



November 10-11, 2020

Time zone: Central European Time (CET)

Re-tooling trade for a sustainable future

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## Day One: Tuesday 10 November

### ON-DEMAND

#### Keynote: Trade in the post-globalisation era – a macroeconomic assessment

Resurgent geopolitical volatility; physical disruption linked to Covid-19; a perfect storm for global commodity markets; hardening financial market liquidity conditions: The climate surrounding global trade is a bewilderingly complex tangle of interwoven trends. This macroeconomic overview will seek to pinpoint the current environment's tangible impact on global trade and investment, and what this means for Nordic economic and trade prospects in the near to medium term.

### ON-DEMAND

#### Sustainability – a rapidly evolving world of risk and reward

Considering the impact of 2020's global events on sustainable business priorities, this session will consider the growing focus on social and governance issues, the challenge of assessing and maintaining market-leading CSR and ESG practices across an international corporate footprint, growing appetite for sustainable Vs green investment, and highlight the evolving reputational risks and rewards posed to corporates and financiers as global business embarks on the transition to a 'circular ESG economy'.

**Sir Roger Gifford**, Chair, Green Finance Institute

### 10.00-10.45

#### LIVE STREAM: Beyond export promotion – enabling investment in the Sustainable Development Goals with export and agency finance

Already grappling with sovereign debt concerns in regions such as Sub-Saharan Africa, the ECA finance sector must adapt to maintain its influential role under the UN's framework for sustainable development. The SDGs pose a further challenge to project investors due to the subjective nature of concepts such as social impact. This discussion will highlight the industry initiatives clarifying the assessment and financing of infrastructure projects under the SDG framework, gauge the potential of impact investors to co-finance alongside ECAs and commercial lenders under blended financing structures, and define the key steps required to access this funding: What is the definition of blended finance, and which parties need to come together to make it work?

**Chris Mitman**, Head, Export & Agency Finance, Investec  
**Angelo Rizzuti**, Managing Director, Vamed Engineering

### 12.00-12.45

#### LIVE STREAM: Decarbonising the global economy – assessing export opportunities and financing challenges

Nordic economies are leading the world in the transition to carbon neutral, and Nordic industry is providing the cutting edge: Already technologies from coal-free steel, sustainable mining, low-carbon batteries, and zero-carbon power generation are ready to revolutionise investment in both developed and developing markets. This discussion will assess the export opportunities and financing challenges experienced as global markets wake up to the need for investment in a fossil-free future:

- Highlighting demand for low-carbon tech in developed economies, and the need for transitional infrastructure in emerging markets
- How are Nordic ECAs supporting low-carbon tech exports? How does this compare with that provided for investment in transitional infrastructure projects and industry sectors such as LNG?
- OECD regulations: Which prospective rule relaxations are seen as most critical in enabling export credit support for the transition?

- Closing debate: How can the export and ECA finance market best support the phase-out of fossil fuels? Who should bear the costs of promoting the sustainability agenda?

**Moderator: Marie Aglert**, Director, Large Corporates, EKN

**Aasa Lyckstroem**, Head, Global Product Positioning, Siemens Energy; Board Member, Vätgas Sverige

**Tomas Zimmermann**, Head of Sustainable Finance Team, Client Coverage, LC&I, Swedbank

### 14.00-14.45

#### LIVE STREAM: A dual role for supply chain finance – mitigating disruption while supporting the strategic agenda

Extreme disruption to the flow of physical trade during the pandemic's initial peak highlighted the weak links and vulnerabilities of complex global value chains, with the subsequent economic downturn and a recalibration of strategic business priorities posing evolving supply chain challenges. This panel will identify the key issues being faced as 2020 draws to a close, and assess the role of specialised financing in promoting supply chain resilience while contributing to strategic sustainability goals:

- To what extent has pandemic-related trade disruption emphasised the strategic importance of key suppliers? Are long-tail insolvencies a growing concern for buyers in the current climate?
- The triple bottom line: Highlighting drivers for increasing focus on sustainable supply chains and the impact on corporate treasury and procurement priorities
- SCF as sustainability incentive: Which financing KPIs and rewards are being utilised to incentivise suppliers to be ESG-friendly? What role is tech playing in tracking complex trade value chains?
- Is the financial security of key suppliers at risk of being overlooked amidst the sustainability buzz? How should supplier finance be deployed to promote sustainable business in a wider sense?

**Moderator: Richard Hayes**, Global Head, Working Capital Sales, Nordea

**Tim de Knegt**, Treasurer, Port of Rotterdam

**Shona Tatchell**, Founder & Chief Executive Officer, halotrade

**Patrik Zekkar**, Head, Trade & Working Capital Management Sales, Nordea

**Nicolas Saoudi**, Director, Trade Sales Nordics, Germany & Switzerland, Standard Chartered

### 15.30-16.15

#### LIVE STREAM: Boosting financial support and trading stimulus for small and medium companies

- To what extent has the pandemic amplified financing challenges for SMEs? Considering reduced bank appetite and constrained trade credit
- Have SMEs taken up the emergency support made available by governments and ECAs? How has this varied across the Nordics?
- Which finance structures can be utilised to grow the order book while conserving credit lines? How is the accessibility of trade and supplier financing being improved for small/medium suppliers?
- Can the growth of trade digitisation (KYC, digital commerce and financing platforms) mitigate the human resources challenges often faced by SMEs, and enable wider access to trade liquidity?
- The need for 'true' supply chain finance: Could tech such as AI and automation unlock the purchase order, inventory and production finance needed by smaller but rapidly growing companies?

**Moderator: John Bugeja**, Managing Director, Trade Advisory Network

**Stefan Carleke**, Vice-President, Head of Trade Finance Sweden & Transaction Banking Services, Handelsbanken

**Esge Rader**, Managing Director, Nordics, C2FO



## Day Two: Wednesday 11 November

10.00-10.45

### **LIVE STREAM: Impact assessment – Identifying trade prospects and financing challenges across key emerging markets**

- Assessing the ongoing impact of the pandemic on developing economies: Supply chain disruption, commodity market shocks, hard currency challenges and rating downgrades
- Have some trade partners proved more resilient than others? How are present Nordic trade volumes varying across regions and industrial sectors?
- Have financiers, insurers and ECAs been sufficiently flexible with closing and maintaining existing transactions? Is a more selective approach being taken depending on market and industry sector?
- Gearing up for digitisation: Considering the need for increased efficiency across export credits, documentary flows, KYC and financing
- With some Nordics FIs withdrawing from emerging markets, is there sufficient appetite and capacity amongst banks, trade funds and DFIs to meet the EM trade and export deal pipeline?

**Moderator: Magnus Lindgren**, Head, Credit Specialties, Nordics, Marsh JLT Specialty

**Tommy Östling**, Senior Customer Finance Advisor, Hitachi ABB Power Grids

**Magnus Furuholm**, Head, Swedbank South Africa

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

**Georg Gruber**, Director, Business Development, Global Export Finance, Raiffeisen Bank

**“The No.1 event in the Nordics financial market has become even better!”**

**H Sjögren**, Swedish Chamber of Commerce for Russia & CIS

### ON-DEMAND

#### **Doing more with the same: Evolving regulatory compliance challenges and how to beat them**

New operational and budgetary challenges are increasingly resulting in a 'resource crunch' for those responsible for trade and financial compliance, while complex international sanctions programmes, changing regulation and increasingly sophisticated criminal activity amplify the need for effective compliance risk mitigation. This session will consider some of the tools and strategies enabling corporates and their financiers to maintain the fight against financial crime:

- Remote working; EU anti-money laundering reforms; budgetary constraints: Highlighting stiff operational challenges for those tasked with regulatory compliance
- Covid-related financial crime: How has technological advancement been exploited by criminal elements? Has this been seen to penetrate the trade space?
- Deceptive shipping activity and increasing OFAC scrutiny: Assessing a hotspot for potential sanctions violation
- Doing more with the same: The potential of cloud-based and automated KYC and AML technology to increase screening efficiency and reliability
- Can compliance risk be effectively mitigated when regulations are met, or should requirements be exceeded to provide a true 'safety net'?

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

**Ami Daniel**, Chief Executive Officer, Windward

**Morgan Terigi**, Co-founder & Chief Executive Officer, Incomlend

**“The one and only trade finance-related event that you must attend in the Nordics. I would not miss it for the world!”**

**C Troncy**, Coface

11.45-12.30

#### **LIVE STREAM: Can the private insurance sector withstand the pandemic fallout?**

- Testing private sector mettle: Reviewing claims to date and claims growth expected, and highlighting those industry sectors proving particularly challenging in 2020
- Has the reaction amongst underwriters regards cancellation / reduction of cover varied across the private market? Has this shaken the confidence of insureds?
- Enquiries and business origination: Is business now picking up? Are we seeing a V shape or U shape recovery in the credit and political risk space?
- The 'covid-19 impact statement': Will underwriter appetite tighten in the near to medium term? What of pricing? How can insureds ensure that they remain an attractive risk?
- To what extent is collaboration between private insurers, ECAs and multilaterals continuing as usual? Are parties working together to mitigate Covid disruption to longer terms deals?

**Moderator: Tim Hughes**, Assistant Director, BPL Global

**Mairtin O'Griofa**, Executive Director, Political Risks & Structured Credit, Aon

**Nuria Gorog**, Head of Credit & Political Risk Continental Europe, Zurich

**Peter Boberg**, Country Director, Sweden, Atradius

**Jenni Ruotsi**, Head of Reinsurance & Risk Transfer, Finnvera

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

**A Niemelä**, OP Financial Group

15.30-16.15

#### **LIVE STREAM: Assessing the progression of digital trade**

A panel of experts sourced from across the trade ecosystem will offer perspectives on the rapid growth of trade digitisation throughout the course of the pandemic, exploring key topics such as:

- Beyond trade finance: Considering the increasing importance of tradetech in crucial areas such as regulatory compliance, B2B ecommerce, sustainability and financial inclusion
- Assessing progress made in standardising negotiable digital trade tools: What currently are the primary challenges to standardisation initiatives? What are the potential benefits?
- Have domestic and foreign regulators now recognised the need to prioritise digital trade? Are they moving fast enough?
- With increased urgency around digitisation, is there a greater need for corporates, banks and fintechs to collaborate more closely? Where can these efforts be enhanced?
- Reaching critical mass: Which are the primary challenges to exponential adoption, and how can the scalability of digital solutions be unlocked? Which parties need to take the lead here?

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

**Sibel Sirmagul**, Regional Head, Product & Propositions, Europe, HSBC

**Srinath Keshavan**, Executive Director, TradeAssets

**Ville Sointu**, Head of Emerging Technologies, Nordea

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