



CEO Clubs Network®

CEO CLUBS NETWORK E-NEWSLETTER

October 2020
Issue



Strengthening business resilience in post COVID-19

CEO20
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جائزة دبي التقديرية للجودة
DUBAI QUALITY APPRECIATION AWARD



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The Leadership and its Team Spirit, both drives company's growth

Sarah Dong

COO / CEO Clubs Network

In the month of October 2020, we have helped many members with quality connections and facilitating business collaborations. An example would be seen through our members from USA, starts to collaborate with members from Kenya, members from UAE collaborating with members from United Kingdom. Our members who are from agricultural field and food supply chain started collaborating with a member who has a refrigeration technology in keeping the seeds safe and food security. We are proud to share that our members are now growing with a group of diversified profile covering many industries across globe. We are incredibly grateful to our visionary leadership and our team.

We all know how important leadership in the company, however, a high execution team can really dig gold from mine. To reach a business goal, it needs a great leader who guides the team with all strategies to fulfill and accomplish. It is like a vehicle, a powerful engine with strong wheels, a car that will reach the destination. The goal will not be reached if they are apart from each other, growth will not be achieved if they are not united either.



A great leader should prioritize the company's growth, especially in the current digital transformation era. If you are not growing, then you are dying. Only growth can make sure that benefits are added to the existing team members, creating new jobs, and contributing more to the business community. Ability of persistence, strategy making, the value of services and impact to society are essential in the journey of becoming a great leader. In the challenging times, the leader can lift and support the team, rewards, and recognize that deserves a celebration.



A great team, which has a huge execution power can turn vision to reality. Team members take the responsibility like a Mission, strive to achieve with excellence. During the process, there are a lot of experiences collected and these valuable experiences will come back to management team in assisting them in formulating new strategies.

A team player must possess entrepreneurship. A dedicated team player is the key to growth. A leader's vision needs to be implemented by a team. The team with a group of Entrepreneurs can achieve any goals they want. A team member who is not dedicated will not achieve the desired goal, as their passion does not belong to the common mission. Distracted energies will not give best to anyone.

A growth driven company must be equipped with a great leader and a great team, then the mission can be completed. Both will support each other, work as one for the dreams.





CEO Clubs Members were thrilled to visit the first 3D Emerging Technologies Exhibition by Sharjah Research Technology and Innovation Park last October 28, 2020 headed by SRTIP CEO, His Excellency Hussain Al Mahmoudi. This is the first edition of the Middle East's largest and most influential exhibition for the additive manufacturing industry, bringing together 3D industry leaders, minister, global CEO's, and decision-makers to initiate dialogue between Government, Industry and Academia.



SRTIP aims to shape the future and accelerate the innovation process in the 3D technologies sector across 2 months of focused business dialogue and knowledge transfer that addresses today's market needs and defines tomorrow's industry landscape.

It was followed by a one-on-one meeting introduction between members and **His Excellency Hussain Al Mahmoudi** initiated by **CEO Clubs Founder and CEO, Dr. Tariq Ahmed Nizami**. Members from various industries had a pleasure learning about the new launch of the exhibition and were impressed with the insights shared by His Excellency which was a great start for building a long term business relationship and future business collaborations.



CEO CLUBS CORPORATE PACKAGE (CCP): TAILOR-MADE SOLUTIONS TO TACKLE THE BUSINESS GROWTH CHALLENGES



CEO Clubs Network is proud to introduce its newest initiative that aims to provide solutions to tackle the business growth challenges. Business has drastically changed due to the challenges brought by the pandemic. Most of the businesses were affected badly and now businesses aim to recover. The corporate package ushered in by the CEO Clubs Network will see companies recover and grow due to more business deals. CEO Clubs Network provides an excellent platform for your business to generate revenue and grow. We achieve this by providing your business with solutions. Solutions might investment opportunities or product optimization in increase business deals. The CCP will provide you and your business a 360° business consultancy and brand exposure. Since CEO Clubs reach covers over 100 countries, this would mean your service/product will be exposed to such thus increasing your brand visibility.

World leaders from both the private sector and government have the responsibly to usher in change that will assist in the economic recovery for the world. To this they need to be connected. They need to interact and engage other leaders for information exchange, explore joint ventures, partnerships, and many other possible collaborations through an effective facilitator or a platform. The corporate package will do exactly like that. CEO Clubs Community has been building the network with decades thus clearly showing the vast experience in promoting its members, provides a vast number of investment opportunities and business opportunities. What makes the Corporate Package the best solution is that it identifies and engages your targeting clients and CEO Clubs' effective tools designed for the quality leads.

To expand your product internationally, you would need a representative office for showcasing your catalogue and your brand image. CEO Clubs Network can become your representative office worldwide meaning we can host meetings for you in the CEO Clubs Office and share your company catalogues and facilitate business for you. CEO Clubs Network will actively become your virtual representative office thus you can conduct your business through us and saving cost of expenses of traveling, establishing, and maintaining office.

CEO Clubs Network can provide a custom-made plan suited for business in regard to the right audience. We are dedicated to member/client satisfaction; we will appoint a dedicated business consultant to understand and connect your business to the desired audience. Your account will be assigned to a CEO Clubs personnel to handle your business coordination and assist you regularly. You will have full supports in marketing and sales activities

CEO Clubs Network is a global platform. We cater all industries with our rich experience and broader community. It is an in-depth interaction between you and your potential client. Building trust becomes easier and your business grows faster.

CEO CLUBS CORPORATE PACKAGE (CCP): TAILOR-MADE SOLUTIONS TO TACKLE THE BUSINESS GROWTH CHALLENGES

The package also includes complimentary worldwide consultancy for business & management, financial, legal, accounting, digital solutions, Investment & Funding, IT Solutions & Services Consultation. CCP provides a one-stop platform for all your business requirements and solutions.

Conclusively, the CCP is a unique opportunity for you and your business to grow. Business has been severely affected worldwide and your current market is no longer providing you with the return you expect for your business. Times are changing and the best solution is to start thinking bigger in order to thrive. CEO Clubs Network is dedicated for your business to thrive and reach more clients for your business growth.

For CEO Clubs Corporate Packages visit:
https://www.ceoclubsnetwork.com/c-cp_Initiative



Click here for Full Package 

Webinar Replay 



Connecting Minds, Creating Opportunities

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CEO Clubs Members Expertise Presentation Webinar

CEO Clubs Network is a hub for businesses from different industries. This diversity allows the network to keep expanding as it provides business solutions for each and every industry there is. As put across by Abigail Adams “learning is not attained by chance, it must be sought for with ardor and attended to with diligence. “CEO Clubs provided its webinar attendees with an opportunity to learn something that will definitely help their business.

The above webinar was a CEO Clubs Member Expertise Panel that delved into the following topics:

- **S3K: A rising star in the security and cyber security domain**
- **Sharing insightful solution from education point of view from Seeds Arab**
- **Digital Marketing: The new normal in the face of collateral financing**

S3K: A rising star in the security and cybersecurity domain
Mr. Pietro Polidori, Chief Sales and Marketing officer at S3K

Cybersecurity has become extremely essential for individuals as well as business. Due to the pandemic digitalization & e-commerce have taken precedence



as people keep safe and adjust to the new normal. Online activity has since grown drastically and has left many users unprotected against cyber-attacks. Mr. Pietro Polidori, Chief Sales and Marketing officer at S3K, our guest speaker tackling this topic. A clear example of how essential cybersecurity is the case study highlighted by Mr. Polidori about a woman who lost her life at a German hospital due to hackers disabling the hospital’s computer systems. The patient was due to have a scheduled life-saving treatment but due to the hack she had to be transferred to another hospital 19kms away.

CEO Clubs Exclusive WEBINAR

CEO CLUBS MEMBERS EXPERTISE PRESENTATION

<p>DIGITAL MARKETING, THE NEW NORMAL IN THE FACE OF COLLATERAL FINANCING</p> <p>Kafui Amegah CEO Eclipse Microfinance Limited</p>	<p>S3K: A RISING STAR IN THE SECURITY & CYBERSECURITY DOMAIN</p> <p>Pietro Polidori Chief Sales & Marketing Officer S3K</p>	<p>SHARING INSIGHTFUL SOLUTION FROM EDUCATION POINT OF VIEW FROM SEEDS ARAB</p> <p>Dr. Hind Kassir Founder & CEO SEEDS ARAB</p>
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CEO Clubs Members Expertise Presentation Webinar

S3K was established due to a growing need in the private sector due a Government directive forcing essential and digital service providers to hard security transformation thus leaving a gap in the Italian market that S3K took advantage of and merged with multiple companies to offer more services. S3K portfolio covers 3 main structures.

- **Security and Intelligence**
- **Cybersecurity and Professional Services**
- **Critical Infrastructure Security**

Each element is essential to client requirement and needs. S3K uses a combination of strategy, process and technology to respond to customer needs and that is why their services are of impeccable delivery. Their value proposition keeps them on the top of their game as they also invest time into Research and Development which is important for their business.

S3K is growing exponentially as the growing need for cybersecurity around the world intensifies. The world is now dependent on the online platform and its always best to keep your information, funds, activities and operations safe and S3K will do that for you.

Sharing insightful solution from education point of view from Seeds Arab

Dr. Hind Kassir, CEO & Founder at Seeds Arab



The iconic Nelson Mandela once said **“Education is the most powerful weapon which you can use to change the world”**. The education system had a paradigm shift due to the effect of Covid-19 and having individuals like

Dr. Hind Kassir will help ease the world into a new normal regarding the educational system. Dr. Hind Kassir is the CEO & Founder of Seeds Arab which offers personal value-based human development programs that target cognitive, psychomotor, affective, and social aspects of adults, young adults and early childhood for a sustainable healthy environment that provides human well-being in a global digitized future. SEEDS support human for independent decision-making and future careers’ choices.

The focus is to build a knowledge-based economy with high-ethical standards to reinforce social and family cohesion and preserve a cohesive society proud and confident of its own identity and culture under the norms of tolerance and human acceptance. Their vision is to add values to human capital with a spirit of development.

SEEDS provides a full learning management system to cater to Arab students who are exposed to the highest levels of quality assurance and education, this then provides you with opportunity to get into the top universities in USA, UK, Canada and Australia and many others. As the topic highlights, SEEDS Arab covers blended learning. The educational academy is brought from the Ministry of Education in Canada. This is derived from their mission which seeks to develop human capital through professional consultation services seeking innovative development with the spirit of well-being for passionate seekers. The blended learning involves features high standard content, accreditation for schools and interactive labs all on a digital platform. Seeds provides affordable, high quality education that is accredited by some of the highest ranked universities in the world. Seeds Arab provides its students with the all the tools for their students and teachers to succeed such as their timeline implementation programs.

Digital Marketing: The new normal in the face of collateral financing

Mr. Kafui Amegah, CEO at Eclipse Microfinance Limited

Digital Marketing is a component of marketing that utilizes the internet and online based digital technologies such as desktop computers, mobile phones and other digital media and platforms to promote products and services. The Covid-19 pandemic has completely changed the business landscape, but businesses can still sustain themselves and recover from the economic crises by changing their marketing strategies accord-

CEO Clubs Members Expertise Presentation Webinar

Now it has become a challenge for marketers to manage the economic crisis and at the same time plan for the future. Marketing has become more critical and complex for business. A behavioral shift by consumers has been noted as they spend more time at home browsing the internet. Digital marketing is a worthwhile strategy for revenue generation and is a safety measure due to its agility and better performance in business domains. So, the main question is how we can prepare our marketing to deal with the current crisis.



Mr. Kafui Amegah identified a few pointers that businesses can use to benchmark their marketing. Some of the pointers included **“BE SMART”, “BE SOCIAL” & “BE VISIBLE”**.

Be smart would translate to effective communication with your customer, be social means keeping in touch with your already existing customers. Its always cheaper to retain an existing customer than to acquire a new one. Lastly be visible translates to the famous saying “Out of sight is out of mind”. It’s a great opportunity for businesses to improve their online visibility and promote their products and services to attract more customers. Mr. Kafui Amegah also identified more pointers to help business prepare their marketing activities. He is the CEO of Eclipse Microfinance Limited where they provide collateral management.

They help property owners who have had their land documents fully registered to maximize the value on their property documents by earning decent income in risk free environment. They also assist businesses with third party or director’s own surety assets to underwrite a loan facility from a bank by paying a commission to the owner of the surety asset.

Conclusive the 3 main topics addressed above are playing a key role on how our future will be. They have dealt with one of the most important aspects of the new normalcy. There has been a paradigm shift in regard to how consumers behave. The world operates more online like never before that’s why businesses need to invest in cybersecurity to keep themselves safe on the online platform. Digital marketing has become one of the most important aspects of attracting new customers and retaining existing ones. Lastly what Seeds Arab is providing is platform where education is more effective, more affordable, and highly credited to students who have adopted the online learning platform. Incorporate all 3 topics and become the better version of your business in these evolving times.



[Webinar Replay](#)

Highlights of CEO Clubs Virtual Meeting

On the 4th of October, we had a theme: **Sharing your Solutions and Opportunity.** Each participant was given a chance to share about their products/services they can offer to fellow members and also business/partnership opportunities.



Highlights:

- The session was attended by members from different industries like Government Entity for Real Estate Institution, Trading, Healthcare & Hygienic Products, FMCG Distributors, HR Management, Airline, Manufacturing, Education, Business Services and Customer Experience, Finance & Accounting, Technology, Real Estate, and bespoke tailoring.
- 5 potential partnerships/collaborations were created
- One of the members is creating a platform, an app, to connect people who are looking for food and people who want to give food without involving money in between.
- A word of wisdom from our member: Recessions, uncertainties, catastrophes can keep coming and growing but the resilience of the human mind, the ingenuity of the human system can never be broken!
- One member has offered his help to assist fellow members on funding
- Some members shared their special offers to they fellow members
- A follow up one-on-one meetings have conducted after the session



On 21st of October, we had a theme: **Sharing your insights on Business Resilience.** The participants have inspired one another by sharing their insights and experience how they can navigate their business from the Covid19 Storm to a more adaptive and growth-driven.



Highlights:

- The session was attended by members from different industries like one of the biggest Food Distribution in UAE, Government Official in London, Agriculture Technology, Trading, Healthcare, Hospital, Education, Business Services, Building Materials, Solar technology, Digital Marketing.
- 10 potential partnerships/collaborations were created
- One member from the UK offer her assistance for their business expansion in UK
- A follow up one-on-one meetings have conducted after the session

CEO Clubs Welcome & Member Benefits Guide



After the CEO Clubs Network proudly introduced the Member Orientation, now **we just recently launched the video version** of it.

We follow the digital transformation trend and delivers new experience to our members that leads to the creation of the CEO Clubs Welcome & Member Benefits Guide. It gives our members a full picture of the membership benefits that help them to quickly understand the CEO Clubs community.

[Click here to watch](#) 

We keep the spirit of innovation in the team and strive to bring new experiences to the community members. We would like to take this opportunity to thank our valued member, SCG Motion Pictures Productions for their passion in creating high quality videos.



Chief Executive Officer Clubs

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Grow your Business with CEO Clubs Network!

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CEO Clubs Highlights of October

Sharjah Research Technology & Innovation Park Free Zone (SRTI PARK) and CEO Clubs Network Worldwide have signed the Business Collaboration Agreement



UN DRR ARISE UAE first webinar, Dr. Tariq Ahmed Nizami UN DRR Arise UAE Vice Chair and CEO of CEO Clubs was a speaker with HE Mami Mizutori, United Nation Assistant Secretary-General and Special Representative of the Secretary-General for Disaster Risk Reduction in the United Nations Office and other UN DRR officials with topic "CEOs Symposium for Business Resilience" to keep the world safe and to minimize the risk



CEO Clubs Highlights of October

CEO Clubs Network and SekAi Business are pleased to announce they have entered into a global strategic partnership, combining CEO Clubs' world leading networking services connecting high profile decision makers and Sekai Business's next-gen digital marketing strategy powered by A.I.



CEO Clubs UAE is a chapter of **CEO Clubs Network** the World Largest Business Networking Club, an over three decade old by invitation only membership organization. CEO Clubs UAE exclusive members get connected with over 16,000 CEO's & High Executives from all industries in UAE and Worldwide. With SekAi Business's Digital Marketing strategy, CEO Clubs Network explores and seizes this opportunity to accelerate digitalization and globalization transformation.

Tariq Ahmed Nizami, Founder & CEO of CEO Clubs Network Worldwide said, "Partnering with SekAi Business to deliver transformation of CEO Clubs will allow our members to provide the very best business opportunities locally & internationally. Digital Marketing of Sekai Business will bring people around the globe who are looking for investment opportunities, gaining the latest insights of sectors and markets."

"The CEO Clubs-SekAi Business partnership is a powerful combination. With Sekai's understanding of complex digital marketing, its AI powered exclusive digital campaigns, and CEO Clubs' three decades of strong network connecting high executives across the globe focusing on business development, our collaborative approach will uniquely bring mutual success and win the digital competition.

This will bring the strong brand awareness to both CEO Clubs and SekAi Business," said **Meraj Syed, Regional Director, MENA Regional Headquarter, SekAi Business.**

Through working in partnership, **CEO Clubs Network and SekAi Business** will unlock the full potential of digital transformations and place on the best path for success in the new digital business landscape.

SekAi Corporate Business Services L.L.C.

SekAi Business was founded on the basis of a passion with collaboration of Swedish creativity and Japanese technology with 30 years of experience in Media, PR, Marketing, Advertising, Internet and related areas.

SekAi Business focuses on combined A.I. driven digital marketing, PR, and media-related activities to achieve tangible results for customers. This includes, but is not limited to, backlinks building, keyword research, competitor analysis, and content marketing.

The team at SekAi Business work to identify potential ranking obstacles to systematic on-page optimization based on keyword research, which is supported by A.I. technology.

For more information:<http://sekaibusiness.com/>



Affiliation Partnerships CEO Clubs Network - GCCI



CEO Clubs Network is proud to announce that an affiliation partnership has been finalized with Global Chamber Of Commerce & Industry (GCCCI). This partnership aims to create opportunities and facilitate collaborations for members of GCCCI and CEO Clubs Network. The members can access to business opportunities, community solutions and many events.



GCCI was established by a group of successful entrepreneurs, corporate executives, and senior professionals with roots in India, and its aim is to foster, nurture and enable the spirit of entrepreneurship. They cover a great many regions, and this partnership will see CEO Clubs Network and GCCCI explore opportunities, encourage interaction and accelerate business collaboration amongst its members. Virtual events will be cohosted that will give the members the opportunity of sharing their ideas and expertise for a better growth and a unique experience.

Affiliation Partnerships CEO Clubs Network - UAE Serbia Business Club



CEO Clubs Network has entered into a mutually beneficial **Affiliation Partnership with the UAE Serbia Business Club** that will see synergies being explored in Serbia and the great many countries covered by the CEO Clubs Network.

The UAE Serbia Business Club is a non-governmental and non-profit association founded to achieve the goals of promoting economic and other forms of cooperation between the United Arab Emirates and the Republic of Serbia powered by most prominent corporations from both countries.



UAE Serbia Business Club represents the prime networking group, and its unique platform assists efficiently and effectively the member corporations to connect with other members in order to develop and expand its business operations and networking capabilities. The Partnership will initiate delegation visits to respect countries, business opportunity exploration and member interaction from both respected Communities

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 has launched its CEO Clubs Ambassador program for business professionals that will help widen the network's reach by establishing Ambassador 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.

Join us to be part the successful journey

[Click here to read more](#)



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





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Key Features of CEO Clubs App



Disruptive Innovation and its unexplored opportunities to create a new business Ecosystem

Abdul Moiz Khan

Senior UAE based Corporate / Risk Management Banker,

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

Dubai based Corporate Advisory Company engaged in Debt Advisory, PE, M&A & Strategy



Disruptive innovation's comprehension is critical in contemporary ever challenging and dynamic business environment where corporates are transforming radically than in the past.

With rapid advancement of digital services into banking sector, the industry is a bystander to change and influence tech based economic upliftment. The importance of vital dynamic capabilities for organisational renewal is accentuated more & there will be enhanced leveraging on in-house knowledge embedding into organization's own innovation ecosystem.

Growth being the most crucial driver of value in the capital markets but with a systematic approach to growth, in which short-term financial pressure does not undermine innovation initiatives will pay off in the longer term. Corporates culture will expand in embracing innovation and new business models mastering change, growth, and innovation while controlling costs and risks will be challenging.

Banks will find ways to stay relevant to younger generation of investors and connecting with the next generation using digital tools. Entire financial service sector is challenged to develop the ability to offer innovative and relevant solutions based on demographics and goals.

Client service models will be upgraded as new clientele have different and diverse behaviours on how they perceive financial solutions. With more of wealth shift to millennials create new needs and behaviours that leads to a transition of assets. This will have transformational impact on the banking, wealth, and asset management services and a chance with many opportunities to be developed.

The three peer groups in the financial sector i.e. Incumbents, Fintechs and Technology firms will benefit from each other, if understood in entirety. Incumbents are established financial institutions that profit from their legacy and client base while Fintechs are setups that combine financial knowledge and technology in focusing to revamp the client experience. Incumbents and Fintechs complement each other and collaborate and co-create value in the ecosystems.

This is a super exciting transitional phase of human-led technology-enabled model to a technology-led human-enabled business model in financial services. We are fast entering into an era when virtual agents will facilitate the financial problem solving. The adoption of cognitive technology like Artificial Intelligence, Robotics etc is pivotal for financial institutions to enhance their delivery channels. Quantum computers will further accelerate the ultra-pace of the financial industry in a much more cohesive and coherent manner globally. Blockchain technology is predestined and is increasingly becoming imperative for financial sector for its digital and cryptographically sealed and synchronised network. It is immutable, which means that once a transaction is agreed and recorded, it can never be altered. Advancement provides adequate transparency, efficiency while simultaneously decreases the risk of deals with third parties.

It is not the financial product itself that clients are interested in but services which the product can provide and create real value. Banks have realised that it is all about time and those who can turn themselves swiftly into key ecosystem players that significantly contribute value will be the winners of the digital transformation, because — **the winner takes it all!**

DGCX's Recently Launched FX Rolling Futures Contracts Deliver Significant Value to Market Participants Amidst Ongoing Currency Volatility

Moving into the final quarter of 2020, the Dubai Gold and Commodities Exchange (DGCX) maintained its strong momentum, providing investors with a wide range of derivative products to manage their risk effectively. Last month, the DGCX's three newly launched FX Rolling Futures Contracts – Euro (EUR), Pound Sterling (GBP) and Australian Dollar (AUD), all against the US Dollar (USD) – saw an increase in trading activity, and have now traded a combined total of 6,449 lots valued at USD 75 million since their launch in July.

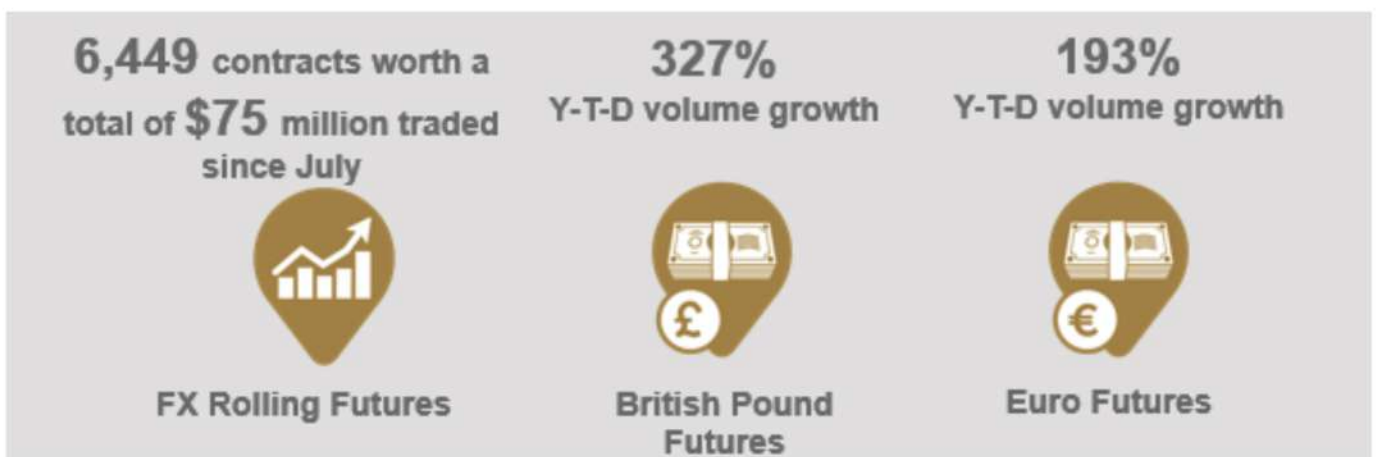
Les Male, CEO of DGCX, said: "Owing to a substantial increase in currency volatility, caused by ongoing Covid-19 cases, a lack of progress in Brexit trade negotiations, and a recent string of much lower than expected economic growth forecasts, DGCX recorded significant traction in its new FX Rolling Futures Contracts last month, as members increasingly looked to leverage dynamic tools to manage their risk. Heading into the last quarter of the year, global uncertainty still looms, and we expect these unique products to continue on their strong growth trajectory, enabling investors to mitigate the risks involved in the currency market. As an exchange deeply committed towards fulfilling the needs of our member base, we will soon be announcing the launch of more innovative products aimed at providing significant value to investors during this challenging period."



The DGCX's FX Rolling Futures Contracts offer investors the ability to take advantage of the arbitrage opportunities that exist between DGCX's traditional quarterly futures contracts and these perpetual rolling contracts. At the same time, margin offsets ensures maximum capital efficiency for market participants.

During September, the Exchange's Euro and British Pound Futures Contracts also performed strongly, and have now registered impressive year-to-date (Y-T-D) volume growth of 193% and 327% respectively, compared to the same period last year.

The DGCX will be participating in World Investor Week, a week-long, global campaign promoted by IOSCO and led by the Securities and Commodities Authority (SCA) in UAE, aimed at raising awareness about the importance of investor education and protection, as well as highlighting the various initiatives by securities regulators specially during these times.



(Reference: <https://www.dgcx.ae/news/>)

BRITISH AIRWAYS INCREASES OCTOBER SCHEDULE TO MORE SHORT AND LONG HAUL DESTINATIONS

British Airways is increasing the number of destinations it serves with a larger timetable of flights for its customers.

From today, long haul services will begin to Johannesburg, Cape Town, and Bahrain. Flights to winter sun favourite Grenada are scheduled to return on 14 October while flights to the Seychelles are scheduled to return on 16 Oct.

Lahore, a new addition to British Airways' route network, begins on 12 October while new Heathrow services to the Maldives and Barbados launch on 16 and 17 October respectively.

Looking at short haul, Brussels, Dublin, Dusseldorf, Gothenburg, Milan Linate, Stuttgart, Seville and Valencia return today. Bilbao, Kefalonia and Luxembourg return tomorrow and Lanzarote returns on Saturday. Later in the month, services will resume to destinations including, Gran Canaria, Billund, Bordeaux, Basel, Brindisi, Cologne, Malta, Salzburg, Vienna and Zagreb.



Flights start from just £24 each way to Europe and low prices can be found here. British Airways Holidays also has a series of tempting packages available, more details are at the end of the release.

Neil Chernoff, British Airways' Director of Network and Alliances, said: "We're glad to be returning to more destinations this month, connecting the UK with more and more countries around the world. With increases in both long and short haul services, there is a destination for anyone, and with our enhanced safety measures we hope this encourages people to start planning their next getaway."



As always, the operation of any flights is subject to international restrictions and government approval. Customers can travel in absolute confidence knowing that safety is at the heart of British Airways' business. The airline has introduced a range of measures, which it requires customers and crew abide by. These include:

checking-in online, downloading their boarding pass and where possible self-scanning their boarding passes at the departure gate where possible

observing social distancing and using hand sanitisers that are placed throughout airports

wearing a facemask at all times and bringing enough to replace them every four hours for longer flights

asking customers not to travel if they think they have any symptoms of Covid-19

cabin crew wearing PPE and a new food service, which reduces the number of interactions required with customers

asking customers to ensure they have everything they need from their hand luggage before departure, and where possible, storing their carry-on bag under the seat in front of them

providing customers with a personal protection pack including a sealable disposal bag, hand sanitising gel and an antibacterial wipe.

The airline is cleaning all key surfaces including seats, screens, seat buckles and tray tables after every flight and each aircraft is completely cleaned from nose to tail every day. The air on all British Airways flights is fully recycled once every two to three minutes through HEPA filters, which remove microscopic bacteria and virus clusters with over 99.9% efficiency, equivalent to hospital operating theatre standards.

Etihad Credit Insurance: Most Innovative Finance Solutions Middle East 2020

Etihad Credit Insurance (ECI) is in only its third year of operation, but the specialised state institution has already made solid contributions to employment and to the economy of the UAE.

ECI, aka the UAE Federal Export Credit company, was established by government decree to boost Emirati export activity and economic diversification. It offers export credit, financing and investment insurance products, and helps UAE companies to gain access to new markets.

It has been a landmark year for ECI, despite the pandemic. In the first six months of the year, the company provided 1,468 revolving credit guarantees worth \$435.7m to UAE exporters. It insured non-oil exports worth over \$1bn to more than 70 countries, with SMEs accounting for over half of the beneficiaries. Sectors supported include automotive, pharmaceutical, food, petrochemicals, building materials and cable and steel manufacturers.

But its crowning achievement for 2020 thus far has been the launch of Shariah-compliant trade credit insurance and export financing products. This has made it possible for Islamic exporters — including smaller firms and those with shorter manufacturing cycles — to engage in global market trade.

This advance, and a strategic partnership with the Dubai Islamic Economy Development Centre, have solidified ECI's status as the UAE's leading Shariah-compliant credit insurer.

The CFI.co judging panel congratulates ECI on its second consecutive annual award for Most Innovative Finance Solutions (Middle East), this time for 2020.

(Reference: <https://cfi.co/>)



Etihad Export Credit Insurance (or Etihad Credit Insurance – ECI) is a Public Joint Stock Company owned by the UAE Federal Government and the Government of the Emirate of Abu Dhabi, the Government of the Emirate of Dubai, the Government of the Emirate of Ajman, the Government of the Emirate of Ras Al Khaimah and the Government of the Emirate of Fujairah.

It is a **specialized state institution** to support the export and re-export of UAE goods, works, services, and the foreign investments of UAE companies, through the provision of a range of export credit, financing and investment insurance products

It is the UAE's national credit insurance agency, and is built from the ground up as a result of an initiative by the UAE Federal government in late 2017 to step up the development and implementation of its export support program. This project formed one of several measures drawn up to accelerate and sustain National Economic Diversification and Development.

Vision

To be recognized as the leading innovative world class export credit agency in the middle east

Mission

ECI is a specialized state institution, that supports the export and re-export of UAE goods, works, services, and the foreign investments of companies in the UAE, through the provision of a range of export credit, financing and investment insurance products.

Hewlett Packard Enterprise becomes the only major server manufacturer to ship world’s most secure industry standard, made-in-USA servers

Hewlett Packard Enterprise (HPE) today announced it is delivering the highest level of security¹ for a growing number of U.S. federal and public sector customers that prefer U.S. sourced products with verifiable cyber assurance by expanding and further securing its supply chain. HPE is the only major server manufacturer to produce made-in-USA industry-standard servers.² The new servers include advanced security features that are built by vetted HPE employees in highly secure U.S. facilities as part of the HPE Trusted Supply Chain initiative launched today.

The new HPE ProLiant DL380T server is shipping today to U.S. customers as the first industry-standard server to be produced through the HPE Trusted Supply Chain process, which HPE plans to expand to the rest of its portfolio in 2021.



HPE Expands Industry-leading Security Capabilities from the Edge-to-Cloud

HPE is the world’s leading supplier for trusted computing by being the first vendor to embed silicon-based security into its industry-standard servers. Its exclusive silicon root of trust technology runs in over two million servers globally today and has formed the foundation for HPE’s vision for securing the enterprise to deliver experiences from the edge-to-cloud, platform as-a-Service.

HPE also delivers the industry’s most advanced, embedded network security with Aruba’s high-performing, highly reliable and secure wired and wireless network infrastructure solutions. Additionally, HPE’s recent acquisition of Scytale further extends zero trust capabilities by standardizing and accelerating service authentication across cloud, container, and on-premises infrastructures.



Hewlett Packard Enterprise

“Customers turn to HPE to accelerate innovation and power any application need while gaining data protection throughout the lifecycle,” said **John Grosso, vice president of Global Operations Engineering, Supply Chain, at HPE.** “With the new HPE Trusted Supply Chain, we are furthering our commitment to deliver the highest level of security in all of our server products by diversifying our supply base with U.S. sourcing and applying stronger security at the factory floor. We are ensuring that our customers will have full visibility and cyber assurance of their servers to focus resources on deploying their new solutions and optimizing their IT experience.”



The HPE Trusted Supply Chain reduces sourcing risk and ensures verifiable cyber assurance in products

Hewlett Packard Enterprise becomes the only major server manufacturer to ship world's most secure industry standard, made-in-USA servers

Availability

In 2021, HPE plans to expand production through the HPE Trusted Supply Chain to include its other servers and systems. Customers from select countries can purchase products delivered through HPE Trusted Supply Chain in 2021.

All new HPE servers produced through the HPE Trusted Supply Chain will be offered as-a-Service through HPE GreenLake for a highly secure cloud experience.

HPE GreenLake offers customers with subscription-based, agile and elastic capabilities while keeping their data on-premises for security, data sovereignty, compliance, visibility, and cost controls.

Expanding the HPE Trusted Supply Chain to other Country-of-Origins

HPE will make additional made-in-Europe choices available for European customers in 2021.

Extending End-to-End Security for Entire Product Lifecycle

HPE further extends its security capabilities in a server from distribution and shipping, through its complete lifecycle while it is still active. The new features are built on top of the HPE-exclusive, silicon root of trust security technology, which has been recognized for the ability to reduce risk by insurers in the new Cyber Catalyst program from Marsh Insurance. Hardened security features activated during the manufacturing process will offer the following benefits:

Prevent booting of any compromised operating system (OS) by using new hardening to connect the server firmware security to the operating system by activating the UEFI secure boot

Reduce attack surface by placing servers in high security mode to verify user authenticity, ensuring that more than four million lines of firmware code is valid and uncompromised

Prevent tampering of server firmware and hardware using server configuration lock to verify unauthorized addition of options (NICs, drives) or malicious activity by capturing the inventory or a "picture" of the server, its hardware and firmware at the factory to provide protection throughout the supply chain process

Alert customers with embedded alarm and physical lock if the server has been opened during the supply chain process when an intrusion detection latch, inserted on the server chassis, registers unauthorized opening even if the power is off

Securing the Human Factor

HPE will also assign its employees, with verified background and security checks, to build products produced through the HPE Trusted Supply Chain that adheres to the strictest sourcing, inspection and traceability standards.

About Hewlett Packard Enterprise

Hewlett Packard Enterprise is the global edge-to-cloud platform-as-a-service company that helps organizations accelerate outcomes by unlocking value from all of their data, everywhere. Built on decades of reimagining the future and innovating to advance the way we live and work, HPE delivers unique, open and intelligent technology solutions, with a consistent experience across all clouds and edges, to help customers develop new business models, engage in new ways, and increase operational performance. For more information, **visit: www.hpe.com**.

Online shopping comparison site, GoBazaar, goes live in the UAE

GoBazaar, a Dubai-based ecommerce platform, has launched its comparison-shopping portal that is set to give online shoppers an opportunity to search, compare and view lists of products and prices offered by different merchants, all under one roof.

Against the backdrop of heightened online shopping activity due to the after-effects of the global pandemic, GoBazaar is poised to give online shoppers an easier shopping experience with almost every ecommerce store in the UAE being listed on the new portal.

“Gobazaar.com is going to change the mentality of online shopping by simply giving the consumer unrestricted access to a wider range of ecommerce sites - both international and local. This will not only expose the consumer to more products and services but also give smaller ecommerce players an equal opportunity to compete in the digital marketplace,” said **Mahmoud Akrin, CEO, GoBazaar**.



GoBazaar will give online shoppers an easier shopping experience with almost every ecommerce store in the UAE listed on it

The new site is a big boost for e-retailers and will help consumers find quality products

(Reference: Gulf News)



GoBazaar is uniquely designed to help online shoppers to buy the best products at the most competitive prices. This, according to Mahmoud, is in line with the company’s vision to be an independent and credible price comparison site that consumers can always rely on when they need to compare products and prices.

Some of the e-retailers that are featured on GoBazaar include Amazon, Noon, Jumbo, FirstCry, Sprii, SharafDG, Mumzworld, CarrefourUAE, Eros Digital Home and Virgin Mega Store with many others being added every month.

With over one million products in major categories including electronics, fashion, home appliances, personal care, and more to choose from, GoBazaar is set to help consumers save money and stay informed about the prices and availability of major products.

Online shoppers will also benefit from thousands of honest product and store reviews, up-to-date prices as well as be able to compare products head-to-head, giving shoppers an opportunity to make well-informed purchase decisions.

“As the current online shopping dynamics continue to change, we are positioning GoBazaar as the go-to ecommerce portal where online shoppers in the region can be guaranteed hot deals, competitive pricing and an enhanced, safe online shopping experience,” said Mahmoud.

Nasal solution may stop spread of COVID-19, study finds

A commercially available nasal antiseptic solution "inactivates" COVID-19 just 15 seconds after the coronavirus is exposed to it, effectively preventing the infection from developing, according to a study published Thursday by **JAMA Otolaryngology - Head & Neck Surgery**.

By inactivating the virus, the antiseptic nasal rinse -- a povidone-iodine solution administered in the nostril -- also would help prevent those infected from spreading it to others, the researchers said.

The findings are based on lab experiments designed to assess how the rinse affects new coronavirus cells "in vitro," or in test tubes.

Researchers have yet to study the rinse in humans with COVID-19, although a small phase 4 clinical trial is scheduled to start in October.

Halodine

"A low dose povidone-iodine nasal antiseptic inactivates [COVID-19] after only 15 seconds of contact time," study co-author Dr. Samantha Frank told UPI.

"Prior studies have shown safety of [the rinse] ... for both acute and chronic use, so we anticipate broad use of this treatment to prevent viral transmission of COVID-19," said Frank, a head and neck surgeon at the University of Connecticut School of Medicine.

The nasal rinse, sold under the brand name **Halodine**, is used by healthcare workers to prevent the spread of infection. It is also available as an oral rinse.

In addition to COVID-19, the solution also has had similar effects on other coronaviruses, including SARS, or sudden acute respiratory syndrome, and MERS, or Middle Eastern respiratory syndrome, according to Frank and her colleagues.



For this study, the povidone-iodine nasal antiseptic rinse they used had "low-dose" concentrations -- 0.5%, 1.25%, and 2.5% -- of the active ingredients and still was effective in containing COVID-19 virus cells, they said.

The active ingredients are safe for regular use at these concentrations, the researchers said. Studies of the product in people exposed to COVID-19, however, have not started.

"Low dose povidone-iodine at concentrations of 1.25% and below has been demonstrated to be safe for use in the nose and mouth for up to a period of months," Frank said, adding that she and her colleagues have used the rinse.

"Given the timely nature of this treatment, it is appropriate for use at this time at very specific doses," she said.

Halodine is the first nasal and oral antiseptic to be tested against SARS-CoV-2 and kills the virus in less than 15 seconds.



(Reference: <https://www.upi.com/>)

Redefining the Future of Healthcare with Technologically Advanced Solutions

Fine Hygienic Holding (FHH) is one of the world's leading wellness groups and the MENA region's leading manufacturer of hygienic paper products including facial tissues, napkins, kitchen towels, toilet paper, baby diapers, adult briefs, and jumbo rolls. However, in the last couple of years, the group has been pivoting further into the Wellness category.



Last year, Fine Hygienic Holding acquired a majority stake in Nai Arabia Food Co, which produces natural and healthy iced teas.

Most recently, Fine Hygienic Holding began producing a line of personal protective equipment (PPE)— Fine Guard, which is among the most technologically advanced and effective reusable masks and gloves on the market, protected by a highly advanced technology that kills viruses.

Through its corporate arm Fine Solutions, Fine Hygienic Holding has also launched Fine Disinfection Solutions, a dedicated disinfection service for companies and businesses across all sectors navigating the COVID-19 pandemic in the UAE, Saudi Arabia, Jordan, and Egypt.

The group has operations across the MENA region and sells its products in more than 80 countries across the world.

A Transformational Leader

James Michael Lafferty became the CEO of Fine Hygienic Holding in 2018. He joined the company as a board member and fell in love with the brand and the Fine family. He was ecstatic about the opportunity to join the group, and so far, it has been an amazing experience.

Before entering the corporate world, James was a professional track and field coach, and a fitness trainer. In 1984, he was hired as a fitness instructor for Procter & Gamble, but it wasn't long after that James entered P&G's brand management program. Eventually, he went on to become a Brand Manager and later was transferred into an international career that took him to North Africa, Central and Eastern Europe, the Middle East, Western Europe, Africa and Asia into various CEO roles. James also headed other multinational companies including Coca-Cola in Nigeria and British American Tobacco in the Philippines.

As a track and fitness coach, James worked with extremely talented and disciplined athletes. He acknowledges that there's one particular attribute that the athletes share— a willingness to win and a refusal to rest on former glories. Any time they enter the field to play, they treat the contest as a new challenge. It's that unique attribute that separates good athletes from the champions and that attitude is needed in business.

James expresses that he is always shocked at how many business people reach high levels, but then relax and somehow think they can coast because 'They deserve it.' By contrast, James believes in the philosophy that he must live each day seeking to re-earn his position and his pay. James refuses to live off his past victories, which means he comes to work every day with his A-game and he's always looking to set a new personal best.

Redefining the Future of Healthcare with Technologically Advanced Solutions

Making Rejections a Ladder to Success

One of the first challenges James faced in the initial days was being rejected by Procter & Gamble for the position of Assistant Brand Manager. He was working as an exercise physiologist back then, and one of his clients who worked in P&G's brand management told him, "Hey, you ought to do what I do." So, James applied for the job. But after his interview, James received an apology letter. He refused to take 'no' for an answer, so James looked up the name of the HR manager, wrote him a letter and said he deserved another chance. His perseverance paid off and Procter & Gamble called him back for an interview three months later. The company made him an offer and James joined in 1985 for the assistant marketing role. That was one of the moments that taught James to fight for his goals.

Foresight and Looking Ahead: A Must for Leaders

James believes that the most important attribute of a good leader is foresight; the ability to see around corners and to understand what is coming down the line. According to James one of the most important aspects of his job is to anticipate impending trends and that is what happened when Fine Hygienic Holding launched masks back in February this year. By paying attention to data and the thread of events, James understood the threat of the COVID-19 pandemic before people talked about it. Therefore, he was able to act quickly in the best interests of not just the company, but for public health as well.

Beyond the skill foresight, James continued, a good leader must be steadfast in their decisions because not everyone in the team will understand what is coming. Fine Hygienic Holding's pivot to hygienic masks was not a universally popular decision internally, but James was resolute in his decisions and as a result, Fine Hygienic Holding has been able to produce one of the most technologically sophisticated line of protective equipment anywhere on the market. It is essential for all businesses to view the future and adapt, and that, remarked James, is what leadership is all about.

Reshaping the Wellness Industry by Safeguarding Consumer's Health

James is certain that Fine Hygienic Holding is actively reshaping the Wellness industry each day. For example, during the COVID-19 crisis, the company acted quickly and shifted its focus on safeguarding the health of its consumers by developing the protective line, Fine Guard. Since then, others in the industry have begun to move in the same direction.

Furthermore, as one of the largest companies in the region, Fine Hygienic Holding greatly contributes to the social and economic prosperity of the countries they operate in; the UAE, Saudi Arabia, Jordan and Egypt, and to date, the group employs around 3500 people from more than 25 different nationalities. Beyond economics, Fine Hygienic Holding is committed to its role in the social development in each of the above-mentioned countries, giving back to the communities through charitable donations, social programs and sponsorships.



A Final Word of Advice

In conclusion, James offers future business leaders a simple piece of advice: Know your stuff. Be a student of Cybersecurity. The field is changing all the time, so in order to climb the ladder of success, you must be hungry to learn, always be seeking growth, and never underestimate your competition. There are smart people on the other side, and it's crucial to steer clear of complacency because there is always something new to learn.

(Reference: Industry Wired)

RAKEZ named as this year's best free zone for SMEs in the Middle East

fDi Global Free Zones of the Year 2020 recognises RAKEZ as the SME Free Zone of the Year along with five other awards

Ras Al Khaimah: Ras Al Khaimah Economic Zone (RAKEZ) wins big at this year's fDi Global Free Zone of the Year Awards, taking home six awards after competing with 61 free zones from all over the world.

In the 'SME Free Zone of the Year' award, RAKEZ was named as the:

- * **No. 1 in the Middle East category**
- * **Runner up in the Global category**

As for the honour of '**Overall Free Zone of the Year**', the economic zone was recognised as the:

- * **Runner up in the Middle East category**
- * **No. 8 in the Global category**

"We are very honoured to receive these prestigious awards, particularly to be recognised for our dedication in supporting the SME community in the region and globally," said **Ramy Jallad, RAKEZ Group CEO**. "SME is the biggest population in our family of businesses, and we have been really focusing more on delivering excellent services and enhancing our SME ecosystem to offer them a remarkable experience. Their passion and commitment for what they do is contagious, and this is the culture of excellence that we strive to cultivate," Ramy Jallad, RAKEZ Group CEO.

The economic zone has also bagged bespoke awards for Covid 19 Support, honouring its efforts in helping ease the impact of the pandemic to its business community by initiating its Client Support Boosters; and Diversity Initiatives, applauding its number of initiatives to help diversify Ras Al Khaimah's economy.

Reference : ZAWYA



Within the span of June 2019 to June 2020, RAKEZ has launched a series of pioneering products to keep innovating the support it provides to its investors, such as: the RAKEZ BusinessWomen Package, first-of-its-kind product in the UAE designed to support women entrepreneurs; and Make, Manage, Move Your Products, the most cost-effective industrial offering in the UAE catering to manufacturers, traders and logistics providers.

"Our commitment to our clients is second-to-none and this is the main driving factor why we are keen to introduce new products and services. We will always go above and beyond for our family of businesses, so you can expect to see us exploring more initiatives and improvements for the benefit of our clients."

About Ras Al Khaimah Economic Zone (RAKEZ):

RAKEZ is a powerhouse business and industrial hub established by the Government of Ras Al Khaimah in the United Arab Emirates. It currently hosts over 15,000 companies coming from over 100+ countries and operating in more than 50 industries.

RAKEZ offers entrepreneurs, startups, SMEs and manufacturers a wide-range of solutions, including free zone and non-free zone licences, customisable facilities, and first-class services provided in a one-stop shop.

The National - UAE's new life insurance regulations are a win-win for customers

The UAE Insurance Authority's new regulations on life and family takaful insurance are expected to bring more transparency to the industry and better returns for investors, according to industry stakeholders.

The regulations, officially known as Insurance Authority Board of Directors Decision No. 49 of 2019 (BOD-49) concerning instructions for Life Insurance and Family Takaful Insurance, came into effect on October 16 and will have several benefits for end-users, including an increased customer service standard across the board.

The new regulations are expected to reduce mis-selling of life insurance products, increase policyholder confidence in the market and result in industry consolidation, experts say.

"The new law will ensure that advisers will treat their clients better throughout the term of the policy and not just focus on the initial incentive of a high commission," says Yogesh Khairajani, global market strategist at Century Financial, a financial consultancy.

The UAE Insurance Authority first proposed an overhaul of the life insurance sector in 2016 to improve how savings, investment and life insurance policies are sold. At the time, the regulatory body said it had received several complaints from residents who were mis-sold long-term savings products.

These insurance products are provided by global insurers and distributed by IA-licensed financial advisers. They have been criticised for being expensive and inflexible, as clients are locked in for a set period of time and must pay the full charges if they exit early.

In July this year, the UAE announced the merger of the IA with the Securities and Commodities Authority as part of a restructuring of government and supervisory authorities in the country.



When The National contacted the insurance regulatory body on the roll out of the BOD-49 regulations, it said: "Any press questions directed to the Insurance Authority will be stopped until the merger procedures are completed."

Elie Irani, a board member of SimplyFI, a non-profit community of UAE investment enthusiasts, welcomed the new regulations saying they will help to protect consumers.



"We all know horror stories about unsuspecting consumers getting locked into long-term savings plans that are riddled with high fees and have virtually little chance of beating inflation over the term of the plan, typically 20 to 25 years," he says. "I hope with the new regulations in place, financial institutions will no longer be able to get away with just about anything."

As part of the regulations, the IA has capped the overall commission payable on a policy over its entire course. This means a greater portion of a customer's premium payment will be allocated towards the insurance policy.

Before the regulations were implemented, "for some investment-linked insurance products, 100 per cent of the premium used to be paid upfront as commission to the broker", Mr Khairajani says.

The National - UAE's new life insurance regulations are a win-win for customers

"Now, that will be restricted to 50 per cent in the first year and will be paid out in the remaining policy duration."

Financial advisers must also include a mandatory 30-day "free-look" period in the policy, allowing customers to cancel it for free within the first month of the policy's inception.

"With the introduction of a cap on commissions, the cost of saving, protection and credit life products has further decreased," Rajesh Sethi, chief executive of Dar Al Takaful, says. "This will help improve the confidence of certificate holders in the long-term performance of their products and will ensure a fair treatment to them."



The regulatory body has also imposed increased disclosure requirements on financial advisers, who are now required to provide a benefit illustration to customers before the policy commences and a policy statement every six months. The benefit illustration must clearly outline the client's financial needs, insurance plan, premium amount, reasonable projection of financial performance, insurance or protection and explain the costs involved.

"The new regulations will change the landscape of the UAE insurance industry. However, intermediaries will likely witness a short-term impact given the new maximum commission limits, as well as the maximum allowable limits for indemnity commissions," says Sivadeet Baruah, head of individual life at Oman Insurance.

Meanwhile, Zurich Insurance says it "welcomes the new regulations". "We will be pleased to provide the market with new solutions aligned with the requirements of BOD-49. Zurich in the Middle East will be working very closely with our distribution partners to ensure a smooth transition to the new environment," a representative tells The National.

Anand Singh, an insurance and reinsurance associate at law firm BSA Ahmad Bin Hezeem & Associates, says the changes in regulations "may lead to the departure of a number of advisers/distribution channels from the life insurance market on account of lower margins, leading to a shortage of distribution channel support".

"Many have already taken action by changing structures and turning online to cut costs and stay afloat," he adds.

According to Mr Khairajani, insurers have to achieve a complete overhaul within one year of issuance of the order to abide by the law. "This would involve the insurers changing their entire business structure to match the current law stipulations. This will be an added cost for the insurance companies."

Thomas Bicknell, a partner in financial services at law firm Pinsent Masons Middle East, says the new regulations would impact the financials of the UAE's life insurance sector. "In order to shore up their financials, we could see a rationalisation of some of the smaller market participants in the form of consolidation or else them leaving the market."

Existing policies will continue with the same fees, contribution and benefits as agreed at the time of the certificate inception. Only new policies issued after the implementation date will be covered under the new regulations. For existing policies issued to customers prior to October 16, 2020, if the policy terms and conditions comply with the life regulations, then those terms don't require them to be changed. However, if the terms of your existing policy are not in compliance with the life regulations, then the same need to be revised and re-issued without a break to the coverage," Mr Singh says.

Reference : The National



Khurram Hameed, a Veteran from Pakistan with diversified experience in **Marketing, HR & Logistics**. An entrepreneur based in Islamabad, with demonstrated history of working nationally & internationally in different Sectors.

Strong professional with Master of Philosophy focused on Management Sciences from Preston University, Islamabad. Khurram is founder & CEO of Advance Business Consultancy (2012), dealing in distribution of Food & Beverages & Top-tier Traders (Pvt) Ltd (2020), dealing in Healthcare & Hygiene Products across the Pakistan.

He is **president of Alnemat Welfare Foundation** (Islamabad Chapter) who is providing free education & free health services to the poor people of the area. As proud member of the CEO's Clubs Network, committed to enhance the members of the organization. Within a short span of time, I have learnt a lot from CEO Clubs Network by participating in its events & interacting with other CEOs. I have been able to explore many business opportunities offered to me through CEO Clubs Network.



I am a proud member of the CEO Clubs Network. Being in this business community, I am able to connect with great leaders whom I share business insights and opportunities. The organization has been very helpful to my business as they provide an authentic platform where we can be able to showcase our products and services, create opportunities, expand clientele, and attract business.



Her Excellency Hend Al Marri is appointed the Chief Executive Officer of Dubai Real Estate Institute (DREI) the Educational arm of Dubai Land Department part of Dubai Government, starting from October 2018, to build the information hub for the real estate sector and develop future leaders in Real Estate industry through world class education and professional development programs.

Since 2007, Her Excellency has been a key person in restructuring and managing the operations at the institute where she also managed key strategic projects at Dubai Land Department and Real Estate Regulatory Agency. Al Marri has overseen the studies and researches initiatives at the Dubai Land Department and received substantial accolades for her highly performance for 4 years consecutively. She also was awarded Certificates of Appreciation for being short listed in Dubai Excellence Award in 2006 and 2013 for high performance and distinguished projects.

Mrs Hend, proudly, holds a Bachelor's degree in MIS from the Higher College Of Technology, UAE. She is also a graduate of Executive MBA from the American University of Sharjah.



Dubai Real Estate Institute is a world-class educational institute that brings together thousands of trainees and graduates of real estate professionals of all nationalities every year. DREI is the leading institute in the Middle East and North Africa to provide resources, curricula, courses and advanced training programs in cooperation with internationally recognized universities, institutions and organizations with the aim of spreading knowledge, awareness and keeping abreast of developments in the real estate market.



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 **CEO CLUBS NETWORK EXCLUSIVE WEBINAR** 

CEO Clubs Ambassador Initiative for Building a Broader Business Community

Presented by: **Sarah Dong**
COO
CEO Clubs Network

 **Tuesday, November 10, 2020**
 **4:00 PM (UAE Time)**

 events@ceocubsuae.com
 www.ceoclubsnetwork.com
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EMPLOYEE OF THE MONTH



Tawanda Tombe
For October 2020

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



Tawanda is a team player, a kind person who is always cheerful and positive. He brightens up the day of every team member with his humor and loud laugh. He can work independently and shows exceptional critical thinking skills.

CEO Clubs team admire him for his dedication and hard work in achieving business growth which is a positive contribution that deserves recognition. *Keep on shining, Tawanda!*



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.

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- *Offering unique opportunity to investors to grow together

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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.

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