was opened by **Aditi Gupta, RAKEZ Agent Channel Officer**, who walked the participants through the work, live and play environment offered by Ras Al Khaimah. She then moved to introducing the options to starting a business in the emirate, such as free zone, non-free zone, offshore and midshore company formations. Attendees also discovered the various facilities, licences, services, and other immense business solutions offered by RAKEZ to international investors.

Right after, **Mansi Khanna, RAKEZ Director of Channel Partners**, took over and went into the complete details on becoming a RAKEZ Channel Partner, mainly highlighting the progressive incentive scheme going as high as 35% for every time a channel partner successfully supports an investor in opening up a venture in the economic zone's ecosystem.

She also discussed the benefits that are being experienced by RAKEZ Channel Partners, such as having their own dedicated relationship manager, quick payouts, access to a special agent portal, priority services, anchor client acquisition bonuses and many more.



Before the event concluded, an interactive Q&A was held wherein the participants were given a chance to raise their queries. **The exclusive webinar conducted by RAKEZ had a great turnout with many of the members now in touch with the economic zone to get guidance on how to sign up as a RAKEZ Channel Partner.**



Webinar Replay



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Key Features of CEO Clubs App



Business
Opportunity



Events



Elite Room



Community
Solution



Member
Directory



Community
Insight



Why the UAE's focus on food security is at the core of post-coronavirus recovery plans

Marwan Jassim Al Sarkal, executive chairman of Shurooq, the Sharjah Investment & Development Authority, shares his vision of how the UAE and Sharjah are winning over current challenges by fueling growth in vital sectors and harnessing homegrown technologies.

Even as the UAE continues on its path of recovery from the economic downturn brought about by the coronavirus pandemic, its pace of development has demonstrated the resilience of its economy.

Observers who follow economic activity in the region may wonder about the real secret behind the continuous growth of the UAE economy despite global downturns.

They may do well to look back on how the UAE shook off its dependence on oil in the beginning of the last decade to achieve growth rates between 3 and 4.5 percent on an average. In fact, the share of the non-oil sector in the UAE's GDP is expected to rise to 80 percent by 2021, according to a study by the UAE Ministry of the Economy. This is due to the rapid growth of non-oil sectors, which already account for more than 70 percent of its annual GDP.

Sharjah, the third largest emirate in the UAE, is a thriving hub for business and trade in the Gulf region, benefitting from its strategic location connecting the east and west, its infrastructure and the slew of competitive advantages the emirate offers to businesses and investors across its network of industrial zones and free zones.

The emirate has been a key player in UAE's economic diversification efforts, recording impressive development in key sectors like tourism and air transport, trade and financial services, education, R&D, manufacturing and clean energy. In 2019, non-oil sectors accounted for 92 percent of Sharjah's GDP.

(Reference: Arabian Business)



HE. Marwan Jassim Al Sarkal
Executive Chairman of Shurooq,
the Sharjah Investment and Development Authority

We have begun to reap the fruits of our efforts through the diversified investment opportunities that Shurooq brought to the emirate of Sharjah. Strengthening the investment environment with an impressive portfolio of large scale residential and hospitality projects – some iconic in nature, and others spanning cultural, environmental and historical elements – Shurooq is driving transformation in the developmental landscape of the emirate, paving the way for strong economic growth by actively expanding business prospects for both local and global investors and entrepreneurs.

Shurooq is also harnessing the power of private and public partnerships (PPPs) to ramp up its infrastructure developments through the exchange of complementary expertise and shared commercial and development interests, thus becoming a key driver of growth in Sharjah's PPP sector.

We have seen how the UAE's advanced digital infrastructure enabled the entire nation to transform to a new mode of working almost overnight when the Covid-19 lockdown was imposed earlier this year. Every government department in Sharjah has been part of the emirate's plan for digital transformation, and thus, were able to quickly adapt to the situation. For us, it continued to be business as usual. So, while the second quarter fell short on expectations, Q3's economic performance looks promising as we are slowly lifting off restrictions on business, travel, and public life, which have all been boding well for the nation's overall economic recovery.

Why the UAE's focus on food security is at the core of post-coronavirus recovery plans

Moreover, continued government stimulus measures by both the Federal Government, which implemented an AED100 billion stimulus package, as well as Sharjah's AED4bn aid programme, should further support a rebound in the second half of 2020.

Renewed focus on local agriculture, food security and vertical farming

The current crisis put food security on the top of our agenda. When countries are cut off from each other, sourcing food materials is of primary concern, especially for a nation like ours, which has been historically dependent mainly on imports.

In this context, an impressive rice growing experiment at the Al Dhaid research centre in Sharjah, where UAE University scientists in collaboration with South Korean experts are leveraging the latest technology of a water-saving drip irrigation system to nurture this global staple in the dry deserts of the emirate, is giving hope for other agricultural innovations.

We have also seen how Sharjah-based Veggi-Tech, an agro-tech company, has been disrupting the agriculture industry in the UAE by addressing the key challenges of traditional farming – soil, temperature and water, through its indoor vertical farms that employ grow light-assisted hydroponics, to create sustainable farms aligned to UAE's vision of food security.

Sharjah is today an emerging hotbed of agricultural innovation in the UAE, especially as it is home to the Sharjah Research Technology & Innovation Park (SRTIP), which is adopting and supporting all research and innovations aimed at finding advanced technological solutions for agriculture.

Even before the onset of the pandemic, SRTIP has been conducting research into developing a soil-free vertical cultivation technology to produce sustainable local food all year round and thereby support the country's environmental and sustainable farming goals.

Sharjah has therefore been actively looking at ways to support investors in this sector. Apart from Veggi-Tech, Sharjah's Themar Al Emarat, is also making great strides in vertical farming. Going forward, we see great growth prospects in this sector.

'Homegrown' first when it comes to exploring new agricultural technology

Recent studies by consulting firms PricewaterhouseCoopers and Deloitte report that artificial intelligence (AI) will contribute around \$320bn to the economies of Middle Eastern countries by 2030. The UAE and Saudi Arabia are expected to lead in this sector.

We aim to make Sharjah among the top cities in vertical farming and fish farming, in line with the UAE's sustainable development goals outlined for this sector. Investors are welcome to Sharjah to fast track development in these exciting emerging sectors including, robotics, AI, and cyber security, among many others.

However, our development model is not only about global partnerships. We also think local when it comes to exploring new and innovative technology; Sharjah is already home to several start-ups that can help with future technology developments. Our constant endeavour is to harness local expertise by enabling homegrown companies to develop their full potential and boost their contribution to the growth of the economy.

We need to embrace risk and offer smaller businesses a robust support system where they will be able to focus on excellence, not worry about failures. The global economy will continue to churn out surprises; allowing innovation to thrive is the best way to be prepared for it.

(Reference: Arabian Business)

Bond passion of GCC Sovereign Treasurer will pave way forward for the Corporates to tap in

Abdul Moiz Khan

Senior UAE based Corporate / Risk Management Banker,

Co – Founder, CEO & Managing Partner of Fursa Consulting –

DED licensed Corporate Advisory Firm engaged in Debt Advisory, PE, M&A & Strategy



Intrinsically government securities are issued to finance significant economic projects, manage fiscal deficit or temporary cash mismatches of the government. There is always a silver lining and a ready market for bonds issued by governments managing well on their debt-to-GDP ratios, economic growth prospects, political risks. Apart from a fixed return, they offer the maximum safety and remain actively traded in the secondary market in either foreign or domestic currency.

Issuance of international sovereign bonds facilitate the inclusion of respective government bonds in the global debt indices and their representation in global debt market indices grease-the-wheels to solicit higher foreign inflows in country. Further inclusion in global benchmarks also enhances the attractiveness of country's currency denominated sovereign bonds and cardinality the rate at which the government borrow overseas will act as a yardstick for pricing of other corporate bonds, helping the country's corporates raise money overseas.

But despite these benefits, there are few stumbling blocks too. Foreign currency denominated bonds are more sensitive to global interest rates which may magnify selling pressure on bonds under calamitous market conditions. To minimise sovereign bonds vulnerability to exodus of foreign investors, governments exercise caution by capping the ceiling of foreign investors.

As GCC economies are more dependent on oil revenue, recent attrition in oil price spurred sovereign treasurers to raise debt. In 2020, GCC debt market witnessed impetus on sovereign issuances including USD 5.36 billion worth of sukuk by the Kingdom of Saudi Arabia, a USD 385 million bond by the Sultanate of Oman. Emirate of Abu Dhabi - the only AA-rated sovereign issuer by all three rating agencies in the GCC region - successfully completed a \$5 billion multi-tranche bond offering, demonstrating government's economic strength and its commitment to fiscal sustainability. The issuance comprised three tranches: a \$2 billion 3-year tranche, a \$1.5 billion long 10-year tranche, and a \$1.5 billion 50-year tranche. Similarly, Government of Dubai also issued two Islamic Sukuk each of \$1 billion ranging from 10 & 30 years headlining the robust credit fundamentals & strong investor confidence.

First half of 2020 substantiated ratcheting up sizable corporate issuances including the USD 2.0 billion and USD 1.5 billion sukuks by Islamic Development Bank ("IDB") in February and June respectively, steered to support COVID-19 relief initiatives to provide health, social and business aid to its 57 member countries. Dubai Islamic Bank issued a USD 1.0 billion sukuk with a further tap issue of USD 0.3 billion. First Abu Dhabi Bank issued the region's first Sterling bond and its first Kangaroo bond since 2014.

Once the paramount health pandemic is tenable, more corporates are expected to venture the market for funding encouraged further by the low prevailing interest rates. It will lead to Corporates embracing internationally accepted professional ethics, transparent disclosures and corporate governance standard. Thus, It is expected the debt market activity will brace pace in the recent future.

SUCCESSFUL TELEWORKING

DR. DIMITRIOS VASILEIOS KOKKINOS
Chairman & Managing Director - DVK Consultants

The COVID -19 pandemic forced companies to advance in six months teleworking methods that would not be implemented in five years.

While this was necessary, it has all the characteristics of firefighting. It is both successful and messy.

The measures taken to ensure the survival of business are not the same as those which will make it prosperous. Teleworking is promising. Employees are a happy saving commuting time of about an hour per day and Companies are happily reducing their space expenditure.

It is not all that simple. For a business to succeed in Teleworking Environment four (4) parameters are necessary:

- 1) **People**
- 2) **Methods & Procedures**
- 3) **Software**
- 4) **Hardware**

The understanding of all the above must be reconsidered.

1. **People**

The first issue to recognize is that Companies that are based on technology are now more profitable than companies based on the number of employees. Knowledge and output per employee capita are more important than total company knowledge and output. The quality of employees is much more important than their number.

As Bloomberg reports, firms that rely least on their employees have beaten more labor-intensive ones by 37 percentage points in 2020, according to an analysis by Deluard. It is simplistic to assume that employees will be doing at home just what they were doing in the office.

A redefinition of job descriptions, duties, and methods is necessary. A lot of tasks must be re-examined with a view to automating them. Employees' performance is shifting towards the quality of output rather than quantity of work.



The big issue with the front office employees is how they interact with customers. The first thing to understand is how customers react to this new teleworking reality.

There two distinct cases:

- A. Interacting with customers physically**
- B. Interacting with customers digitally**



A. Interacting with customers physically is the most difficult case to adapt.

Interacting with a customer physically provides such a wealth of details and nuances that cannot be obtained through a teleconnection. The customer welcomes physical interaction in most cases and limiting it to the productive part is an important technique.

A new communication code must be established for teleconnections and a modicum of physical contact should be maintained because this both facilitates the understanding of the change in communication method so as to improve gaps and misunderstandings and also helps in humanizing the transaction.

SUCCESSFUL TELEWORKING

The claim that telecommunication speeds up the transactions should be evaluated together with the indirect bonding that it is created through human contact.



B. **Interacting with customers digitally** is easy for some types of business.

The difficult part is when a complex deal must be structured. In this case, more emphasis should be given to written communications with few teleconference meetings to clarify issues but most of the communication must be a written one.

The second issue is the need for a code of conduct for teleworking employees. A properly equipped workspace at home or wherever else an employee chooses to work is mandatory. A minimum dress guideline is very desirable. While there is more flexibility, it has to be understood that one cannot cook in the wok and do excel at the same time. The teleworkers must be trained to the new job discipline parameters for productivity to be optimized.

The third, equally important issue is how employees interact between themselves and how they are productively managed. Man is a social animal and interaction between its members is absolutely necessary for any society to function. Business society is composed of customers, employees, regulators, and social stakeholders. All of them should be facilitated to communicate and interact in the new, remote working environment.

It is more difficult than it appears and methods and procedures for this must be designed and

implemented, including some form of physical contact so as to address the need for the human experience of the workplace.

The big managerial question is how a Manager can manage his/her teleworking employees. There are two extremes.

The low-end one is to keep track of their activities through an anti-procrastination recording device such as eyeglasses linked with AI algorithms and the web. This allows monitoring activities including reading, writing, looking at the phone, laptop, watching TV, working out at the gym, doing yoga, cooking, playing an instrument, eating, etc. Whether this is acceptable practice is subject to regulation and refinement.

The high-end of Managing is treating every teleworker as a freelancer, by assigning tasks and measure the quality of output and time to completion, it is important to keep time and space for human contact. Each Company and management team has to redo find its own methods of Telemanagement.

The human contact should not be neglected.

As a rule of thumb: Teams should meet once a week average and managers must have also once a week's physical presence with their employees.

2. Methods & Procedures

A new working ecosystem must be designed and implemented. The first thing to watch out for is that methods and procedures which were hastily and ad hoc adopted during the pandemic, the risk to become permanent standard practice without critical evaluation and a thoughtful outline of standards to be observed and info to be submitted. A radical redesign of the Business Model is needed, which will start after about six months of study and take identifiable shape within a year.

The Business Model must address the correct combination of digital technology and cyber security, produce new managerial methods with an emphasis on communication and productivity measurements, new managerial techniques, and

SUCCESSFUL TELEWORKING

new HR approaches. A new timetable for most activities must be optimized so as to ensure proper Company functionality.

It will be far from perfect a year from the start, but it will be a good rough sketch of the model on which more deliberate continuous improvements can be made.

3. Software



It is underlined that in the new digital reality, the software of the Company is not part of software development the Company, the software is the Company. This period gives a unique opportunity to radically revise all the software used and start again with a totally integrated software, suitable for teleworking and by the same opportunity demolish internal silos and make communication, cross-fertilization, data, and info available and easily retrieved throughout the Company's activities.

It is necessary more than before for the Business to have its own executives that understand the shape and manage the software rather than depending strongly on an external provider only.

4. Hardware

Teleworking is a permanent method of employment that cannot really work with just the PC or laptop of the employee.

Two Levels:

Remote Employee Level

Company Level

A homogeneity of hardware is a requirement for both levels.

At the Remote Employee Level, we have 3 sub-levels:

I. Secretary – Customer Service Level.

Multimedia of new generation (not older than 2 years) hardware with 2 screens capable of video conference and a scanner.

II. Departments (Sales, Marketing, etc.) Level.

Here also the need for a new generation Multimedia desktop/laptop hardware capable of good quality video conferences. Second screen depending on the nature of work.

III. IT Department Level.

The needs of the IT Department employees vary (depending on the type of business of the company). In general, they have the most advanced systems and definitely remote access to the main server of the company.

At the Company Level, we have 2 divisions.

I. Company Server-Mainframe Division.

The main server of the company that has online & offline local backup hardware. Reliable Cloud connections, also are required together with a well thought out disaster recovery site that also has Cloud backup as well.



II. Front End Users Division.

New type multimedia, hi-tech conference rooms, with big screens (more than 70"). The rooms also must be ready/capable of normal or VR or AR for current or future meetings. New advanced mobile phones and/or tablets (depending on the type of business of the company) with a big screen.

From Retail shopping to Fossil fuels, there is a radical change and reappraisal of what produces Value.

Right to the heart of the matter with Fine

The Covid-19 pandemic has altered the way we live our lives. But in this era, it is more important than ever to maintain a healthy heart and strong immune system — the best shield against germs, bacteria and viruses. That means sticking to a regular exercise regime, maintaining a balanced, nutrition-rich diet and making the correct lifestyle choices.

As a leader in the wellness and hygiene industry, Fine Hygienic Holding (FHH) is committed to supporting consumer health and well-being in the communities and wider societies it serves.

To enable individuals to take control of their fitness during the pandemic, FHH recently launched a special line of Fine Guard sports masks and gloves, products powered by anti-viral textile technology that neutralises viruses on contact and offers complete protection from infection.

Another recently launched range of products in the portfolio is Nai Iced Teas, which are 100 per cent natural, have no added sugar and are brewed with premium tea leaves. Nai Iced Teas are infused with Arabian flavours and are packed with antioxidants and ingredients which boost the immune system, while also rehydrating your body naturally.

Fine Solutions has also been instrumental in helping wellness centres and hotel chains with gyms to reopen effectively through Fine Disinfection Solutions, a trusted service which disinfects premises and contact surfaces to ensure a germ-protected environment.

To further encourage fitness and well-being in the region, Fine recently entered into product partnerships with a number of leading hotel chains and wellness centres in the region, providing Fine Guard sports masks and gloves for guests, giving them the opportunity to train fearlessly in the Covid era.



James Michael Lafferty
CEO, Fine Hygienic Holding

James Michael Lafferty, CEO of Fine Hygienic Holding, said, **“The health and well-being of the communities we serve is hugely important to us at Fine Hygienic Holding — it informs everything we do. Our extensive range of wellness-related products and services, from Nai Iced Teas through to our Fine Guard sports mask and Fine Disinfection Solutions, are well within the reach of our customers, ensuring a safe and healthy lifestyle in the Covid era.”**

FHH has recently launched a special line of Fine Guard sports masks and gloves



(Reference: Gulf News)

What changed for the financial landscape between the Lehman Brothers Collapse & the COVID 19 Pandemic

James Mathew

CEO & Managing Partner at UHY James Chartered Accountants



September 15, 2020 will mark 12 years since the catastrophic crash of the Lehman Brothers. From being declared as the No 1 “**most admired securities firm**” in 2007 by Fortune to being left with only USD 1 billion in cash on September 11, 2008 – the Lehman Brothers scripted one of the biggest corporate failures in human history.

Why Lehman Brothers collapsed: There is no one particular reason that can be attributed to the Lehman Collapse. A multitude of factors snowballed into a crisis that spun out of control and led to the tragic debacle of the 158- year – old financial giant on the Wall Street. Listed below are few of the factors that played a part in the Lehman Collapse:

- **Over-leveraging and Over-zealous lending:** Lehman ventured into subprime lending especially during the housing market bubble in 2003 and 2004, in the US, which catalyzed its downfall.
- **Weak long term investments:** Venturing into risky mortgage-backed securities (MBS) and other collateral debt obligations (CDOs) the firm was highly susceptible to “toxic assets” which compounded its problems and did not provide collateral that could cover the bailout.
- **Lack of accountability:** Lack of accountability is another aspect that was critical in the collapse of the Lehman Brothers. Financial professionals exhibiting profit focused behavior without paying heed to the long term benefits added to the cause of the debacle.

The impact of the collapse: Lehman Brothers filing for bankruptcy on September 15 2008 let loose the floodgates of global recession. 6 million jobs were lost, retirement plans and investment funds worth USD 700 billion was wiped away without a trace and the global financial markets were facing the heat due to a ripple effect.

In a bid to salvage the remnants of the US financial sector, President Bush announced a USD 700 billion bailout and the Obama government brought into force a critical piece of legislation - the Dodd Frank Wall Street Reform and Consumer Protection Act. It was important to not just control the damage that was already done but also ensure that the gaps led to this catastrophe were addressed across the globe.

Lessons learnt from the Lehman Collapse: The collapse of the Lehman Brothers compelled the global financial ecosystem to evaluate the landscape, assess the complacencies in regulation and introduce necessary changes.



- Since 2008 banks across the world have improved in managing risk and turned their efforts towards strengthening their balance sheets, holding more capital and liquid assets.
- Stringent regulations imposed higher liquidity requirements on financial institutions

What changed for the financial landscape between the Lehman Brothers Collapse & the COVID 19 Pandemic

• Globally countries introduced reforms, mechanisms and regulatory bodies with the aim of increasing regulatory scrutiny of the financial systems landscape. In the UK, the Prudential Regulatory Authority (PRA) was established as a subsidiary of the Bank of England and a new conduct-of-business regulator, the Financial Conduct Authority (FCA) came into the picture to focus on sustaining investor confidence in wholesale and retail financial markets.

What changed for the UAE in the post Lehman crash era: The Lehman collapse did not have a direct impact on any particular country outside of the US however the debacle set the global financial crisis of 2008 in motion. Within months of the Lehman collapse, the real estate bubble in the UAE market burst and realty prices plummeted to almost half in 2009. The financial setback in the economy led to government authorities revising laws and legislation to uphold investor confidence, introducing stringent frameworks on lending and safeguarding transparency in the real estate sector. Real Estate Regulatory Agency (RERA) brought into force different mechanisms that ensured off plan sales are controlled and speculation and flipping in the market is prevented.

In the aftermath of the global financial crisis of 2008, banks scrutinized liability management and lending criteria aggressively. With time the financial landscape of the UAE embraced robust regulatory frameworks that were introduced within the banking sector. Banks placed limits on lending caps based on monthly income and also increased down payments for expats and citizens who require mortgage. The financial ecosystem in the UAE has continued to grow from strength to strength when it comes to regulatory scrutiny.

Since 2008, the UAE has bolstered investor confidence in the economy substantially. Today financial services constitute the third largest economic activity contributing to Dubai's GDP and is only expected to grow from hereon.

Ironically while we reflect on the 2008 crisis, the UAE along with the rest of the world is in the grips of a colossal crisis – this time involving public health and the business landscape. However, what is different this time around is that the UAE has been a trailblazer in building a road to recovery amidst a debilitating pandemic. The UAE's approach in dealing with the COVID induced crisis speaks volumes about the aptitude of the economy and the attitude of the country's visionary leadership to innovate, evolve, adapt and push forward towards growth despite the roadblocks.



Hospital brings free COVID-19 programme

The first-of-its-kind free of cost COVID-19 Rehabilitation Programme in the UAE has been launched by a multispecialty hospital located in Ras Al Khaimah to improve the health prospects of COVID-19 patients, through optimising health and functioning outcomes, facilitating early discharge, and reducing the risk of readmission.

The exclusive wellness programme - conceptualised, developed and now offered by RAK Hospital - encompasses physical, cognitive, dietary and psychological support, and is aimed at UAE residents who were infected by the COVID -19 virus and have since recovered.

The novel initiative assists COVID-19 patients, irrespective of age, physical state, etc., to recover their physical and mental health, both of which may have been compromised due to the infection, resulting in poor quality of life.

In its assessment of COVID-19, the World Health Organisation (WHO) notes that in severe cases, COVID-19 leaves sufferers weak and dependent on walking aids and the assistance of others to complete basic tasks, such as washing, dressing and walking. These patients, many of whom have spent weeks in an ICU, require intensive rehabilitation to return to their previous activities and to reduce potential long-term disability.



Even once home, people recovering from COVID-19 can suffer from extreme weakness, tiredness and breathlessness, and experience issues with mood, attention and memory that require further rehabilitation. Timely rehabilitation also addresses post-intensive care syndrome (PICS), a constellation of emotional, cognitive, & physical symptoms that limit patients' functioning.



Dr. Raza Siddiqui
CEO, Arabian Healthcare Group

Explaining the rationale behind the launch of the COVID-19 Rehabilitation Programme, Executive Director of RAK Hospital Dr Raza Siddiqui said, "In keeping with the avowed mission of the UAE Government on tackling COVID-19 and as a tactical CSR initiative of RAK Hospital, we decided to launch the COVID-19 Rehabilitation Programme entirely free-of-cost for those UAE residents who have recovered from the infection, to enable them to return to enjoying normal life with their families." He confirmed the RAK Hospital programme addresses common residual COVID-19 symptoms, specifically breathlessness, starting exercise, getting back to functional activities, mental health and post intubation symptoms such as voice weakness, eating, drinking and attention and memory deficits

He added that as RAK Hospital is a well-established multispecialty entity, the hospital is able to combine and offer several disciplines - physician, nutrition, psychology, and physical therapy - in the exclusive programme, especially as COVID-19 is a multisystem disease.



(Reference: Gulf Today)

RIF Trust: Securing a second passport in a post-pandemic world without leaving home

With the government starting to slowly lift restrictions and airlines starting to increase flights, the post-pandemic world has compelled investors to re-evaluate their priorities. As they do, smart investors will look at increasing their mobility and access to countries that provide a safe haven.

Many UAE expatriates from neighbouring countries such as Lebanon, Syria, Yemen, India, Pakistan and Africa holding “weaker passports” with limited visa-free travel were caught off guard as they were unable to obtain travel visas with consulates closed. Having a plan B through a second citizenship has allowed high-net-worth immigrant investors to find the stability and safety they desire.



“Three types of investors have emerged.

The first type is seeking a higher quality of life through greater visa-free travel and better access to world-class healthcare and education.

The second type is looking to divest their business out of their home country and reinvest and diversify their capital into a strong and stable economy.

The third type is looking to expand their business or real estate portfolio into Europe and the Caribbean through fantastic investment opportunities”, explains **Mimoun Assraoui, CEO of RIF Trust.**

(Reference: Gulf News)



Now is the best time to consider securing a second citizenship because:

- * **Many Caribbean countries for a limited time have updated their programmes making them more attractive and affordable for families seeking a second citizenship**
- * **With just a small deposit, applications can be started remotely while you are at home**
- * **Governments remain operational with processing times short and predictable. However, as the pandemic slows down, we anticipate an increase in demand with longer processing times**
- * **A second citizenship is a critical component to a family’s overall estate and investment planning**



To learn more on how to obtain a second citizenship or residency by investment with RIF Trust, **call +971 4 520 6777 or visit www.riftrust.com**

SolerCool Technologies, LLC announces a new agreement with Pluss Advanced Technologies Pvt. Ltd.

(Cincinnati, Ohio, USA) **SolerCool Technologies, LLC announces a new agreement with Pluss Advanced Technologies Pvt. Ltd.** (New Delhi, India). SolerCool will be the Official Agent and Distributor for PLUSS products catering to temperature control in the agricultural sector in Uganda, Botswana, Senegal, Kenya, Nigeria, and Ghana in Africa and Colombia in South America.

SolerCool Technologies is an international licensee of SolerCool Ltd for the sales and distribution of patented solar powered refrigerated storage systems designed to help reduce post-harvest crop losses and the loss of medicines and vaccines in rural agricultural areas of developing countries. **SolerCool Ltd. developed and patented the ColdShed®, the world's first stand-alone, solar powered cold storage unit** for use in the 'First Mile and Last Mile' of the supply chain for fruits and vegetables.

Pluss Advanced Technologies is a materials research and manufacturing company involved in the field of specialty polymeric additives and Phase Change Material (PCMs). The company bears the distinction of pioneering and creating cost effective and innovative Products & applications that provide impacting solutions. The company's range of PCMs find application in HVAC&R, pharmaceutical, solar, medical devices, automobiles, buildings, cold-chain, home- appliances, retail and agro businesses – wherever there is a requirement to maintain constant temperature for extended periods of time. This agreement will bring exciting new products into the territories that will deliver sustainable temperature-control. These products will help minimize farmers' losses, increase profits, and deliver longer shelf-life and higher quality fruits and vegetables to the retail markets. In addition, they will help stabilize medicines for rural health-care facilities.

Contact:
SolerCool Technologies, LLC
John@solercool.com

Pluss Advanced Technologies Pvt. Ltd.
ramnath.satpute@pluss.co.in



Congratulations!

SolerCool Technologies is a proud recipient of a Major International Award at the recently conducted Smart AgriFood Summit in Spain last September 24-25, 2020. SolerCool Technologies have been recognized for their valuable work with gender inclusions in rural Uganda using their Cold Sheds for women farming cooperatives, with one of the recognized Forbes Under 30- Africa 2020 Shamim Nabuuma Kaliisa.

SolerCool will be focusing on the following range of PLUSS products:

savE® thermoTab™ active plates for:
Cold Rooms – Uninterrupted cooling operation using solar energy and PCM technology
Refrigerated Delivery Trucks – Dependable temperature maintenance, even when the truck engine is off

Aagun® – 24X7 Solar Dryers – 100% grid free consistent drying, even after sundown, for Fruits, Vegetables, Herbs, Fish

Celsure® – Temperature Controlled Packaging – Advanced shipping solutions for Pharmaceuticals with precise temperature maintenance for up to 120 hours

Annex Investments signs Strategic Collaboration Agreement with Innovate4Good



This strategic collaboration will provide access to potential funding, partnership and support to impact startups and young entrepreneurs that are sourced by I4G working in sustainability, agritech, biotech, edutech, assistive technologies and social inclusion.

I4G has currently +1500 members and ecosystem supporters as well +50 community partners such as Governments, Corporations, Incubators, Accelerators, Investors, Academia coming from MENA region and beyond.

Annex Investments in Abu Dhabi represented by Ahmed Nasser Al Nowais Founder & CEO signs strategic collaboration agreement with Innovate4Good & Stratecis represented by Ara Fernezian, Founder & CEO.

Innovate4Good (I4G) is a purpose-driven innovation platform and a forum in Abu Dhabi that aims at facilitating the growth of Tech4Good Innovations and enabling the next generation of impact entrepreneurs in UAE and MENA region.



By Grace of God
Dr. Mustafa Saasa
Delivered Webinar on
"Impact of a Good Situational Leader in an Organization"
Organized by
India Business Group Chamber of Commerce
on 29th September 2020.

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WE THANK YOU
For your valuable insights on the 29th of Sep. 2020 that have helped
IBG members, MSME and SME Business owners prepare
better for the post-Covid-19 period.
VIKASH MITTERRAIN
CEO-Kaiser Technologies,
Founder & Chairman of IBG.

CEO Clubs Network valued member Dr. Mustafa Sassa Deliverd Webinar on "Impact of a Good Situational Leader in an Organization" organised by India Business Group Chamber of Commerce on 29th Sept 2020



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Priyaa Telavvane
Founder & Managing Partner
361° Design Solutions LLC



An award-winning entrepreneur, architect/ interior design & fit out expert with an international career spanning over 15 years, skilled in creating & delivering unique interior spaces to tell their brand story. She has worked across the globe with reputed interior design firms and gained valuable experience before she became entrepreneur & founder of 361dds.

Founded 361 degrees design solutions firm 10 years back with her architect, interior designer partner Amol and from then they have been successfully transformed commercial, retail design and build sector across the globe. She has carved out a niche in the market with Amol for interior design and fit out projects.

Priya is an international speaker who speaks on women entrepreneurship & motivation. Priya is qualified dancer & actor who loves to be in front of camera. She is crown winner of **"MRS INDIA GLOBE 2019" beauty pageant for married Indian women.** She loves to take challenges and believe in following her dreams. She has won many awards for dance and acting and now as a women entrepreneur.

she has served as a president of BNI only women business group first in the world. She has served as vice president for Soroptimist international CSR group dedicated to women and children.) ('she has been speaker for women SME2017, Global women leadership awards 2018, a panellist for women business forum 2018 She like to get involved in activities where she can contribute to society, business women hood.

She believes in dream big and work towards it to make them reality.



Her few awards mentioned below -

- "Asia One and GCC Woman Leader Award"2019**
- "Pioneer woman Leader in Meena Region award" winner 2019**
- "Winner MRS India globe 2019 pageant "**
- "Woman business excellence award" winner 2018**
- "Super woman achiever award" winner 2018**
- "Young woman entrepreneur award" winner 2016**
- "winner of MIG MRS INDIA GLOBE 2019**
- "beauty pageant in Dubai**



Engr. Tony Osuagwu
Group Managing Director
**Calaya Engineering
Services Ltd**



Engr. Chibuzo Tony Osuagwu is a man of brilliant achievements whose contributions to the field of engineering, most especially as it concerns wellhead services i.e. well engineering completion, work over and well intervention services is worthy of note.

In pursuant to educational carrier, he studied Electrical/Electronics Engineering in Nigeria. Not losing sight of the need to further his educational pursuits and to consolidate his engineering skills, he again enrolled at the National Institute of Labour, Education & Management (NILEM). This engineering genius is currently doing his Master's in Business Administration (MBA) with bias for Marketing Research, Management of Financial Institutions & Total Quality Management as Electives. Currently, he has acquired a Project Management Professional (PMP) certification from the prestigious University of Cambridge in United Kingdom.

After many years of experience with IOC's, the quest for human capital development being his target, made him to explore beyond the shores of Nigerian oil and gas industrial. Today Tony Osuagwu is the current Managing director of Calaya Engineering Services Limited operating in Equatorial Guinea, Tanzania, Mozambique, Serrea Leone, Ghana, Spain and Nigeria being the head quarter.

Always thinking on how to better the society, he has become the well sought-after bride in the areas of ICT, Medical equipment, Agricultural farming, entertainment and hospitality management and has recorded immense successes in these fields.

It is on record that he has successfully executed many projects with **Nigeria Agip Oil Company, Addax Petroleum, TOTAL, SPDC** and other marginal fields on well servicing and maintenance through the use of advance technologies and now exploiting Equatorial Guinea with his innovations and technologies.

His current record with SPDC on eradication of constant replacement of seat and gate on wellheads Xmas tree valves using a new technology to leak seal of valves has proven his relentless effort in proffering solution to the oil and gas industry.

Tony Chibuzo Osuagwu has motivated and empowered many unemployed youths and given them sense of belonging. His social life style is worth emulating and His religious life joined with his love for the things of God is displayed in his character and relationship with people around him.



Juzar Basrai
CEO
Wajihee Trading Co. LLC

Juzar Basrai is the CEO of Wajihee Trading Co. LLC. Juzar has 30 years of experience in the industry and the region, he has cemented the company as one of the leading advertising and corporate gift items distributors in the region.

Juzar began his career in Europe, moving to Dubai shortly after in order to leverage on the opportunities in the fast-growing city of Dubai, UAE. He started Wajihee Trading Company to provide marketing-focused products and services: locally procuring goods, customizing them for various clients' needs and ensuring timely deliveries. As they began to gain a foothold in the supply chain operations of the UAE and the region, kept looking for needs that the company could support outside of their direct circle of influence. In a few years, Wajihee expanded its scope to importing products from different parts of the world, distributing to the wider GCC area, Africa, and parts of Europe.

As the business established its reputation as a reliable corporate gift items supplier, Juzar now moved his focus towards diversifying product styles and customer segments. In the mid 2000s, Wajihee welcomed the accessories range of luxury brands like Hugo Boss, Cerruti 1881 & Nina Ricci, broadening its client base in the process.

This growth has helped Juzar transition Wajihee into not only a reliable supplier, but also one of very high quality and class.

Wajihee's focus from infancy through maturity has been to provide competitive pricing, timely delivery, and a broad range of printing and customization options for its products. The company prides itself on developing synergistic long-term relationships with its clients. Juzar Basrai's fundamental approach to business success has always been on relationship management and end-to-end support and Wajihee's success is a testament to his enduring principles reigning true to this very day.



Wajihee Trading Co LLC is a leading corporate gift items supplier providing end-to-end services and solutions to companies from diverse industries to meet all customer-specific promotional and advertising needs.

The Company was founded in 1979 in Dubai and works with firms in Africa, Europe, India, and the GCC



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CEO Clubs Network

CEO CLUBS NETWORK EXCLUSIVE WEBINAR



CEO Clubs 2020

ACCELERATING YOUR BUSINESS GROWTH THROUGH THE CEO CLUBS CORPORATE (CCP) INITIATIVE



Dr. Tariq Ahmed Nizami
Founder & CEO
CEO Clubs Network Worldwide



 Monday, October 5, 2020
 4:00 PM (UAE Time)

 events@ceoclubsuae.com
 www.ceoclubsnetwork.com
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#CEOClubsNetwork

CEO Clubs Supports UNDRR ARISE UAE Webinar



UNDRR
UN Office for Disaster Risk Reduction

arise
PRIVATE SECTOR ALLIANCE FOR DISASTER RESILIENT SOCIETIES
United Arab Emirates

UNDRR ARISE UAE EXCLUSIVE WEBINAR
CEOs SYMPOSIUM FOR BUSINESS RESILIENCE

14 OCTOBER 2020 1.00 PM (UAE TIME)

Register here



Launch of first UAE Private Sector Alliance for Disaster Resilient Societies (ARISE) in Arab Region

Dr. Dena Assaf
United Nations Resident Coordinator
United Arab Emirates

0:06 / 3:29

Highlights of CEO Clubs Virtual Meeting



CEO Clubs Virtual Meeting

0:31 / 0:53



CEO Clubs Virtual Meeting

0:12 / 0:53

Watch here



Watch here



Halodine - Fight viral transmission with a trusted solution

Halodine Nasal Antiseptic Swabstick

Developed by leading clinicians to help decontaminate the nasal cavity and reduce the likelihood of transmission of infectious coronavirus particles. It has been proven to rapidly inactivate SARSCoV-2, the virus that causes COVID-19. With its easy-to-use applicator, the Halodine Nasal Antiseptic Swabstick is designed to help keep you safe at home, in the clinic, at the workplace, on the playing field, while travelling — everywhere you need to be.



Halodine Oral Rinse

Halodine Oral Rinse is a proprietary antiseptic developed by leading clinicians to help decontaminate the oral cavity. It has been proven to rapidly inactivate SARS-CoV-2, the virus that causes COVID-19. Safe and easy-to-use, Halodine is designed to help protect patients, doctors, dentists, health care personnel, and front-line workers.

Halodine Nasal Antiseptic

Halodine Nasal Antiseptic is a proprietary antiseptic developed by leading clinicians to help decontaminate the nasal cavity.

It has been proven to rapidly inactivate SARS-CoV-2, the virus that causes COVID-19. Safe and easy-to-use, Halodine is designed to help protect patients, doctors, dentists, health care personnel, and front-line workers.





EMPLOYEE OF THE MONTH



Arianne Marie Dionela
For September 2020

**Congratulations for your
Outstanding Performance, Passion,
Service and Dedication.
Very Well Done!**



Arianne is such a wonderful lady. She is a CEO Clubs jewel. She is always punctual, innovative, hardworking and a team player. Our members love her and are always constantly engaging with for business opportunities and business growth. She is our office canary, always singing and lifting everyone spirits



CEO Clubs Network is a corporate, membership-based, international business organization with members from various industries and chapters across globe. We focus on connecting CEOs & Entrepreneurs to share experiences, explore opportunities and grow business locally and internationally. We integrated our services to be compatible with both corporate and its senior executives, with our unique experience and effective tools, we are able to offer custom solutions to CEO and decision-makers, as well as marketing member' products/services

The Regional Headquarter, CEO Clubs UAE is directly runs under CEO Clubs Network, is more than 14 years with 600 high profile members plus 3000 affiliations. Our organization enjoys the patronage of His Highness Sheikh Juma Bin Maktoum Juma Al Maktoum from Dubai Royal Family. Our excellent team creates diverse events with high profile figures, multi-cultural atmosphere, interesting topics and strong networking reach. Therefore, we are proud of have received the Dubai Quality Appreciation Awards Cycle 2017, presented by the His Highness Sheikh Mohammed bin Rashid Al Maktoum, Vice President and Prime Minister of United Arab Emirates and Ruler of Dubai.

- We are passionate about our services below
- *Executing the best service for our Members
 - *Providing maximum exposures to our Sponsors
 - *Giving extraordinary values to our Clients for their Corporate Events
 - *Serving our partners with our success model in CEO Club Franchising
 - *Providing integrated solutions to our Client who are looking for advice
 - *Offering unique opportunity to investors to grow together

MISSION

CEO Clubs Network creates the most effective business platform for CEOs and Seniors Executives to share experiences, explore opportunities and grow business locally and internationally.

VISION

The most effective Business Platform CEOs & Decision makers worldwide.

Be a member of CEO Clubs Network, please contact us

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Membership Information : membership@ceoclubsuae.com

Events Information : events@ceoclubsuae.com

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CEO Clubs Mobile App



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