

Trade for growth



#GTRUK

155 Bishopsgate – etc.venues, London, UK
June 20, 2023

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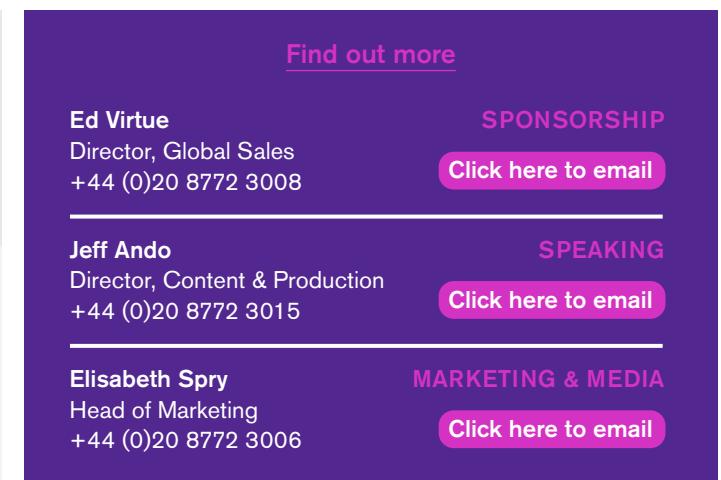
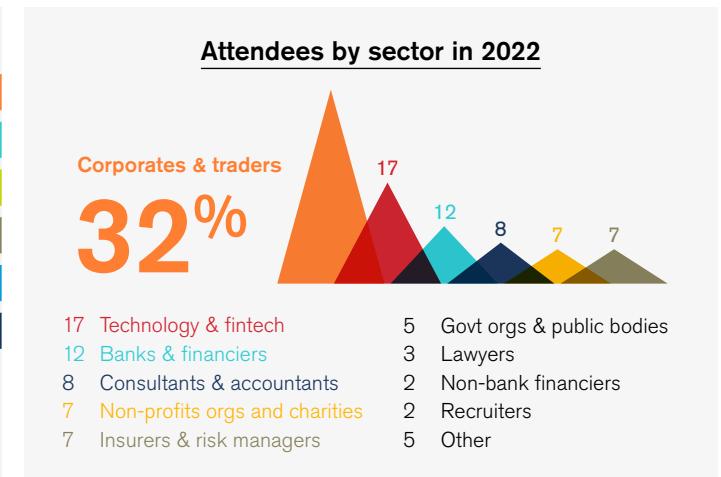
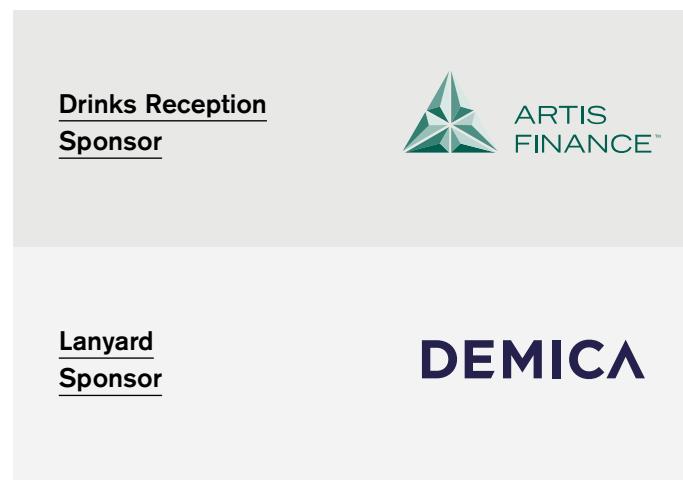
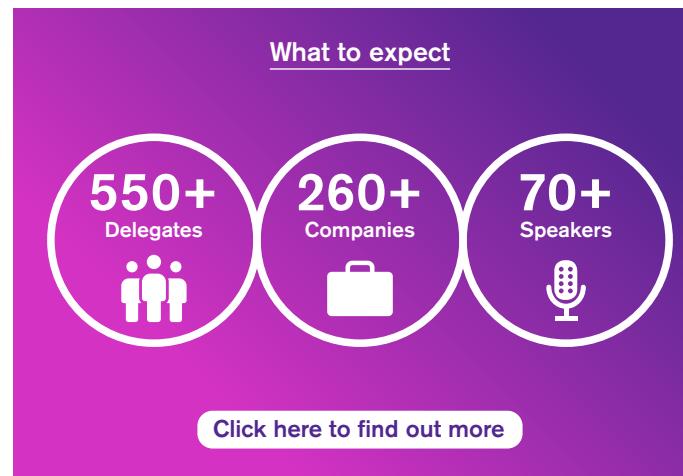
Trade for growth

Now in its 10th year and having firmly established itself as a flagship within the UK trade calendar, GTR UK 2023 will once again bring the trade and export community together to reflect on and consider the latest trends and priorities following a tumultuous past 12 months, from the challenges of global economic headwinds and supply chain volatility to the enormous opportunities provided by the disruptive implications of digitisation and ESG, whilst also hearing first hand from those companies operating at the coalface of international trade.

Firmly established as the premier gathering for connecting with the key individuals and organisations at the forefront of both UK and global trade, and with an anticipated attendance of over 550 delegates, this is an event not to be missed. We look forward to welcoming you there!

155 Bishopsgate – etc.venues – Broadgate Suite
London, UK

June 20, 2023



Tuesday 20 June Morning Plenary & Stream A

09.00-09.10

Welcome from GTR followed by chair's opening remarks

Tanya Beckett, Journalist & Broadcaster

09.10-09.35

Keynote: Is deglobalisation a myth?

Despite the political and economic discourse often focusing on rising protectionism, sanctions, geopolitical fault lines, fluctuating trade flows and a supposed slump in export orders primarily blamed on inflation, 2022 was in fact a record year for global trade flows, exceeding 2019 pre-pandemic levels. So to what extent have people lost touch with the real numbers? This session will consider the growing gap between the narrative of international trade and its realities, from the view that globalisation has overstretched itself to the very real challenges of overstretched supply chains and adaptations corporates and their banks are making. Other points for consideration will include how trade is likely to reshape itself and what that means for the trade finance gap, greater regional integration in developing markets, the expansion of trade services and the role of technology in unbundling, as well as the explosion of trade in products, equipment and technology in line with the green transition.

Marc Auboin, Economic Counsellor, World Trade Organisation (WTO)

09.35-10.00

Analysis: Build to export – can the UK become the '+1' in 'China +1'?

Whilst UK brands are widely respected around the world, UK exports have both won and lost global market share, whilst the UK's position as a gateway to Europe has – in the view of many – been compromised by Brexit. What does this situation mean for manufacturing in the UK for export to the rest of the world? What are firms looking for as they reshore their manufacturing operations in the light of war, the pandemic and geopolitical tensions?

Chris Rogers, Head of Supply Chain Research, S&P Global Market Intelligence

10.00-10.45

Devolve to evolve – strategies for trade growth

With economic growth through trade and exports positioned firmly at the front of the UK's priorities, the need for greater coordination across industry to support companies and bring fresh perspectives to the challenges exporters face becomes ever more important. This high-level discussion will shed light on efforts undertaken so far and consider what more is needed to help deliver the UK's export strategy to help businesses grow, create jobs and deliver 'Best of British' innovation and quality around the world.

Points for discussion will include the need for global leadership in reducing protectionism, removing barriers and 'opening doors', financing provisions to support trade and export growth in line with a wider commitment to sustainability, as well as the importance of regional trade growth, how the public sector and private partners can work together to develop regional economies and advance capabilities in specific industry sectors and communities.

Moderator: Tanya Beckett, Journalist & Broadcaster

Tim Reid, Chief Executive Officer, UK Export Finance

Irene Graham, Chief Executive Officer, ScaleUp Institute

James Watkins, Head of Policy & Public Impact, London Chamber of Commerce & Industry

Jan Ward CBE, Chair, Plymouth & South Devon Freeport; CEO, Corrotherm International

10.45-11.25 Networking break

Select either Stream A, Stream B or Stream C

Stream A

11.25-12.15

Exporter stories – removing barriers to international trade

As businesses grapple with the practicalities of a post-pandemic and post-Ukraine world, the need for adopting a more inclusive approach to shaping and rebuilding the global economy has become more evident, whether that be focusing on broadening the appeal and reach of specific industry sectors or through education, support and knowledge building to break down potential barriers to selling into overseas markets. But what does 'an inclusive economy' look like and how can UK firms capitalise?

This session will address all manner of themes across this discussion, from invoking trade policies that provide improved access to global value chains for all manner of companies across the spectrum to the regulatory measures required to make services trade more open, to greater access to finance for SMEs and MSMEs and improved training in areas such as online platforms and e-commerce. The conversation will also consider how easy it is for exporters to access the benefits of trade deals, as well as what measures can be taken to close the gap between policy and implementation to practically support trade.

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

Guy Schanschleif, Co-Founder & Managing Director, Bambino Mio

Ronan Finnegan, Co-Founder, SPACEbands

Jessica Parrish, Founder, Shedid & Parrish

Phil Smiley, Executive Director, Samarkand Group

12.15-13.05

Transitioning to 'the new green economy'

As the world continues on its path to net zero, pressure continues to mount on industry and business leaders, amid accusations that they are failing to take the action needed to achieve the necessary targets by 2030, from achieving robust and well defined regulatory standards to the concept of transition finance, termed as any form of financial support that helps high-carbon companies start to implement long-term changes to become greener.

This conversation will address a range of themes across the concept of transition, from bridging the gap between traditional and sustainable financing to how different organisations move at different speeds and iterations through the investment cycle, to the greater focus on carbon-intensive sectors and those regions most in need, ensuring capital flows to the best performers in the climate transition. Other points for consideration will include the latest assessments of the regulatory space, as well as how organisations can utilise ratings to benefit from ESG compliance.

Moderator: Gustavo Brianza, Managing Director, Debt & ESG Advisory, Corporate Banking & Structured Finance, NatWest

Joanne Sawicki, Co-Founder, Enso Tyres; Managing Partner, Planet Positive Ventures

Shona Tatchell, EMEA Banking, Coalition Greenwich

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

Gemma Lawrence-Pardew, Head of Sustainability, Director of Legal, Loan Market Association (LMA)

13.05-14.05 Lunch

"GTR does it again! Brilliant event and essential for any trade finance professional!"

S Burnage, UKEF

Tuesday 20 June Morning Stream B & Stream C

Select either Stream A, Stream B or Stream C

Stream B

11.25-12.15

What does the next frontier of digital look like?

Talk of 'the ecosystem' has become only the latest example of the long-standing tradition of cliche and jargon within the sector. But to what extent has tangible progress been made in creating an environment that embraces technological advancements in a way that works for banks and corporate clients alike? This session will consider a wide range of themes, including:

- 'Remembering those lost' – is the fintech party over or is this maturing of the market needed for achieving scale and embedding those remaining firmly into the sector (rather than the whole market being seen as a boom)?
- Rather than more products coming into the market, are we likely to see a potential streamlining of the product space? Should the focus turn more towards 'channels', with an increase in ways to collect data and capture financing opportunities using that data?
- To what extent is lack of standards used as an excuse for inaction? Do banks need to communicate with each other better to take a collective approach to achieving interoperability? What are the practical (and regulatory) concerns around this?
- With the UK Electronic Trade Document Bill becoming an Act in June, to what extent does industry need to get together to inform and educate the market on the opportunities provided?
- "It's the client, stupid" – to what degree has the progress made in digital made its way into the consciousness of the client base? What are the notable success stories around this when it comes to removing barriers to trade?

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

Jim Toffey, Chief Executive Officer, LiquidX

Joel Schrevens, Global Solutions Director, China Systems

Vikram Lodha, Co-Founder & CEO, 360t

Patrik Zekkar, Chief Executive Officer, Eniqio

Dr Miriam Goldby, Professor of Shipping, Insurance & Commercial Law, Director of Research, Centre for Commercial Law Studies, Queen Mary University of London

12.15-13.05

Is supply chain finance still fit for purpose?

Whilst cost of finance continues to be high and with access to finance still representing a major challenge to smaller suppliers in particular, focus has turned to the benefits offered by supply chain finance, with a range of providers offering SCF as a viable alternative to SMEs that wouldn't otherwise be eligible for financing. But are enough of them doing this? A common complaint has been that not enough providers – and new ones in particular – are looking beyond the low-hanging fruit of large multinational corporates and their top-tier suppliers, reducing the potential for SCF to inject real, lasting resilience into the world's supply chains. Also reflecting on the significance of 'deep-tier' supply chain finance as a financial instrument for unlocking working capital for the smallest suppliers, addressing financing gaps and achieving crucial security within their supply chains, this session will seek to find answers to this most existential of questions.

Moderator: Mansour Davarian, Managing Director, Head of Corporate Trade Finance & Working Capital Sales, Lloyds Bank

Thomas Dunn, Chairman, Orbian

Markus Wohlgeschaffen, Managing Director, Markets & Sales, Traxpay

Kevin Boynton, Head of Trade Sales, Transaction Banking, Standard Chartered Bank

Mark Douglas, Managing Director, Strategic Accounts, PrimeRevenue

Alex Spencer, Supply Chain CFO Onshore Wind, GE Renewable Energy

13.05-14.05 Lunch

"Loved the chance to meet a wide group of industry experts."

G Haran Doyle, Complidata

Stream C

11.25-12.10

Working capital management – responding to global market pressures

Recent inflationary trends have placed enormous pressures on supplier working capital, with many payment agreements spanning enough time for transaction returns to significantly depreciate, particularly in larger value ones across globe-spanning supply chains. Such trends have seen a significant growth in products that can mitigate these risks, from dynamic discounting to accounts receivables financing.

This session will consider new ways of thinking when it comes to managing working capital, including the use of analytics to develop a data-driven approach to issues such as credit risk, late payment risk, and understanding behaviours when looking to define pricing structures and provide certainty for funders. The conversation will also include how companies are extracting and harvesting data to maximise outcomes, how such practices work as a potential alternative to securitisation, as well as the potential role of credit insurance in the process.

Moderator: Dominic Broom, SVP Working Capital Technology, Arqit

Tim Armstrong, Head of Receivable Financing & Data Science, Silver Birch Finance

Joshua Libberton-Czudej, UK Manager, FX Options & Structured Products, XE

Aiman Khammash, Senior Vice-President, Business Development, Peridot Financing Solutions

Angel Blanco, Managing Director, Head of Platform Solutions, Demica

Nita Chakravarty, Group CFO, Rescom Holdings

12.10-12.35

Case study: 'Buy now, pay later' and the benefits for SMEs

The absorbing of 'buy now, pay later' (BNPL) into the B2B business space has provoked much discussion, with many companies responding to procurement trends by implementing plans to grow their online direct-to-customer B2B sales and offer buyers a smoother online purchasing journey and accompanying payment terms. This session will seek to examine the demand for such solutions and how embedded financing solutions provide opportunities for banks seeking to revitalise how they finance their clients' receivables, with point-of-sale financing having the potential to increase sales volumes, reduce reliance on distributors, as well as increase the potential for both retaining customers and attracting new ones.

François Burtin, Global Head of E-Commerce, Allianz Trade

Enrique Elias, Head of Expansion, Two

12.35-13.05

Spotlight on inventory finance

With physical supply chains increasingly placed under the spotlight in recent times due to a series of disrupting factors, the way in which corporates store inventory has come into sharp focus, with 'just in time' becoming 'just in case' as a means of minimising risks.

This session will examine the role inventory management – and in particular the role of third-party inventory solution providers – has to play in alleviating the financial pressures corporates face in undertaking such a change, from the value proposition and process flow to the differing offerings from individual providers.

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

Mikael Petersen, Chief Commercial Officer, Benteler Trading International

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

13.05-14.05 Lunch

Tuesday 20 June Afternoon Stream A & Stream B

Select either Stream A or Stream B

Stream A

How can trade finance regain its confidence?

Some have recently compared the trade finance market to a game of 'Whac-A-Mole', continually dealing with one problem after another, leading some to consider whether it lacks the confidence to tackle its many problems head on. This stream will consider whether the industry can 'get its mojo back'...

14.05-14.50

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Basel reforms – moving the dial on a crucial industry debate

Proposals announced last year by the Prudential Regulation Authority (PRA) to increase the capital requirements for common trade finance instruments such as stand-by letters of credit, guarantees and warranties, and potentially stricter rules on credit risk mitigation have proved contentious, as banks continue to persuade regulators and the Basel Committee on Banking Supervision that trade finance is a low-risk asset class with paltry default rates. January 2023 saw the clearest indication that the European Commission is to abandon plans to lift the credit conversion factor (CCF) from 20% to 50% for off-balance sheet trade finance products, heartily welcomed by banks, corporates and industry groups, all of whom have invested significant efforts into campaigning against the reforms.

This session will provide the latest update on this dialogue, considering a number of crucial touchpoints, from potential price rises as increased costs are passed onto the customer to changes to the risk weighting for exposures to SMEs, whilst the session will also address the issue of alignment with international banking standards, and promoting economic growth by underpinning the competitiveness of the UK as a financial centre.

Moderator: Robert Parson, Partner, Squire Patton Boggs

Sean Edwards, Chairman, International Trade & Forfaiting Association (ITFA)

Simon Hills, Director, Prudential Policy, UK Finance

Waldo De Vleeschauwer, Chief Executive Officer, Artis Finance

Naresh Aggarwal, Associate Director, Policy & Technical, Association of Corporate Treasurers (ACT)
Orla Duffy, Head of Credit Modelling, Global Trade & Commodities Finance, Sumitomo Mitsui Banking Corporation (SMBC)

14.50-15.35

Collaboration, de-risking and future-proofing trade

The current focus on innovation and need for industry collaboration comes at a seemingly perilous time for global trade. Recent estimates on the scale of trade-based financial crime put the cost in billions, with the industry having been rocked by a number of high profile scandals that have left banks fighting to recoup enormous losses and incurred enormous reputational damage, with various FIs either withdrawing or limiting their exposure to certain sectors.

This instructive and forward-looking session will look to move past the headlines to highlight the many efforts being taken to tackle such challenges head on, from the various collective initiatives being undertaken to the role digital tools can play in the safe exchange of data to future-proof the sector. Other points for consideration will include helping businesses better understand due diligence, evaluating partners to ensure supply chain resilience, and the need for greater awareness of the threats posed by 'newer' threats such as cybercrime and the dark web.

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

Oswald Kuyler, Chief Operating Officer, MonetaGo
Geoffrey Wynne, Partner, Sullivan

Deborah Leary, OBE, Chief Executive Officer, Forensic Pathways; President, Greater Birmingham Chambers of Commerce

Mithun Raj, Head of Trade Finance Products & GTM, Asia Pacific & MENA, Cleareye.ai

15.35-15.55 Networking break

Stream B

14.05-14.50

Geopolitics, capacity building and the role of the ECA

Just as the 2008/09 financial crisis demonstrated the extent to which times of global economic trouble emphasise the important role that export credit agencies (ECAs) have to play in growing trade and export volumes and confidence more generally, the current climate offers a similar backdrop with challenges that include high inflation, interest rates, energy and food rates, low growth and market confidence, increased geopolitical risk and uncertainty surrounding transition to the green economy. How prepared is the ECA community to address the impact of these issues? This conversation will look to address a number of themes, including:

- How successful have efforts been to improve collaboration and capacity building? Do new ECA market entrants offer a greater voice for those countries less heard?
- Will strategic imports become the next fault line in the ECA conversation as per recent notable examples?
- Does continued ECA support for certain fossil fuels contradict some of the climate goals already committed to? Are ECAs 'backslicing' on their commitments?
- To what extent has the trend for shorter term working capital facilities impacted on the ECA-bank dynamic? Is this levelling the playing field through the backdoor?
- With so much business done outside its guidelines, is the OECD consensus still holding firm?

Moderator: Gabriel Buck, Managing Director, GKB Ventures

Michal Ron, Chief International Business Officer, Sace
Chris Mitman, Head of Export & Agency Finance, Investec Bank

Cristina Bergomi, Senior Vice-President, ECA Advisory, GE Energy Financial Services

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

Esi Eshun, Director of Business Group, UK Export Finance

14.50-15.35

Moving forward or standing still – what's the direction of travel for insurance?

Difficult economic conditions have brought the role of insurance into the spotlight, from how the impact of Russia/Ukraine has played out among the energy and commodity markets and subsequent requests for cover, to how inflationary pressures have impacted on the claims environment. This session will provide an assessment of the product from a buyer's perspective across both the whole turnover and single risk credit sectors, from areas for improvement to how competitive the market is, to current risk appetites within the re-insurance sector.

The conversation will also focus on how innovation is reshaping the insurance market, from efforts to standardise and even commoditise the product offering through the creation of digital platforms and marketplaces – despite reticence on the part of industry players to join competitor-led platforms – to the lack of standardised terminology for many financial products, counterparties and techniques, and how opportunities within e-commerce and digital trade are likely to encourage insurers to innovate.

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

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

Will Jones, Head of National, Credit Solutions, Commercial Risk Solutions, Aon

Yasemin Erkan, Vice-President, European Head of Trade Distribution, Bank ABC

15.35-15.55 Networking break

"Excellent dialogue and content."

E Harkins, GKB Ventures

Tuesday 20 June Afternoon Plenary

15.55-16.20

Introducing 'the sphere economy'

As organisations are confronted with increasingly complex challenges and opportunities that are often both disruptive and conflictual, this has exposed the limitations of efficiency-driven approaches to management, whose best practices have shackled productivity and the performance of individuals and organisations. The pandemic and subsequent value chain crises have curbed robust business processes and underlined the need for greater resilience economically and more broadly. What were, until recently, ESG issues, in the face of soaring inflation, product shortages and climate failure, have become central questions of business strategy. This special talk will consider how the greatest transformational changes are found at the interplay of financial, organisational, environmental, technical, and governance eco-systems, and how boosting the connectivity of knowledge along the value chain increases the power, success and results of production and consumption relationships within and across geopolitical borders.

Christopher Gleadle, Director, The Paddy Ashdown Forum; Director, Sustainable Viability

16.20-17.00

'War gaming' – trade as a tool of national security

Recent times have seen the profile of trade increase in direct correlation to the concern felt over what many have viewed as its 'weaponisation', from the 'trade wars' and economic nationalism emanating from the rise of populism to the realities of a post-Covid, post-Ukraine world. Has economic power surpassed military power in its sphere of influence? Are tariffs and sanctions misdirection tactics to mask a wider decoupling of the big economic powers? Where do the banks come in if strategic trade has become a function of national security policy and how can they navigate a challenging landscape? This special keynote session will bring experts from the field of foreign policy and national together to discuss the changing nature of power and conflict, to consider the extent to which trade is now being 'gamed'.

Dr Rebecca Harding, Founder, Rebeccanomics Strategic Trade Advisory & Analytics

Dr David Landsman OBE, Senior Advisor, The British Foreign Policy Group; Former British Ambassador

17.00

Chair's closing remarks

followed by evening networking reception

"A great opportunity to meet industry experts and discuss relevant topics."

L Gunn, PIB Insurance Brokers

"The event catapulted me forward and I now have 5 follow up meetings, something which can allow a small SME like myself real access into new markets and enhance a route to finance which beforehand seemed somewhat inaccessible."

J Adams, Remote Facility Development

K Shakespeare, Institute of Export & International Trade

"GTR's London conference this year was a bullseye. Topics discussed in the presentations were directly relevant to today's global environment and speakers were impressive. The networking breaks provided ample opportunity to reconnect with the community. Overall, a really useful and interesting conference!"

A L Metz, Peridot Group

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