

Charting

a course for

Global Britain

GTR
UK 2021
VIRTUAL

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 **INSTITUTE
OF EXPORT
& INTERNATIONAL TRADE**

June 29-30, 2021

gtreview.com/gtruk

Time zone: British Summer Time (BST)

#GTRUK

GTR UK 2021 returns as a two-day virtual event on June 29-30, 2021, offering unrivalled insights into the latest exciting developments impacting on the world of UK trade and exports.

Following a momentous 2020, which saw both the impact of the Covid-19 pandemic expose the fault lines in UK supply chains and preparations finalised for the country's post-Brexit global trade relationships, the event will shine light on the crucial issues impacting on the trade and export finance market, from challenges faced by exporters to the support measures put in place by government, the role of technology and innovation to the need to cultivate a more inclusive and sustainable environment for conducting business.

Key themes: 6 of the best



What to expect



[Click here to find out more](#)

Read the event agenda on following pages

GTR UK 2021 Virtual		Day One: Tuesday 29 June, 2021	Time zone: Greenwich Mean Time (GMT)
Day One: Tuesday 29 June			
10:00-10:55	Where does supply chain finance go from here? Already an industry topic for much debate, the collapse of Generali has done the industry no favours. What will be the impact of the UK's new regulatory regime on supply chain finance? How will it be impacted by the UK's new regulatory regime? How will it be impacted by the UK's new regulatory regime?	10:55-11:45	After the storm - what next for UK trade credit insurance? The UK trade credit insurance market has continued to grow, but it is still a relatively niche market. What are the prospects for the UK trade credit insurance market in the future? How will it be impacted by the UK's new regulatory regime?
11:45-12:30	ESG balancing act ESG is becoming a key factor in the way that companies are valued. How will this impact the UK trade and export finance market? How will it be impacted by the UK's new regulatory regime?	12:30-13:15	Corporate case study: Innovation and exports through Covid-19 This special session will share the experiences of a high-growth export-led manufacturer and how they have navigated the challenges of the pandemic. How will they be impacted by the UK's new regulatory regime?
13:15-14:00	Post-Brexit trade - separating the 'hype' from reality The UK's trade relationships with the EU have been a topic of much debate. How will the UK's trade relationships with the EU be impacted by the UK's new regulatory regime?	14:00-14:45	ESG balancing act ESG is becoming a key factor in the way that companies are valued. How will this impact the UK trade and export finance market? How will it be impacted by the UK's new regulatory regime?



3 ways to watch the event video



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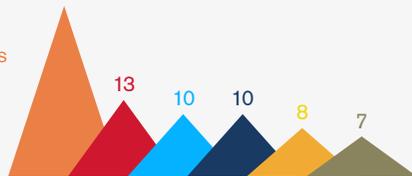


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Attendees by sector in 2020

Corporates & traders

41%



- 13 Banks & financiers
- 10 Non-bank financiers
- 10 Insurers & risk managers
- 8 Consultants & accountants
- 7 Technology & fintech
- 4 Govt orgs & public bodies
- 3 Lawyers
- 1 Media
- 1 ECAs & multilaterals
- 2 Other (education & investors)

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Day One: Tuesday 29 June

ON-DEMAND

Keynote: Setting out a vision for UK trade

As the UK moves into the next phase of its international relations, this special keynote interview will set out the vision for the country's global trade policy, providing an update on recent trade deals, future objectives and the values behind efforts to develop the UK's overseas business interests whilst in sync with its wider goals on multilateralism, security and sustainability.

Rt Hon Greg Hands MP, Minister of State for Trade Policy, UK Department for International Trade *to be interviewed by Geoff de Mowbray*, Chief Executive Officer, Dints International; Co-Chairman, British Exporters Association (BExA)

ON-DEMAND

Market insights roundtable: Monitoring business sentiment

After a challenging last 18 months, both in terms of the pandemic and also the impact of Brexit post-transition, business confidence will be crucial in boosting domestic trade growth and providing a key measure of appetite for international expansion. This session will provide the latest snapshot of business sentiment, reflecting on the findings of Santander's Trade Barometer – an annual study of over 1,000 UK firms on attitudes towards growth, risk and the factors impacting on performance – as well as considering current market conditions for SMEs in particular.

Moderator: Eleanor Wragg, Senior Reporter, Global Trade Review (GTR)

John Carroll, Head of International & Transactional Banking, Santander Corporate & Commercial Banking; Chair of Trade & Investment Policy, ICC United Kingdom

Paul Schaffer, Managing Director, Plum Products

Sean Ramsden, Founder & Chief Executive, Ramsden International

Martin McCann, Chief Executive Officer, Trade Ledger

10.00-10.50

Where does supply chain finance go from here?

Already an industry topic generating much debate, recent high profile events have seen the chatter around the use of supply chain finance pitched to something closer to a roar, whilst challenges faced in physical supply chains have added to the sense of flux in the market. So what is next for the industry following the reawakening of the debate over accounting standards and the need for greater corporate disclosure? Are more rules on the horizon when it comes to using SCF to extend payment terms and avoid overconcentration of risk? Is greater understanding needed by investors and insurers alike when it comes to accepting premiums and yields offered? Do banks need to 'get back in the game' to raise levels of accountability and transparency?

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

Alexander Mutter, Head of EMEA Sales, Taulia
Merisa Lee Gimpel, Managing Director, Head of Working Capital Innovation, Lloyds Banking Group
Maurice Benisty, Chief Commercial Officer, Demica
Oliver Chapman, Chief Executive Officer, OCI
Patrick DeVilbiss, Director of Consulting, Trade & Supply Chain Solutions, CGI

11.30-12.20

Is UK trade digitisation moving fast enough to stay competitive?

At a time when governments around the world are seeking to gain competitive advantage and revive their economies through increased cross-border business, the UK's burgeoning financial technology sector offers a crucial point of difference. With businesses still facing a myriad of challenges, from the need to upgrade financial infrastructure to enable greater access to trade finance for SMEs in particular, to the need for solutions to digitise customs processes (as seen with Singapore's NTP as an example), to the demand for setting common standards, this session will discuss the role of government and the importance of getting behind collective agendas to achieve future prosperity, as the UK considers its place in the world.

Moderator: Michael Vrontamitis, Co-Chair, Working Group on the Digitisation of Trade Finance, ICC Banking Commission

Sarah Green, Law Commissioner for Commercial & Common Law, Law Commission of England & Wales

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

Sudhir Dole, Chief Executive Officer, Trade Information Network

Dominic Broom, Chief Executive Officer, Fineon Exchange

Louise Taylor-Digby, Head of Trade Strategy, Swift

13.30-14.15

After the storm – what next for UK trade credit insurance?

The UK trade credit insurance market has continued to provide extensive credit to clients throughout the course of the last year, with the government-led State Support Scheme covering both domestic and export business-to-business transactions of UK-based companies, helping businesses trade in the face of ongoing challenges and insolvency risks to supply chains. As the UK economy emerges from the crisis with positive predictions of future growth and the winding down of the scheme on June 30, this session will consider claims performance, market liquidity levels and what the future is likely to hold.

Moderator: Simon Philpin, Senior Underwriter & Head of Business Development Global, Trade Credit, Market International

Ewa Rose, Managing Director, Credit & Financial Risks, Aon Reinsurance Solutions

Milo Bogaerts, Chief Executive Officer, Euler Hermes UK; Chair, Trade Credit Committee, Association of British Insurers (ABI)

Jane Hull, Director of Credit, Tokio Marine HCC

Rian Urding, Chief Financial Officer, McLaren Automotive

14.35-15.20

Shock tactics – mitigating risks in a post-Covid world

The events of the last 18 months have both reinforced existing geopolitical risk trends and presented potential new ones, with increased economic and political nationalism, severe testing of the resilience of supply chains, wider social unrest in many countries and greater use of sanctions as a mainstream tool of foreign policy. This session will bring differing perspectives together to provide a snapshot of how the risk environment has manifested itself in claims, how risks have changed over time, emerging areas of demand and appetite, along with an assessment of how the structured credit and political risk market is innovating its products to keep up with changing needs.

Moderator: Stuart Ashworth, Head of Sales, Innovation & Client Management, Financial Solutions, Willis Towers Watson

Toby Vass, Chief Underwriting Officer, Political Risk & Credit, Chubb

Ian Ladd, Group Treasury, Insurance & Risk, Aggreko

Claire Simpson, Global Claims Director, Financial Solutions, Willis Towers Watson

15.45-16.10

Corporate case study: Innovation and exports throughout Covid-19

This special session will share the experiences of a high-exporting advanced manufacturer and now 3rd generation family company, exporting to 120 countries and commercialising leading research, telling the story of its adaption to the pandemic in developing a Resilience-Diversification-Growth Strategy, reconfiguring the company to become "better, faster and cheaper" across its export markets, and refining its organisational structure to integrate its commercial and technical operations across all levels.

Carl Hunter OBE, Chairman, Coltraco Ultrasonics

16.10-17.00

Post-Brexit trade – separating the rhetoric from reality

The full reality of Brexit and impact of another lockdown led to a reported January 2021 fall in goods exports to the EU from the UK of £5.6bn, a decline of almost 41% and with food exports most severely impacted, whilst imports were down nearly 29%. So what is happening at the UK's ports? How efficient (or otherwise) are the UK's logistic supply chains and are we looking at increased costs as they become more complex? What are the main challenges when it comes to companies looking to scale up and will new freeports help? What is the likely reality of proposed future free trade agreements for SMEs and mid-market firms 'on the ground'? What trends does the data show in offering a vision of the future?

Moderator: Gabriel Buck, Managing Director, GKB Ventures

Richard Bartlett, Managing Director, Export Unlocked
Irene Graham, Chief Executive Officer, Scale-Up Institute

Elizabeth de Jong, Director of Policy, Logistics UK

Simon Bird, Regional Director, Humber, Associated British Ports

Day Two: Wednesday 30 June

ON-DEMAND

Keynote interview: New priorities under new leadership

It's been a period of change at perhaps the most dramatic time imaginable for the Institute of Export and International Trade, which came under new leadership in late 2019. Here in this exclusive interview, we discuss the fundamental role of international trade and exports in building the UK's future, helping businesses prepare for and exploit opportunities in a new landscape, and the importance of continually improving member service offerings to help companies access new markets.

Marco Forgione, Director General, The Institute of Export & International Trade *to be interviewed by* **Jeremy Shaw**, Co-Founding Partner

10.00-10.50

"It's not easy being green" – managing the ESG balancing act

With the UK hosting COP26 this year, the importance of walking the walk as well as talking the talk when it comes to sustainable trade practices seems destined to rise to the top of the news agenda. This could bring with it big problems as the implications of the UK's carbon goals impact beyond just fossil fuels but into whole industries, the supply of goods into certain sectors and the impact of this dialogue for SMEs down the supply chain. With questions increasingly asked of banks when it comes to policies and processes, uncertainty over the role of export credit agencies, concerns that government may be "going too fast" and emphasis on the importance of intelligence and data tracking (ideas include a potential 'sustainability passport' for businesses) this session will debate practical solutions to be implemented.

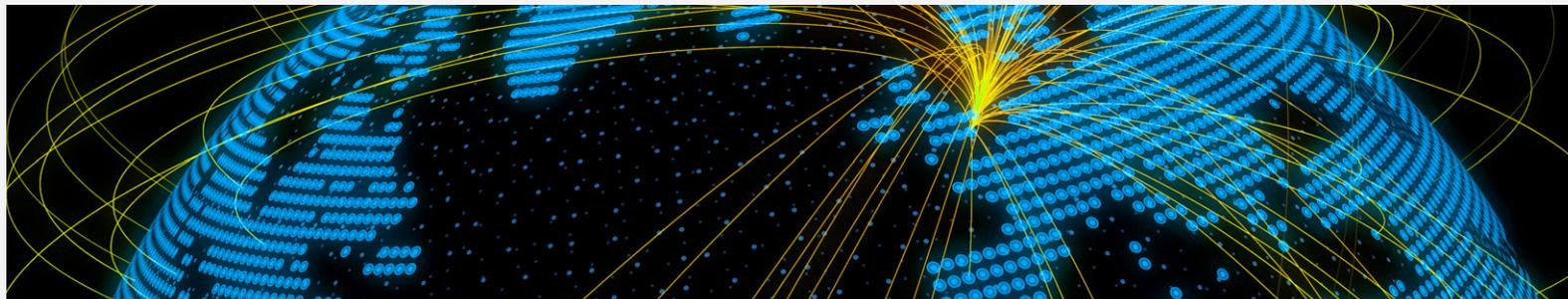
Moderator: Shannon Manders, Editorial Director, Global Trade Review (GTR)

Rowan Austin, Head of Trade Finance Origination & Advisory, NatWest

Helen Meekings, Deputy Director for Policy & Climate Change, UK Export Finance (UKEF)

Grant Rudgley, Project Manager, Sustainable Finance, Cambridge Institute for Sustainability Leadership

James Green, Chief Marketing Officer, dttldgers



GLOBAL BRITAIN: OLD FRIENDS AND NEW HORIZONS

ON-DEMAND

UK-Africa trade – business as usual?

January 2020 saw the inaugural UK-Africa Investment Summit take place with much fanfare, an event that was supposed to herald a bright new dawn in UK-Africa trade relations, and which concluded with a pledge to mobilise almost £4bn in public aid and a further £6.5bn of private sector. Of course, as Boris Johnson himself pointed out ahead of this year's sophomore gathering held online, a lot has changed since then, but where does UK-Africa trade find itself in a post-Covid investment climate and with a UK overloaded by post-Brexit priorities? Do the rollover agreements amount to anything more than 'business as usual', but with a UK – despite its post-Brexit vision for a "Global Britain" and long history in Africa – further falling behind as a trading partner and investor on the continent? Where does the UK excel in Africa and where is there room for improvement when it comes to making inroads on the continent?

Moderator: Duarte Pedreira, Head of Emerging & Frontier Markets, Crown Agents Bank; Board Member, ITFA

Emma Wade-Smith OBE, HM Trade Commissioner for Africa, UK Department for International Trade

Denise Coppin, Head of UK & European Global Clients, Absa

Andrew Skipper, Partner, Hogan Lovells; Co-Chair, Africa Investor's Group (AIG)

11.30-12.15

Land of the free (trade) – new dynamics in the UK-US relationship

As UK exporters look to new markets in the post-Brexit era, the United States is seen by many as the most likely place to turn. This is not however without its challenges –

currently just over 10% of exporting UK SMEs sell goods and services to the US, often having to navigate complex regulations and the tariffs that were such a feature of the previous administration. With no imminent sign of a promised UK-US trade deal – and as the new Biden administration finds its feet – this session will consider the initiatives and support measures – both commercial and governmental – put in place to boost UK business interests in the vast US market, as well as providing key insights on what US companies need to know when trading with post-Brexit Britain.

Moderator: Lionel Taylor, Managing Director, Trade Advisory Network (TAN)

Lucinda O'Reilly, Founder, The International Trade Consultancy

Richard Paxman, Chief Executive Officer, Paxman Scalp Cooling

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

ON-DEMAND

"Go east, young man": Seizing on Indo-Pacific opportunities

Trade deals completed with Singapore and Vietnam are viewed as just the start of the UK's ambitious plans for increased trade with the Indo-Pacific region, having applied to join the Comprehensive and Progressive Trans-Pacific Partnership (CPTPP) with the purpose of diversifying its supply chains and gaining access to a £9 trillion market. Meanwhile, following its withdrawal from the Regional Comprehensive Economic Partnership (RCEP) trade pact, India's desire to secure new trading relationships sees the UK well placed to capitalise, with ongoing efforts to increase trade and investment, boost jobs, confront security threats and tackle climate change all at the forefront of a shared agenda of increased cooperation.

Andy Burwell, Director for International Trade, Confederation of British Industry (CBI)

Rebecca Harding, Chief Executive Officer, Coriolis Technologies

12.30-13.30

Working lunch: How can the new Global Britain best serve the needs of its exporters?

Several months into the new landscape for UK trade following the end of the Brexit transition period, the picture for UK businesses is still somewhat unclear, particularly when it comes to what is still its largest market. With many surveyed companies citing a range of factors in the reduction of the volume of goods passing between the two markets, from Covid restrictions to greater time needing to be spent on paperwork, this interactive industry dialogue will stress the importance of best serving the needs of exporters (and SMEs in particular), achieving regulatory reform, maintaining digital competitiveness to improve efficiency and reduce red tape, whilst also considering the future consequences of the UK-EU Trade and Cooperation Agreement. We can expect some strong views on this one!

Moderator: Peter Matza, Former Engagement Director, Association of Corporate Treasurers (ACT)

Caroline Dawson, Partner, Clifford Chance

Chris Southworth, Secretary General, ICC United Kingdom

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



Day Two: Wednesday 30 June

14.00-15.15

The latest support offerings for UK exporters

It's been a busy time at UK Export Finance, with a range of offerings made available to help British exporters navigate challenging headwinds. This special session will look more closely at a number of new facilities that have been set up and made available, whilst also considering the wider future of the ECA market under OECD guidelines, at a time when support for exporters has never been more needed. Following an initial discussion, participants will break into groups to consider specific case studies. Following the main discussion, participants will break into case study groups for the final 30 minutes to consider and reflect on specific facilities.

Case study 1. General Export Facility (GEF)

Set up in partnership with the UK's five largest banks, the GEF has been billed as a radical shake-up in support for small businesses, providing an 80% guarantee for general exporting costs up to the value of £25 million.

Case study 2. Standard Buyer Loan Guarantee (SBLG)

The SBLG forms part of an overhaul to make UKEF's buyer credit support more accessible, providing guarantees on loans of up to 85% of their contract value and allowing UK businesses to be paid upfront to fulfil those contracts.

Moderator: Mark Norris, Partner, Sullivan & Worcester UK

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

Stephen Pegge, Managing Director, Commercial Finance, UK Finance

Jan Ward, Founder & Chief Executive Officer, Corrotherm

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

15.30-16.15

Recovery through collaboration and the need for business resilience

In many ways Covid-19 is only the latest in a series of unexpected events that have placed business continuity and recovery at the heart of the risk agenda; the 2008 financial crisis and post-crisis recession, geopolitical uncertainty and trade wars, climate change, commodity volatility and cyber-risk all coming before. The pandemic has however shown itself to be in a class of its own, exacerbating the need for comprehensive business continuity and resilience plans. This session will examine some of the most pressing issues around this, from working capital challenges in maintaining day-to-day operations to the importance of supporting suppliers and maintaining robust supply chains, as well as the need to embrace technology and develop innovative solutions to meet oncoming challenges.

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

“Great forum. Great debates. Great delivery of the GTR UK 2020 virtual. With Covid/Brexit/US elections there was certainly a lot to discuss and to gather opinions from different parts of the market.”

Gabriel Buck, GKB Ventures

“Great to see the heart of business entrepreneurship is still beating strongly in the UK and taking advantage of the current challenges.”

Geoffrey de Mowbray, Dints International

“Thank you GTR for putting together a truly interesting selection of panellists. Some fascinating and unexpected perspectives, and a very slick and professionally run event, with great prep and no surprises.

Looking forward to more of the same!”

James Green, dltledgers

“Thank you to GTR UK 2020 for such a brilliant session on sustainability and business. The session allowed for interesting debate and new perspectives which are essential as the UK looks to achieve its legally binding climate commitments.”

Gwen Buck, Green Alliance

“A fantastic opportunity to re-connect with industry colleagues and to obtain new business leads. The topics discussed were relevant and up to date, and the speakers of an experienced level across a wide array of industry stakeholder; both large and small. The technology used was user friendly and easy to navigate.”

Stefan Butler, Resilient International Solutions Ltd

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