

Re-tooling trade for
a sustainable future

GTR NORDICS 2021 STOCKHOLM

#GTRNordics

November 25, 2021

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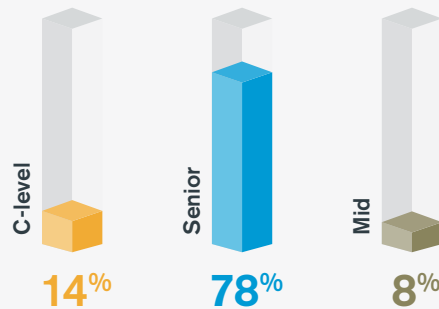
GTR Nordics is returning to Stockholm on November 25!

Following hot on the heels of COP26, GTR will once again provide the region's leading trade gathering, bringing together a host of financing experts and innovators to plot a path for Nordic industry and commerce. Exploring the latest initiatives taking steps toward a carbon neutral future, an in-depth agenda will address the regulatory, efficiency and profitability challenges facing the Nordic trade and export financing sectors in the here and now, and pinpoint emerging business opportunities as the global economy sets sights on sustainable post-pandemic growth.

This hugely anticipated in-person event promises unparalleled networking opportunities with the sector's most prominent experts, all within a Covid-safe environment in-line with the latest government regulations. For those seeking to catch up with old friends and forge fresh connections while gaining practical insights into the future of Nordic trade, export & ECA and supply chain financing, this event is not to be missed!

Radisson Blu Waterfront Hotel &
Stockholm Waterfront Congress Centre

Job titles represented in 2020



What to expect in 2021



[Click here to find out more](#)

3 reasons to attend in 2021

- 01 Unparalleled expertise from speakers who are active in the market
- 02 Exceptional content on topics and regions covered
- 03 Network opportunities with key stakeholders in the industry

Attendees by sector in 2020



Networking hours in 2021



Find out more

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Thursday 25 November

Morning: Opening sessions and Stream A

09.00-09.10

Chair's opening remarks

Lydia Capolicchio, Journalist & Broadcaster

09.10-09.40

Keynote: Looking toward trade in the post-Covid era – a macroeconomic assessment

Resurgent geopolitical volatility and trade protectionism; booming global commodity markets; evolving monetary policies and liquidity conditions: The climate surrounding global trade is a complex tangle of interwoven trends that has, since early 2020, been masked by the economic shroud cast by the pandemic. Whilst ongoing, predictions that the worst of the physical disruption impacting trade has now passed suggest that more historical commercial headwinds will return to the fore in 2022. This macroeconomic overview will seek to pinpoint the geopolitical, trade and investment trends evident within the current environment, and what this could mean for Nordic economies and trade prospects.

Victoire de Groote, Chief Economist, Mitigram;
Global Head of Country Risk, HSBC

“The only real opportunity to network with corporate trade finance peers in the Nordics.”

N Kristensen, Lego Group

09.40-10.30

The road from COP26: Where policy step-change meets incremental efficiency gains

Following just days on from COP26 this opening panel will digest the meeting's key outcomes and their potential impact on Nordic policy, trade and financing priorities, considering the finalised Paris Rulebook, commitments to mobilise climate finance, the need for infrastructure resilient to climate change, and the growing drive for global net zero by mid-century: Does business growth have a carbon problem, and how do we respond? How do Nordic climate financing and cleantech offerings compare on the global stage, and which markets are expected to provide immediate demand? Does 'sustainable trade' necessarily include root and branch operational upheaval, and how can the required transition be achieved within the timeframe provided? At the corporate level, how and where can optimising efficiencies play an equally important but less disruptive role in greening the supply chain?

Moderator: Lydia Capolicchio, Journalist & Broadcaster

Magnus Montan, Chief Executive Officer, SEK

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

Thomas Hörnfeldt, Vice-President, Sustainable Business & Public Affairs, SSAB

Max Åhman, member of the Scientific Climate Council; Senior Lecturer, Environmental & Energy Systems Studies, Lund University

10.30-11.20 Networking break

Stream A: Global energy transition – pinpointing the opportunities

Stream Chair: Lydia Capolicchio, Journalist & Broadcaster

11.20-12.10

Driving decarbonisation through innovation: A new world of possibilities for the Nordic export sector

The exponential growth of the Nordics' climate-friendly industry, ranging steel, mining, shipping and power generation sectors amongst others, places the region in an ideal position to capitalise on global transitional investment. The region's export finance system is undergoing its own transition, launching a raft of restructurings, initiatives and green export finance solutions to ensure that Nordic exporters retain a competitive edge in foreign markets, while also supporting green investment at home. This session will highlight leading green industry innovations and the related export opportunities across developed and developing markets, tackling the complex issue of sustainable export financing:

- Where are the demand hotspots for transitional cleantech and infrastructure in the near term?
- With fossil fuel the only viable option in some markets, what of future opportunities to reduce the carbon footprint of existing infrastructure?
- How can buyers in less developed markets be further incentivised to invest in low carbon technology and infrastructure?

Moderator: Marie Aglert, Director & Head of Large Corporates, EKN

Tora Leifland, Director, Responsible Business, Volvo Construction Equipment

Christina Friborg, Executive Vice-President & Head of Sustainability, SSAB

Kristin Parello-Plesner, Director, Head of ESG, EKF

12.10-13.00

Mobilising capital for global energy transition: A growing role for private insurance support

The renewables energy sector has experienced rapid change since the turn of the millennium, with early pioneering projects demonstrating the viability of investment in renewables infrastructure for those project sponsors, financiers and risk off-takers possessing the necessary expertise. With the exponential rise in demand for exposure to sustainable investment opportunities amongst financiers, and a growing number of institutional investors seeking to deploy surplus capital in line with ESG policies, there is a large capital pool ready to be mobilised for transitional energy projects. This panel will explore the influx of ESG-focused institutional players and highlighting the role that can be played by specialist private market insurance brokers and carriers in facilitating investment, covering:

- Reputational and economic motivators driving institutional investment towards green energy projects
- How successful projects have been underwritten, and the importance of specialist underwriting at both the front and back end of a deal
- Political backing for Nordic participation in green energy projects and the state-backed financial support available

Moderator: Célia Mallart, Director, Structured Credit, Brim

Ralph Winkler, Executive Director, Structured Credit & Political Risks, Brim

Andreas Ericson, Head of International Finance, SEK

Fredrik Åker, Founder, LEAP Export Finance

Kade Spears, Global Line Head, Political & Credit Risks, SCOR Specialty Insurance

13.00-14.20 Lunch

Thursday 25 November

Morning: Stream B

Stream B: Building efficient, resilient, sustainable trade value chains

Stream Chair: Simon Cook, Partner, Sullivan & Worcester UK

11.20-12.05

Supply chain resilience meets supply chain sustainability: Cross-purposes or virtuous circle?

Setting sights on a post-pandemic global trade bounce back, this panel will contrast perspectives on the immediate supply chain challenges faced in the current trade climate and the headwinds expected to persist into 2022, addressing the strategic issue of diversification:

- Which are expected to be the primary physical trade and financial risks faced by Nordic suppliers in 2022? Is prudential trade growth achievable in such an environment? Is ESG a threat or opportunity?
- With the complexity of global supply chains preventing significant and immediate re-mapping, what role can digital tech and supply chain finance play in reinforcing strategic supplier relationships?
- Which tools and levers can buyers utilised to protect against reputational risks amidst increasing scrutiny on ESG throughout corporate supply chains?
- Are the additional platforms and layers of verification involved with sustainability and digitisation drives placing stress on supplier resources and at odds with efforts to reinforce the supply chain?

Moderator: Joachim Claesson, Managing Director, Nordic Head of International Trade & Transaction Banking, Credit Agricole

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

Richard Hayes, Global Head of Working Capital Sales & Advisory, Nordea

Maria Mogilnaya, Principal Banker, Trade Facilitation Programme, European Bank for Reconstruction & Development (EBRD)

Vilhelm Otterheim, Sourcing Manager, Supply Chain Finance, ICA Group

12.05-12.50

Digital trade adoption: Evolving attitudes and the potential for rapid regulatory development

This debate will map evolving attitudes toward the adoption of trade fintech and question whether early adopters have seen sufficient return on investment, identifying the next step-change in the digital trade financing space: Where are corporates seeking to work directly with solution providers to improve efficiency and transparency? Are banks increasingly deciding they no longer have to develop digital offerings themselves? Is the combination of innovative tech and stable liquidity sources the key to meeting growing demand for trade and supply chain financing, and what role do APIs and plug-ins have to play here? To what extent is the G7's commitment to develop the regulatory framework governing electronic trade instruments expected to hold an immediate impact on global adoption, and what progress has been made in standardisation?

Moderator: Yvain Richard, Head of Trade & Receivables Finance, Nordics, HSBC

Milena Torciano, Chief Executive Officer, Mitigram

Ville Sointu, Head of Emerging Technologies CoE, Nordea

Mark Cudden, Chief Technology Officer, we.trade

Anna Mitrovic, Associate Director, Nordics, Digital Vault Services

12.50-13.15

Case study: Reducing operational pressures throughout an increasingly complex and costly trade environment

This in-depth case study will walk through the implementation of a machine learning powered digital trade solution, identifying the drivers for adoption for both bank and corporate customer, and the benefits provided to both parties by enhanced efficiency throughout the documentary checking, approval and reporting process.

Uzair Bawany, Co-Founder and Chief Revenue Officer, Traydstream

Antti Niemela, Head of Transaction Banking, Large corporates & Institutions, OP Financial Group

Minna Väisänen, Manager, Trade & Export Finance, Valmet Corporation

13.15-14.20 Lunch

“GTR Nordics solidifies its position as the premier networking event in the industry.”

G Öhrås, ABB Group

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

H Sjögren, Swedish Chamber of Commerce for Russia & CIS

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

G Blum, BNY Mellon

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

A Niemelä, OP Financial Group

Thursday 25 November

Afternoon: Stream A

Stream A: Innovative export offerings

14.25-14.55

Case study: Sustainable service exports, powered by the hour – Greening the shipping sector with innovative export finance

Container shipping plays a major role in global goods trade, making a significant contribution to trade's carbon footprint. Shipping sector cleantech is urgently required in order to achieve carbon-neutral supply chains and provides another example of Nordic industry's leading edge. This detailed case study will highlight the efficiency challenges faced by the shipping sector, the development of big data driven cleantech that significantly reduces fuel burn and emissions, and the innovative, highly tailored services export financing structure completing a competitive and compelling package that is designed to maximise uptake across a global customer base, while promoting domestic technology development and exports.

Magne Schreiner, Senior Vice-President, Working Capital & Trade Finance, DNB

Arild Bakås, Senior Vice-President, Senior Underwriter & Head of Team Industry, Eksfin

Kjetil Johansen, Senior Financial Analyst, Jotun

14.55-15.45

Gearing up for global trade growth: Are export financing offerings sufficiently adaptable for a new generation of Nordic exporters?

With predictions of a 'v-shaped' recovery and the resulting trade bounce back as pandemic-driven economic shocks subside, it's time for the Nordic export sector to step up and meet pent up global demand. Financing challenges posed by the pandemic have brought export financing solutions into the sights of a new generation of exporters, often with business models differing from more traditional clients, but has the export financing sector adapted sufficiently to enable both established and less experienced Nordic exporters to capitalise on emerging sales opportunities?

- Flexibility: How are delivery delays and shortages impacting financing requirements and deal flows?
- To what extent are export finance portfolios becoming polarised between OECD and least developed markets? Which industries are driving this? Are there opportunities 'in between' in terms of risk?
- Small tickets to larger long-tenor buyer credits: Have deal structures successfully adapted to the needs of the export market, and smaller exporters in particular? Where can more progress be made?
- At what point and why do export deals become uneconomical? How effective is private insurance cover and receivables financing in filling these gaps, and is it available for more challenging markets?
- Large corporates have relationship deals, so where does this leave SME exporters? How can broader viability for small ticket offerings be enabled, and is the onus on the ECAs to make it work?

Moderator: Sujithav Sarangi, Executive Director, Structured Export Finance, Standard Chartered Bank

Georg Gruber, Director, Business Development Global Trade & Export Finance, Raiffeisen Bank International

Greger Svanstrom, Head of Trade & Customer Finance, Volvo Construction Equipment

Tommy Ostling, Vice-President, Customer Financial Advisory, Hitachi Energy

Tuukka Andersén, Vice-President, Head of Underwriting, Finnvera

15.45-16.25

Spotlight on African trade and infrastructure: An evolving financing mix

The pandemic's impact on African public finances has forced the reassessment of infrastructure investment priorities to fit restricted budgets, with lenders' expanding ESG criteria forcing further reconsideration of projects' financial viability and leading to a shrinking pool of bankable deals. A range of non-bank investors and development finance institutions (DFIs) are utilising blended structures to fill the trade financing gap, with Nordic DFIs playing a key role. This session will highlight the primary African infrastructure development opportunities and challenges faced in the current climate, identifying the structures being used to facilitate investment, and the role that can be played by both traditional and alternative financing sources.

Moderator: Tim Hughes, Director, BPL Global

Guillaume Simonnet, Executive Director, Political & Credit Risks, Willis Towers Watson

Karin Kronhöffer, Director, Strategy & Communication, Swedfund

Fredrik Morsing, Senior Advisor, Strategic Projects, Scania

16.25-16.45 Networking break

“Outstanding networking opportunities in one place in one day.”

B Eskesen, Eitech

“I can highly recommend GTR Nordics as being the only major Trade & Export Finance event in the Nordics annually. The place to be.”

J Kuusala, Handelsbanken

“Real momentum to meet the relevant people and remain up to date with regards to trade & export challenges.”

N Van Damme, SMT Group Africa

“2020 has delivered 2030 early, there has been a lot of discussion around new ways of working but no action.”

C Skinner, Nordic Finance Innovation

Thursday 25 November

Afternoon: **Stream B** to close

Stream B: Making trade available where it's needed

14.25-15.15

'Dear CEO': Facing up to an unsustainable future for the Nordic trade and export finance market, and why corporates should take note

The Nordic trade finance market is reaching an inflection point, with increased capital requirements and a decade of rising compliance and due diligence costs leading Nordic players to withdraw from markets both within the region and across the globe. Increased scrutiny from both Nordic regulators and the UK FCA shows no sign of abating, combining with growing ESG monitoring requirements to further squeeze trade finance banks' operations.

This frank discussion will take stock of the efficiency and profitability challenges facing the sector, pinpoint the potential repercussions for those Nordic companies undertaking emerging markets trade, and assess the viability of various initiatives, innovations and tools that can be employed to reinforce the sector: Could increased regulator scrutiny result in certain trade financing tools and structures becoming unviable? Where have significant cost efficiencies been achieved without compromising global trade financing capacity and coverage? What role can digitisation and automation play, and is it in fact part of the problem until it provides the solution?

Moderator: **Lars Ekström**, Head of Trade Finance, Danske Bank

Stefan Carleke, Vice-President, Head of Trade Finance Sweden, Handelsbanken

Kevin Day, Chief Executive Officer, HPD Landscape

Charlotte Wiltshire, Head of Corporate Trade Sales, Northern Europe, Bank ABC

Patrik Zekkar, Chief Executive Officer, Enigio

15.15-16.20

**Discussion to be held in Swedish language*

SME financing workshop: How smaller companies can finance international trade more effectively

Many small and medium sized enterprises are dependent on cross border trade in order to grow their business. Unlike blue-chip companies, who have the experience and dedicated resources for trade, mid-sized corporates are faced with many challenges including risk mitigation and a constant need for working capital to name a few. This workshop will share best-practice examples from companies who have overcome these initial hurdles, as well as the bank's perspective and the role of Export Credit Agencies (ECAs) in supporting SME trade.

**Diskussionen kommer att hållas på svenska*

SME financing workshop

Hur kan mindre företag finansiera sin internationella handel på ett effektivt sätt? Många små- och medelstora företag är beroende av export för att öka sin försäljning. Till skillnad från storföretagen som har både erfarenhet av och resurser för internationell handel så ställs SME-bolag inför flera utmaningar såsom riskhantering och behov av rörelsekapital för att nämna några. I den här workshopen ska vi ta upp några exempel på hur bolag har hanterat sin expansion, bankens förslag på lösningar samt EKNs roll för att stötta SME-bolagens handel.

Moderator: **Marie Mohmand**, Vice President, Trade Finance, Swedbank

Robert Bergström, Acting Head of Advanced Corporate Region East, Swedbank

Carl-Johan Karlsson, Head of SME & Midcorp, EKN

Giovanni Fili, Chief Executive Officer & Founder, Exeger

16.20-16.45 Networking break

Closing plenary

16.45-17.20

The havoc in freight markets – and what to expect in 2022

Freight rates and delivery times have exceeded anything experienced for the past forty years. What is behind this perfect storm in trade - and when can we expect it to improve?

Allan von Mehren, Chief Analyst, China, Danske Bank

17.20

Close of conference followed by evening networking reception

Networking Break Sponsor

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Evening Networking Reception Sponsor

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“Everyone you need to know in Nordic trade and exploit finance is here.”

T Vesteri, Agency Advisors and Services Oy

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- In the case of the cancellation** of the conference or the change of the conference date, GTR will not be held liable for any booking, travel or hotel costs associated with the booking.

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