

Post-event Report



GTR NORDICS 2019

#GTRNORDICS

Stockholm, Sweden
November 19, 2019

www.gtreview.com

GTR NORDICS 2019

GTR Nordics returned to Stockholm on November 19, 2019, welcoming another record-breaking audience of over 500 trade finance experts, insurers, bankers, ECAs, technology innovators and corporates of all sizes.

The event once again provided a lively forum to discuss the latest strategic developments across key geographical markets and industry sectors, featuring extensive reflection on the trade and export financing sector's capability to meet the needs of Nordic corporates despite strong regulatory headwinds.

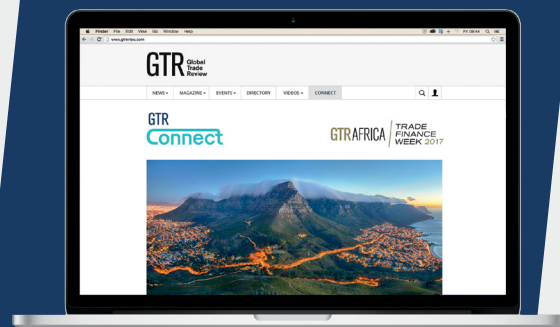
Discussion pinpointed the impact of trade sanctions and complex KYC compliance demands as some of the most pressing challenges faced in the current climate, with strategic concerns surrounding CSR and ESG standards, sustainability and trade digitisation also featuring prominently. Broad audience consensus pointed to increasing collaboration and coordination between the market's key players as a crucial factor in the sector's capability to maintain relevant. As showcased at GTR Nordics 2019, standardisation and digitisation are already addressing these pressing issues in areas such as small ticket export finance and compliance screening: we're hugely excited to return to Stockholm in 2020 to hear more on the latest financing innovations optimising support for Nordic trade.

"I can highly recommend GTR Nordics as being the only major trade and export finance event in the Nordic region. THE place to be!"

J Kuusala, Handelsbanken

GTR Connect

Once registered, log-in to **GTR Connect** to network with fellow delegates, download event materials and more.



Join GTR on social media

Official conference hashtag: **#GTRNORDICS**



OVERVIEW



As the world's leading trade, commodity and export finance publisher and event organiser, **GTR** offers sponsors and advertisers unrivalled exposure and profiling among their peer and client groups. **GTR** can offer various appealing options that would strategically and effectively help raise the profile of the partner, and offer a highly effective platform with which to showcase its capabilities and mission.

Sponsorship opportunities

Beatrice Boldini
Head of Business Development
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Speaking opportunities

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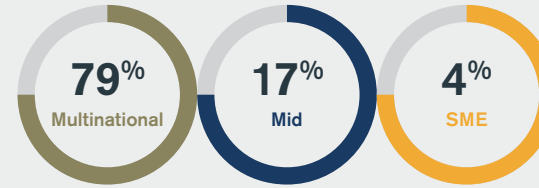
Marketing & media opportunities

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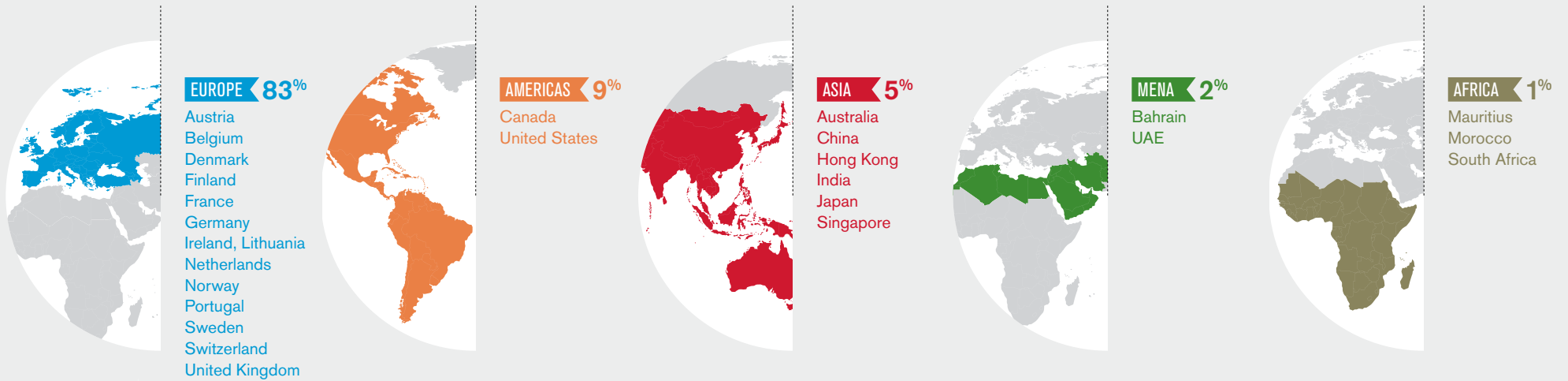
2019's vital statistics



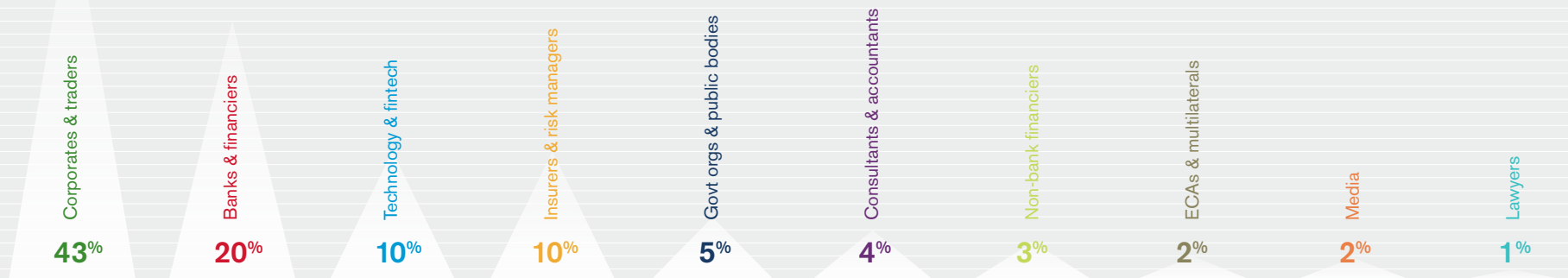
Company size breakdown in 2019



Percentage of attendees by region in 2019



Sectors attended in 2019



2019's conference was supported by

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Companies who attended this year's event

Corporates & traders

ABB Group	Fortex International	Outokumpu
Alfa Laval	Getinge Group	QG Konstruktion
Alimak Group	Hennes & Mauritz AB (H&M)	Quintus Technologies
Andritz	Huawei	Saab
Benteler Trading International	Husqvarna Group	Sandvik
BillerudKorsnäs	Imilitex Holdings	SAP
Bombardier	Interspiro	Scania
Borregaard	Kalmar Industries	Serneke International Group
BP Oil International	Kalpataru Power Transmission	Setra
Cargotec	Kone Corporation	Siemens
CellMark	Konecranes	SMT Group
ClimeOn	Kongsberg Gruppen	SSAB
Culpis	Korab International	Steel Case
DeLaval	KPA Unicon	Stora Enso
Doranova	Kuusakoski	Sun Africa
Edwards	Linxon	Tellux Africa
Ekman & Co	LR Group	Total Nordic
Electrolux	MCA Group	UPM – Kymmene Corporation
Elekta	Metsä group	Valmet
Elof Hansson	Metso Corporation	Vattenfall
Epiroc	Munters	Veoneer
Ericsson	Nederman	Volvo Group
Fagerhult	Nokia	Yara International
FLSmidth	OCP Group	
Forpac	Olam International	

Banks & financiers

ANZ	Deutsche Bank	NatWest
BACB	DNB Bank	Nordea
Bank ABC	Europe Arab Bank	OP Financial Group
Bank of America Merrill Lynch	European Bank for Reconstruction and Development (EBRD)	Raiffeisen Bank International
Bayern LB		SEB
BNP Paribas	Handelsbanken	Société Générale
BNP Paribas Fortis	Helaba (Landesbank Hessen-Thüringen)	Standard Bank
BNY Mellon	HSBC	Standard Chartered
Citi	ING	Sumitomo Mitsui Banking Corporation (SMBC)
Commerzbank	Investec	Swedbank
Credit Agricole Corporate & Investment Bank	Mizuho Bank	
Danske Bank	MUFG	

Technology & fintech

Accuity	Enigio	TradeAssets
Binkabi	Global Trade Corporation	TradelX
Bolero International	Mitigram	Traydstream
Bureau van Dijk	R3 CEV	We.Trade Innovation
China Systems	Surecomp	
Demica	Swift	

Insurers & risk managers

Aon	Coface	Howden Sweden
Aspen Insurance	Credendo Single Risks Insurance	Marsh JLT Specialty
Atradius	Euler Hermes	Söderberg & Partners (Sweden)
AXA XL	Everest Insurance	Willis Towers Watson
BPL Global	Gallagher	Zurich Credit & Political Risk

Govt orgs & public bodies

American Chamber of Commerce in Sweden (AMCHAM)	ICC Sweden	Swedish International Development Cooperation Agency
Association of Corporate Treasurers (ACT)	Näringslivets Internationella Råd	
Business Sweden	Swedish Chamber of Commerce for Russia & CIS	Tech Nordic Advocates Secretariat

Consultants & accountants

Advisers	Finnish Fintech Ecosystem	IntelCap
Agency Consulting	Funder	Trade Advisory Network

Non-bank financiers

Assa Abloy Financial Services	GE Capital	Siemens Financial Services
Barak Fund Management	LEAP Export Finance	

ECAs & multilaterals

EKF	Finnvera	
EKN	SEK	

Media

GTR	Prime Weber Shandwick	
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Lawyers

Clyde & Co	Hughes Hubbard & Reed	
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"The No.1 event in Nordics financial market has become even better!"

H Sjögren, Swedish Chamber of Commerce for Russia & CIS

2019's speakers included

- **Marie Aglert**, Director, Large Corporates, **EKN**
- **Helena Engner Aili**, Senior Sustainability Analyst, **SEK**
- **Carlo Amado**, International Area Manager, **MCA Group**
- **Ali Ansari**, Global Product Head for Guarantees, FI Trade & Risk Distribution, **HSBC**
- **Uzair Bawany**, Chief Revenue Officer, **Traydstream**
- **Lena Bertilsson**, Sector Head, Industrials & Telecom, **Swedbank**
- **Guenther Blum**, Vice-President, Regional Head of Corporate Export Finance, Europe, **Bank of New York Mellon**
- **Amy Clarke**, Senior Underwriter, Credit & Political Risks, **Zurich**
- **Gunnar Collin**, Client Executive, **Enigio Time**
- **Michael Delia**, Senior Underwriter, Global Political Risk, Credit & Bond, **AXA XL, a division of AXA**
- **Hicham Deroua**, Director, Transaction Banking Office for EMEA, **MUFG Bank**
- **Johan Egnell**, Head of Relationship Management, **Mitigram**
- **Ryan Fayhee**, Partner, **Hughes Hubbard & Reed**
- **Laurence Flaux**, Associate Director, Political Risk & Structured Credit, **Aon Risk Solutions**
- **Huny Garg**, Head of Trade & Supply Chain, **Swift**
- **David Golod**, Vice-President, Economic Assessment, Project & Structured Finance, **LR Group**
- **Georg Gruber**, Director, Business Development, Global Export Finance, **Raiffeisen Bank International**
- **Louise Them Kjøhlholm Guthrie**, Chief Advisor, Environmental & Social Risk, **EKF**
- **Richard Hayes**, Global Head, Working Capital Sales, **Nordea**
- **Timothy Hughes**, Assistant Director, **BPL Global**
- **Jacco de Jong**, Global Head of Sales, **Bolero**
- **Jacob Katsman**, Founder, **GlobalTrade Corporation**
- **Jukka Kuusala**, Head of Corporate Banking, **Handelsbanken Finland**
- **Azzizza Larsen**, Senior Vice-President, **Credit Specialties**
- **Magnus Lindgren**, Credit Specialties Leader Nordics, **Marsh JLT Specialty**
- **Karl Lundell**, Executive Director, **Brim**
- **Matti Malminen**, Vice President, Trade & Export Finance, Trade Compliance, **Konecranes**
- **Patrik Marklund**, Working Capital Manager, Group Treasury, **Volvo Cars**
- **Peter Matza**, Speakers' Chair, **Association of Corporate Treasurers (ACT)**
- **Ciaran McGowan**, General Manager, **we.trade**
- **Maria Mogilnaya**, Associate Banker, Trade Facilitation Programme, **European Bank for Reconstruction & Development (EBRD)**
- **Simon de Monte**, First Vice-President, Corporate Coverage, **Bank ABC**
- **Markus Muller**, Trade Finance Advisory, Head of Platforms & Processes, **Siemens**
- **Antti Myllärinen**, Chief Executive Officer, **Doranova**
- **Antti Niemelä**, Head of Transaction Banking Sales, **OP Financial Group**
- **Daniel Nord**, Legal Counsel, Group Function Legal Affairs, Trade Compliance, **Ericsson**
- **Mia Odabas**, Journalist & Broadcaster
- **Björn Olausson**, President, **Elof Hansson International**
- **Tommy Östling**, Vice-President, Financial Advisory, Project & Trade Finance, **ABB**
- **Petra Rauscher**, Executive Director, **Head of Global Export Finance**
- **Jenni Ruotsi**, Head of Reinsurance & Risk Transfer, **Finnvera**
- **Nicolas Saoudi**, Director, Trade Sales Nordics, Germany & Switzerland, **Standard Chartered**
- **Mirka Skrzypczak**, Head of Working Capital & Trade Products, **NatWest**
- **Ville Sointu**, Head of Emerging Technologies, **Nordea**
- **Greger Svanström**, Global Director, Trade & Customer Finance, **Volvo Construction Equipment**
- **Manrui Tang**, Co-Founder & Chief Operating Officer, **Binkabi**
- **Lionel Taylor**, Managing Director, **Trade Advisory Network**
- **Minna Väisänen**, Manager, Trade & Export Finance, **Valmet Corporation**
- **Andreas Wallström**, Head of Forecasting & Deputy Head of Macro Research, **Swedbank**
- **Patrik Zekkar**, Head, Trade & Working Capital Management Sales, **Nordea**

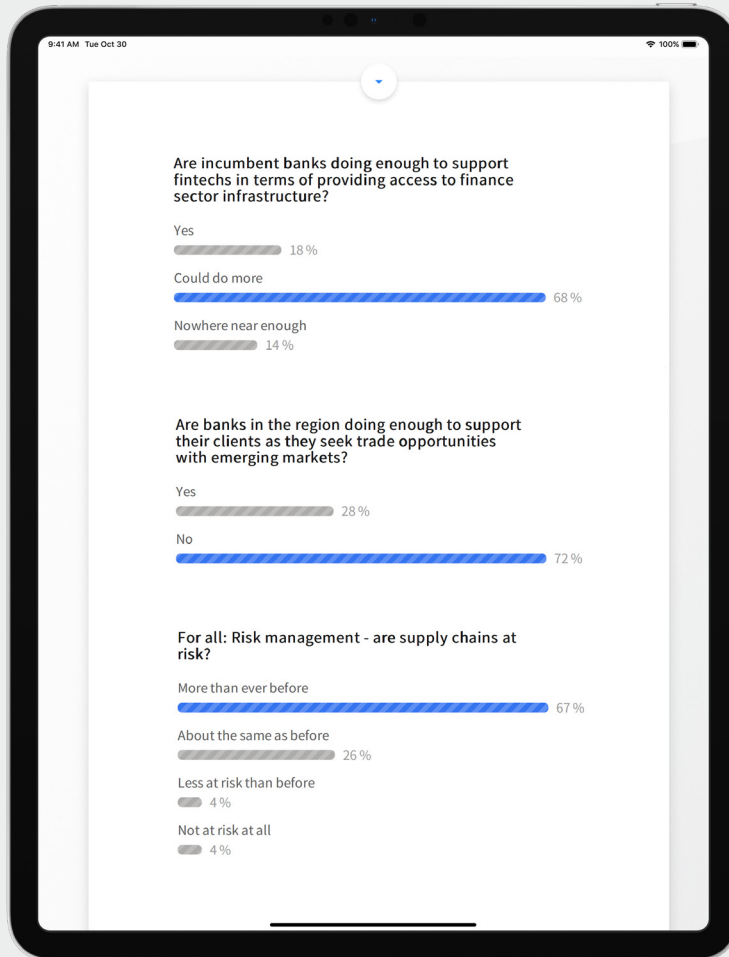
"GTR Nordics is growing year by year and that says a lot about the quality of the event."

A Niemelä, OP Financial Group

"Tremendous numbers of corporate delegates addressing the need for standardized trade products. GTR moves the needle."

G Blum, BNY Mellon

Stats from Sli.do



Facilitating maximum audience interaction, the official GTR event app allowed attendees to offer feedback on questions posed by presenters throughout the day – here's a sample of what audience members had to say:

