

Bringing all corners
of the trade
ecosystem together

GTR UK 2022 LONDON

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June 16, 2022

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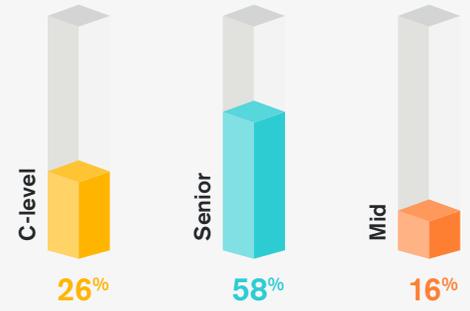


Click here to watch the event video

Key themes: 6 of the best



Job titles represented in 2021



Reflecting on both the latest trends and priorities for UK trade and exports but also on an extensive range of themes, issues and concerns, the newly expanded version of GTR UK 2022 will take place in London on June 16, bringing all corners of the trade ecosystem together.

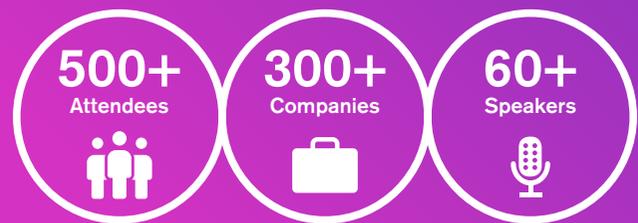
Welcoming unrivalled support and participation from across the world's leading financial service providers, local and international exporters, trade organisations and government agencies, benefitting from London's role as a centre for global trade and as the first opportunity for the industry to meet unrestricted in-person for 3 years, this is an event not to be missed.

We look forward to seeing you there!

June 16, 2022

Bringing all corners of the trade ecosystem together

What to expect

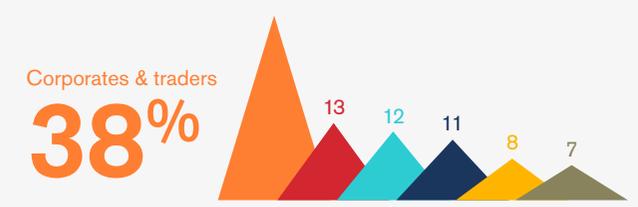


Click here to find out more

3 reasons to attend in 2022



Attendees by sector in 2021



- 13 Technology & fintech
- 12 Non-bank financiers
- 11 Banks & financiers
- 8 Consultants & accountants
- 7 Insurers & risk managers
- 2 Govt orgs & public bodies
- 1 ECAs & multilaterals
- 8 Other

Find out more

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Thursday 16 June

08.00-09.00 Registration and refreshments

Main plenary

09.00-09.10

Chairman's opening address

Christian Fraser, Journalist & Broadcaster

09.10-09.40

Keynote: Trade in services – a strategic opportunity

With global market growth likely to be based around services and digital - and with the UK economy already 80% service-based - trade in services offers a strategic opportunity for growth and is a key priority on the UK trade agenda.

This session will highlight these considerable opportunities, reflecting on the formation of the Trade in Services Council (TISC), a new industry-led body offering a collective voice for the services sectors and businesses of all sizes across the UK, which aims to give strategic direction and impetus across crucial themes, from promoting and mobilising the sector to take advantage of new opportunities, supporting and tailoring policy and export promotion to suit needs, and understanding the relationship between goods and services trade as a means of boosting trade volumes.

Rain Newton-Smith, Chief Economist, Confederation of British Industry (CBI)

09.40-10.30

Does innovation hold the key to trade and export growth?

Despite pledges from successive governments to grow trade with ambitious volume targets, the Institute of Export recently reported that the number of British exporters had dropped to 61,005, the lowest since January 2021. However, British products are still very much in demand, and the UK government is betting on innovation and digital transformation to give exports the shot in the arm they need. With clear evidence to support the view that those who export are more resilient – and with the cost of energy and raw materials rising dramatically every month – this session will address a range of themes including:

- Is the UK export agenda presently dependent on too few companies? How can the benefits of exporting be passed down the supply chain to reach more counterparties and increase access to funding?
- How can the power of financial flows be harnessed for SMEs to bridge the trade finance gap? To what extent can this further foster greater levels of international partnerships and provide opportunities to innovate?
- With the UK seeking to become a digital trade leader - wresting primacy from markets such as Asia - how will digital trends create opportunities for businesses?
- What are the opportunities for UK businesses in the net-zero transition? How can industry help companies realise the potential of these nascent sectors and ensure they are front and centre in the global energy transition?
- To what extent can innovation reduce the difference between exporting and domestic trade? How can this subsequently reduce barriers to export?

Moderator: Christian Fraser, Journalist & Broadcaster
Chris Southworth, Secretary General, ICC United Kingdom

Louis Taylor, Chief Executive Officer, UK Export Finance

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

Marco Forgione, Director General, The Institute of Export & International Trade

Vashti Maharaj, Adviser, Digital Trade Policy, The Commonwealth Secretariat

10.30-11.10 Networking break

Select either **Stream A**, **Stream B** or **Stream C**

Stream A

Chair: Christian Fraser, Journalist & Broadcaster

11.10-12.00

Bigger, better or a bit of a bubble? Supply chain finance a year on

The recent struggles faced in the supply chain finance market – from the collapse of Greensill to controversy around its accounting treatment and usage – are fast fading from the collective memory as the sector enjoys something of a renaissance, buoyed by existing lenders ramping up their capabilities and a range of new players entering the market, from new offerings by players such as Mastercard and Visa to the likes of Facebook and Amazon joining the fray. This session will bring a range of experts together to consider the latest themes and trends, including:

- How significant is the trend for banks and fintechs to collaborate rather than compete? Is this likely to continue and what does it mean for the market?
- To what extent could some of the recent trends prove beneficial in supporting long-term growth by encouraging greater standards and fixing flaws in approvals processes?
- ESG: Can SCF play a role as a driver for social good, as a means of advocating sustainable business practices down the wider value chain?
- What new changes are on the horizon from a regulatory standpoint and what is their likely impact?
- Is the current demand for and growth of SCF offerings sustainable? Do all parties have the same lending restraint as the banks or is there the risk of another 'bubble'?

Moderator: Steven van der Hoof, Founder & CEO, Capital Chains

Maurice Benisty, Chief Commercial Officer, Demica
Mirka Skrzypczak, Head of Working Capital & Trade Products, NatWest

Thomas Dunn, Chairman, Orbian

Soraya Ahmed, Managing Director, Trade & Working Capital EMEA Head, J.P. Morgan

Sarvpreet Bedi, Senior Director, Working Capital Funding Strategy, Kyriba

12.00-12.45

Working capital and inventory finance: Alleviating pain points for businesses

Despite their role as an integral component of the global supply chain, access to working capital remains a key problem for trading and manufacturing companies, only exacerbated by recent supply chain disruptions, resulting in shortages of equipment and rising material costs, all of which have led many businesses to look to alternative lending provisions as they seek to bolster their resilience.

This session will assess the significance of such financing solutions and chart the evolution of working capital management strategies from a pure balance sheet play for large corporates to a means of unlocking cash tied up in the supply chain. Other points for consideration will include key solution objectives, pricing challenges when it comes to delivering new products as well as the extent to which greater use of technology contributes to the development of innovative inventory finance solutions.

Moderator: Jeremy Shaw, Founding Partner, Emerging Capital Management Partners

Ian Armstrong, Senior Vice-President Origination, Benteler Trading International UK

Sinan Ozcan, Senior Executive Officer, DP World Finance Services

Brenton Booth, Head of Supply Chain Finance, Beacon

John Goodridge, Co-Founder, Silver Birch Finance

12.45-13.15

Case study: Explaining embedded finance

The past two years have seen businesses reassess and accelerate their digitisation strategies at a speed that was previously unthinkable, with one of the most notable examples of this being the integration of financial mechanisms into the overall business plan of non-financial providers, from 'buy now, pay later' credit offerings to point-of-service lending, integrated insurance services and fintech-as-a-service.

This session will examine the various ways in which businesses can implement embedded finance within their supply chains, thus potentially turning every company into a fintech.

Raja Debnath, Co-Founder, Veefin Solutions

13.15-14.15 Lunch

Thursday 16 June

Select either **Stream A**, **Stream B** or **Stream C**

Stream B

Chair: Andre Casterman, Managing Director, Casterman Advisory; Board Member, International Trade & Forfeiting Association (ITFA)

11.10-11.50

Electronic trade documents – leading in an era of change

The many exciting advancements in trade finance digitisation present a number of challenges for lawmakers. Following the 2021 G7 commitment to adopting electronic transferable records in international trade transactions, March 2022 saw publishing of draft legislation by the Law Commission on electronic trade documents include proposals for legally recognising electronic versions of the physical paperwork which accompany almost all international trade.

This session will consider the potential consequences of breaking down barriers to end-to-end trade digitalisation, from the experiences of those jurisdictions enacting the United Nations Commission on International Trade Law (UNCITRAL) Model Law on Electronic Transferable Records (MLETR) to the significance of the ICC's Uniform Rules for Digital Trade Transactions (URDTT), which aims to establish a commonly understood and accepted set of principles to address the uncertainty associated with digital trade transactions.

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

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

Gunnar Collin, Head of Sales & Marketing, Enigio

Patrick DeVilbiss, Offering Manager, Trade & Supply Chain Solutions, CGI

11.50-12.35

Ending the paperchase – where can the trade finance ecosystem get to?

One need only look at a recent copy of GTR or attendee list from any trade finance conference to see the impact of ongoing digitisation across the trade finance ecosystem, catalysed in no small part by the pandemic. The surge of innovation that has come about as a result means that there are now digital solutions to almost every conceivable problem within global trade and supply chains. But what will the landscape look like in three years' time, and how far away are we from critical mass?

This session will seek to identify the key themes and highlight the main issues as the trade finance industry imagines a future whereby all participants along the chain are connected to each other and can enjoy paperless end-to-end processes, considering the following:

- Competition vs collaboration: Has there been a shift and if so what have been the driving factors?
- Has there been a material increase in the digitisation of trade processes? How does it compare with pre-Covid levels and with the pandemic seemingly behind us is progress expected to continue?
- The 'so what?': How can the digital agenda be made more relevant to corporates? How important is it to ensure the necessary sharing of data between banks and corporates?
- How significant has the focus of fintechs in targeting the SME sector and in closing the trade finance gap? How big an issue is financial inclusion in the UK market?
- Changing mindsets on a practical level: How important is it to maintain traditional controls, particularly when entering new and emerging markets?

Moderator: Pinaki Roy, Principal Consultant, Atrios
Michael Vrontamitis, Lead Industry Principal, Lending Business Unit, Finastra

Farooq Siddiqi, Chief Executive Officer, dltdedgers

Dominic Broom, Chief Executive Officer, Fineon Exchange

Thierry Lassy-Taty, Head of Credit, Polytrade

Pankaj Mundra, Co-Founder & Chairman, 360tf

Victoria Claverie, Managing Director, Head of Trade Europe, Standard Chartered Bank

12.35-13.15

Bad actors and new solutions – counting the cost of financial crime

With penalties for anti-money laundering exceeding US\$2bn globally in 2020 and only expected to increase, warnings grow over regulatory scrutiny of the trade finance sector in particular. The much publicised 'Dear CEO letter' from UK financial regulators is just one example of an increased focus as global events further exacerbate an already complex landscape. This session will assess the greater prioritising of financial crime risk assessments, including the role of risk managers within banks, the importance of carrying out enhanced due diligence checks across the entire supply chain, as well as how technology can be used to map out relationships, scrutinise corporate structures and improve the identification of parties to trade finance transactions.

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

Jesse Chenard, CEO & Co-Founder, MonetaGo

Oswald Kuyler, Digital Standards Adviser, ICC United Kingdom

Terry Hubert, Trade Strategy, Swift

Filip Verbeke, Head of Financial Crime Risk Reduction, Complidata

13.15-14.15 Lunch

“GTR events are the best and most relevant platform where trade professionals can meet and communicate.”

A Ivanov, Wilben

“It was the first GTR event I attended and I found it very informative and a great networking platform for all industry key-players.”

I Zamprianov, BNY Mellon

“GTR UK was an incredibly useful event for anyone involved in international trade. The topics covered in the sessions and the breadth of participants was excellent and the whole event was extremely well organised.”

L O'reilly, The International Trade Consultancy

Thursday 16 June

Select either **Stream A**, **Stream B** or **Stream C**

Stream C

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

11.10-11.55

Achieving supply chain resilience during times of disruption

Supply chains have experienced a period of great volatility over the past couple of years, to put it lightly. Container backlogs – recent data suggested that up to 10% of the world's fleet was stuck – combined with new customs rules in the UK have an impact on the entire supply chain, with calls for greater supply chain visibility to mitigate risks and enable real-time tracking to anticipate bottlenecks and improve resilience. This session will consider the industry response to these ongoing challenges, including:

- How efficient are current logistical supply chains and how have exporters and shippers adjusted their business practices? Have sourcing patterns for goods and services changed, particularly over the past 2 years?
- Is digitisation the key to absorbing increased costs? What role do banks and fintechs have in advocating the digitising of documents and processes for greater efficiency?
- Can ongoing efforts to transform strained supply chains through enhanced end-to-end visibility enable greater planning across the spectrum?
- To what extent do longer supply chains increase the risk of falling foul of sanctions compliance? What measures can stakeholders take to ensure they remain on the right side of the law?
- How clear are the benefits of freeports and how can they play a role in creating more capacity and capability to further boost trade flows?

Moderator: **Mark Ling**, Head of Trade & Supplier Finance, Santander Corporate & Commercial Banking
Ian Howells, Executive Vice-President EMEA, Honda Motor Europe

Julian Walker, Chief Commercial Officer, Associated British Ports

Cláudia Dos Santos, Associate Director, Supply Chain Finance, Lloyds Banking Group
Irit Singer, Chief Marketing Officer, Windward

11.55-12.35

UK and Middle East trade flows – reconnecting with old friends

Though already a long-standing trading partner, UK-Middle East trade volumes seem likely to only increase in the coming months and years, with the recent visit of UK Prime Minister Boris Johnson to the region and ongoing concerns about global energy security throwing its significance into sharp focus.

This session will highlight the importance of this relationship, reflecting on a range of themes, from the GCC's significance more broadly in terms of global freight and supply lines – approximately 12% of global trade and 30% of global container traffic traverse the Suez – to the opportunities for taking part in ambitious regional transformation programmes such as Expo and Vision 2030 and the forming of strategic relationships to capitalise on them, to regulatory lessons to learn as the UK seems to gain competitive advantage as a global financial centre.

Moderator: **Damian Austin**, European Head of Transaction Banking, Wholesale Banking, Bank ABC
Julian Lynn, Regional Head, Middle East & Asia Pacific, UK Export Finance
Viacheslav Oganezov, Co-Founder & CEO, Finverity
Chris Innes-Hopkins, UK Executive Director, Saudi British Joint Business Council; Director, UK-Gulf Connect

12.35-13.15

Doing your homework – practical considerations for exporters

For those companies exporting or seeking to export, the importance of research and doing your due diligence has perhaps never been more important. This practical session will seek to offer guidance for those companies conducting international trade, covering a range of themes including:

- Doing your homework as an exporter, understanding legal and tax environments, costs of setting up in an export market
- Forming local partnerships and setting up distribution networks, understanding value and finding the right fit
- Overcoming local and international competition as an exporter, transport and logistical challenges, also foreign exchange concerns
- Dealing with local regulators, investing and committing resources to export markets, setting up the right infrastructure
- Make or break or nice to have? Understanding the significance of free trade agreements on a practical level for exporters

Moderator: **Gabriel Buck**, Managing Director, GKB Ventures
Richard Paxman, Chief Executive Officer, Paxman Scalp Cooling
Lucinda O'Reilly, Founder, The International Trade Consultancy
Richard Bartlett, Managing Director, Export Unlocked

13.15-14.15 Lunch

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

G de Mowbray, Dints International

“Thank you to GTR UK 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.”

G Buck, Green Alliance

“The event was really well-organised at a top-notch venue. I had very meaningful conversations leading to several mutual opportunities which we will actively pursue post-conference. I definitely grew my network for the future impact on the African continent. That’s my dream.”

E Shoko, London Business School

Thursday 16 June

Select either **Stream A**, **Stream B** or **Stream C**

Stream A

Chair: Christian Fraser, Journalist & Broadcaster

14.15-15.00

Onwards and upwards – has the trade credit market regained its mojo?

The pandemic served as something of an eye-opener for the insurance sector, with insurers pulling out of various markets and an increased reliance on government schemes. Two years on and with hopes that the worst may be behind us, this session will seek to assess the state of the market. Themes for discussion will include:

- Have we seen a market correction when it comes to pricing? Are levels now more sustainable?
- How have insolvency and default levels shifted and how does this compare to pre-pandemic levels?
- What is likely to be the long-term role of governments in providing a 'backstop' for the market?
- Is there still a flight to quality when it comes to risk? How competitive is the market at present?
- To what extent has awareness of the importance of credit risk improved and how has this impacted on market penetration?

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

Sarah Murrow, Chief Executive Officer, Allianz Trade UK & Ireland

Stuart Lawson, Global Leader, Aon Credit Solutions

Steven McCarthy, Managing Director, Axpo UK Limited

15.00-15.45

Braced for fallout: CPRI in a world of heightened geopolitical risk

The last few years have shown the ability of geopolitical risk trends and unforeseen developments to cut through into the business landscape, from the impact of the pandemic to questions over the resilience of supply chains to the increase in use of sanctions resulting from the conflict in Ukraine.

Bringing together representatives from the structured credit and political risk insurance field, this discussion will consider how the London market in particular is responding to new risks, including impact on claims, demand appetites, changing product lines as well as the potential cost of exposure across a range of key business segments.

Moderator: Sarah Taylor, Head of Political Risks & Structured Credit, Aon Risk Solutions

Ed Parker, Divisional Head of Special Risks, Tokio Marine Kiln

William Limb, Political Risk Practice Leader, Financial Risk Solutions, Liberty Specialty Markets

Olivia Wright, Senior Underwriter, Chubb

15.45-16.10 Networking break

“A must-attend for every company exporting or keen to expand.”

G Bergamasco, ContractaUK

Stream B

Chair: Andre Casterman, Managing Director, Casterman Advisory; Board Member, International Trade & Forfeiting Association (ITFA)

15.00-15.45

Boosting automation and transparency in trade asset and risk distribution

The global Trade Finance Distribution (TFD) initiative is a consortium of trade originators, credit insurers, and institutional funders on a mission to boost automation and transparency in trade asset and risk distribution, working to define new technology-based market practices and transaction data specifications, with the goal of increasing the accessibility and transparency of trade flows.

This session will provide an update on the work of the initiative in creating a more robust trade finance ecosystem where banks can reach new types of funders such as institutional investors and family offices, defining new technology-based market practices and transaction data specifications, utilising technology to bridge the trade finance asset class with funders through tokenisation and digital assets, and recognising the vital role blockchain will play in shaping the future of the sector.

Moderator: Christoph Gugelmann, Founder & CEO, Tradeteq

Alejandro Battistotti, Senior Portfolio Manager, Structured Private Debt, NN Investment Partners

Bhaswati Mallik, Head of Portfolio Distribution Initiatives, Deutsche Bank

Mike McGill, Portfolio Manager, Allianz Global Investors

15.45-16.10 Networking break

14.15-15.00

Light and shade – the changing nature of trade finance funds

Trade finance funds have entered the mainstream in recent times, with the ongoing trend towards greater use of non-bank finance and drive to capture those elusive capital market investors seen as a way to provide much needed liquidity to the market.

Bringing together a range of perspectives encompassing funds, investors and asset managers, this session will consider a range of themes, from where firms are looking to originate deals at present (identifying opportunities in key sectors such as agricultural goods, metals copper and cobalt, crude oil products), alternative investment vehicles focused on specific segments (SMEs) and strategic markets (such as Africa), along with the impact of ESG on investor sentiment, the importance of access to data and information and the role of credit insurance in insulating credit risk and ensuring capital preservation for investors.

Moderator: Waldo de Vleeschauwer, Chief Executive Officer, Artis Finance

David Frye, Chief Executive Officer, Levantor

Suresh Hegde, Head of Structure Private Debt, NN Investment Partners

Kelvin Tan, Founder, CEO & Chief Investment Officer, Origin Capital Management

“Great conference with extensive networking opportunities, recommended for all market peers, and especially SMEs.”

J Okine, Sanzia

Thursday 16 June

Select either **Stream A**, **Stream B** or **Stream C**

Stream C

14.15-15.00

Supporting SMEs through export credit – a key shift in focus?

The remit for export credit has shifted in recent times, with both the impact of the pandemic and other major headwinds seeing a greater focus on the needs of SME businesses keen to secure short-term financing, ensuring that companies are able to compete overseas and grow their export books.

With this focus becoming increasingly front and centre, and as offerings such as UK Export Finance's General Export Facility look to assist smaller exporters by meeting working capital requirements (as opposed to the more traditional method of financing specific contracts), this session will assess a range of themes, including efforts to reduce bureaucracy and speed up the approval process for applications, what needs to change to make such facilities more accessible to SMEs, and whether they signal a shift in focus away from supporting exporters win contracts and more towards providing liquidity when banks are unable to.

Carl Williamson, Head of Trade Finance Division, UK Export Finance (UKEF)

15.00-15.45

Maintaining export competitiveness in the new global economy

The UK government remains committed to retaining the country's position as one of the world's leading exporters, with UK Export Finance having pledged record levels of support in financing and guarantees in recent times,

supporting UK companies and UK jobs, with a review of the UK Export Strategy and increased in capacity on what UKEF can lend and what it can support, working closely with the UK's banking sector. This lively discussion will consider a range of themes, including:

- Managing expectations: Is there significant understanding of the UK offering? How flexible are the terms, do you need to be exporting already and which sectors does the product favour?
- To what extent are new UK offerings likely to prove a gamechanger, particularly in supporting businesses that do not yet export or are not based in the UK?
- What are the latest implications of the decarbonisation agenda, from offering improved terms for clean growth exporters to the challenge of transitioning existing businesses? What has this meant for support of the oil and gas sector?
- How challenging is continued compliance within the OECD guidelines for export credit agencies looking to compete globally, with so much business done outside those guidelines?

Moderator: Gabriel Buck, Managing Director, GKB Ventures

Mark Norris, Partner, Sullivan & Worcester UK

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

Carl Hunter OBE, Chairman & CEO, Coltraco Ultrasonics

Tim Reid, Director, Business Group, UK Export Finance (UKEF)

15.45-16.10 **Networking break**

Main plenary

16.10-17.00

Focusing minds, seizing the mantle

A turbulent global geopolitical environment combined with newly found focus on the importance of the green agenda has served to provide something of a shift in global dynamics, which could in the long term serve to reaffirm the importance of long-established relationships, reversing previous shifts towards emerging markets and the global south. Set against such a backdrop, this session will consider whether the current landscape provides an opportunity for the UK to reassert its role as a global leader, as well as the extent to which more risks may need to be taken when it comes to new industries and sectors, and how such activities can provide a lightning rod for realising export potential.

Moderator: Christian Fraser, Journalist & Broadcaster
Sean Ramsden, Founder & Chief Executive, Ramsden International

Rebecca Harding, Chief Executive Officer, Coriolis Technologies

Philip Bouverat, Director, Global External Affairs, JCB
Rt Hon. Jim Murphy, Managing Director, Arden Strategies

17.00-17.10

Chairman's closing remarks

Followed by evening networking reception

“Congratulations to GTR on the success of GTR UK. I was particularly interested in the fintech panels. The event was very well organised and the panels were without exception interesting and thought provoking.”

P Sargent, DNB

“It was an incredibly informative event, where both industry and different sources in finance could share their experiences and insights on how the market is advancing.”

P Schaffer, Confederation of British Industry (CBI)

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

G Buck, GKB Ventures

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- A delegate place can be transferred** to another conference, if the request to us is received more than 5 working days before the conference. Please note additional charges may be applicable. A delegate can only transfer their place a maximum of two times, after which they will incur a 20% administration fee.
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- Non-attendance** to a conference will result in no refund.
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