

Empowering trade
through innovation

GTR 20 YEARS
INDIA
2023 MUMBAI

#GTRIndia

JW Marriott Mumbai Sahar, Mumbai, India
May 24, 2023

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GTR 20 YEARS INDIA 2023 MUMBAI



Empowering trade through innovation

GTR India looks forward to returning to Mumbai on May 24, 2023 for an exclusive one-day gathering which will once again reflect on the latest Indian trade and export market developments, from regulatory policy to shifting supply chain dynamics, banking reform and credit access, fintech innovation and sustainability, among many other themes.

Welcoming the leading stakeholders across the Indian trade ecosystem and featuring a full exhibition, strong focus will once again be placed on the opportunity for participants to network and connect with key experts, industry peers and potential clients, with around 400 market leaders expected to come together to discuss the country's trade and export prospects and priorities.

We look forward to seeing you again in Mumbai!

JW Marriott Mumbai Sahar
Mumbai, India

May 24, 2023

5 big topics

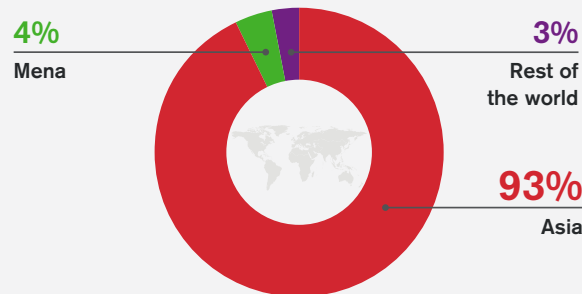
- A safe India in an unsafe world: Macro-perspectives and India's trade prospects
- Emerging fintech solutions to banking, credit and trade obstacles
- The trade finance gap and working capital optimisation: Policy and finance initiatives for MSME credit access
- Global trade shifts, and an emerging India in manufacturing and supply chains
- Getting the parameters right – India's next move for ESG compliance and green and social finance

What to expect

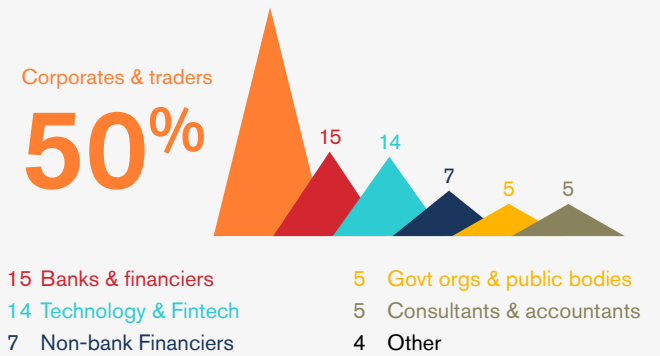


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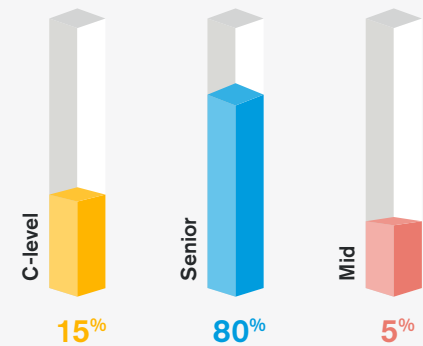
Attendance by region in 2022



Attendees by sector in 2022



Job titles represented in 2022



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May 24, 2023 Morning plenary

09.15-09.20

Chair's opening remarks

Sanjay Desai, Supply Chain Advisory Consulting, Talent Management & Co-Founder, Humana International (An MRI Group Enterprise)

9.20-9.25

A message from Svatanya – GTR India 2023 Charity Partner

GTR is proud to provide a platform for GTR India's official 2023 Charity Partner, Svatanya. A purpose-led creative crafts social enterprise, Svatanya upskills underprivileged women through the handcrafting of products that support their financial independence. The session will feature a video presentation, outlining their charity mission.

Deepa Pant, Founder & Chief Executive Officer, Svatanya
Nimish Pant, Co-Founder & Director, Svatanya

09.25-09.55

A safe India in an unsafe world: Macro-perspectives and India's trade prospects

With a cocktail of global headwinds circling around India from inflation to recession to geopolitical conflict, financial hazards and subsequent risks to trade continue to grow. In spite of this, India's position as a safer refuge against market challenges grows. Economic growth and exports remains robust, and as neighbouring economies risk defaulting, India stands out for its resilience. Taking stock of these emerging trends and macro risks, what steps can India's policymakers, financiers, and corporates take to buffer the storm? How might Indian trade grow amidst global volatility and how can new opportunities be seized?

This opening keynote session will examine a variety of areas, looking at future growth outlooks, macro challenges such as currency, trade and commodity volatility, and the tools financiers and businesses can utilise to support India's trade drive. As trends across China, emerging market debt, and lender hesitancy reshape global trade, the session will explore how India's position can be boosted across global supply chains, cooperation on multilateral trade policy, and elevating Indian firms as global business champions.

Shailesh Haribhakti, Business Leader & Evangelist

09.55-10.30

Fireside chat: Global trade shifts, and an emerging India in manufacturing and supply chains

The manufacturing industry in India continues to go from strength to strength, with export growth rates rising annually, and expansion outstripping other sectors year-on-year. Government initiatives such as Make in India and the Production-Linked Incentive Schemes (PLIs) have been effective at fostering growth and de-risking investment, while global trends in supply chains have increased the appeal of India as a reliable production home. How can this momentum be upheld, and what steps can manufacturers and financiers take to further grow exports and the industry? How can barriers to Indian suppliers entering global value-chains be reduced?

This opening plenary session will examine the dramatic shifts taking place in global trading patterns and the priorities for enabling India's manufacturers to take advantage, from widening access to domestic and international trade finance liquidity, nurturing competitive advantages for export, to policy initiatives to reduce FDI and trade restrictions. As market uncertainties persist, India remains uniquely placed to benefit from supply chain diversification; this discussion will centre around what is needed to maximise this opportunity, including attracting global value-chains into India, widening the nation's capacity for material sourcing and production and addressing infrastructure reliability, ease of doing business and trade policy shortfalls.

Moderator: Vikas Manral, Co-founder & Chief Marketing Officer, SolutionBuggy

Anupam Verma, Head Of International Banking Unit & International Financial Institution Group, ICICI Bank

Neeraj Bansal, Co-Lead & Chief Operating Officer of India Global, KPMG India

10.30-11.05 Networking break

"It was a well organised event, represented by stakeholders from banks, fintechs and corporates. Was a good opportunity to network with industry members."

B Shah, HDFC Bank

"Good event for exchange of ideas on the newest innovations in the trade finance and supply chain space."

F Jesudass, MUFG Bank

"It's truly an inspiring event for meeting bankers, corporates and fintechs."

N Sethi, Bridgestone Europe

"A very well planned, structured and exciting event with relevant discussions and gripping conversations from the speakers; while offering many networking opportunities. A day well spent."

N Kumar, Dow Jones

"Really good opportunity to get a broad perspective on various opportunities while networking with useful contacts."

S Agarwal, IRC Agrochemicals

"GTR brings the best in business on one platform, people get amazing networking opportunities and learn from the experts in the field."

A Shah, HMSS Logistic

May 24, 2023 Stream A & Stream B

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

Stream A

Chair: [Manpreet Kaur](#), Managing Director, Vivantaa Captech Pvt Ltd

11.05-11.55

Remedies to the trade finance gap: Policy and banking initiatives for MSME credit access

As hesitancy to lend credit widens among banks and financiers, the calls from capital-hungry SMEs and MSMEs to address challenges such as lack of paperwork, collateral, and perceived risks to lenders increases. What measures can be taken to alleviate credit requirements and reduce trade finance barriers for India's MSMEs? How might initiatives like the TReDs and ITFS platforms go further to aid working capital challenges? What are the next steps for fintech solutions to enable financial inclusion?

This session will consider how the banking sector can address credit access inequalities, from widening bank access to MSMEs to reducing technological and administrative barriers, to making collateral requirements 'fairer' for small firms. Discussion will highlight success stories and how these can be built on, including options to widen buyer and liquidity volumes on platform, improving cost competitiveness for sellers, whilst the acceleration of digitised credit services for MSMEs will also be considered, looking at the growth of disruptive products across fintech and what this means for credit access and short-term cash flow.

Moderator: [Manpreet Kaur](#), Managing Director, Vivantaa Captech Pvt Ltd

Chandrakant Salunke, Founder & President, SME Chamber of India & SME Export Promotion Council
Sinan Ozcan, Senior Executive Officer, DP World Financial Services

Ketan Gaikwad, Managing Director & Chief Executive Officer, Receivables Exchange of India

Kalyan Basu, Managing Director & Chief Executive Officer, Vayana TradeXchange

Mayank Gupta, Managing Director and Trade Head, Treasury & Trade Solutions, South Asia, Citi

Ashutosh Sharma, General Manager, International Financial Services Centre Authority (IFSCA)

11.55-12.40

Optimising trade and working capital financing and managing inflationary risks

Inflationary pressures and currency volatility present new trade cycle challenges for Indian traders, from depreciated open accounts and receivables at the end of pay-back periods to weakened purchasing power across transactions with longer timelines. For both importers and exporters in India, increases in trade costs and the risk of value depreciation accelerate the need for trade finance optimisation. How can trade and working capital financing help risk mitigate inflation and currency pressures on corporates? What steps can banks and large buyers take to alleviate volatility down supply chains?

Discussion will consider balance sheet risks and the options available to mitigate value depreciation for India's traders, from receivables financing and enabling exporters to access working capital ahead of pay-back periods, to reviewing payment terms and how banks, buyers and sellers can lock-in value and protect margins. With volatility in the cost and value of goods felt largely down supply chains, the use of supply chain finance to unlock working capital for sellers will be considered, including how larger creditworthy buyers involved in SCF transactions and structured trade finance can reduce risk premiums for (M)SME supply partners.

Moderator: [Anurag Mishra](#), Regional Head, Global Trade & Short Term Finance, Asia Pacific Region, International Finance Corporation

Debajeet Das, Senior Executive Vice President, Treasury & Trade Product, HDFC Bank

Victor Yankovskiy, Head of Sales, DP World Trade Finance

Naveen Kumar, General Manager, Trade & Structured Finance, Olam Agri India

Dr Azam Pasha, Chief Executive Officer, Maalex

12.40-14.00 Lunch

Stream B

Chair: [Sanjay Desai](#), Supply Chain Advisory Consulting, Talent management & Co-Founder, Humana International (An MRI Group Enterprise)

11.05-11.55

Digitise to monetise? Emerging fintech solutions to banking, credit and trade obstacles

As other sectors have seen volatility in the last few years, the fintech market in India has seen significant investment and ecosystem expansion. With many financial services remaining untapped and with India emerging as a safe and attractive spot for business activity, what steps can policymakers, financiers and technology providers, and the ecosystem take to expand fintech market growth? How can barriers to trade finance digitisation be reduced and challenges around security better addressed?

Discussion will consider recent digitisation trends in trade and the trajectory for future growth, including banking priorities for digitising documents and protocols, working with business to digitise supply chains and free flow of trade information. The conversation will also consider the prevalence of emerging credit products such as short-term 'buy now, pay later' financing and collateral-free loans, how these might be expanded to more businesses, and what steps the market can take to better address fraud.

Moderator: [Sreejith Nair](#), Director for Growth, Veefin Solutions

Sethuraman Sathappan, Chief Operating Officer, Emirates NBD

Jeetesh Bhatia, Senior Director, Head of Global Transaction Banking Department India, Mizuho Bank
Surajit Das, Chief Business Officer for Supply Chain Finance, Yubi

Rajab Mohammad, Director, SWIFT

Shajimon Majithu, Executive Director, TradeAssets

11.55-12.40

Banking reform, and shifts in liquidity and lender appetite: An Indian progress report

The government's priority for reform to the banking system comes at a time when demand for banking services – and trade finance in particular – is rising. With storms also gathering in the background across financial markets and banking stability Basel rulings and liquidity crunches complicating lending, the need for banking system resilience in India is ever present. What reforms can banks pursue to help buffer Indian financiers against emerging capital and liquidity threats, and deliver greater trade finance facilities for borrowers?

This session will examine key objectives for reform such as improvements to risk management processes, banking and operational efficiency, and how resilience can be delivered. With challenges to lenders ongoing amidst tightening global liquidity and new capital requirements, discussion will consider how financiers can address capital reserve risks, and prevent the trade finance gap from widening. Debate will also look at priorities for bank privatisation and how counter-cyclical and social investment abilities for PSBs can be preserved, and what next steps digitisation can present for bank services modernisation.

Moderator: [Jayasree Menon](#), Senior Vice President, Indian Banks' Association (IBA)

Veena Sivaramkrishnan, Partner, Shardul Amarchand Mangaldas & Co

Supriyo Bhattacharjee, Chief General Manager & Head, Banking Regulation, International Financial Services Authority (IFSCA)

Shankar T S, Asia Representative, BAFT (Bankers Association for Finance and Trade)

12.40-14.00 Lunch

May 24, 2023 Afternoon plenary & Breakout room

14.00-14.45

Getting the parameters right – India's next move for ESG compliance and green and social finance

Despite its size and the carbon intensity of its economy, India remains behind other nations in underpinning ESG compliance and sustainability principles. With significant challenges around decarbonisation and financing clean energy and social projects, there is a need for corporates, financiers and regulators to function in lockstep. What are the new priorities for developing ESG parameters? How can the widening of green finance products unlock new opportunities for green and social project funding?

This discussion will consider a variety of themes, from the setting of ESG regulations such as corporate mandates and sustainability reports to how businesses can design ESG disclosures and strategies. The conversation will also consider the steps Indian banks are taking to align with emerging ESG requirements, including how to maximise the potential of sustainability-linked finance and green bonds and improve access to green capital pools for Indian firms seeking to finance new energy and social projects.

Moderator: Anand Jha, Managing Director & Business Head – Trade Finance & Lending – India & Documentary Trade – APAC & CEMEA, Deutsche Bank

Rohit Narayanan, Director and Head, Transaction Banking, MUFG India

Gautam Attravanam, Head of Treasury, Tata Power Company

Deepa Mahesh Dumbre, Deputy Head, Group Treasury, Vedanta

Taranjeet Walia, Head, Trade & Working Capital, India, Barclays

“I’m really glad and elated to be graced with an opportunity to attend such a prestigious event. Each session was packed with content worth taking a note of for interweaving them in strategic discussions of corporate.”

J Kaur, Olam Agri India

14.45-15.30

Rise of the new market – next steps for growing Indian trade credit insurance

Recent regulatory changes have widened the opportunity to develop a domestic trade credit insurance market in India, and unlock new solutions for credit and working capital management. Revised regulatory frameworks have reduced trade credit insurance barriers, whilst the introduction of a new insurance scheme by the Export Credit Guarantee Corporation (ECGC) has enhanced export credit risk cover up to 90 per cent for small exporters. In a global climate where credit and lending risks are rising, how can trade credit insurance expand India's trade and export potential?

This panel will consider the mood among banks and financiers to engage further with the trade credit insurance market in India, and how structured credit can best deliver opportunities, including reducing risks around receivables financing and unlocking working capital solutions to clients. With bank coverage set against the threat of non-payment and defaulting, future options for scaling trade, seizing emerging opportunities and entering new markets will also be discussed.

Moderator: Tarandeep Singh Lamba, Head, Trade Products, Transaction Banking, India, Standard Chartered Bank

Bhaves Patel, Chief Executive Officer, Coface India

Karn Parakh, Head Finance – India, Trafigura India

Sristiraj Ambastha, General Manager & Chief Vigilance Officer, ECGC Limited

Rishabh Karnik, AVP, Leader for Trade Finance, PRSC & Sureties, Marsh

14.00-14.30

Breakout room

GTR TradeTech Spotlight 2023

Providing a unique insight into India's innovation landscape, this spotlight will feature the latest developments in trade finance digitisation from across the ecosystem. Exhibiting the scale of solution being built for vectors like payment systems, credit exchanges, blockchain in banking and more, this collection of start-ups and disruptors will deliver product demonstrations in a set of case-study presentations, underlining their leadership in India's fintech and digital trade market.

Sujay S K, Co-founder & Deputy Chief Executive Officer, TASConnect

Sreejith Nair, Director for Growth, Veefin Solutions

Kalyan Basu, Managing Director & Chief Executive Officer, Vayana TradeXchange

Hosted by: Rajeev Bhatia, Chief Technology Officer, SWIFT India

14.30-15.30

Panel review: Scaling digital products to the next level

Following these presentations the GTR TradeTech Spotlight will gather the commentary of its expert panel of industry leaders, who taking to their roundtable, will discuss and examine each product and their strengths in delivering solutions to India's trade finance challenges. Examination will be conducted on the technological merits of key areas like speed, cost, efficiency, and business strategy strength.

Moderator: Rajeev Bhatia, Chief Technology Officer, SWIFT India

Ranju Sigtia, Head, Startup Ecosystem, ICICI Bank

Pushkar Mukewar, Chief Executive Officer and Co-Founder, Drip Capital

Swaha Ganguly, Director, Trade Products, Open Account Trade & Working Capital, Standard Chartered

15.30-16.00 Networking break

16.00-16.50

Trade, commodities, and India's footprint – future outlook for trade corridors and access to global credit

Taking stock of the discussions throughout the day, and opportunities for India to capture greater shares of global trade, this closing session will consider the steps Indian firms, financiers, and policymakers can take to protect and expand trade corridors amidst the effects of ongoing trade disruption, commodity price volatility and shifts in regional trade intensity.

Taking a macro perspective, the panel will consider the latest progress on foreign trade negotiations, including India's development of fresh bilateral and regional trade agreements, and what opportunities these present for unlocking new exports, supply chain integration and access to global trade finance and credit pools. Amidst increased market volatility, discussion will examine near-term priorities for Indian commodity trade, including domestic policy and trade corridor solutions for energy and food security, and how India's exporters can be supported amidst a patchwork of import and export controls.

Moderator: Sanjay Desai, Supply Chain Advisory Consulting, Talent Management & Co-Founder, Humana International (An MRI Group Enterprise)

Dr Bharat Kulkarni, Independent Consultant & State President MSME, Confederation of Indian Micro, Small and Medium Enterprises

Madhur Sharma, Chief Financial Officer, Louis Dreyfus Company India

16.50-17.00

Chair's closing remarks

Sanjay Desai, Supply Chain Advisory Consulting, Talent Management & Co-Founder, Humana International (An MRI Group Enterprise)

Followed by evening networking reception

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