Birmingham Commonwealth Association

CONFERENCE

“Today’s Commonwealth: Exploring export opportunities”

Tuesday 18th October 2016

9.00
Registration & Coffee

Morning Session

The Commonwealth: Of global significance with huge trading potential

9.30
Welcome and Introduction to the Day
Adrian de Redman: Master of Ceremonies

9.40
Overview of Birmingham Commonwealth Association - Business, Education, Communities and Public Sector: A winning partnership
Keith Stokes Smith: Chairman, Birmingham Commonwealth Association

09.50
Shaping the Midlands as a vibrant centre of international interest

10.20
Geography and scale, our place in the world
Paul Kehoe: CEO, Birmingham Airport

10.45
Networking, Exhibition & Coffee

11.00
Commonwealth Countries: Growth Markets of the Future
Ruth Lea, CBE: Patron of the Birmingham Commonwealth Association; Economic Adviser, Arbuthnot Banking Group

11.30
Navigating the Commonwealth: Department for International Trade (DIT)
Mark Sankey: Head of International Trade Team, Greater Birmingham Chambers of Commerce
Panel Discussion:

- **Sir John Peace**: Chairman, “Midlands Engine”; Standard Chartered plc. and Burberry Group plc.
- **BCA Patron - Ruth Lea, CBE**: Economic Adviser, Arbuthnot Banking Group
- **Deborah Leary, OBE**: Director, Commonwealth Businesswomen’s Network; CEO, Forensic Pathways and Commonwealth First Mentor
- **Professor Louise Toner**: Associate Dean, Birmingham City University
- **Mark Sankey**: Head of International Trade Team, Greater Birmingham Chambers of Commerce
- **Mike Murray**: International Affairs Manager, European and International Affairs Team, Birmingham City Council
- **Paul Kehoe**: CEO, Birmingham Airport

Questions & Answers

Air India promotion and Video

Networking, Exhibition & Lunch

Afternoon Session

**How to do Business in Today’s Commonwealth: A roadmap to trading**

13.30 Review of morning session and Introduction to afternoon session

*Adrian de Redman*: Master of Ceremonies

13.35 A road map to trading: Avoiding the Bear Pits

*Peter McLintock*: Corporate Partner, Mills & Reeve, Solicitors

14.05 Case Study 1: From Meriden to Mumbai

*Ian Stokes*: Managing Director, StadiArena

14.20 Case Study 2

14.35 Commonwealth ties gives Birmingham’s SMEs global edge

*Lord Marland*: Chairman, Commonwealth Enterprise and Investment Council
15.05 Networking, Exhibition & Coffee

15.20 Panel Discussion:
- **Ian Stokes**: Managing Director, StadiArena
- **Keith Stokes Smith**: Chairman, Birmingham Commonwealth Association
- **Lord Marland**: Chairman, Commonwealth Enterprise and Investment Council
- **Mark Sankey**: Head of International Trade Team, Greater Birmingham Chambers of Commerce
- **Martin Levermore, MBE**: Chairman, Birmingham Commonwealth Association’s Trade and Business Group; CEO, Medical Devices Technology International Ltd.
- **Peter McLintock**: Corporate Partner, Mills & Reeve
- **Case Study 2**

15.45 Questions & Answers

16.05 Call to Action & Conference Review
**Deborah Leary, OBE**: Director, Commonwealth Businesswomen’s Network; CEO, Forensic Pathways and Commonwealth First Mentor

16.15 Conference Close:
- **Adrian de Redman**: Master of Ceremonies
- **Keith Stokes Smith**: Chairman, Birmingham Commonwealth Association