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Convene 155 Bishopsgate, London, UK
June 20, 2024

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The UK's leading event for global trade

GTR UK returns to London on June 20, once again delivering an exclusive gathering at the forefront of UK trade, export, supply chain and fintech markets.

Through interactive discussions, case studies and expert panels, over 70 industry leaders will delve into key topics such as global geopolitics, resilience in strategic supply chains, harnessing the potential of supply chain finance, changes in the role of export credit and the journey to exporting. Enjoying the support of leading trade and financial institutions, attendees will enjoy a unrivalled chance to network and engage with over 500 peers and 30 exhibitors from all corners of the global trade and trade finance ecosystem.

Seize the chance to stay ahead of industry trends and forge significant connections within this dynamic trade network.

“A great event for any party interested in global trade.”

A Fazal, Qbera Capital

**Convene 155 Bishopsgate – Level 1
London, UK**

June 20, 2024

6 big topics

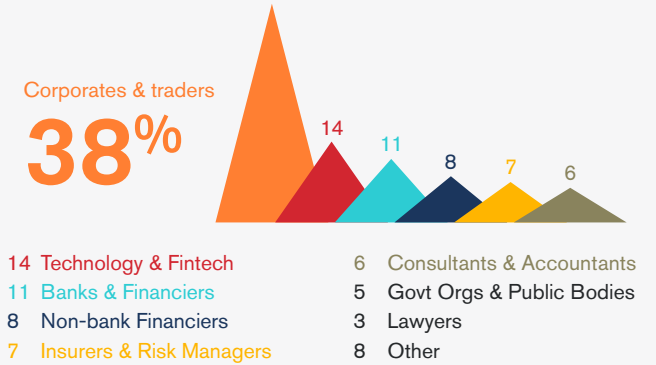
- 'Gaming the system' of global geopolitics
- Building resilience into strategic supply chains: A priority checklist
- Are we witnessing an existential change in the role of export credit?
- Unleashing the full potential of supply chain finance through integration
- Sharing the burden: How can trade stop crime from paying?
- The journey to exporting: Financial inclusion and routes to market

Vital statistics in 2023



[Click here to find out more](#)

Attendees by sector in 2023



Attendance in 2023

92%

Senior to C-level



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Thursday 20 June Morning Plenary & Stream A

09.00-09.10

Chair's opening remarks

Christian Fraser, Journalist & Broadcaster

09.10-09.40

Policy spotlight: The Ecosystem of Trust and the Single Trade Window

Part of the 2025 UK Border Strategy, the Ecosystem of Trust (EoT) is a potential future border model for frictionless trade, an automated assurance and reliability model that seeks to achieve greater simplification of current customs and border processes. Tested across a range of pilots from October 2022 to March 2023, which provided government with supply chain data for 700,000 consignments, the purpose of the EoT to help determine how new digital risk-based methods for negotiating border control can provide better quality of information and decrease decision-making time for goods entering the UK.

This special opening session will provide insights on the work of this cross-industry consortium, considering how trusted relationships can enable certain controls to be performed by the private sector through eliminating delays and reducing customs data collection, in turn increasing the predictability of supply chains. The conversation will also consider the progress of the Single Trade Window (STW), a technology concept proposed within the 2025 UK Border Strategy which seeks to create a single data point of entry to the government for all customs and border-related activities, to enhance the efficient exchange of information and in doing so contribute to the growth of global commerce.

Michael Short, Professor of Control Engineering & Systems Informatics, Associate Dean for Research & Innovation, Teesside University

Chris Southworth, Secretary General, ICC United Kingdom; Co-Chair, Commonwealth Legal Reform & Digitalisation Programme

09.40-10.00

Fireside chat: Does the UK need a new focus on economic security?

In a world where trade, sustainability and supply chains are weaponised, do we understand enough about the economic levers that need to be in place to maintain the International Rules-Based Order through trade? In this

fireside chat, **General Richard Wardlaw**, Former Chief Defence Logistics & Support, Strategic Command & **Rebecca Harding**, Founder, Rebeccanomics discuss the national security framework within which trade increasingly sits. The conversation will look at the increasing risks faced in the UK, including strategic economic competition, the role of trade finance within supply chain resilience, sustainability and digital trade through a national defence and security lens.

10.00-10.50

Primacy: 'Gaming the system' of global geopolitics

Trade is particularly susceptible to global volatility, a situation that has always been the case but which seems to have become more urgent in recent times. From concerns over the Arctic Circle – with opposing nations engaging in territorial disputes as they compete for ownership of natural resources – to growing unease regarding cybersecurity threats, global powers are being severely tested in how they respond to perceived acts of aggression, and how those scenarios can potentially impact on national economies, physical supply chains and the markets with which they are intrinsically linked.

Utilising a special interactive scenario-planning (or 'wargaming') format, this special interactive session will be audience-led, with a live-voting module helping to dictate the plotline as a series of leading macroeconomic and geopolitical experts lead the GTR network through a series of situations before offering conclusions on the potential implications for trade practitioners as 'foot soldiers' in the geoeconomics of international conflict.

Moderator: Christian Fraser, Journalist & Broadcaster

Nathalie Wlodarczyk, Managing Director, Gatehouse

Kevin Bourne, Head of Markets, Vyzrd

Rebecca Harding, Founder, Rebeccanomics

10.50-11.30 Networking break

"Excellent event and great networking with trade colleagues."

D Weatherhead, Lloyds Bank

Select either **Stream A**, **Stream B** or **Stream C**

Stream A

11.30-12.20

Building resilience into strategic supply chains: A priority checklist

The seemingly never-ending spate of disruptive geopolitical events has increased the need for corporates to deal with supply chain shocks through cutting down on red tape and stress-testing resilience in response to changing trade flows, with greater focus on critical imports in creating strong and resilient supply chains for critical goods such as semiconductors, batteries and critical minerals. This session will bring key experts together to consider the following priorities:

- Adopting risk mitigation strategies from diversifying suppliers to optimising inventory levels and leveraging financial technology tools to minimise the impact of shocks
- Helping businesses stress test resilience to supply chain shocks including climate-related disruption; securing international investment into energy transition projects
- Expanding use of digital portals and platforms to allow businesses to report regulatory barriers and disruption (and remove where possible)
- Committing funds to strategic manufacturing as a means of increasing domestic production in the face of fierce global competition
- Developing an overarching strategy designed to shore up supply chains including the creation of a 'critical imports council'
- Striking trade deals that secure access to strategic goods and connecting UK businesses to alternative overseas suppliers

Moderator: Francisca Michielsen, Director, Trade & Working Capital Sales, Head for UK, Europe and MEA, Citi Commercial Bank

Elizabeth Stephens, Managing Director, Geopolitical Risk Advisory

Divyesh Modi, UK Head of Trade & Working Capital, Barclays

Emma Clark, Global Head of Marketing & Corporate Affairs, Falcon Group

Andrew Morrison, Senior Vice-President, Corporate Operations, Noventiq

12.20-13.05

SMEs, NBFIs and unlocking potential: A shift in the role of export credit

With 2024 declared 'the year of the SME', this reflects a notable shift in the role of export credit and the products available, with export credit agency remits shifting to greater focus on the working capital needs of smaller companies. Further emphasis on this can be seen in the form of UK Export Finance's General Export Facility (GEF), designed to provide access to flexible finance for exporting small-and-medium-sized enterprises (SMEs). This session will provide a close examination of this trend and consider what it means going forward, with points for consideration including:

- Going where banks are not prepared to: The shift towards 'ECA as liquidity provider' and what this means for market dynamics
- Showcasing the growth in partnerships with non-bank financial institutions (NBFIs) and how this enables firms to win new export contracts
- Assessing the criteria to secure support: What information do businesses need to provide? How can the approval process be sped up?
- What needs to change to make such facilities more accessible to SMEs in particular? What are the key barriers?

13.05-14.05 Lunch

"I enjoyed the discussion which were all very relevant and contemporary in today's trade eco-system."

J Omoti, Bank of China

Thursday 20 June Morning Stream B & Stream C

Select either [Stream A](#), [Stream B](#) or [Stream C](#)

Stream B

11.30-12.20

Unleashing the full potential of supply chain finance through integration

At a time when global trade currently faces ongoing disruption from high inflation, rising interest rates and lingering supply chain bottlenecks, the importance of effective working capital management has never been greater, not least in the targeting of support for those suppliers most vulnerable to liquidity shortfalls caused by delays, cost increases or fluctuating demand. Supply chain finance has become a vital tool for corporates, but lack of alignment between differing functions (treasury, procurement) risks holding back its full potential. This panel discussion will consider how a more collaborative approach across functions can co-create integrated solutions and unlock maximum benefits for corporates, banks and end-to-end suppliers. Among the points to be addressed:

- As fluctuations in inventory and high interest rates negatively impact on smaller suppliers, what measures are being taken to manage currency pressures?
- Adopting a self-funding model: Monetising payables to unlock capital as well as managing costs more effectively to create financial breathing space
- Examining how the role of procurement has changed: What are the main challenges procurement decision makers face today?
- Maintaining dialogue with suppliers and adding value through third-party relationships for mutual benefit and maximum cost efficiency
- With sustainability-linked supply chain finance programmes increasingly seen as key to achieving ESG goals, how can closer collaboration across functions help maximise their impact?
- What are some of the common reasons supply chain finance programmes fail? How important is corporate buy-in across all levels in ensuring success?

Moderator: Kateryna Vasylenko, Managing Director, Treasury Product Sales, Bank of America

Mark Douglas, Managing Director, Strategic Accounts, PrimeRevenue

Michael Harte, Head of Trade Product Europe, Standard Chartered Bank

Carol Thurnheer, International Treasury Manager, Haleon

12.20-13.05

Could DNIs revitalise the trade finance product suite?

One of the more potentially significant consequences of the adoption of the UK's Trade Documents Act, which recognises digital versions of trade documents as having the same enforceability as their paper-based counterparts, is that it could prompt a resurgence in the use of trade finance products such as bills of exchange and promissory notes, which had previously seen their popularity erode, partly a consequence of the growth in supply chain finance. This session will consider the extent to which the opens the door for virtual versions of negotiable instruments to stage a return. Among the themes to be addressed:

- Enhancing utility of digital documents due to speed and ease in which they can be created and the increased security that comes with it
- How greater use of digital tools and metrics enable corporates to calculate the length of their cash conversion cycles
- Identifying liquidity levels and how much could be unlocked by use of digital negotiable instruments (DNIs)
- Applying similar concepts of suppliers bringing forward payment and buyers extending them that are common with supply chain finance programmes

Moderator: Wayne Mills, Corporate Finance Advisor to Corporate Digitalisation Taskforce, ICC United Kingdom; Founder & Managing Director, Atom Advisory

Dominic Broom, Senior Vice-President, Working Capital Technology, Arqit

Lisa Ardley-Price, Managing Legal Counsel, Transaction Banking, NatWest Group

Joel Schrevens, Global Solutions Director, China Systems

13.05-14.05 Lunch

“Delightfully insightful!”

K Gilani, NMS International

Stream C

11.30-11.55

Live transactions under ETDA: Key learnings

September 2023 saw the completion of the first transaction under the Electronic Trade Documents Act (ETDA), with Lloyds issuing a digital promissory note on behalf of Matalan Retail Ltd via Enigio's trace:original solution, accepting liability in the settling of a documentary collection for the purchase of garments from one of its suppliers. As a result, key documents arrived two days earlier than they would have if the promissory note had been concluded on paper.

This special case study-style session will seek to provide insights into the practicalities of and key learnings taken from implementation of ETDA, including the need for need for all corners of the trade ecosystem (industry, government, FIs, suppliers, clients) to work more closely together and how the move towards digitisation helps corporates trade faster, seamlessly and more sustainably with their suppliers.

Surath Sengupta, Managing Director, Head of Innovation & Transformation, Trade & Working Capital, Lloyds Bank

Patrik Zekkar, Chief Executive Officer, Enigio

11.55-12.25

Carbon credits: Helping corporates meet ESG commitments whilst improving credit ratings

As traders and lenders navigate financing challenges and risks related to geopolitics, climate change and other factors, companies are under increasing pressure to maintain their credit ratings in the face of significant increases in operating costs, regulatory requirements and ESG commitments. This has seen a rise in the popularity of carbon credits, a mechanism allowing companies to trade in emissions permits, whilst it is estimated that the carbon credits market is likely to be worth upward of US\$50bn by 2030, with demand set to increase by a factor of 15 over the same timeframe.

This session will examine this trend in closer details, from the potential benefits economically from purchasing CO2 certificates earlier – also useful in locking up committed capital as demand is expected to increase in time – to the role of specialist providers in securing carbon offsets on an off-balance sheet basis, freeing up significant

amounts of capital. It will also highlight the crucial role of insurance, with specialist carbon providers offering innovative products that reduce risk in carbon credit transactions, offering financial benefits across the sector.

Moderator: Charlie Pool, Head of Carbon Insurance, Howden Climate Risk & Resilience

Tom Merriman, Chief Product Officer & Co-Founder, Kita Earth

Sebastien Cross, Chief Innovation Officer & Co-Founder, BeZero Carbon

12.25-13.05

Sharing the burden: Keeping up with the financial crime compliance agenda

Trade-related financial crime continues to be big business, with fraud, bribery and money laundering posing huge problems across the sector. Meanwhile, the UK government recently readied the launch of a trade sanctions enforcement unit to support enforcing restrictions on an estimated US\$20bn of UK goods, including electronics, metals, chemicals, luxury goods and jet fuel, as more companies seek to evade sanctions by sending products through third countries in order to disguise the ultimate buyer in the supply chain. This session will examine the impact of this more heightened risk environment, including:

- The impact on corporates: How new legislation makes doing business harder and the need for greater clarity on key threats and risks
- Due diligence and KYC: Striking the right balance when it comes to updating processes, allocating resources and investing in compliance, particularly for SMEs
- Providing insights into 'red flags' and practical guidance on how best to maintain compliance, including real-world examples of enforcement actions taken
- With banks, traders and insurers under pressure, what role does behavioural analysis and analytics technology have to play? Is the technology able to keep pace?

Moderator: Mark Ling, Head of Trade & Supplier Finance, Santander Corporate & Commercial Banking

Edwin de Groot, Chief Revenue Officer, Conpend

Kim Manchester, Founder & Managing Director, ManchesterCF

13.05-14.05 Lunch

Thursday 20 June **Afternoon Stream A & Stream B**

Select either **Stream A**, **Stream B** or **Stream C**

Stream A

14.05-14.50

'Real-time' receivables finance: Leveraging bank and fintech capabilities

Previously alternative financiers and fintechs have been seen as competitors or challengers to the banking sector, but there exists a world whereby the two sit perfectly in harmony. This special instructive session will assess how alternative finance providers are deploying working capital as part of concerted initiatives to plug the funding gap. It will also consider how fintechs and alternative financiers can unlock liquidity and deliver it to companies alongside their banking partners, addressing a range of themes including:

- Examining how financiers are utilising the origination and technological capabilities of fintechs to fund markets, sectors and customers they couldn't otherwise reach
- How advances in technology enable financing and the funding of invoices to happen in 'real-time', and how this increased speed makes a difference when servicing clients
- Utilising the supply chain data that platform providers have to make smart, data-driven funding decisions in a risk-controlled manner, cutting down on waiting times
- Enabling onboarded suppliers to upload invoices onto partner SCF platforms to ensure the smooth passing of information both for pre-transaction eligibility checks and post-transaction payment
- How pilots are being rolled out across multiple platform partnerships to help credit providers achieve scale
- The investor opportunity: As asset managers look to diversify their own portfolios, how can the alternative finance sector capitalise on the search for yields?

Moderator: Eric Balish, Head of Corporate Trade Sales, UK & Ireland, Wholesale Banking Europe, Bank ABC

Sunil Senapati, Chief Executive Officer, XDC Trade Network

Tim Shell, Director, Strategic Solutions, Stenn

Waldo de Vleeschauwer, Chief Executive Officer, Artis Finance

14.50-15.35

Industry profile: The ITFA Trade Finance Investment Ecosystem (ITFIE) Working Group

The recently launched Trade Finance Investment Ecosystem (ITFIE) Working Group, a new initiative from the International Trade & Forfaiting Association (ITFA), strives to enhance the trade finance investment ecosystem by facilitating more efficient asset and risk transfer between banks and non-bank investors, while promoting broader risk appetite from non-traditional investors. By harmonising, standardising and digitising processes, ITFIE aims to support the real economy by increasing capital availability for trade and offering institutional investors a diversified asset class.

This session will highlight ITFIE's work streams as they strive to achieve several objectives, including articulating the requirements of institutional investors and ensuring a clear understanding of the technical aspects of distribution; developing an asset originator guide for streamlined distribution; driving automation and digitisation for trade finance distribution; and promoting market awareness and education for both asset originators and investors.

Moderator: N L N Swaroop, Co-Chair, ITFIE Working Group; Global Product Head for Sustainable Trade Finance, Innovation, Financial Institutions & Asset Distribution, HSBC

Paul Coles, Director, Treasury, Orbian

Guy Brooks, Managing Director & Head of Distribution, Pemberton

Matt Wreford, Chief Executive Officer, Demica

Natalia Clements, Senior Trade Finance Product Specialist, Swiss Re

15.35-15.55 **Networking break**

"GTR are masters at running events that educate the trade ecosystem and bring networking into a collaborative environment."

M Ling, Santander

Stream B

14.05-14.50

Are we finally seeing progress in the digitising of eBLs?

After years of promising much but delivering relatively little, there are now signs of tangible progress being made when it comes to electronic bills of lading (eBLs). February 2024 saw a prominent UK lender sign onto a blockchain-based electronic trade documentation platform, a strategic leap forward for banks looking to support corporates as they digitise whilst enhancing customer satisfaction. Elsewhere, a recent collaboration involving banks, eBL platforms and Swift successfully trialed an interoperability solution, seen as a crucial step (despite ETDA allowing eBLs created under different systems legal equivalency for the first time, lack of technical interoperability among eBL platforms remains a major barrier to widespread adoption).

This conversation will examine the significance of these developments and how enhanced use of technology provides clients with access to a larger global network, enabling them to capitalise on opportunities quickly and securely, reducing the time taken from days to minutes when compared to their paper counterparts.

Moderator: Terry Hubert, Global Trade Strategy, Swift

Robert Parson, Partner, Squire Patton Boggs

Stéphane Graber, Director General, FIATA International Federation of Freight Forwarders Associations

Paul Rogers, Director, Treasury Services, BNY Mellon

Bojan Čekrić, Chief Executive Officer, CargoX

14.50-15.35

Making sense of the chaos: How can treasurers thrive in the current climate?

Today's treasurers operate in a highly complex global environment, one where crisis is often 'the norm' and where treasury professionals need to remain resilient and be prepared for an extensive range of challenges. Hosted in partnership with the Association of Corporate Treasurers (ACT), this session will explore how treasurers and trade finance teams can work together to optimise operations and support the business function. Among the points to be addressed:

- Why supply chain financing is an important part of the treasurer's toolkit
- Supply chain and scope 3 GHG reporting: How treasurers can bring it together
- Settling trade: The role of intelligent payment routing

Natasha Condon, Global Head of Trade Sales, EMEA Trade Head, J.P. Morgan

15.35-15.55 **Networking break**

"GTR is a fantastic opportunity to meet industry leaders, learn and share knowledge as well as catch up on hot industry gossip."

A Vorobyev, Allianz Trade

"Wide variety of topics discussed by industry leaders. Really insightful and engaging and GTR were amazing hosts."

D Broughton, Ebury

Thursday 20 June Afternoon Plenary

15.55-16.45

The journey to exporting: Financial inclusion and routes to market

“Exporting is great” is the claim, and the statistics do support this. Companies who export often have certain positive characteristics, from being able to pay higher wages to having more ambitious, active and dynamic owners. So why aren't more companies doing it? This closing session will look to tackle one of the issues of our time, addressing the following:

- What makes a successful exporter? Encouraging diversity of skills, how greater representation can make exporters stronger and more successful, improving the quality and output of organisations
- Providing practical guidance on managing your supply chains in frontier markets, from building relationships and the role of regional export advisors to advice on navigating defaults and non-payment
- Networking, training and skills development: What can help get new entrants into exporting, including more women-owned and minority-led businesses? Where is the commercial sector not yet ready to go?
- To what extent do companies align and coordinate their activities alongside the free trade agreements struck by their governments?
- What myths need to be 'busted' when it comes to utilising export credit? Is there still a stigma attached to the concept of 'state aid'?

Moderator: Christian Fraser, Journalist & Broadcaster
 Jane Smith, Managing Director, Jointine
 Richard Cotton, Director of Business Development, AAA Holding Group
 Sarah Murrow, Chief Executive Officer, UK & Ireland, Allianz Trade

16.45-16.50

Close of conference followed by prize draw

16.50

Evening networking reception

“GTR London is such a good event! Very insightful observations from some of the speakers and panellists, and the different streams mean you can always find something relevant for you or listen in on something that you know little about to learn more. The mix of attendees means the conversations you have outside the sessions are as engaging and useful as the sessions themselves, sometimes more so.”

K Richardson, BP Oil International

“Relevant topics for the state of trade today. Insightful and articulate speakers and great networking opportunities.”

S Tatchell, Coalition Greenwich

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“This is an event that explores different paths open to commercial entities and the banking industry.”

K Ababio Grey-Mills, MOYAW Limited

“GTR offered me a great opportunity to network with key industry players in the sector.”

B Čekrlić, CargoX

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