



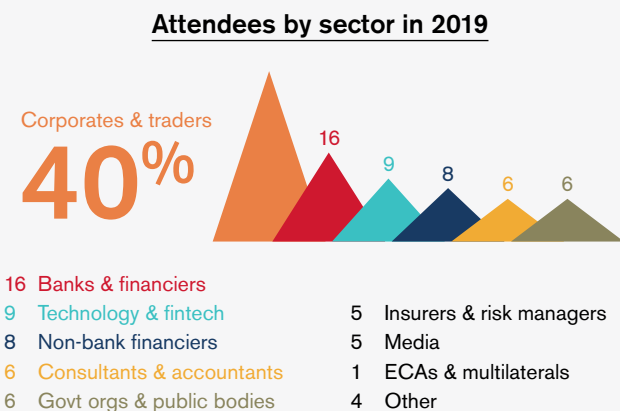
November 3-4, 2020

Time zone: Greenwich Mean Time (GMT)

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This exciting initiative, combining a mixture of live-streamed and pre-recorded content and unrivalled networking via GTR's dedicated virtual event platform, will offer the chance to hear the latest developments from experts on the many challenges faced across UK trade, as well as the chance to connect with speakers, sponsors and attendees alike across the 2 days. Please join us as we bring the wider community together to share key insights and expertise, providing clarity at a time of uncertainty.

| Time zone: Greenwich Mean Time (GMT)   |  |
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The diagram consists of six teardrop-shaped icons arranged in a 2x3 grid. Each icon contains text representing a key component of an export strategy. The icons are colored as follows: white, olive green, orange, blue, yellow-orange, and dark blue.

|                                |                                 |                                    |
|--------------------------------|---------------------------------|------------------------------------|
| Shaping future engagement      | Challenges for exporters        | Sustainability as a differentiator |
| The role of government support | Redefining supply chain finance | Embracing trade innovation         |

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Three colored triangles (red, blue, orange) representing YouTube, Vimeo, and WeTransfer links. Below each triangle is a text label: 'Click here to watch on YouTube', 'Click here to watch on Vimeo', and 'Click here to download via WeTransfer'.

November 3-4, 2020

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## Day One: Tuesday 3 November

### ON-DEMAND

#### Keynote interview: Fostering an inclusive and sustainable trade environment

See on-demand agenda page

**Lord Waverley**, Co-Chair, APPG for Trade & Export Promotion to be interviewed by **Chris Southworth**, Secretary General, ICC United Kingdom

### ON-DEMAND

#### UK Business Leaders Roundtable

See on-demand agenda page

**Moderator: Peter Matza**, Former Engagement Director, Association of Corporate Treasurers

**Philip Bouverat**, Director, Global External Affairs, JCB  
**Emma McClarkin**, Chief Executive Officer, British Beer & Pub Association

**Ian Howells**, Senior Vice-President, Honda  
**Richard Smith**, Experienced Industry CFO (Defence)

### 10.00-10.50

#### LIVE STREAM: Shaping the UK's future international engagement

At a time when governments are facing unprecedented health, economic and social challenges the world over, many see this as the opportunity for business leaders to take the leading role in shaping the UK's trading environment, providing improved global collaboration and greater engagement with the international community.

- Resilience and financial support: How have businesses kept afloat? What are the different types of support have they received and has it been enough?
- What does the new normal look like? How have ways of working changed and is government and wider society onboard to embrace and ensure they are for the better?
- What more should we do to work with companies across various sectors to deliver ideas and programmes which turn their intangible expertise into differentiating value?
- Is now the time to seize the opportunity when it comes to the gender gap? Is the talent pool finally starting to diversify or and what needs to be done?

- With Brexit looming, is this all too much for companies to have to deal with? How can firms adequately prepare in a pandemic?

**Moderator: Shannon Manders**, Editorial Director, Global Trade Review (GTR)

**Adam Marshall**, Director General, British Chamber of Commerce (BCC)

**Chris Walker**, Chairman, International Trade Policy Group, Federation of Small Businesses (FSB)

**Claire Mason**, Founder & Chief Executive Officer, Man Bites Dog

**Caroline Stockmann**, Chief Executive, Association of Corporate Treasurers (ACT)

### ON-DEMAND

#### Keynote interview: Embracing new challenges for UK business

See on-demand agenda page

**Alice Hu Wagner**, Managing Director, Strategy Economics & Business Development, British Business Bank to be interviewed by **Eleanor Wragg**, Senior Reporter, Global Trade Review (GTR)

### 11.15-12.00

#### LIVE STREAM: What are the key challenges for exporters in the new normal?

Huge pressures have been placed on companies across all parts of the supply chain in these uncertain times, with responses sorely tested.

- How has disruption to supply chains, forced closures and demand shocks manifested itself? Are BCP processes now established with companies set up for the long haul?
- To what extent have companies adjusted their export promotion strategies? Is there still something of a 'wait and see' approach and does this risk further paralysis?
- Are there enough support measures in place to mitigate the many challenges and risk companies now face (such as foreign exchange risks)?
- Has the severe disruption caused by the pandemic further intensified concerns around a post-Brexit trade deal?
- How significant are government initiatives such as trade missions in making it easier for companies to access new markets? What are the new replacement measures in the current climate?
- Is the UK government sufficiently 'joined up' to support UK exporters? If not, what more can be done?

**Moderator: Geoff de Mowbray**, Chief Executive Officer, Dints International; Co-Chairman, British Exporters Association (BExA)

**Adam Sopher**, Co-Founder & Director, Joe & Seph's  
**Susie Dorman**, Owner & Creative Director, One & Eight

**Andrew Hood**, Partner, Fieldfisher

**Rebecca Harding**, Chief Executive Officer, Coriolis Technologies

### 12.30-13.15

#### BREAKOUT: Growing exports in challenging times

There is much to consider for those seeking to help maintain and grow 'UK Plc' during the times of the new normal; from access to new finance for exporters and importers to challenges around restructuring and the need to have often difficult conversations with banks about financing provisions. This special breakout session will bring delegates together to discuss the major priorities, from exporter barriers faced to shifts in the ecosystem, whilst also sharing experiences of what companies need to ensure they are and aren't doing to boost future prospects.

**Veronika Koroleva**, Partner, gunnercooke  
**Stefan Butler**, Director, Resilient International Solutions

### 14.30-15.15

#### LIVE STREAM: How has the ecosystem for conducting trade shifted?

For all the talk of how more companies need to export, the importance of creating a conducive ecosystem for conducting international trade is crucial to ensuring success.

- Do companies need both greater liquidity provision and appetite for risk from their financiers when looking to develop new export markets?
- Is there sufficient understanding of the impact and implications of changes to trade arrangements? Do banks have a duty to help inform their clients when it comes to requirements?
- To what extent has uncertainty impacted on the extent to which businesses have felt able to invest in staff, products and equipment and drive business growth? Presumably this has only been exacerbated by the pandemic?
- How significant is continued supply chain disruption and accelerated decoupling between China and the US (particularly in terms of tech) likely to prove?

- Is regulation driving the whole ecosystem as to how trade is being financed? Is this creating a more inclusive or less inclusive marketplace?

**Moderator: John Basquill**, Senior Reporter, Global Trade Review (GTR)

**Mark Ling**, Head, Trade & Supplier Finance, Santander UK

**Mirka Skrzypczak**, Head of Working Capital & Trade Products, NatWest

**Matthew Oresman**, Partner, Pillsbury

**Jan Ward**, Founder & CEO, Corrotherm

### ON-DEMAND

#### Key insights: Trade diversion in a dynamic globalised world

See on-demand agenda page

**Jun Du**, Professor of Economics, Economics, Finance & Entrepreneurship Group, Aston Business School

### 16.00-16.45

#### LIVE STREAM: To what extent is sustainability now a differentiator for UK businesses?

Greater awareness of and sensitivity around environmental, social and governance practices (ESG) has placed sustainability higher than ever on the agenda, a trend over exacerbated by recent events amid growing scrutiny and pressure from consumers, investors and regulators.

- How have consumer expectations around sustainability changed and what is the likely impact of this?
- Are financiers now more selective on the transactions they support? If so, is this leading to increased incentives for sustainable deals?
- What difference have technological advancements and greater transparency made when it comes to maintaining sustainable supply chains?
- How have changes in ESG priorities impacted on the investment landscape? Are impact funds willing to accept lower returns in support of sustainable projects?
- Aspirations versus practicality: Can 'Global Britain' afford to turn down business on grounds of sustainability?

**Moderator: Amit Puri**, Global Head of ESRM, Standard Chartered Bank; Chair, Equator Principles Association

**Matthew Marks**, Compliance & Sustainability Manager, The Alternative Pallet Company

**Maria Mogilnaya**, Associate Banker, Trade Facilitation Programme, EBRD

**Samir Neji**, Founder & CEO, dtldedgers

**Gwen Buck**, Policy Adviser, Green Alliance



## Day Two: Wednesday 4 November

### ON-DEMAND

#### Roundtable: How can supply chain finance redefine itself?

*See on-demand agenda page*

**Moderator:** Sean Edwards, Chairman, International Trade & Forfeiting Association (ITFA); Head of Legal, SMBC Europe

### ON-DEMAND

#### Roundtable: Leveraging data and AI in the trade finance space

*See on-demand agenda page*

**Moderator:** Hoon Ling Min, Vice President, Reefknot Investments

### 10.00-10.45

#### LIVE STREAM: The exporter checklist – what do companies need to ensure they are doing?

Ensuring use of correct processes and procedures and appropriate documentation is vital to ensuring international trade transactions are accomplished correctly and compliantly. However, problems can invariably occur. This session will address key priorities, particularly those looking to export for the first time.

- How important is to clearly communicate tariffs and non-tariff barriers in the event of new trade agreements and a 'no deal' Brexit?
- To what extent have recent government measures such as temporary reductions in VAT proved in boosting the prospects of British SMEs?
- Are companies now having to do more to prove their competency in customs procedures? Has this resulted in increased applications for certification?
- What measures are being taken to ensure full oversight of suppliers, customers and other business relationships to mitigate potential risks?

**Moderator:** Sandra Strong, Partner, Strong & Herd  
Sean Ramsden, Founder & Chief Executive, Ramsden International  
Liam Smyth, Director, Trade Facilitation, British Chambers of Commerce (BCC); Project Director, ChamberCustoms

Lesley Batchelor, CEO & Camp Director, Export Boot Camp  
Anna Jerzewska, Founder & Director, Trade & Borders

### 11.15-12.00

#### LIVE STREAM: The role of government in driving the export agenda

The pressure and demands from UK exporters hungry to grow their overseas business show no signs of abating, with government provisions and financial support measures very much placed at the vanguard of UK policies and priorities.

- What was the verdict from the National Audit Office fieldwork study on UK export provisions? Is 'value for money' currently being provided?
- How simple and flexible are UKEF provisions and how easy is it to conclude transactions? Are there still questions when it comes to Direct Lending in particular?
- Has the issue of concessional lending been resolved with the merger of DFID into the FCO? What are the key features of the recently announced Developing Markets Infrastructure Programme?
- What were the key outcomes of the UK-Africa Investment Summit 2020 and how has the follow-up been managed? Are similar initiatives planned for other markets?

**Moderator:** Gabriel Buck, Managing Director, GKB Ventures

Gordon Welsh, Head of the Business Group & Executive Committee Member, UK Export Finance  
Clare Hunter, Head of Marketing & Communications, Coltraco Ultrasonics

John Tress, Director, Sustainability & International Development, PwC

Mark Norris, Partner, Sullivan & Worcester UK

### 12.30-13.15

#### BREAKOUT: Meeting new challenges in the face of financial crime

One notable recent trend resulting from changes in the daily lives of businesses and their workers has been increased opportunities for criminal activity. This special breakout session will examine the key trends in this, considering the response of both banks and regulators to illicit funding and movement of goods, 'scams' and increased cases of bribery. It will also consider the extent to which increased remote working has brought cyber risk into sharper focus, challenges around counterparty risk and improving understanding of the scale of organised crime.

John Burbidge-King, CEO, Interchange Solutions

### 13.15-14.30

#### 'New Frontiers' Export Competition: Showcase your export strategy!

Are you a seasoned exporter, a first-time exporter, or considering undertaking an export strategy? Held in partnership with Export Boot Camp and running for a third consecutive year – but virtually for the first time – this special competition provides opportunities for companies trading internationally to showcase themselves to the wider trade finance community. Participants will present to a live panel of industry experts, before engaging in discussion and debate, including audience Q&A, on their business models, strategies and activities.

The winning company will receive a prize of £1,000 to help implement their export strategy, as well as the kudos and profile of being an 'export champion'.

Finalists to be announced soon!

*Judging panel:*

Lesley Batchelor, CEO & Camp Director, Export Boot Camp

Richard Rumbelow, Director International Affairs & Export Services at Make UK

### 15.00-15.45

#### LIVE STREAM: How has the private insurance market held up this year?

The events of the recent months have thrown up new challenges for the insurance markets, for underwriters and brokers alike as they seek to support corporates, banks and traders.

- How prescient have loss scenarios proved themselves to be? How has the market stood up in terms of volumes and appetite?
- Have there been any notable instances of cover being withdrawn given a sharp increase in pay-outs and significant investment losses?
- What is the potential Covid impact on the sovereign and sub-sovereign sectors? How has it impacted FDI and owners of mobile assets in higher risk territories?
- To what extent has the recent departure of several banks from trade and commodity finance impacted on their former customers?
- How is the product evolving to meet changing needs, particularly when it comes to PRI, business interruption and investment protection?

**Moderator:** Nick Hedley, Head of Political Risk & Trade Credit, Ascent Underwriting

Richard Miller, Director, Head of TradeRisk Solutions, PIB Insurance Brokers

Rachael Anstock, UK Head of Credit Lines, Zurich

Rupert Morgan, Executive Director, Structured Credit & Political Risks, Gallagher

Zoe Towndrow, Practice Lead, Political Violence, BPL Global

Simon Philpin, Head of Business Development Global, Trade Credit, Markel International

### 16.15-17.00

#### LIVE STREAM: 'Innovate to inspire' – can the UK embrace a new era for trade?

The UK trade finance industry stands at the start of a new decade with unique challenges ahead, with the onus on firms to take advantage of opportunities whilst still acknowledging various hurdles.

- How important is it to achieve and adhere to inclusive trade standards, to help create a level playing field that enables SMEs to integrate themselves into global value chains?
- With many in the ecosystem forced to use 'ad-hoc' solutions, can we expect to see banks and fintechs working together to modernise trade?
- Are there concerns that forthcoming financial challenges will see a reduction in the levels of investment available to drive digital innovation and technological solutions?
- Should Covid-19 act as a catalyst for progress? If not now then what more would it take for innovation to become mainstream?
- How can developments in the technological space meaningfully grow volumes? How hard is it to strike the balance between collaboration and competing to make money?

**Moderator:** James Binns, Global Head of Trade & Working Capital, Barclays

Merisa Lee Gimpel, Head of Trade Solution Development & Innovation, Global Transaction Banking, Lloyds Bank

Maurice Benisty, Chief Commercial Officer, Demica  
Dai Bedford, Global Banking & Capital Markets Consulting Leader, EY

Kevin Boynton, Managing Director, Transaction Banking, Standard Chartered Bank

Chris Southworth, Secretary General, ICC United Kingdom

## On-demand content

Available throughout the event

### ON-DEMAND

#### Keynote interview: Fostering an inclusive and sustainable trade environment

This opening session will provide the chance to hear first-hand details on the aims and objectives of the newly formed All-Party Parliamentary Group for Trade & Export Promotion, which seeks to prioritise trade policy, trade finance and trade export-promotion, and in particular the need for SMEs to tailor their export strategies in line with future trade agreements.

**Lord Waverley**, Co-Chair, APPG for Trade & Export Promotion *to be interviewed by* **Chris Southworth**, Secretary General, ICC United Kingdom

### ON-DEMAND

#### UK Business Leaders Roundtable

This special virtual roundtable, pre-recorded in advance of the event, brings UK business leaders from multinationals, members associations and bodies and the world of government to shed light on some of the various challenges presently being faced, to discuss the impact of the current situation on businesses, on the operating environment and on the wider economy, as well as looking ahead to what companies and government will need to focus on to support recovery.

**Moderator: Peter Matza**, Former Engagement Director, Association of Corporate Treasurers

**Philip Bouverat**, Director, Global External Affairs, JCB  
**Emma McClarkin**, Chief Executive Officer, British Beer & Pub Association

**Ian Howells**, Senior Vice-President, Honda

**Richard Smith**, Experienced Industry CFO (Defence)

### ON-DEMAND

#### Keynote interview: Embracing new challenges for UK business

As the UK government's economic development bank, the British Business Bank is tasked with ensuring that financial markets work better for smaller businesses, allowing them to prosper and grow alongside their larger peers, perhaps never more important than at a time when the UK faces severe future economic challenges. The special interview session will provide key insight into how the landscape has shifted, changes in attitudes, experiences and behaviour of exporting companies and the key role of access to finance.

**Alice Hu Wagner**, Managing Director, Strategy Economics & Business Development, British Business Bank *to be interviewed by* **Eleanor Wragg**, Senior Reporter, Global Trade Review (GTR)

### ON-DEMAND

#### Key insights: Trade diversion in a dynamic globalised world

Though it stands to reason that countries tend to trade most with those closest to them, the changes in the UK's trade landscape has placed the onus on companies to look further afield. This session will consider some of the most recent trends when it comes to global engagement by UK companies, offering insights on dynamics and opportunities in global value chains.

**Jun Du**, Professor of Economics, Economics, Finance & Entrepreneurship Group, Aston Business School

## On-demand content

Available on Day Two of the event

### ON-DEMAND

#### Roundtable: How can supply chain finance redefine itself?

A potential beneficiary of the pandemic with likely increases in take-up, supply chain finance has been dogged by the spectre of various high-profile business collapses and alleged misuse of the product, as a means of obscuring payment obligations and artificially boosting balance sheets.

- To what extent has demand for payables finance and other forms of SCF increased over the last few months as a result of liquidity pressures the need for working capital tools?
- Are there still calls from regulators, ratings companies and auditors to redefine SCF as bank debt? Does this risk damaging the product in a time of need?
- How significant are the new Baft guiding principles likely to prove in laying out a framework for delivering programmes and providing clarity?

**Moderator: Sean Edwards**, Chairman, International Trade & Forfaiting Association (ITFA); Head of Legal, SMBC Europe

**Matthias Heck**, Vice-President, Senior Credit Officer, Corporate Finance, Moody's Investors Service

**Margrith Lutschg**, Chief Executive Officer & Co-Founder, Octet Europe

**Chris Ruse**, Managing Director, Head of Origination, Europe & Middle East, Greensill

**Tim Nicolle**, Chief Executive Officer, PrimaDollar

### ON-DEMAND

#### Roundtable: Leveraging data and AI in the trade finance space

This interactive panel group, consisting of incumbent banking and finance experts, as well as selected fintechs, will discuss ideas around leveraging data and artificial intelligence (AI) to enable innovative business models, drive transformative capabilities and generate value for their clients, as well as considering what they consider the future of data and AI in the trade finance space to be.

**Moderator: Hoon Ling Min**, Vice President, Reefknot Investments

**Imtiaz Hussain**, Head of Financial Institutions & Public Sector, Europe, Global Trade & Receivables Finance, HSBC Bank

**Philipp Schoenbacher**, Co-Founder & Chief Data Scientist, Previsio

**Morgan Terigi**, CEO & Co-Founder, Incomlend; LC Lite

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