

A TRADING NATION – EXPORT CHALLENGE

BALMORAL HOTEL EDINBURGH, MONDAY 26TH NOVEMBER 2018

Briefing Pack

Content

- ✓ Running order of the event
- ✓ Biographies of keynote speakers, panellists, hosts and representatives
- ✓ Roundtable session details

On the day

Date: Monday 26 November 2018, 09.00 – 15.00

Venue: The Balmoral Hotel, 1 Princes Street, Edinburgh, EH2 2EQ

Format: A morning conference, with government, business and ambassador keynotes, panel discussion and roundtable sessions, and a formal lunch for invited guests from across the business community, as well as trade and export experts, with keynotes from Bank of Scotland, and the First Minister

Delegates: At the morning session approximately 100 business reps from across sectors and sizes, as well as trade & export experts and political stakeholders from across Scotland and the UK. At the lunch session approximately 80 business reps from across sectors and sizes as well as trade & export experts and political stakeholders from across Scotland and the UK.

Note – not all delegates who attend the morning will attend the lunch, however there will be different badges for each to allow us to identify them.

Contacts on the day: Colette Cunningham, CBI Scotland Event Executive, 07931 938 847
Laura Marr, CBI Scotland Special Projects Manager, 07469 155 234

Event running order

09.00 – 09.30 *Arrival & Registration*

MORNING SESSION

09:30 - 09:35 **Introduction & Welcome**, Kenneth Shand, Senior Partner, Dentons

09:35 – 09:45 **Opening Keynote Address**, Ivan McKee MSP Minister for Trade, Investment & Innovation

09:45 – 10:05 **Keynote Address and Q&A**, Robert Kennedy, Chief Executive Officer, Optos plc

10:05 – 10:25 **Keynote Address and Q&A**, Julián Ventura Valero, Ambassador of Mexico to the UK

10:25 – 11:00 **Panel discussion** 'Trade & Exports – Hear from the CBI Experts'

11:00 – 11:05 **Remarks**, Alan Turner, Partner and Head of Tax in Scotland, KPMG

11:05 – 12:45 **Ask the Experts: Roundtable Sessions**

LUNCH

12.30 – 13.00	<i>Arrival for Lunch</i>
13.00 – 13.15	Introduction & Welcome , Edward Thurman, Managing Director, Head of Global Transaction Banking, Lloyds Banking Group
13.15 – 13.35	Keynote Address , Nicola Sturgeon MSP, First Minister
13.35 – 15.00	Lunch (2 course)
15.00	Closing Remarks , Tracy Black, CBI Scotland Director

Morning Hosts

Kenneth Shand, Senior Partner, Scotland, Dentons

Kenneth is Dentons' Senior Partner in Scotland. He was Chief Executive of the legacy firm, Maclay Murray & Spens, leading the firm into its combination with Dentons in late 2017.

As a Corporate partner, Kenneth has a broad-based corporate and commercial practice, largely focussed on M&A and private equity, with clients ranging from substantial plcs to small start-ups, and thus commands a thorough understanding of the needs and approaches of a wide range of organisations. Kenneth previously led the firm's Corporate practice, representing clients such as The Edrington Group, Baxters Food Group, National Tyre Services, Isle of Harris Distillers and various private entrepreneurs and private equity backers.



Alan Turner, Partner and Head of Tax in Scotland, KPMG

Alan advises clients across Scotland on all aspects of tax, with a particular focus on UK corporate and international tax, the tax aspects of transactions and the audit of tax. His clients include a number of UK listed and foreign multinationals, as well as some of Scotland's most prominent private businesses. From 2008 to 2010, Alan headed KPMG International's UK Tax Centre in New York, advising the firm's North American client base. Since returning to Scotland, Alan works closely with his clients to connect them with the right expertise from around the world. Alan is a member of the Tax Board of the Institute of Chartered Accountants of Scotland.



Tracy Black, Director, CBI Scotland

Tracy Black was appointed Scotland Director on 1 January 2018, having first joined the CBI as Deputy Regional Director for Scotland in April 2017. Alongside a varied and distinguished career in the financial services sector, where she worked with top tier global financial institutions like Goldman Sachs International and UBS AG, Tracy has experience of working with a range of SMEs and entrepreneurial start-ups, particularly spin-outs from the higher education sector.



Tracy has also provided advisory services to a range of start-ups and financial services companies and is currently co-owner of Carter Vintners Limited, a company producing high quality Australian wines. In addition to professional roles, Tracy has been actively involved in leadership and mentoring programmes, in particular working with school children, prisoners and ex-offenders. She sits on the Board of Skills Development Scotland.

Morning Keynote Speakers

Ivan McKee MSP, Minister for Trade, Investment and Innovation

Ivan McKee was appointed Minister for Trade, Investment and Innovation in June 2018.

His career has involved a number of senior roles in manufacturing and business, managing companies in the UK as well as Poland, Finland, Croatia and Bosnia.

Early in his career, Ivan spent two years with VSO in Bangladesh. He is currently a trustee of the charity CEI, which supports education and health projects in Bangladesh.

Ivan has been MSP for Glasgow Provan since May 2016. Brought up in Glasgow, he studied at the University of Strathclyde and the University of Newcastle.



Robert Kennedy, Chief Executive Officer, Optos plc

Rob is the CEO of Optos, a Scotland-based medical device company which produces ultra-widefield retinal imaging devices capturing 200° of the retina. Optos has two primary locations one in Dunfermline the other just outside Boston. It sells devices all over the world with the US being the single largest market. Optos was listed on the LSE main market until May 2015 when acquired by Nikon. Rob joined Optos in 2011 and became CEO in 2016 having previously been the CFO.

Prior to this Rob has been working primarily in medium-to-large, often multinational, manufacturing organisations across a variety of sectors, as well as in Education and Consulting. Prior to joining Optos he spent 4 years at the University of Dundee as the Finance Director. Previously he had worked for a Dutch PLC for 6 years as the Group Finance Director of their Filtration Division.



He has held a number of non-executive roles and is currently on the board of Fife Society of the Blind and Dundee Student Villages, and was previously on the board of the Student Loan Company.

Julián Ventura Valero, Ambassador of Mexico to the United Kingdom

Julian Ventura began his career in the Mexican Foreign Service in 1990 and holds the rank of Career Ambassador since 2006. He has held various positions at home and abroad, most recently as Ambassador to the Peoples' Republic of China (2013-2017). In Mexico City, he has served as Deputy Foreign Minister for North American Affairs (2009-2013), Director-General for Asia-Pacific Affairs (2003-2007), Chief of Staff to the Foreign Minister (2002-2003), and Chief of Staff to the Deputy Foreign Minister for Asia, Africa, Europe and Multilateral Affairs (2001-2002).

Abroad, he has served as Deputy Chief of Mission in the Embassy of Mexico in the United States (2007-2009), Alternate Representative to the Organization of American States (1998-2001), Head of the Political Affairs Office in the Embassy in Cuba (1995-1998), and as Alternate Representative to the International Organizations in Vienna, Austria (1990-1995).

Ambassador Ventura has been a member of Mexican delegations to various international conferences in the United Nations and Inter-American Systems as well as the G-20 and the Asia-Pacific Economic Cooperation (APEC). He has authored numerous articles on Mexican foreign policy, with a focus on North American and Asia-Pacific issues.

He presented his Letter of Credence to Her Majesty Queen Elizabeth II on June 14, 2017.



Morning Panel Discussion

10.25 – 11.00 (35 mins)

'Trade & Exports – Hear from the CBI Experts'

Our CBI experts from the USA, China, India and Brussels will provide a practical guide on how to do business in their regions, providing insights into the economies, cultures and opportunities, and the support CBI can provide.

Biographies

Panel chair

Ben Digby, International Investment & Trade Director, CBI

Ben is responsible for the CBI's work on trade and investment, managing our offices in China, India and the United States and our relationships with the Department for International Trade (DIT), Foreign & Commonwealth Office (FCO), Department for International Development (DfID), international business organisations and foreign governments.

Prior to this role Ben worked for 3 years as our Deputy Director, International and spent 3 years before that as a senior relationship manager in our Commercial Division. He joined the CBI in 2008 after starting his career at the political consultancy DeHavilland.

Ben represents the CBI on the Group Board of the UK India Business Council (UKIBC) and is a member of the patient advisory committee of Kidney Research UK. He has degrees from the London School of Economics & Political Science and Durham University and is currently studying for the Certificate in Global Management at INSEAD Business School.



Panellists

John Dickerman, Head of Group Washington, CBI

John joined the CBI in 2012 and handles the day-to-day operation of the Washington office, principally focusing on policy questions that involve US government relations, international trade, financial services, climate change, energy, telecom, and transport.

Prior to joining the CBI, John worked as a legislative and policy adviser for two members of Congress. John also previously worked in the Washington and New York offices of global law firms specialising in antitrust investigations and international trade and intellectual property litigation.

In addition, John has extensive experience in the Federal Judiciary, having held positions with both the United States District Court for the District of Maryland and the United States Department of Justice. John holds a JD from the University Of Maryland School Of Law and a BA with a concentration in history, religious studies and English literature from Mercer University in Macon, Georgia. Originally from St Louis, Missouri, he spent much of his childhood in Macau and Taiwan. He lives with his wife and daughter in Arlington, Virginia.



Guy Dru Drury MBE, Chief Representative - China NE & SE Asia, CBI

Guy Dru Drury MBE is the Chief Representative for the Confederation of British Industry (CBI) in China, NE and SE Asia.

A sinologist with more than 12 years' experience in China and SE Asia he specializes in supporting UK and international corporates build their business and policy networks in-country and across the Asia-Pacific region. Prior to establishing the CBI in China he worked as global business development director in London for a mid-sized professional services firm.

Guy is an Ex Officio EXCO member of the British Chamber of Commerce in Beijing, the China Britain Business Council and sits on the Board of Coventry University's China Committee. He is an Ironman triathlete and in October 2018 competed at the Ironman World Championships in Kona, Hawaii. Guy was awarded an MBE for services to UK-China business in June 2017.



Shehla Hasan, Country Director – India & South Asia, CBI

Shehla has headed the CBI India office as Country Director- India in New Delhi since July 2012. Prior to joining the CBI, she led inward investment work and healthcare trade for UK Trade and Investment for Eastern and North-Eastern India out of the British Deputy High Commission in Kolkata -a position she held since 2007.

She started her career as a corporate news reporter in Business Standard, one of India's leading business daily newspapers. She was a business journalist for nearly seven years. She then spent four years working at the Indian Chamber of Commerce, one of the founding members of FICCI followed by a brief stint as Consulting Editor at India's Engineering Export Promotion Council, under the Ministry of Commerce, Government of India.



She holds a Master of Arts degree in Political Science from Jawaharlal Nehru University, New Delhi and a professional diploma in management from the Open University Business School, UK. In March 2018, she was included in the list of 11 inspirational women in the UK India business corridor in a special report by the Confederation of Indian Industry.

She is part of the India Advisory Group of the Newcastle University Business School, a Committee Member of British Business Group, Delhi and Founder-Convener of the UK India Women's Leadership Network – all in an honorary capacity.

Sean McGuire, Director for Brussels, CBI

In his role at the CBI, he is responsible for all CBI's EU affairs and lobbying activities vis-à-vis the European institutions on key issues of interest for the CBI membership such as environmental policy, employment and social affairs, e-commerce, telecommunications, financial services, consumer policy and transport policy.

He is also responsible the CBI's work on international trade and investment, including business links with the G8 and G20.

As CBI Brussels Director he runs an in-house consultancy, the British Business Bureau (BBB), for UK trade associations as well as the CBI's Business House in Brussels which houses ten CBI member companies and organisations. Sean has been with the CBI since 2001 during which time he held a number of positions within the CBI. Sean is also Vice Chairman of BUSINESSEUROPE's International Relations Committee.



Prior to joining the CBI, Sean was European Affairs Adviser for the Engineering Employers' Federation (EEF) in the UK.

Ask the Experts: Roundtable Sessions

11.05 – 12.45 (1 hour 40 mins)

'Ask the Experts: Roundtable Sessions'

We will be running roundtable networking sessions across two rooms, with trade and export experts from various agencies, organisation, business councils and embassies, covering the following regions:

- Africa
- China, South East Asia & Australasia
- India & Pakistan
- Europe & the Nordics
- The Americas

There will be 14 roundtables across the two rooms with tables of 10. 13 of the tables will have two region/country experts allocated, and one table will have three country experts allocated, leaving between 7 and 8 seats free on the tables for delegates. The expert allocation is shown in the table on the next page. For allocated experts, at the roundtable session we ask that you make your way to your allocated room and table – if there are any changes on the day CBI will keep you informed.

For the Cross-Region Generalist Trade colleagues, you will not be allocated to a specific table and will be able to float between the various roundtables during the sessions. This will allow you to connect across the various regions/countries. We ask that you allow delegates and the allocated experts seating at the table first, however you can then attend and move between the tables.

In the time allocated, we will run x3 30-minute roundtables, after each 30-minute sessions are up the delegates will move to the next region they want to attend – this will allow the delegates to attend roundtables for up to 3 regions whilst allowing for meaningful discussion. Delegates will be spread across the two rooms.

In each room there will be a Dentons Chair and a KPMG Chair, who will co-chair the rooms. They will be responsible for the open and close in the room, as well as moving the delegates round each 30 minutes - CBI colleagues will also be there to support.

Suggested discussion topics for the roundtables themselves are as follows:

- Experts introduce themselves, their agency / company and their role, and how they can support or businesses with trade and exporting or trade and exporting advice.
- Discuss the export opportunities that are available in the regions.
- Any case studies of businesses that they know have successfully entered the region.
- Do's and Don'ts on exporting.
- General discussion with the delegates on trade and exports – allowing for Q&A from the delegates.

Details regarding the tables and region/country split – and the region/country specific experts who will be on these tables are detailed in the table below. Biographies for the region/country specific experts, as well as the Cross-Regional colleagues are also included below.

The tables and region/country specific experts will be split between the 14 tables as follows:

Table No.	Room	Country	Experts	Company / Organisation
1	Holyrood	China, SE Asia & Australasia	Guy Dru Drury	CBI
	Holyrood		David Watson	AusTrade
2	Holyrood	China	James Brodie	China-Britain Business Council
	Holyrood		David Oxley	Highlands & Islands Enterprise
3	Holyrood	Africa	Frazer Lang	Scotland-Africa Business Exchange
	Holyrood		Sean Kirwan	DIT
4	Holyrood	Americas	Alan Turner	KPMG - Holyrood CO-CHAIR
	Holyrood		George Middleton	DIT
5	Holyrood	Americas	Irene Kerrison	DIT
	Holyrood		Raymond McGovern	SDI
6	Holyrood	Americas	John Dickerman	CBI
	Holyrood		Ellen Wong	US Consulate
7	Holyrood	Nordics	David Windmill	Norwegian Consulate
	Holyrood		Susanne Rasmussen	SDI
8	Holyrood	Europe	Michael Dean	Dentons - Holyrood CO-CHAIR
	Holyrood		Alexandra Mulcahy	SDI
9	Holyrood	India & Pakistan	Julian Hamilton Barns	Pakistan-Britain Business Council
	Holyrood		Uzair Syed	SDI
10	Holyrood	India & Pakistan	Shehla Hasan	CBI
	Holyrood		Consul General Mrs. Anju Ranjan	Consulate of India in Edinburgh
	Holyrood		Rashid Iqbal	Pakistan-Britain Business Council
11	Waverly	Europe	Sean McGuire	CBI
	Waverly		Claudio Sinibaldi	SDI
12	Waverly	India	David Slater	KPMG – Waverly CO-CHAIR
	Waverly		Siddharth Mukne	UK India Business Council
13	Waverly	Americas	Martin Cook	DIT
	Waverly		Alex Dalrymple	SDI
14	Waverly	China	David McGrory	Dentons – Waverly CO-CHAIR
	Waverly	China	Jane Ning	SDI

Biographies

Room chairs

Michael Dean, Partner, Dentons

Michael is a partner in Denton's Glasgow office. Michael obtained an Honours Degree from Glasgow University and studied EU law at the College of Europe, Bruges. Early in his career, he worked for four years in London with a major international law firm, before returning to establish a practice in a Scottish commercial law firm.

Michael has experience in competition law, including cartel proceedings, distribution, state aids and merger clearances. In addition, he has extensive knowledge in the fields of public procurement and export controls. He also has considerable expertise in regulatory law, particularly in the power, post and water sectors.



He is an Honorary Consul for the Federal Republic of Germany for Glasgow.

David McGrory, Partner, Dentons

David is a partner in the Corporate practice who splits his time between our Aberdeen and Edinburgh offices. He joined the Firm as a solicitor in 2001.

David has specific expertise in Private Equity, Venture Capital, MBOs/MBIs, M&A, growth companies, Renewable Energy and Life Sciences companies. His significant transactions include advising: Scottish Equity Partners and Scottish Enterprise on multiple investment transactions; MB Aerospace Holdings on the disposals of MB Faber and Glacier Energy Services Holdings, the acquisition of Gentz Industries and the sale of the enlarged group by Lloyds Development Capital and management vendors to Arlington Capital Partners; Czura Thornton Private Investment on LP formation, fundraising and subsequent acquisition of Chiltern International Holdings; House of Fraser plc on its acquisition of Jenners; SCF Partners on its investment in Clyde Blowers to fund the subsequent acquisition of the fluid and power divisions of Textron Inc; Quayle Munro Holdings plc and management vendors in the sale of Submersible Technology Services to Neptune Marine Services; Aquamarine Power and Muirden Energy on multiple transactions; and Dysis Medical, Aquapharm Biodiscovery and Biofilm on multiple fundraising rounds.



David was a part-time tutor in company and commercial law for postgraduate students at the University of Edinburgh from 2003 until 2007 and authored a chapter entitled "A Private Institutional Investor Perspective" in "Environmental Technologies, Intellectual Property and Climate Change" published by Edward Elgar 2013. Away from legal practice, David serves as a non-executive director on the board of SPFL football club, Dundee United.

David Slater, Director – Trade, KPMG UK

David Slater is Director - Trade at KPMG UK, where he advises businesses about how to take advantage of international trade and investment opportunities and to succeed in the changing global trading environment. Before joining KPMG, David spent 16 of the previous 18 years in the public sector focussed on international trade and inward investment issues in particular supporting companies to grow in the UK and internationally.



Alan Turner, Partner and Head of Tax in Scotland, KPMG

See biography above within the mornings speaker's section.

Africa

Sean Kirwan, Head of Africa Team, International Strategy Directorate, Department for International Trade

Sean heads the Africa Team in the Department for International Trade's International Strategy Directorate. He works with the UK's HM Trade Commissioner to Africa to set and drive international trade and investment strategy, policy, and delivery across the region. Before joining the Civil Service, he had a consultancy background and has lived and worked in Africa for the past 5 years working with public and private sector clients, international development organisations and impact investors seeking to realise sustainable growth strategies.



Frazer Lang, Managing Director, Scotland Africa Business Exchange

Following several years in London working in African government relations, advising many of the continents countries on trade strategies and coordinating inward trade visits for over twenty African governments, Frazer started SABE in 2015 in response to a growing interest in Scotland from many of the governments he worked with. With an impressive network in African government and private sector, Frazer is a passionate advocate of closer working relationships between Scotland and the African continent and a firm believer that Scotland can, and should be, the preferred trading partner for many African nations.



China, South East Asia & Australasia

James Brodie, Director, Scotland & Northern Ireland and Energy Sector Lead, China-Britain Business Council

A fluent speaker of Mandarin, James returned from working in China in July 2012 where he had held positions in a variety of sectors, finishing up in petrochemicals. James lived in Beijing from 2006-2012 but has travelled extensively on business throughout China, serving as an interpreter and cultural adviser to foreign companies, a role he has also performed for Chinese companies 'going global'. Since joining CBBC James has supported a huge range of UK companies in the energy field, from renewables through to oil and gas, to access opportunities in China and with Chinese partners in 3rd markets. James has a BA (Hons) in Chinese Studies from the University of Sheffield and is based in Edinburgh.



Guy Dru Drury MBE, Chief Representative - China NE & SE Asia, CBI

See biography above within the panel discussion section.

David McGrory, Partner, Dentons

See biography above within – Room Chair.

Jane Ning, International Trade Specialist – China, Scottish Development International

A native Mandarin speaker, Jane is the China Market Lead at Scottish Development International and is based in Glasgow. She has spent over 10 years working in and with China. In SDI she has been advising companies doing business in China from pre-Market Entry to Setting up in China. Prior to working in SDI, Jane has worked for Department for International Trade and China Britain Business Council, advising companies on their expansion in China. Jane worked with a wide range of multinational clients in a global consulting firm based in Shanghai before returning to the UK.



David Oxley, Director of Business and Sector Development, Highlands & Islands Enterprise

David Oxley is Director of Business and Sector Development with Highlands and Islands Enterprise, Scotland's regional economic and community development agency covering the North and West of Scotland. Originally from County Durham, David qualified as an accountant in the early 1990s, working primarily in the food and drink industry, spending 15 years working across a wide range of businesses in London and the East Midlands. He joined Highlands and Islands Enterprise in 2004, and has worked across the region on a variety of business and infrastructure investments covering a wide range of sectors.



David Watson, Senior Trade and Investment Commissioner UK, Ireland & the Nordics Australian Trade and Investment Commission

David commenced in his current role in December 2016. David has extensive experience in the commercial world, initially as a commercial lawyer with a leading Australian law firm and more recently as a senior executive at Mars, Inc. At Mars, David worked in regional management roles in London and Dubai. Most recently, he worked at Mars head office in Washington DC, where he was a member of the executive team responsible for the Chocolate division globally. In those roles, David was actively involved in major investment decisions, and he understands the trade and investment needs of a multi-national company. David is a lawyer by training. He holds a Master of Law Bachelor of Law and Bachelor of Arts degree from the University of Sydney.



David's board experience includes roles as a non-executive director at Serco Asia Pacific, a Director of Mars Superannuation, Chairman of Mars Australia, and as a Director of the Australian Food and Grocery Council. David joined Austrade in 2014 and his previous role was Senior Investment Specialist for the Agribusiness and Food sector, based in Sydney.

Europe & the Nordics

Michael Dean, Partner, Dentons

See biography above within – Room Chair.

Sean McGuire, Director for Brussels, CBI

See biography above within the panel discussion section.

Alexandra Mulcahy, Senior Business Development Executive, Scottish Development International

Alexandra Mulcahy has over 15 years business development experience in the German speaking Region in particular working with technology start-ups and SMEs. In her current role with SDI in Düsseldorf she is responsible for identifying and developing trade opportunities for Scottish companies in Technology, Advanced Engineering and Financial Services sectors. She previously worked as a marketing consultant in the US, and with the Irish economic development agency Enterprise Ireland in both Dublin and Düsseldorf.



Susanne Rasmussen, International Trade Specialist – Nordics, Scottish Development International

Susanne has been with Scottish Development International for 3 years and works as the market specialist for food & drink in the Scandinavian region. She has 20 years' experience in international trade and marketing and has held international positions throughout her career.

She was educated in France and in the USA where she lived and worked respectively 16 and 9 years (MBA from University of California).



She has worked in B-2-B and B-2-C companies in various sectors, and has had tactical and practical experience with marketing & branding, sales and business development, purchasing & logistics, administration & accounting.

Claudio Sinibaldi, International Trade Specialist, Scottish Development International

Claudio started to work for Scottish Development International in January 2018, as the first colleague to be based in Italy working from the UK Consulate General in Milan.

He has a background in International Trade, as an export manager in private firms in the field of machinery, food and beverage and logistics. Claudio previously worked for the Italian Trade and Investment Agency in countries as varied as Mexico and Cuba and for the UK Embassy in Rome covering Economic Policy issues. Claudio is now managing the SDI office in Milan providing support to Scottish companies looking to trade in Italy.



David Windmill, Honorary Consul General for Norway in Edinburgh

David graduated from London University with a first class degree in Biological Sciences. Following a period in academic research he worked for seven years in West Africa, mainly on agricultural projects. He returned to the UK in 1982 to establish Booker plc's aquaculture business in Scotland ending up eighteen years later as MD of Marine Harvest.

In 2000 he was appointed CEO of the Royal Zoological Society of Scotland. During his tenure he developed a substantial conservation programme overseas, reintroduced the beaver to Scotland and brought Tian Tian and Yang Guang to Edinburgh Zoo.

He was appointed Honorary Consul General for Norway in Edinburgh in 2008 and is currently Chairman of the Scottish Seabird Centre in North Berwick.

India & Pakistan Roundtable

Rashid Iqbal, CEO/General Secretary, Pakistan Britain Business Council

Rashid is an educationalist, he has worked in Further and Higher Educational Institutions for over 20 years and has written modules and learning activities for undergraduates and postgraduates programmes and for Edexcel (a leading UK examination board). Background in Media and Communications has enabled him to design and develop teaching and learning resources including delivering teaching and training. Rashid is the beating heart of PBBC and he looks after business on a day to day basis bringing together all stakeholders using his substantial international business and government connections. He also has significant experience in organising official trade missions, events and government relations. Since the inception of the PBBC, Rashid had supported its work and had played a key role in developing the organisation.



Julian Hamilton Barns, Chairman, Pakistan Britain Business Council

Julian Hamilton Barns ("JHB") – JHB is a Solicitor of the Supreme Court of England & Wales. JHB is also qualified in Hong Kong. He specializes in cross border corporate finance and Mergers and Acquisitions. He has significant experience in dealing with international joint ventures and transactions involving partners in different legal jurisdictions. In recent years JHB has focused on the oil and gas and natural resources and energy sectors. He is currently involved in securing listings in London and Singapore for various clients.



Shehla Hasan, Country Director – India & South Asia, CBI

See biography above within the panel discussion section.

Siddharth Mukne, Regional Head – UK, UK India Business Council

Siddharth is Regional Head at the UK India Business Council and is responsible for engaging with companies across UK with an interest in the Indian market.

With a strong background in business development, project management, account management, and operations, he has worked with the leading multinational engineering and life science companies in Europe and India. Originally from India, where he studied engineering and International Trade Management, he went on to achieve an Executive MBA from the University of East Anglia followed by a Master's in International Marketing from Royal Holloway, UK.



Siddharth has organised countless roundtables, business clinics, Access India events and webinars across UK to generate interest in, and awareness of the Indian market and UKIBC operations. To date, he has advised and guided more than 450 businesses (SMEs & corporates) across different sectors and regions – directly helping businesses to develop market entry strategies.

Consul General Mrs. Anju Ranjan, Consul General of India, Edinburgh

Mrs. Anju Ranjan is an Indian Foreign Service Officer of 2002 Batch. She joined as Consul General of India, Edinburgh on 13th December 2016. Mrs. Ranjan is a Gold Medalist in her Masters in Chemistry (Inorganic and Complex Formation). She also studied in IIT, Delhi for her M. Tech. in Chemical Engineering. Mrs. Ranjan also holds an MBA (Finance) degree from IGNOU, Delhi. After joining the Indian Foreign Service, she has served in Indian Missions in Jakarta, Kathmandu in various capacities, and as Consul General of India in Birgunj, Nepal.



At the Ministry of External Affairs, she was Desk Officer for Myanmar and partly for Sri Lanka. Smt. Anju Ranjan is married to Shri Ranjan Kumar, IAS of 2000 Batch. They have three children – two daughters and one son.

David Slater, Director – Trade, KPMG UK

See biography above within – Room Chair.

Uzair Syed, India Specialist: High Growth Markets, Scottish Development International

Uzair heads the India Desk at the High Growth Markets Unit where he works closely with Scottish businesses helping them to explore, identify and exploit business opportunities in India. He was previously managing a private family office in India responsible for identifying and investing in captive business ventures in the field of education, real estate and healthcare. He was also a partner at Stockbridge Capital Advisory Services LLP, a real estate wealth advisory firm based in Bangalore. Prior to this he has worked with Royal Bank of Scotland and Standard Life Investments in Edinburgh and Reuters plc in Bangalore.



The Americas

Martin Cook, Deputy Director – Trade & Investment Promotion – London & Devolved, Department for International Trade

Martin Cook is the Deputy Director within DIT responsible for DIT's trade and investment promotion work in London and in the Devolved Nations. He has held this position since September 2016.

Martin's career has spanned both the public and private sectors. From 1984-1998 he worked in finance, then in the consumer goods industry from 1998 – 2005. He worked for the SuperMax group, the second-largest global manufacturer of razor blades. At SuperMax, he was managing director for the European business, and subsequently group chief operating officer.



Martin first joined UKTI in 2006 as UKTI's international trade director for London. From 2009 to 2013, he served as UKTI's director of English regions, in which he was responsible for UKTI's 400-person network across England helping UK companies to succeed in global markets.

From 2013-2016 Martin led UKTI's network in North America supporting the growth of bilateral trade between the US and the UK. A native of Liverpool, UK, Martin holds a Bachelor of Science degree in mathematics from the University of Durham. He is a member of the Institute of Financial Services (UK) and the Association of Corporate Treasurers.

Alex Dalrymple, International Manager, Scottish Development International

Alex Dalrymple currently leads Scottish Development International's (SDI) Events Team. Over the last 3 years Alex was based in SDI's Toronto office and led North America Food and Drink, Life Sciences, Textiles and Tourism teams - helping hundreds of Scottish companies to export, promoting Scotland, and securing inward investment. He has over 20 years' experience in economic development, physical planning and stakeholder management; and since 2003 has held a variety of roles with Scottish Enterprise/ SDI.



John Dickerman, Head of Group Washington, CBI

See biography above within the panel discussion section.

Irene Kerrison, Senior Desk Officer – North America, Department for International Trade

Irene is the Senior Desk Officer in the International Strategy Directorate covering North America.



Until recently Irene was the Sector Manager for North and Latin America in the Food and Drink Team. Previously she managed the Consumer, Retail, Food and Drink programme of activity. Irene is currently on loan to DIT from the Foreign and Commonwealth Office where, in addition to her growing sector knowledge and wider trade policy, she has extensive experience of foreign policy, mainly in defence diplomacy and international security. Her postings include China, Indonesia, The Bahamas, Russia and Brazil. Whilst overseas part of her remit was managing high-level visits, primarily Prime Ministerial, various Secretaries of States and port visits by the Royal Navy. As a Protocol Officer responsible for Royal and overseas State Visits, Irene was the first person in the FCO to hold the post.

Raymond McGovern, Former Director – Americas, Scottish Development International

Raymond was until July 2018 Director for SDI in The Americas, responsible for managing SDI's trade and investment activity across 8 locations including Toronto, Boston, Houston, San Jose and Rio de Janeiro. Prior to this role, Raymond was Regional Manager for SDI in Canada – responsible for establishing and developing SDI's activities across the country between 2011 and 2014. Raymond has worked for Scottish Enterprise for nearly 20 years in a variety of roles and since returning to Scotland is leading SDI's International Networks activity, including GlobalScot.



George Middleton, Latin America & Caribbean Business Specialist, Department for International Trade

George recently returned to work in the UK after seven years in Brazil. He has specialised in business development in Latin America & the Caribbean (LATAC), having been DIT's LATAC Operations Director for two years – a role he completed just a few weeks ago. He has worked extensively with public and private sectors and travelled frequently in Latin America. Before moving to Brazil, George worked on the development of the London Olympic Park and in management consulting. His Business Specialist role reports directly to Joanna Crellin, Her Majesty's Trade Commissioner for Latin America & the Caribbean.

Alan Turner, Partner and Head of Tax in Scotland, KPMG

See biography above within the morning speaker's section.

Ellen Wong, Principal Officer, U.S. Consulate General Edinburgh

Ellen Wong is the Principal Officer of the U.S. Consulate General in Edinburgh, Scotland, United Kingdom, a role she has held since October 2018. As Head of the Consulate, Ellen is responsible for all American Citizen Services in Scotland, and promoting the U.S.-Scotland relationship.



Ellen previously served as the Deputy Political and Economic Counselor at the U.S. Embassy in Dhaka, Bangladesh, and formerly as the Senior Country Officer for Germany. From 2010 to 2015, Ellen served in Beijing, China and as Special Assistant for East Asia and the Pacific in the Office of the Under Secretary for Economic Growth, Energy, and the Environment. Earlier Department of State assignments included Port of Spain, Trinidad and Tobago, and Ho Chi Minh City, Vietnam.

Ellen has a BA in Politics and German from Princeton University, and an MA from the Johns Hopkins School of Advanced International Studies.

Cross Region

Jon Boyce, Senior Export Finance Manager, UK Export Finance

Jon trained as a manufacturing consultant focused on improving company profitability. He has lived and worked in both the USA and France. Jon has worked with Scottish companies on financing growth plans and is experienced in international trade, mainly focusing on Africa, Middle East, China and Japan.

Currently Senior Export Finance Manager for UK Export Finance responsible for a team of managers covering Scotland, Wales & Northern Ireland



Scott Chalmers, Trade Strategy, Planning & Partnership, Scottish Development International

Scott is currently the International Trade Project Specialist within SDIs Trade Strategy, Planning and Partnerships team, spending the last 4 years project managing SE's ambitions to broaden Scotland's export base by delivering export skills and technical support to Scottish businesses. Previously Scott worked for the Shell Group in the Oil and Gas industry based in Japan, Singapore and the Middle East. On return to Scotland, Scott worked as a customs and tax expert for HMRC before taking up key positions within the Scottish Government. In his spare time Scott is also a micro entrepreneur focusing primarily on the Whisky industry.



Jane Clark-Hutchison, Head of Large Corporate, Scotland & Head of Healthcare & Consumer Goods, Large Corporate, Lloyds Banking Group

Jane joined Lloyds Banking Group in 1992 and has developed her banking career across a number of client and delivery teams across Leveraged Finance, Credit, Risk and the SME and Mid Markets businesses within Commercial Banking. Jane is currently Head of the Large Corporate segment in Scotland and Head of Healthcare and Consumer Goods for Large Corporate UK-Wide. Jane shapes and defines strategy alongside the Scotland leadership team, central to which is demonstrating the Bank's support to help Britain prosper globally.



John Crawford, Trade Strategy, Planning & Partnership, Scottish Development International

Manages the Trade Strategy, Planning and Partnerships team at SDI responding to national export strategies, supporting SDI and partners to identify strategic priorities and initiatives that can drive up national export performance and in turn, deliver greater economic impact across Scotland. Previously John was Acting Regional Manager of SDI's Paris Office responsible for supporting trade and investment activities between Scotland and Southern Europe. Prior to joining Scottish Enterprise, John worked and lived abroad for several years in France, Colombia and Belgium. One of his main posts involved management of ISLENET an EC-funded energy and environment network for European islands.



Russell Dalgleish, Scottish Entrepreneur and Investor, Institute of Directors

Russell has enjoyed the benefits of a highly successful international career in the technology sector and now focuses his efforts on supporting owners and boards of companies to devise and implement growth strategies to create shareholder value. In his earlier career he has held board leadership positions with International companies achieving turnover more than £200m.

Core areas of focus are Leadership, Innovation, Entrepreneurship and Strategic thinking. He is a regular speaker at events on Leadership in business and has spoken at conferences from Los Angeles to Abu Dhabi.



Russell is founding Managing Partner of the advisory group, Exolta Capital Partners, www.exolta.com and Founding Chairman Scottish Business Network, www.sbn.scot the global network supporting Scottish business leaders, www.exolta.com and Founding Chairman Scottish Business Network, www.sbn.scot the global network supporting Scottish business leaders.

Neil Francis, International Trade & Investment – Scotland Director, Scottish Development International

Neil joined SE in 1997 and is currently International Trade and Investment, Scotland, Director for Scottish Development International (SDI), the international arm of Scotland's enterprise agencies. He is responsible for supporting Scotland's international competitiveness by stimulating and supporting the international trade ambition of companies and attracting new internationally mobile investment to strengthen our company base and sectors. Previously he was senior director for Technology and Engineering at SE and in a career spanning 15 years has held a number of other senior positions within SE.



Lynn Grieve, Senior Manager Trade Services, Scottish Development International

Based in Dumfries, Lynn joined Scottish Enterprise in 2003 and moved into a role with Scottish Development International in 2015. Lynn has a background in the Food & Drink Sector and was previously a Global Account Manager with SE working with large FDI and indigenous F & D companies across Scotland. Lynn's current role as Trade Services team leader includes SDI's approach to non, new and early stage exporters, all multi and cross sector market activity and the management of SDI's products and services to support Scottish companies to grow their international business.



Martin Johnson, Regional Head of International Trade & Investment, Highlands & Islands Enterprise

Martin is originally from Shetland, and has spent the past 26 years in economic development at a local, regional and international level. Martin is currently HIE's Regional Head of International and Key Sectors, and as such has been closely involved with Scotland's response to Brexit, in terms of support to businesses.



Ewan Kinnear, Head of Scotland, Mid Corporate, Scotland, Bank of Scotland

Ewan joined Bank of Scotland in 2007 and leads the Mid Corporate Team in Scotland. Ewan is passionate about Helping Scotland Prosper and his team support privately owned, FTSE/AIM listed, private equity backed and international businesses from offices in Aberdeen, Glasgow & Edinburgh. Ewan has held a number of senior client facing roles across Corporate Banking including Business Development, Relationship Management, Joint Ventures, Corporate Real Estate (both in the UK and Pan-European), Business Support and Credit Risk Management.



Gwynne Master, Managing Director, Trade, Lloyds Banking Group

Gwynne joined Lloyds in Feb 2018 from Standard Chartered, where she previously headed up the Europe and Americas FI business. Gwynne also has significant International experience through her time at Barclays, Singapore where she was Managing Director, Head of Asia FI and Co-Head Asia Corporate, with a focus on Transaction Banking and Financial Markets solutions. Prior to joining Barclays in 2008, Gwynne spent 16 years at Wachovia Bank where her last role was CEO & MD, Southeast Asia based in Singapore. In her earlier career with Wachovia, Gwynne was based in the US and Italy undertaking a number of coverage and leadership roles both within Italy and the broader region.



Angela Smillie, Commercial Director, SME & Mid Corporate, Scotland, Bank of Scotland

Angela joined the Group in 2000 and has developed her banking career across a number of different disciplines with a particular focus on pan European large and complex restructures and leveraged transactions. She is currently Commercial Director for the SME & Mid Corporate business, focussed on the Bank of Scotland brand profile and proposition within the Scottish Market.



Julek Syposz, Relationship Manager for Scotland, Department for International Trade

Julek Syposz is the relationship manager for Scotland in DIT responsible for DIT's trade and investment promotion work in London and in the Devolved Nations. He has held this position since February 2017.

Julek has worked in a number of markets promoting UK exports and attracting Foreign Direct Investment. He has lived and worked in both New Delhi and Prague and headed teams with responsibility for trade promotion in France, India, Taiwan and the Gulf countries.

A native of Birmingham, UK, Julek is a history graduate from the University of London.

Edward Thurman, Managing Director, Head of Global Transaction Banking, Lloyds Banking Group

See biography above within the lunch speaker's section.

Colin Walls, Scottish Regional Trade Director, Bank of Scotland

The primary focus in his role is to support business' with its International Trade ambitions. Whether importing, exporting or both and by thorough understanding of each business, Colin will help explore options to maximise secure trade structures that are both profitable and cash efficient.

Colin joined Bank of Scotland in 2012 after 5 years at Barclays and 23 years at RBS in leadership roles managing teams of working capital specialists across Scotland, Ireland and the UK as a whole operating in all sectors from SME's to Large Corporates. Colin is a passionate advocate for developing Scotlands' Exporting capability and sits on the International Business Committee for The Scottish Council for Development and Industry and is a member of a joint working party with the CBI and Scottish Enterprise to support development of the Scottish Governments 'Trading Nation' initiative.



David Weatherhead, Head of SME Trade, Lloyds Banking Group

David joined the Group 2012 and his team focus on supporting customers with trade finance solutions allowing improved working capital whilst mitigating their risk. David previously spent 25 years at Natwest/RBS where he worked in the International field with a focus on International Trade. In this role he covered multiple market segments from SME's through to Mid-Market clients in the UK and also worked overseas supporting the offshore market.



Lunch Speakers

Edward Thurman, Managing Director, Head of Global Transaction Banking, Lloyds Banking Group (Sponsor)

In November 2017, Ed was appointed as Managing Director, Head of Global Transaction Banking (GTB), Lloyds Banking Group. The GTB business serves all client groups within Commercial and Business Banking, through specialist teams across the UK and key international hubs. As well as the provision of key cash management and payments products and service, the business designs, builds and delivers propositions to support clients' broader working capital needs include Trade and Supply Chain Finance and Asset and Invoice Finance.



After completing a degree in Economics at the University of Manchester, Ed began his career with the Bank of England, before moving to McKinsey & Company in 1999. Specialising in wholesale and corporate banking, post McKinsey, Ed went on to hold a number of senior strategy roles at Bear Stearns and ABN AMRO.

Ed joined Lloyd Banking Group in August 2008 as a Director in Group Corporate Development. Prior to moving to Global Transaction Banking, Ed spent five years as Head of Financial Institutions.

Nicola Sturgeon MSP, First Minister

Born in Irvine in 1970 and educated at Greenwood Academy, she studied law at the University of Glasgow where she graduated with LLB (Hons) and Diploma in legal practice.

Before entering the Scottish Parliament as a regional MSP for Glasgow in 1999 she worked as a solicitor in the Drumchapel Law and Money Advice Centre in Glasgow.



She is currently MSP for Glasgow Southside having been, before boundary changes, MSP for Govan between 2007 and 2011. In government she served as Cabinet Secretary for Health and Wellbeing between May 2007 and September 2012 and then Cabinet Secretary for Infrastructure, Investment and Cities with responsibility for government strategy and the constitution until November 2014.

Throughout this period, she also served as Deputy First Minister of Scotland. She became leader of the Scottish National Party (SNP) on November 14, 2014 and was sworn in as First Minister on November 20, 2014. She lives in Glasgow with her husband Peter Murrell.

Lunch – Tables

Tables are currently being finalised. Colette Cunningham will confirm your table on 23rd November.

Other CBI Representatives

Henrietta Jowitt, CBI Deputy Director-General, Commercial

Henrietta works with Carolyn Fairbairn and the senior team to develop and implement the CBI's commercial business strategy. In particular, she is responsible for developing the group's membership proposition, leading the CBI's regional teams across the country, the organisation's digital strategy, and creating new member services with a focus on supporting and enabling businesses to grow.



Henrietta has 30 years' experience in developing and implementing business, marketing and general management strategies. Henrietta has held a range of senior roles, including Group Head of Marketing, Strategy, Business Development and Investor Relations at an executive level within a FTSE 100 financial services business, Schroders Plc; a major private equity firm, Advent International; a professional services firm, Cushman & Wakefield; and within the Fast Moving Consumer Goods industry (FMCG).

FMCG was where Henrietta first started her career at HJ Heinz as a graduate trainee, followed by Nestle and United Biscuits, where she developed her overall approach to business. She has operated globally for many years and has experience in most major markets.

For the past 3 years, Henrietta has run her own small consultancy business, coaching management teams for major financial transactions and senior individuals required to communicate and lead more effectively. She has also focussed on a number of projects providing strategic advice to Boards and Partnerships looking to develop, grow and change their businesses. Henrietta has an MA in Natural Sciences from Oxford University and also completed the Oxford University Business School Advanced Management Program for Senior Executives. She is a Fellow of the Chartered Institute of Marketing and is an FCA approved Non-Executive Director.

Graham Hutcheon, Managing Director Group Operations, Edrington and CBI Scotland Chair

Graham Hutcheon is Managing Director of group operations for Edrington, Scotland's leading independent premium spirits company. He was born in Glasgow and graduated in 1985 with a degree in chemical engineering from Strathclyde University.

Graham worked in a number of roles in the spirits industry before joining Edrington in 2000 as director of distillation. He was appointed managing director of group operations in 2003 and is also president of Brugal. Graham is a director of the North British Distillery, which is jointly owned by Edrington and Diageo.

He chairs the environment committee of the Scotch Whisky Association and is also a board director for both the Scotch Whisky Research Institute and Scotland's 2020 Climate Group. In September 2017 he became chair of CBI Scotland.

