

Navigating
turbulent times
for Nordic trade



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Radisson Blu Waterfront Congress Centre, Stockholm, Sweden
November 23, 2023

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Navigating turbulent times for Nordic trade

Following record breaking attendance at 2022's event, GTR Nordics 2023 arrives in Stockholm on November 23!

Bringing the Nordic trade, export and supply chain financing community together again for its largest annual gathering, we look forward to welcoming over 450 delegates from all corners of the ecosystem to mark the 15th anniversary of this prestigious event.

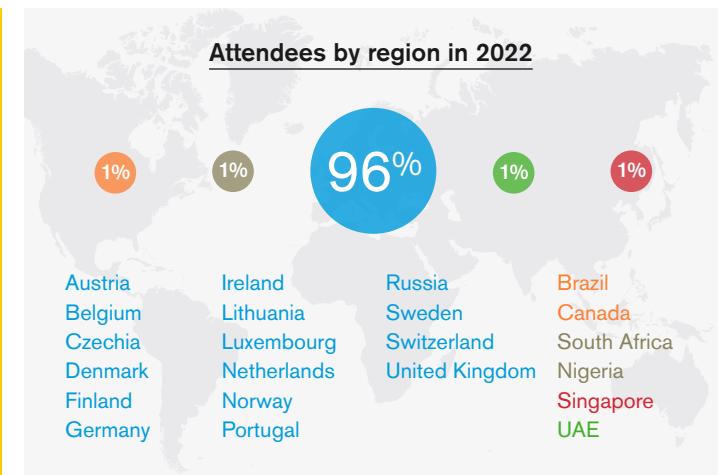
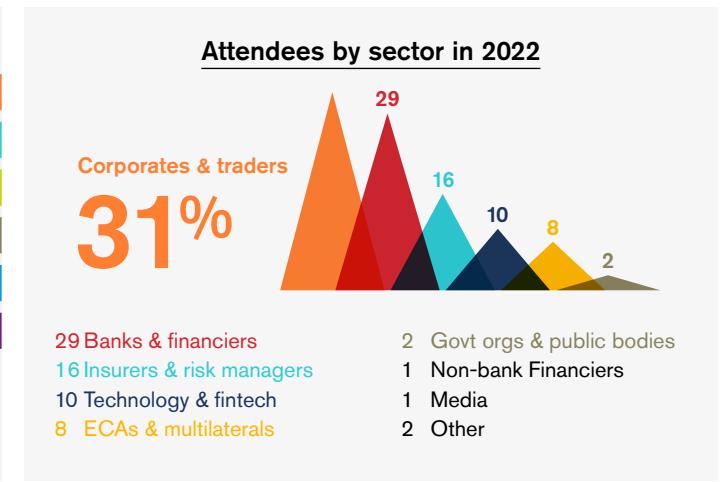
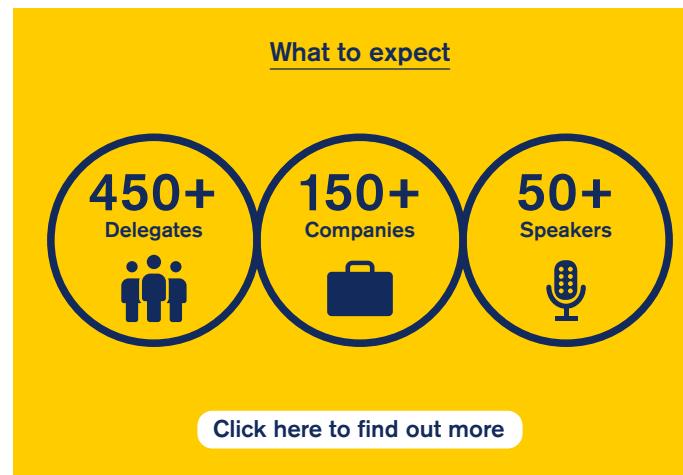
From rising interest rates, inflation and economic stagnation to physical trade disruption and heightened geopolitical risks, an in-depth agenda will assess the latest challenges faced by the region's trading entities and their financing partners. Exploring the financing strategies and tools being utilised to tackle the latest waves of volatility impacting Nordic trade, expert speakers will highlight the pivotal opportunities emerging as supply chains and infrastructure modernisation continue to provide a primary focal point for global decarbonisation and social development initiatives.

Featuring numerous opportunities to meet old friends and build new connections – including the now famous post-conference mingle – don't miss your chance to join a unique mix of corporates, financiers, risk management experts, government and development agencies and tech innovators for another unmissable day of debate and high-value networking.

We look forward to seeing you there!

Radisson Blu Waterfront Congress Centre
Stockholm, Sweden

November 23, 2023



Thursday 23 November Morning Plenary & Stream A

09.00-09.10

Chair's opening remarks

Nisha Besara, political scientist & moderator

09.10-10.10

War gaming: Trade weaponisation and the geopolitics of international conflict

The polar ice caps are melting, allowing increased maritime navigation through the Arctic. Exploration reveals large quantities of natural resources with opposing nations engaging in territorial disputes as they compete for ownership. Western powers begin unilateral maritime operations to maintain their territorial claims and freedom of navigation in the region while Russia claims territory reaching as far as Greenland that it considers its own. A build-up of sophisticated military capabilities creates a powder keg scenario, threatening full blown international conflict. How might global powers respond to perceived acts of aggression, and how would such a scenario impact national economies, physical supply chains and the markets with which they are intrinsically linked?

Utilising a new and interactive format, our opening keynote will be driven by you, the audience. Live voting will dictate the storyline, with leading geopolitical and macroeconomic commentators modelling the scenario's fallout as it unfolds. The West has already demonstrated its intentions and capabilities in waging economic warfare on those states that stand in ideological opposition: what might a previously unthinkable scenario teach us about the weaponisation of trade and the geopolitics of international conflict in the real world?

Rebecca Harding, Economist & Founder, Rebeccanomics

Minna Kuusisto, Chief Analyst, Global Macro & Emerging Markets, Danske Bank

Mattias Person, Group Chief Economist, Swedbank

Johan Trocmé, Managing Director, Thematics, Investment Banking, Nordea

10.10-10.55 Networking break

Select either Stream A or Stream B

Stream A: The new paradigm for export credit - a key tool for strategic economic impact

Chair: Nisha Besara, political scientist & moderator

10.55-11.40

From mine to manufacturer: Boosting transitional value chain investment and critical material supply in times of geopolitical uncertainty

Competition for the strategic raw materials required to supply the net-zero transition is heating up. The transitional value chain spans critical mineral extraction from Columbia to the Congo, through to the Nordic companies deploying technologies including sustainable mining, electrified transport, battery gigafactories and renewable energy. A holistic approach to value chain development requires specialist financing to secure raw material supply, to incentivise the sustainable underground mining practices crucial to the positive environmental impact of green technologies, and to enable Nordic companies to invest in the further deployment of transitional tech exports.

Reviewing the supply chain challenges and risks faced by the companies and financers driving these advancements, this discussion will offer insight on the investments required to reinforce the leading role of Nordic industries in achieving global net-zero, the technological innovations enabling the sustainable supply of critical minerals, and the strategic financing tools being made available to accelerate transitional value chain development.

Moderator: Kjell Forsberg, Deputy Director Large Corporates, Head of Strategic Relations & Business Development, EKN

Kari Korhonen, Senior Advisor, Metals & Mining, Finnvera

Meint Boschloo, Director, Metals & Mining EMEA, ING

Steven Cespedes, Debt Finance Manager, Northvolt

Håkan Gabrielsson, Chief Financial Officer, Boliden

11.40-12.25

Climate finance and the updated OECD consensus: A brighter future for sovereign projects?

A hostile macroeconomic environment has pushed sovereign borrowers into unsustainable territory, restricting financing for critical infrastructure modernisation. Ongoing debt restructurings offer hope that some countries will be better placed to attract private sustainability-focused and impact investment in 2024, while the updated OECD consensus on officially supported export credits goes some way to enhancing the support of Nordic exporters and ECAs for certain infrastructure sectors. This discussion will review key aspects of the updated consensus, outline new forms of climate financing and investment, and highlight the sovereigns and infrastructure sectors that stand to benefit. Further debate will explore if and how exporters, foreign buyers and banks are willing and capable of applying these expanded financing opportunities.

Moderator: Chris Mitman, Head of Export & Agency Finance, Investec Bank

Pontus Davidsson, Head of International Finance, SEK

Nazli Konac Edgu, Global Product Manager, Export & Agency Finance, Citi

Björn Olausson, President, Elof Hansson International

12.25-13.10

National interests, competition and collaboration: How is the export credit sector responding to market realities?

From increased direct lending capabilities to untied 'shopping line' financings and critical mineral guarantees, ECAs are taking a more competitive, direct and flexible approach to pursuing national interests in an increasingly multipolar global economy. Simultaneously the mega-project pipeline and the huge investment required by the zero carbon transition highlight the need for greater collaboration between ECAs and their private market counterparts to increase financing capacity. This group of project and export financing experts will offer perspectives on the direction of travel for product developments across the export and agency financing market, assessing the opportunities posed to exporters, banks and private market insurers by the growth of untied and non-contract specific ECA support, and questioning where a healthy boundary lies between competition and collaboration as ECA capabilities are enhanced.

Moderator: Tim Hughes, Director, BPL Global

Rodrigo Costeira, Structured Finance, MCA Group

Michael Tancsits, Director, Export & Investment Finance, Raiffeisen Bank International

Fredrik Wiik, Head of Global Export Finance, DNB

Anders Vium Gjelfort, Senior Vice-President, Export & Investment Fund of Denmark (EIFO)

13.10-14.15 Lunch

"Great event in Stockholm where GTR Nordics was once again the center court for corporates, banks, brokers and insurers in the Nordics region. It was great to meet so many familiar faces, and even a few new!"

E Swartling, Coface

Thursday 23 November Morning Stream B

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

Stream B: Building resilience through trade and supply chain optimisation

Chair: Antti Niemelä, Head of Transaction Banking, Large Corporates & Institutions, OP Financial Group

10.55-11.45

Decoupling outdated perceptions of trade, and why the boardroom needs to take note

Many of the region's Corporate Treasurers and CFOs will lose interest at the mention of trade, picturing dusty documents requiring slow, manual processing. But in today's world, characterised by volatility and an increasing focus on efficient, ethical business - more than ever - trade is much more than just a piece of paper.

This high level panel will seek to crystallise the significant and wide ranging linkages between trade activity, corporate strategy, financing relationships and prudent, sustainable business growth: Trade is integral to multiple business functions and departments, but is this sufficiently understood at board room level? Should reputational risks related to the physical supply chain be keeping your CEO awake at night? Could trade's fundamental ability to drive ESG performance offer the primary opportunity to improve positive impact, brand integrity and profitability? Beyond trade finance, how does commerce drive many and diverse areas of a corporate's relationship with their financing partners, from working capital and payments to cash management and FX?

Moderator: Richard Hayes, Head of Trade Solutions Denmark & Nordic Head of Supply Chain, Nordea

Christian Overgaard, Chief Executive Officer, MissionPharma

Florence Tan, Head of Global Trade & Receivables Finance, Europe, HSBC

Peter Jorgensen, Chief Financial Officer, WasteFuel

Tony Whiddett, Executive Director, Origination & Structuring, Silver Birch Finance

Almila Arikhan Sarbanoglu, Director, Working Capital - Receivables Finance, Kyriba

11.45-12.15

Interview: Fresh thinking on risk – a global outlook

This informal interview will seek to inspire fresh thinking on the diverse risks faced by those Corporate Treasurers tasked with oversight of their company's complex international operations, considering country, interest rate and FX risks, the challenges and practicalities related to local financing, and the impact of key trends featuring high on the Treasury agenda, from the challenge of inflation to the shift from constrained supply to constrained demand in the current environment.

Fredrik Wikner, Vice-President, Corporate Finance & Group Treasurer, Nokia *in conversation with* **Benjamin Swedberg,** Head of Trade Finance, SEB

"The event was really good! Interesting presentations/panel discussions and good people to meet up with over coffee during the networking breaks."

D Nord, Ericsson

"Excellent networking opportunity! A must attend event if you wish to do business in the Nordics!"

M Mogilnaya, Supplier Plus

12.15-13.00

'Black swans happen': Exploring the growth of strategic inventory management

The move to 'just in case' supply chains is well established, with inventory growth holding significant financial consequences. As inflation and rising financing costs increase the financial pressures and risks related to holding large inventories on-balance-sheet, inventory management has become the latest working capital lever to pull to mitigate impact. Providing practical guidance on inventory management use cases and implementation, our inventory specialists will address some of the key considerations for those launching and participating in these programmes:

- To what extent has inventory management remained a priority even in sectors where supply chain disruption is easing? Do strategic benefits reach beyond the cash conversion cycle?
- Funding is key: The importance of knowing your inventory management and financing partners, especially for weaker corporate credits
- Nuts and bolts: How long does it typically take to launch an IM programme? What role does the programme provider play in the buying, selling and movement of goods once launched?
- Accounting treatment: How critical is effective engineering for the IM solution's successful deployment?
- Is accounting treatment expected to become more streamlined in terms of which structures are acceptable? Is there a feeling that further product stress testing is required?

Moderator: Enrique Rico, Global Head of Structured Trade & Trade Funding, Santander Corporate & Investment Banking

Daniel Kelemen, Head of Financial Services, Polestar

Emma Clark, Global Head of Marketing & Corporate Affairs, Falcon Group

13.10-14.15 Lunch

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Thursday 23 November Afternoon Stream A

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

Stream A: Addressing evolving trade risks

Chair: Antti Niemelä, Head of Transaction Banking, Large Corporates & Institutions, OP Financial Group

14.15-15.05

Keep your friends close, but keep your banks closer: Mitigating a hardening trade financing market

Regulatory developments since the 2008 Global Financial Crisis pose well-trodden pricing and profitability challenges to trade banks. Ever-increasing compliance demands linked to the weaponisation of trade are combining with a rising interest rate environment not seen in decades and the impending implementation of Basel IV to create a pricing environment where the only way is up. What are the implications for both lenders and corporates in the near to medium term? Our panel of experts will address the key questions:

- Are price rises inevitable in the short term, and how much more cost can lenders absorb?
- Basel IV: What are the worst and best case scenarios, and the potential unintended consequences?
- To what extent can a strong mutual understanding between bank and customer mitigate bank sector de-risking through the efficient deployment of trade financing capacity and network?
- Is there a concern that corporates will turn elsewhere for finance if pricing continues to rise? How close are we to the tipping point at which trade is no longer attractive?
- Are we seeing an existential crisis – or a transitional phase - for the bank-led trade finance market? How do bankers see their future role in the trade ecosystem?

Moderator: Jukka Kuusala, Senior Vice-President & Global Head of Trade Finance, Danske Bank
Christer Norén, Senior Business & Product Development Manager, Trade Finance, Handelsbanken
Mark Douglas, Managing Director, Strategic Accounts, PrimeRevenue

Charlotte Wiltshire, European Head of Wholesale Banking, Bank ABC

Antti Niemelä, Head of Transaction Banking, Large Corporates & Institutions, OP Financial Group

Serge Göransson, Senior Business Sales Specialist, Europe & Americas, Traydstream

15.05-15.30

The circumvention of sanctions on Russia: Can the private sector do more to stamp out parallel exports?

Following the Russian invasion of Ukraine the European Union introduced unprecedented economic sanctions, swiftly followed by a plummet in exports of sanctioned goods from the West to Russia. Almost simultaneously exports of the same goods to Russia's neighbours skyrocketed pointing to 'parallel exports' channelled through third countries, predominantly in Central Asia. That these exports include dual-use goods that can be used on the battlefield in Ukraine speaks to the grave nature of the challenge. This session will offer analysis on the risks faced by both exporters and their financers through re-export to Russia, offering practical guidance on the processes and tools that can be utilised to assess and investigate the likelihood of exposure and ultimately prevent sanctions breaches.

Aneta Klosek, Director, Market Planning, LexisNexis Risk Solutions

Great place to meet your banks and financial vendors. Saves a lot of time to meet all contacts during one day!

M Malminen, Konecranes

15.30-16.20

Deal analysis: Appetite and capacity for trade credit and political risk insurance

Inflation; rising rates; anticipated insolvency growth; growing demand for financing and guarantees related to resilient infrastructure and renewable energy; increasing regulatory and sanctions risks: the factors driving private insurance market appetite and capacity are many and diverse.

Providing a case-by-case analysis of the assessment undertaken when evaluating risks and structuring challenging deals, this interactive session will seek to provide insight on thought and decision making processes amongst brokers and underwriters and gauge the de-risking capabilities of the private insurance sector. One expert from within the group will outline various scenarios and their requirements for specific types of transactions. The others will then have the opportunity to evaluate the risks in question and respond with potential solutions. A key focus will be placed on explaining the choices made and the processes necessary to decide on the best policy options.

Moderator: Laurie Flaux, Director, Political Risk & Structured Credit, Aon

Nadim Badr, Head of Single Risks & Financial Institutions, Nordics, Coface

Ted Ridderstad, Vice-President, Political Risk & Structured Credit, Nordics, Marsh

Jesse van Cleef, Head of Multi-Buyer Trade Credit, Liberty Specialty Markets

Alison Penfold, Executive Director, Political & Credit Risks, WTW

Anthony Colclough, Underwriter, Political & Financial Risk, Sompo International

16.20-16.50 Networking break

"The conference was excellent, with great energy and a lot of good topics being covered."

R Hayes, Nordea

"Perfect opportunity to meet people with similar interest and business focus."

T Lopatarova, Stora Enso Finland

"I can highly recommend GTR Nordics as being the only major trade and export finance event in the Nordics annually. It's the place to be."

J Kuusala, Danske Bank

"Great experience to expand network, knowledge and opportunities. A must attend!"

M Klitskov, EIFO

Thursday 23 November Afternoon Stream B & Closing Plenary

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

Stream B: Trade, treasury and the digital value proposition

Chair: Nisha Besara, political scientist & moderator

14.15-15.00

Top priorities for today's Treasurer: The best practices that can enable prudent growth

This down to earth discussion will highlight the practical challenges being faced by Corporate Treasurers in a volatile global environment, and the strategies, policies and tools that can be utilised by Treasury departments to promote prudent, sustainable growth: Are risk policies evolving in line with the global business environment? How can Treasurers realign risk management priorities with a changing global economy, and which KPIs can ensure efficient implementation? Have trade-related issues such as working capital optimisation and regulatory compliance risen up the agenda? Are there low hanging fruits that can promote efficiencies in these areas and which financing tools can Treasurers employ to incentivise sales growth? Closing debate will share perspectives on evolving banking sector risk, the retrenchment of transaction banking networks, and the concentration risks emerging across both financial and fintech sectors.

Henrik Welch, Vice-President, Head of Group Treasury, Alfa Laval
Finn Gabriel, Group Treasury, Vestas Wind Systems

15.00-15.25

Managing risk with a stable, resilient and sustainable working capital strategy

Through visibility, guidance and enablement, a working capital management platform can stabilise and strengthen a supply chain as well as make it more sustainable. In recent years this has become increasingly important, especially regarding recent supply chain disruptions and macroeconomic challenges. This presentation will discuss the importance of building such a strategy, including:

- Contextualising the current treasury landscape
- How to build both a long-term and short-term cash management strategy
- The importance of having a robust and comprehensive working capital management strategy
- Discussing the essential elements of managing risk across the entire cash conversion cycle

Thomas Behrens, Chief Financial Officer, EMEA North, SAP

15.25-16.10

Moving the dial on trade digitisation: Practical motivations and considerations

The pandemic and ongoing physical trade disruption accelerated adoption of digital trade and data driven supplier financing tools, with subsequent standardisation and legislative developments such as the UK Electronic Trade Documents Act further enhancing the digital value proposition. Gains across trade financing efficiency, processes and the opportunity to bolster corporate supply chains are now essential to many corporates. Lenders are investing to meet client demand for trade solutions that offer verifiable benefit while preparing for a new generation of cloud and API-enabled tools. This discussion will identify the key developments, considerations and motivations for corporate and bank adoption of digital tools from electronic negotiable instruments and multibank trade finance to supplier financing, offering insight on the practical challenges relating to resources and implementation:

- To what extent have profitability pressures and hardened financing conditions emphasised urgency around digital implementation? What ROI is expected and on what timelines?
- From increased business volumes and surety of supply to reduced concentration risks and 'doing more with less', how should successful adoption be measured?
- As rising interest rates combine with an increasing diverse set of solutions and a growing range of non-bank finance providers, is the diversification of trade financing sources now a higher priority?
- Standardisation and legislation: Has the dial now moved past 'wait and see' for digital trade adoption?

Moderator: **Carlos Teixeira**, Head, Global Business Development & Strategy, Corporate Banking, Finastra
Kristina Hansson, Chief Financial Officer, Th Brunius & Co

Victoria Claverie, Managing Director, Head of Trade & Working Capital, Europe, Standard Chartered
Jacco De Jong, Global Head of Sales, Bolero International
Carin Ly, Director, Trade Product, Bank of America
Peter Spoormaker, Lead Analyst, Trading & Marketing Risk Management, Equinor

16.10-16.30

Embedded financing: Making every corporate a fintech

Use case possibilities in embedded lending for B2B are numerous with some areas promising a significant impact, such as enabling suppliers to obtain a loan through a company's supplier ordering system, or in B2B marketplaces, where financial institutions could finance large ticket size orders by providing a limit to suppliers. New financial infrastructure including API and open banking is required to enable these possibilities but while many people mistake API banking, open banking and embedded finance as being synonymous, they are very different in nature. This thought provoking explainer will seek to provide an overview of the embedded finance landscape, highlight opportunities for corporates and their lenders, and identify the key technologies promoting one of the latest areas for trade finance innovation.

Raja Debnath, Managing Director, Veefin Solutions

16.30-16.50 Networking break

Closing plenary

16.50 – 17.30

MENA spotlight: Huge opportunity in a challenging risk environment

The Middle East and North Africa region presents a large and growing opportunity set, with its governments seeking to deploy commodity revenues into numerous infrastructure development and economic diversification initiatives. Recent events have however cast a shadow over regional stability, holding potentially severe ramifications for the trade sector. Our closing session will offer a frank assessment of a changing risk and reward landscape, pinpointing the geographies and industries where demand is expected to remain resilient, and those more susceptible to heightened political and security risks.

Hicham El Khaoudy, Managing Director & Head of GTB International, First Abu Dhabi Bank and **Rebecca Harding**, Economist & Founder, Rebeccanomics *in conversation with Nisha Besara*, political scientist & moderator

17.30

Close of conference

followed by evening networking reception

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

A Niemelä, OP Financial Group

"Absolutely the seminar to participate in!"

P Keranen, ABB Finland

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