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through trade

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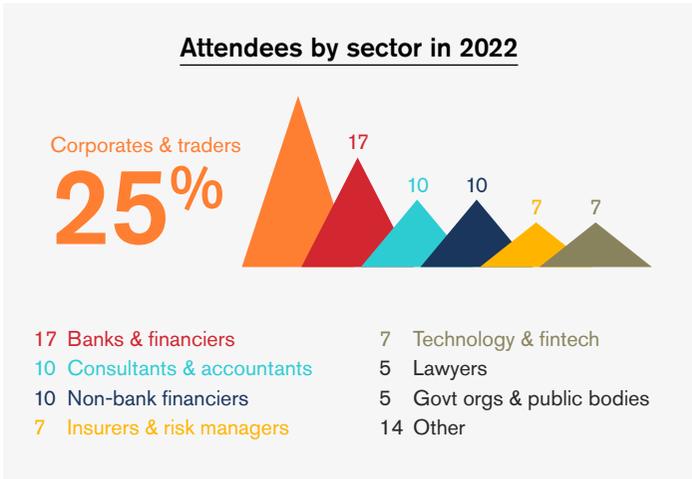
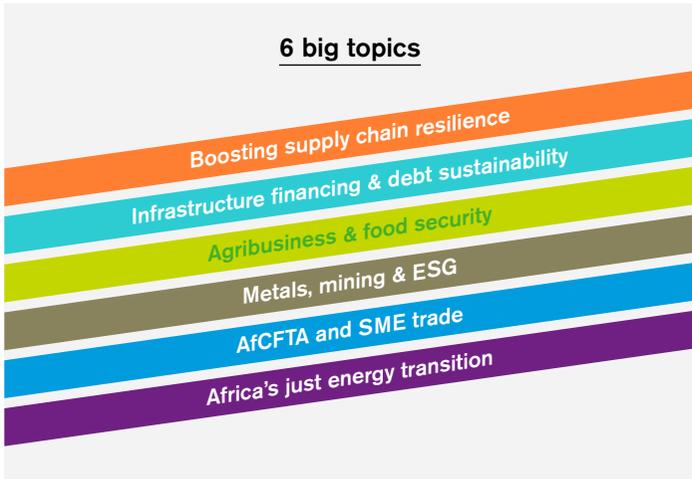
#GTRAfrica

CTICC (Cape Town International Convention Centre), Cape Town, South Africa
March 16-17, 2023

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GTR Africa returns to Cape Town, South Africa on March 16-17 to provide another market-leading event for the trade, supply chain, commodity and export finance community.

With over 500 participants expected to attend over two packed days of networking and debate, delegates will gain unrivalled insights into the latest trends and developments impacting African trade and infrastructure financing through an extensive programme of over 50 expert speakers, while the exhibition hall will provide an invaluable opportunity to network and connect with industry leaders, peers and potential clients.



- 3 reasons to attend**
- 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

We look forward to seeing you there!

“The event was very valuable by way of connecting SME's with financiers and providing a clearer view into African needs.”

J Beecham, SCALTA

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CTICC (Cape Town International Convention Centre), Cape Town, South Africa

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Day One: Thursday 16 March Morning plenary, ITFA session & Stream A

09.00-09.05

Chair's opening remarks

Nastassia Arendse, Business Anchor, South African Broadcasting Corporation (SABC)

09.05-09.35

Keynote: Africa's economic outlook – seeking strong and sustainable growth

Delving deep into the impact of macroeconomic conditions on key regional value chains, our opening keynote address will assess the outlook for African trade and infrastructure development in 2023 and beyond, pinpointing opportunities for economic expansion driven by both production growth and down-stream integration, and highlighting the investment needed to unlock infrastructure to enable the efficient delivery of goods and services between African nations, and from Africa to markets across the globe.

Acha Leke, Chairman, Africa, McKinsey & Company

“A big thank you to GTR Africa for giving me as an SME the opportunity to rub shoulders with big players, having a global insight into movements on the African continent and being provided potential opportunities to SME support and African mobilization.”

M Skisazana, Jozac Traders

09.35-10.25

In partnership with



Green transition meets African ambition: The challenge and opportunity posed by an evolving global economy

Rising commodity prices have reemphasised the need for Africa's import-dependent commodity economies to diversify away from raw materials exports, while hardening financial liquidity and rising interest rates simultaneously constrict the investment and financing flows required to establish crucial intra-regional value chains and value-add industries. Tough near-term prospects for the continent's trade sector contrast a more positive economic outlook, with the burgeoning Continental Free Trade Area and Africa's supply of materials critical to zero-carbon technologies offering just two of the brighter spots on the horizon.

Our opening discussion will address some of the key trends and challenges faced by the trade and export finance sector in the coming year, offer perspectives on the need for financial innovation and collaboration to mitigate the impact of ongoing external shocks, and highlight emerging opportunities for economic diversification and trade growth as geopolitics, supply chain disruption and the decarbonisation agenda continue to drive the realignment of global trade, investment and financing flows:

- Compete or collaborate: Where can developments banks and ECAs work together most effectively?
- How heavily will ESG influence lenders' decision making processes? Can ESG financing policies be enhanced to better support African trade and investment?
- Escaping the resources trap: What can be done to promote development of value-add processing on the continent?

Moderator: Robert Besseling, Chief Executive Officer & Founder, Pangea-Risk

Reta Jo Lewis, President & Chair of the Board of Directors, Export-Import Bank of the United States
Oluwaseyi Akinwale, Senior Vice-President, Energy Financial Services, GE Capital

Nathalie Louat, Director, Trade & Supply Chain, IFC
George Wilson, Head, Institutional Trade Finance, Investec; Chair of Africa Regional Committee, ITFA

10.25-11.10 Networking break

Select either **Stream A** or **Stream B**

Stream A: Boosting regional trade & reinforcing supply chains

11.10-11.55

Strategic treasury, agile supply chains and the growing focus on working capital

Geopolitical strife, extreme financial market volatility, inflation and ongoing trade disruption: Today's corporate treasurer must balance trade continuation and financial risk management in the here-and-now with longer term strategic transformation including digitisation and supply chain sustainability.

This high-level discussion will explore the strategies designed to weather a rapidly deteriorating business environment: To what extent are treasury departments becoming more closely aligned with commercial and procurement functions, and how is supplier diversification and the need for increased agility impacting financing priorities? Which tools can be utilised to combat rising interest rates and FX volatility in an inflationary environment not experienced in generations? With corporate treasurers tied up with day to day challenges, are treasury departments having to do 'more with the same' (or less), and is it now necessary to take a longer-term view on strategic goals such as digitisation and sustainable business?

Moderator: Amish Shunker, Head, Solutions Structuring Group, Standard Bank

Adam Marcus, Head of Group Treasury, Dis-Chem Pharmacies

Divya Bagrecha, Chief Treasury Officer, Janus Continental Group (JCG)

Vonani Mabunda, Treasury & Trade Solutions Head, South Africa, Citi

11.55-12.25

Case study: Reducing operational pressures in 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 drivers for adoption from rising margin pressure on trade transactions to an increasingly

complex sanctions and compliance environment, we'll assess the benefits increased automation can offer to both lenders and corporates by delivering enhanced efficiency throughout the documentary checking, approval and reporting process.

Louis du Plessis, Head, Trade Finance, Rand Merchant Bank (RMB)

12.25-13.10

Supply chain diversification: Promoting supplier development with specialised finance

Waves of trade disruption initiated by the pandemic and exacerbated by the Ukraine war have forced large corporates to prioritise supply chain resilience, with procurement strategies increasingly seeking local and regional suppliers to mitigate the risks inherent in complex global supply chains. The continuity of local supply remains subject to the challenges faced by African SMEs in sourcing the finance needed to fulfil orders and the working capital to bridge payment terms: the financial health of new suppliers is a key component to supply chain resilience.

This discussion will assess the practicalities involved with implementing domestic and regional supplier finance programmes, highlight the technologies and financing structures channelling trade liquidity to African SMEs, and address the issue of supplier development and sustainability: With the adoption of ESG KPIs becoming a competitive advantage in certain industries, how can trade lenders and fintechs support suppliers financially while also promoting their development and enhancing supply chain sustainability?

Justin Milo, Executive, Head: Trade South Africa, Standard Bank

Emuel Schoeman, Co-Founder & Managing Director, Addendum Financial Technologies

Jackie Boyce, Vice-President, Africa, Global Trade & International Structured Finance, Sumitomo Mitsui Banking Corporation

13.10-14.30 Lunch

Day One: Thursday 16 March **Morning Stream B**

Select either [Stream A](#) or [Stream B](#)

Stream B: Infrastructure development – tailoring finance for a challenging environment

Chair: Gabriel Buck, Managing Director, GKB Ventures

11.10-11.20

Analysis and outlook: African debt restructuring

This concise, optimistic and thought provoking presentation will offer analysis on the current state of play with ongoing sovereign debt restructurings, and the outlook for infrastructure financing and impact investing across the continent.

Robert Besseling, Chief Executive Officer & Founder, Pangea-Risk

“The event is a great way to meet key players in the region and engage in conversations on challenges that are met by most parties.”

R Chasela, Hogan Lovells

“An amazing event; managed to meet with peers that I linked up on my first GTR Africa and managed to get in contact with five prospects that was hard to get over emails and phone calls.”

D Franco, LexisNexis Risk Solutions

11.20-12.05

Bonds, loans & ESG: Could 2023 be the year of the ECA?

The heyday of low cost financing is over, and as some African sovereigns are unfortunately discovering, hard currency bond repayments are quickly becoming unaffordable in an environment of rapidly rising interest rates. The demand for infrastructure development is unabated and financing is available for the right projects, if at a higher price. The bond and ECA interest rate differential is widening: could 2023 be the year of the ECA? This high level discussion will assess the pros and cons of various infrastructure financing sources and structures, with a keen focus on bonds, ECA-backed deals and concessional finance:

- Lessons learned: With debt restructurings looming across the continent, is this a case of too much too quickly, or not enough OECD CIRR enabling sovereigns to lock in lower fixed rate funding?
- Assessing the pros and cons of ECA loans Vs bonds for African infrastructure
- How can ECA loans be made climate financing compliant? Are ESG conditions too onerous? How should OECD rules be updated to place appropriate emphasis on African social development?
- With an increasing need for affordable, fixed rate long-tenor debt for infrastructure, is there consensus that those that can offer concessional financing will do more in Sub-Saharan Africa?

Moderator: Gabriel Buck, Managing Director, GKB Ventures

Michael Foundethakis, Principal, Global Head of Project & Trade Finance; Chair, Africa Strategy Steering Committee, Baker & McKenzie

Faruq Muhammad, Global Head of Structured Export Finance (SEF), Standard Chartered Bank

George Guvamatanga, Secretary for Finance & Economic Development, Zimbabwean Ministry of Finance & Economic Development

12.05-12.35

Interview: The sovereign's perspective on infrastructure investment and debt sustainability

Welcoming representation of an African Ministry of Finance, this interview will highlight key priority areas for social infrastructure development, offer insight into the expected impact of further infrastructure investment on the domestic economy, and assess the various financing sources available. Talking points will focus on the project pipeline and opportunities available for international partners to support, offering perspectives on the forms of financing most 'friendly' from a debt sustainability perspective, and how debt levels can be managed prudently.

Led by

Nicholas Oliver, Head of Business Development, NMS International Group

“I thoroughly enjoyed GTR Africa!”

F Muuna, Lamar Commodity Trading

“Great plenary discussion topics and networking opportunities. Already schedule calls for potential partnerships.”

H Ogega, Africa Finance Corporation

12.35-13.20

Changing perceptions of the South African infrastructure space

The need to renew South Africa's ailing infrastructure is well established, though a market that should offer so much promise to international players has historically been overlooked, with West African projects making up the lion's share of the continent's infrastructure pipeline in recent years. A slew of sovereign debt defaults are expected to emerge across the continent by 2024: could SA, with its domestic banks nearing limits on exposure to the sovereign in contrast to the billions of available foreign ECA capacity for the market, become a greater focus for inbound investment? Our panel of experts will consider:

- Why are ECA-backed projects historically so thin on the ground in SA? Are perceptions of impenetrable SOEs and a strong local construction sector the primary factors here?
- Does the PFMA (Public Finance Management Act) make it difficult for banks without a SA base to provide a compliant ECA offering?
- How much ECA capacity is currently available, and what opportunities does this pose to foreign contractors and the commercial banking sector?
- With both the US and UK placing Africa as a high priority for foreign investment and ECA support, what of prospects for trade growth with the global West in the coming years?

Moderator: Kathleen Wong, Partner, Allen & Overy

Dirk van den Berg, Head of Export Finance, Southern Africa, UK Export Finance (UKEF)

Sekete Mokgehele, Head, Export Credit Finance, Nedbank

Marianna Papadopoulou, Senior Specialist, Structured Finance & Syndications, Industrial Development Corporation (IDC)

13.20-14.30 Lunch

Day One: Thursday 16 March **Afternoon**

14.30-15.15

FX and hard currency liquidity: Identifying new solutions to a perennial challenge

FX market regulations are creating prohibitive inefficiencies across Africa, often preventing smaller local banks' access to hard currency. With the African trade finance gap widening the impact of local FX market inefficiencies on hard currency liquidity – and ultimately trade finance provision - is an increasingly urgent issue. This frank discussion will share perspectives on the rules and regulations governing African FX markets, their impact on the local banking sector, and the financial infrastructure investment needed to promote efficient access to the hard currency liquidity so crucial to financing Africa's trade.

Moderator: Duarte Pedreira, Head of International Development Client Coverage; Head of Trade Finance, Crown Agents Bank; Board Member, ITFA

Thomas Kadantot, Non-Executive Director, First Capital Bank Malawi

Raphael Grojnowski, Co-Founder & Director, Mama Money

“Amazing event with world class speakers and excellent networking opportunities.”

L Swarts, Ensign Shipping and Logistics

“Very well managed event.”

D Bagrecha, Janus Continental Group

“First time visitor. Highly recommended!”

A Nel, Capricorn Group Limited

15.15-16.05

Agribusiness and soft commodity trade: Boosting food security with innovative business

The impact of Russia's invasion of Ukraine continues to rock global commodities markets, with Africa's physical and financial agribusiness and commodity trade sectors experiencing waves of supply disruption. As the direct impact is keenly felt across the soft commodities sector, the need to increase the region's agricultural production and efficiency has gained urgency.

This panel will explore the challenges to increasing agricultural production and trade growth throughout Africa's soft commodity and agri value chains, considering the need for infrastructure investment, education and the challenge posed by the global commodity trade finance liquidity squeeze: To what extent can import substitution mitigate shortages? Which policies and investments are required to drive long term agribusiness growth? Land expansion Vs increasing the productivity of smaller farmers – which is more likely to boost crop output? From inputs to irrigation, storage and routes to market, how much investment is required and where should it be prioritised? Which business models, technologies and financing structures have shown tangible results in boosting production and getting goods to market?

Zhann Meyer, Head, Agricultural Commodities, Nedbank

Bharat Gupta, Senior Vice-President & Head, Trade & Structured Finance, Asia, Europe, Middle East & Africa, Olam Global Agri

16.05-16.30 **Networking break**

“Nice opportunity to hear from key speakers, very well organized with lots of networking opportunities. Thank you!”

W Goussard, The Co-Op Humansdorp

16.30-17.15

Trade digitisation challenges, African unicorns, and the shape of things to come: Jump ahead, or fall behind?

Africa was the globe's only venture capital region showing year-on-year growth in 2022, while the continent plays host to seven tech 'unicorns' - five in fintech and another in e-commerce. The continent has unrivalled expertise on digital business in an African context and is well placed to innovate its own digital trade solutions, but must also keep pace with the strides being made in trade finance digitalisation, not least Model Law on Electronic Transferable Records (MLETR) adoption.

Pinpointing adoption hotspots for trade technology and fintech ranging customs, ports, transport logistics, and trade and supply chain financing, our panel of digitisation experts will compare and contrast prospects for the progression of digital trade across the region and globally:

- To what extent do regulatory environments governing fintech differ across Africa, particularly as relates to legislation around electronic documents? Are some markets at risk of being left behind?
- Has the banking sector now swung toward a 'buy not build' attitude to digital trade adoption? To what extent are near-term investments expected to focus on the corporate client's user experience?
- With lacking data a primary cause of the SME trade finance gap, which digital innovations and tools are needed to increase liquidity for lower tier African banks and SMEs?
- Could we see a home-grown solution to the global SME trade problem, and how much of a hurdle is the regulatory environment governing cloud computing and data processing in the public cloud?

Moderator: Michael Vrontamitis, Deputy-Chair, World Trade Board

Tod Burwell, President & Chief Executive Officer, BAFT

Carlos Teixeira, Global Industry Principal, Finastra
Bohani Hlungwane, Managing Director, Group Head of Trade & Working Capital, pan-Africa, Absa Corporate & Investment Bank

17.15

Chair's closing remarks

Followed by evening networking reception

“Wonderful event with insightful and provocative discourse, coupled with strong networking capabilities.”

M Forsyth-Thompson, Standard Chartered Bank

“I've been attending GTR in Cape Town for more than 10 years and it just gets better each year. Seeing all the familiar faces in person is not to be missed.”

E Rabie, Price Forbes & Partners

“Great event with lots of valuable information and networking opportunities.”

H Agenbach, The Co-Op Humansdorp

Day Two: Friday 17 March

09.00-09.05

Chair's opening remarks

09.05-09.50

The AfCFTA and SME trade finance: Time to move the needle

AfCFTA implementation marches on and the potential economic benefits of the trade bloc are rightly lauded, but the keystone to intraregional trade development – a fully-fledged SME trade finance market – remains elusive. Financial liquidity must be funnelled into Africa's local banking sectors, and by extension to its trading SMEs, to ensure the full potential of African free trade is realised. This solutions-focused discussion will seek to untangle route causes, and identify the key initiatives aiming to close the SME finance gap:

- The crux: How tariff reduction must be combined with access to trade finance to boost the broadest possible SME growth
- The economics: Is it the case that SME business is simply too costly for local lenders? How does the nature of SME trade finance impede support from DFIs and impact investors?
- The data gap: Is digitisation the key to unlocking SME financing? Does the need for adoption by lower-tier banks across the continent position this as a longer term solution, and what is being done in the meantime?
- The ESG challenge: Are Western sustainable trade finance standards fit for purpose in the context of African SME development, and how can huge pools of sustainable dollar liquidity be unlocked?

Carl Chirwa, Head of International Banking, BankOne
Ahanna Anaba, Head of Sales - Digital Solutions & Partnerships, Finverity

Stewart Mumba, Head, Trade Finance & Working Capital, Atlas Mara Zambia

Derryn Faure, Head of Trade Finance Structuring, Syndication & Documentation, Investec

Anne-Marie Woolley, Chief Executive Officer, Africa Global Trade Finance

09.50-10.35

Decreasing perceived risk, driving appetite for African trade

Correspondent banking relationships are the lifeblood of African trade finance, though the 'flight to quality' caused by extreme global market volatility has accelerated

international bank retrenchment from the continent. The need to implement globally recognised practice in area such as regulatory compliance, sanctions screening and improved data provision is fundamental for financial institutions operating in countries keen to establish new, and strengthen existing, international trade links.

A panel of expert practitioners will provide insight on the regulatory environment in which they operate and how this impacts their correspondent relationships across the African continent, highlighting the key operational and governance practices that are perceived as hotbeds for counterparty risk across banking and trading sectors, the importance of understanding compliance requirements in the context of trade, and the opportunities available to those institutions employing world class standards: From the international FI perspective, which enhanced compliance processes can increase local lenders' viability as a correspondent trade bank? Where can gains be made on an operational level to increase efficiency, reduce payment delays and transactional friction? What capacity building support is available from foreign players and how can this be accessed?

Moderator: Peter Hampson, Head of Marketing & Communications, BACB

Mark Norris, Partner, Sullivan & Worcester UK
Russell Brown, Global Head of Trade Finance, Financial Institutions, Deutsche Bank

10.35-11.15 Networking break

11.15-12.00

The evolving role of the private insurance sector in supporting African trade and investment

Global markets have entered a period of deep instability and politics in some form, be it domestic or geopolitical, now meaningfully impact all forms of business risk today. With Africa perceived to be a trickier region to do business, often due to misrepresentation of the continent's extant political risks, it's more crucial than ever for investors and corporates to understand and mitigate their exposure.

This discussion will identify some of the key factors driving political risks across African projects and supply chains from trade disruption and food insecurity to inflation and the growing debt crisis. Offering assessment of the political risk insurance product and the private sector's capacity and appetite for the region, analysis will focus on the extent to which investors have underestimated the benefits of political risk insurance relative to its cost and disregarded its advantages beyond monetary recovery if a covered loss occurs. Further discussion will explore the private insurance sector's growing focus on facilitating the continent's

renewable transition, focusing on captive power projects and an increase in hybrid project / corporate finance transactions, and the PRI market's technical ability and appetite for underwriting these deals.

Oliver Wright, Director, BPL Global

Amir Hussain, Senior Underwriter, Political Risk Insurance & Trade Credit, Africa Specialty Risks

Tsvetan Pavlov, Regional Head of Africa & Europe, Global Credit Insurance Group, Standard Chartered Bank

Michael Creighton, Executive Director, Credit & Political Risks, WTW

12.00-12.45

A crossroad of challenge and opportunity: Boosting the ESG credentials of Africa's mining sector

Both a hard-to-abate sector and one crucial to global decarbonisation, Africa's mining industry sits at a crossroad of challenge and opportunity – environmental and social issues must be resolved to maintain the inbound financing and investment required to supply the global green transition. That South Africa's mining industry relies on a fossil fuel heavy power mix only adds to the conundrum. This panel group will gauge immediate supply obstacles related to extraction rates and logistics, and highlight the opportunity to meet global demand if these can be overcome. Further discussion will assess the challenge of ESG compliance, and the potential this holds to unlock further financing, investment and economic growth:

- Where are advancements in renewable energy, battery storage and electrified mining tech placing the industry as a leader amongst hard-to-abate sectors? Can emissions be accurately monitored?
- Do labour conditions pose the greatest challenge, particularly in frontier markets, and how can these risks be mitigated?
- From raw materials guarantees to zero-carbon capex, where are international exporters and their ECAs able to drive decarbonisation?
- With the West seeking to dilute China's role in supplying critical green transition minerals, could Africa become a leading destination for investment in both mineral extraction and processing?

Moderator: Gabriel Buck, Managing Director, GKB Ventures

Jørn Fredsgaard Sørensen, Department Director, Country, Bank & Sector, EKF

Dinos Demetriades, Chief Financial Officer, Pelagic Resources

12.45-13.25

'It's no good breathing clean air in the dark': What should a just energy transition look like, and how do we get there?

Africa produces just 2-3 percent of global carbon emissions, whilst 'energy poverty' is long recognised as one of the primary inhibitors to the continent's economic development, yet expectations for halting fossil fuel production and the financing policies employed to drive this do not currently differentiate between the varying step-changes in power generation required by developed and less developed markets. Africa must decarbonise, but is a more gradual road-map for fossil fuel phase-out appropriate for the continent, and how can this be achieved?

This frank closing discussion will pinpoint emerging fossil fuel production hubs across the continent, the key role of natural gas extraction and gas-to-power initiatives in improving domestic power supply and increasing economic resilience through export growth, and assess efforts to carve out gas projects from climate finance commitments. Forward thinking debate will consider the regulatory and infrastructural challenges to the development of renewables in South Africa, reviewing recent success stories in wind energy investment, and exploring South Africa's potential to become a green hydrogen production and export hub: How can Africa maximise on its natural gas reserves and who will finance fossil fuel extraction and trade? What are the prospects for renewables sectors to achieve commercial scale on the continent, and what must be done to make these projects bankable?

Moderator: Nastassia Arendse, Business Anchor, South African Broadcasting Corporation (SABC)

Onyebuchi Memeh, Head of Trade South Africa & Southern Africa, Transaction Banking, Standard Chartered Bank

Sarah Whitten, Regional Manager for Finance & Implementation, U.S. Trade & Development Agency

Samson Vese, Vice-President, Financial Institutions, Africa Finance Corporation (AFC)

Greg Fyfe, Global Head, Sustainable & Climate Finance, Standard Bank

Johannes Horstmann, Infrastructure Transaction Advisor, J Advisory

13.25

Chair's closing remarks

Followed by networking lunch

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