

The United States' leading

trade and supply chain

financing conference

GTR

US 2023

NEW YORK



#GTRUS

New York Marriott Marquis, Manhattan, New York
November 30, 2023

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Returning to Manhattan on November 30, GTR US will once again offer the latest insights into emerging trends and opportunities at the intersection of trade, supply chain, working capital financing and risk management.

Following a record-breaking turnout of over 400 attendees in 2022 further records are expected to fall at the next instalment of this hugely anticipated event, where hundreds of leading practitioners ranging physical and financial supply chains, corporate treasury, trade tech and risk will gather for unrivalled networking and debate.

Boasting 40+ exhibitors, 3+ hours of networking, highly curated content featuring insights from 50+ speakers and the opportunity to schedule meetings and connect with the US trade community, GTR US 2023 once again represents an unmissable date for all those seeking to build their network and practical knowledge across trade, supply chain and working capital financing.

“Excellent forum of insightful, knowledgeable and experienced trade professionals.”

G Kumar, BP Oil International

New York Marriott Marquis, Manhattan, New York

November 30, 2023

5 big topics

- The great working capital reset: Are we reaching peak DPO?
- Supply chain realignment: Bridging finance and procurement
- Mitigating concentration risks across the trade value chain
- Strategic inventory management
- Supply chain financing: Distribution, disclosure, and capacity building

What to expect

- 450+ Delegates
- 160+ Companies
- 50+ Speakers

[Click here to find out more](#)

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Attendees by sector in 2022

25%

20	Corporates & Traders	6	Consultants & Accountants
14	Technology & Fintech	3	Govt Orgs & Public Bodies
14	Insurers & Risk Managers	2	Service Providers
10	Non-bank Financiers	6	Other

Attendees by region in 2022

84%	Canada	12%	Switzerland	2%	South Africa
	Mexico		United Kingdom		Cyprus
	United States		Ghana		UAE
	France		Kenya		Singapore
	Germany		Namibia		
	Netherlands		Nigeria		

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Thursday 30 November Morning Plenary

9.00-9.10am

Chair's opening remarks

Erin Hatzikostas, bestselling author & multimedia host

9.10-9.40am

Supply chain diversification and optimization: Cutting through the buzz

Indicators show the blockages that rocked global supply chains during and after the global pandemic are easing. Supplier criticality, competition for resources and geopolitical risks are reportedly driving supply chain diversification in the form of near/friend shoring and 'China+ 1' initiatives to the top of corporate sector priorities, but do key data points and experiences on the ground bear out these headline-grabbing trends?

Our keynote will explore the impact of the macro and geopolitical environment on global trade flows, offering a view into the evolution of physical supply chain strategy at individual company level: To what extent have rising interest rates and inflation contributed to easing supply chain disruption, and are new-found efficiencies playing a role? Where does restricted availability of critical inputs remain, and will suppliers' increased commercial leverage persist? Is the relocation of physical supply chain components as prevalent as often reported, and where do priorities relating to digitization, automation and ESG fit within the wider diversification picture?

Phil Levy, Chief Economist, Flexport

9.40-10.30am

The great working capital reset: A new paradigm for US trade and supply chain finance

First there was Covid, then there was Russia – now inflation, rising interest rates and economic stagnation form the latest wave of volatility washing over corporate trade and supply chain financing operations. The cheap money era is over and the working capital discipline is in vogue, with trade and supplier financing offering low hanging fruit across the cash conversion cycle. Challenges related to sustainability and digitalization are combining with evolving market risk and regulation to reshape financing and risk management priorities for both corporates and their financiers.

Our opening panel of trade, supply chain and working capital experts will offer a high level preview of the day's key discussions, identifying the market forces driving trade and supply chain financing supply, demand, pricing and innovation:

- Evolving commercial dynamics across the supply chain: Have we reached 'peak DPO'? Has attention diverted to Days Sales Outstanding and inventory management?

- Climate disclosure: The progressive development of ESG-linked trade and supply chain financing tools, and the growing recognition of their role in meeting reporting requirements
- Concentration risk: Are shrinking FI balance sheets a growing concern? How significantly have financing capacity and asset distribution been impacted? Is liquidity diversification a rising priority?
- SCF accounting treatment: Assessing the impact of new rules on demand and addressing similar questions faced in the inventory financing space
- The critical importance of data: Collaboration across corporate treasury, financing and procurement and wider market interoperability as key drivers of supply chain resilience and competitiveness

Moderator: Jonathan Richman, Managing Director, Head of US Trade Finance & Working Capital, Santander Corporate & Investment Banking

Danielle Weinblatt, Chief Product Officer, Taulia

Heather Crowley, Global Head of Supply Chain Finance & Core Trade, JP Morgan

Michael Dall, Chief Financial Officer, Inoex

Ozgur Akdeniz, North American Trade Sales & Client Management Head, Treasury & Trade Solutions, Citi

Steven Nocka, Trade & Supply Chain Finance Industry Lead, Accenture

10.30-11.10am Networking break

“The GTR conference provided the right mix of topical panels and networking opportunities. It’s a great event for those interested in the trade finance space.”

T Giuntini, MUFG

“Very focused event with highly knowledgeable speakers. All relevant executives attend!”

A Roddy, IBM

“Highly focused on industry topics. A great event for networking, learning and keeping up to date with market friends.”

T Sakellariou, Intesa Sanpaolo

Thursday 30 November Morning Stream A

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

Stream A: A practical guide to supply chain finance structures

Chair: Erin Hatzikostas, bestselling author & multimedia host

11.10-11.55am

ESG-linked trade and supply chain finance: Honing a key tool to meet new climate regulation

Sustainable business and ESG practice is a priority that is only set to grow in importance with the advent of the EU's Corporate Sustainability Reporting Directive and implementation of forthcoming SEC climate disclosure rules. Supply chains and scope 3 emissions are a key focus for reporting, with the need to source climate-related data from suppliers gaining new urgency.

This discussion will explore the practical challenges relating to measuring and reporting ESG performance throughout complex supply chains and the increasing recognition of ESG-linked trade and supply chain finance as a unique tool that can drive ESG performance and reporting through supplier incentivization. Assessing the extent to which the development of these highly specialised facilities is still in its nascency, guidance will be offered on ESG-linked financing structures and programs and the role required of different stakeholders in their implementation, identifying the need for further establishment of industry standards and practices to cement the place of these solutions on corporate balance sheets.

Moderator: [Christine Bravo](#), Senior Vice-President, Product Management, Working Capital Finance, US Bank

[Sereen Ahmed](#), Head of Trade & Working Capital, Americas, Barclays

[Femi Akinrebiyo](#), Global Manager, Manufacturing Investment & Trade Supplier Finance, International Finance Corporation (IFC)

[Francisco Fernández](#), Head of ESG Solutions US, Santander

11.55am-12.40pm

Different strokes: Finding the right finance to fit your supply chain

Every corporate structure and supply chain is different, so priorities when launching a supplier financing program can be diverse, ranging from ease of implementation and maintenance to scalability, accounting treatment and the funding mix. With a growing raft of solutions targeted at anchor buyers and an ever increasing list of market participants including banks, fintechs, trade funds and alternative liquidity providers the available options are extensive and complex.

This session will explore the full spectrum of financing solutions targeted at physical and financial supply chain resilience, from bank-led reverse factoring programs at one end to strategic inventory management solutions involving third party trade co's at the other. Speakers will analyse each structure based on the below criteria, offering assessment of operational practicalities, benefits and limitations:

- Tech; interoperability; program implementation, integration and maintenance
- Surety of supply and last mile delivery of goods
- Working capital gains for the supplier
- Balance sheet treatment and disclosure
- Flexibility as relates to funding
- Pricing and cost

Moderator: [Jonathan Arkins](#), Partner, Corporate Finance & Investments, King & Spalding

[Vishwanath Ananthakrishnan](#), Head of Trade & Commodities, Rescom Holdings

[Qing Fan](#), Head of Distribution, Raistone Capital

[Joao Galvao](#), Managing Director, Head of Trade Finance Sales, Americas, Standard Chartered

[Jason Prevette](#), Regional Head of Specialty Credit, US, Allianz Trade

[Remy Dubois](#), Chief Growth & Value Officer, Kyriba

12.40-1.15pm

Strategic inventory management: The practicalities and pitfalls of an evolving solution

The recent explosion of demand for inventory solutions has seen an influx of market participants with different risk appetites and price points, while inventory management programs are delivered into complex supply chain ecosystems containing numerous stakeholders and moving parts. As an evolving tool, there is no 'one size fits all'. This session will seek to map the inventory solution market, highlighting success factors and pitfalls experienced in executing recent transactions, from the need to ensure the program structure fits into the supply chain ecosystem it is operating within, to the importance of buy-in from senior management and across internal departments, the challenges around financial structuring and accounting treatment, and the maintenance effort required to ensure an inventory program evolves with the supply chain.

Moderator: [Thomas Giuntini](#), Managing Director, Structured Financial Solutions, MUFG Bank

[Emma Clark](#), Global Head of Marketing & Corporate Affairs, Falcon Group

[Mikael Petersen](#), Chief Commercial Officer, Benteler Trading International

[Massimo Capretta](#), Partner, Mayer Brown

1.15-2.25pm Lunch

“Dynamic events. Diverse groups. Engaging and topical sessions. Excellent!”

C Monaghan, Validus Specialty

“GTR is such a professional event organizer and publisher focused and specialized in trade and receivables finance. This is my first major trade and receivables conference – congratulations GTR on a job well done!”

P Mulroy, FCI

Thursday 30 November Morning Stream B

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

Stream B: Getting paid – trade, working capital optimization and risk mitigation

Chair: [Scott Ettien](#), Executive Vice-President, Global Head of Receivables & Supply Chain Finance, Head of Financial Solutions – North America, WTW

11.10-11.55am

Receivables financing for mid-caps: Democratization through innovation

Days sales outstanding has long been a working capital pain point for suppliers, with extended payment terms trapping cash that is becoming ever more expensive to finance. The capability of account receivables financing to both mitigate risk and accelerate payment positions this financing tool as a popular working capital lever, but one traditionally the preserve of large global corporations. Innovative structures are being developed, with a new crop of technology-based solutions making accounts receivable financing accessible to mid-sized, non-investment grade companies.

This discussion will highlight the trends driving demand for these working capital lines and enabling mid-caps access, from increasing tech adoption to supplier diversification and the arrival of new non-bank financing providers. Shifting to a focus on deal structures, we'll explore the practicalities, benefits and trade-offs across 'traditional' true-sale receivables facilities, securitizations, and hybrid solutions resembling both securitization and asset backed lending structures. Further debate will question if the A/R solution set can be further enhanced: Is corporate demand increasingly focused on facilities with global reach and those covering the whole receivables portfolio, and are these feasible capabilities?

Moderator: [Scott Stevenson](#), Senior Vice-President, Trade, Baft

[Michael Stitt](#), Senior Vice-President, Head of Trade & Supply Chain Finance Sales, U.S. Bank

[Patricia Quashie](#), Deputy Chief Underwriter, FCIA Trade Credit Insurance

[Jonny Singleton](#), Chief Commercial Officer, Peridot Financing Solutions

11.55am-12.30pm

Pushing for positive change: Trade credit insurance, Regulation Q and the Basel III endgame

The trade finance and credit insurance sectors are galvanizing following the recent release by the Federal Reserve on the Basel III endgame, and for US trade lenders, risk off-takers and corporates the stakes are high. This panel, featuring representation of the industry bodies leading lobbying efforts, will highlight the role of credit insurance in enhancing receivables financing deals, outline concerns over future supply chain financing market and trade credit insurance capacity, share their latest activities and expectations, and assess the worst and best case regulatory scenarios and expected timelines. Advice will be offered on how industry practitioners can push in the same direction for positive regulatory change that stands to be a game changer for the US supply chain finance community.

Moderator: [Scott Ettien](#), Executive Vice-President, Global Head of Receivables & Supply Chain Finance, Head of Financial Solutions – North America, WTW

[Deepti Khaire-Phanse](#), Vice-President, Senior Underwriter, Trade Finance, Swiss Re Corporate Solutions

[Harpreet Mann](#), President, Amynta Trade Credit & Political Risk Solutions

[Sanjeev Ganjoo](#), Global Head of Trade Receivables Finance, Citi

12.30-1.15pm

Building balance sheet velocity: Diversifying the liquidity pool for trade finance distribution

Corporate demand for trade and supply chain finance is growing in line with the increasing volatility impacting trade flows, but facilities that can stretch into the billions of dollars will test the balance sheets of even the largest global FIs. New forms of distribution and fresh market capacity are needed if demand can continue to be met. This panel of secondary market participants including banks, trade credit insurers, fintechs and non-bank institutions will explore the drivers for the growing gap between demand for financing of trade and the available supply of capital, identify the limitations of extant asset distribution channels, and question the feasibility of the establishment of trade as an asset class:

- Single deal opportunity or portfolio play: Do originators understand the mindset of non-bank investors?
- What is the material cost of the lack of documentation and operational process standardization in preventing SCF from reaching its potential as an asset class for non-bank institutional investors?
- Can tech bridge the gap? Is there a feeling that lowering barriers to SCF market entry can exacerbate challenges around standardization?
- Does the trade finance sector have a language problem where 'alternative' investors are concerned and what role can asset managers play here?

Moderator: [Philip Amlot](#), Head of Underwriting, Trade Credit, Markel

[Rene Canezin](#), Managing Partner & Co-founder, Evolution Credit Partners

[Ora Colb](#), North American Head of Trade Distribution, Citi

[Akshay Sood](#), Senior Vice-President, Bank A/R Leader, Marsh Specialty

[Waldo de Vleeschauwer](#), Chief Executive Officer, Artis Finance

[David Berse](#), Managing Director, Head of FI – North America, LiquidX

1.15-2.25pm Lunch

“Excellent conference, sessions were topical by discussing the positive traction of change and management through disruption in trade.”

J Ivinski, IBM/GTD Solutions

“Very informative sessions and get to know insight about future prospects about the digitalisation and sustainability.”

O Shamsi, Darwish Group

Thursday 30 November Morning Stream C

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

Stream C

11.10-1.15pm

Workshop: Aligning physical and financial supply chain operations to boost resilience

Hosted in collaboration with the Association for Supply Chain Management (ASCM), this interactive workshop will explore the trends and best practices for both operational and strategic resilience, examining the role of interdependent relationships between supply chain, procurement, corporate finance, treasury and trade financiers in making the organization more resilient.

A multi-discipline speaker line-up will identify where common issues across physical and financial supply chains can be addressed to increase organizational resilience through greater mutual education, awareness, collaboration and interoperability. We'll pinpoint the practical steps that can break down silos isolating physical and financial supply chain operations, leading to more efficient collaboration between internal departments (procurement, finance, treasury), and between corporate buyers, their suppliers, and their financing providers.

Workshop leaders:

Peter Bolstorff, Executive Vice-President of Innovation & Business Intelligence, Association for Supply Chain Management (ASCM)

Anubhav Shrivastava, Managing Director & Head of Commercial Bank Trade & Working Capital, J. P. Morgan

Speakers:

Chris Ruse, Head of Origination, Silver Birch Finance

Raja Debnath, Managing Director, Veefin Solutions

Anders Lillevik, Founder & Chief Executive Officer, Focal Point

Ana Paula Zamorano, Senior Vice-President, Strategic Sourcing, The Huntington National Bank

Topics to be discussed:

- Supply chain disruption and diversification: The onboarding of additional suppliers of critical inputs, often in new jurisdictions, is not always possible. Where it is there can be significant repercussions on internal resources, costs and working capital. We'll explore themes including the stockpiling raw materials vs reshoring and diversifying supply bases, the impact of payment terms extension and the importance of benchmarking payment terms.
- Sustainability & ESG: Corporate obligors are increasingly focused on the physical supply chain as a driver of ESG performance, with impending SEC and EU reporting directives and scope 3 supply chain emissions a key challenge. What role can procurement play in sourcing the required data, and to what extent can supply chain finance incentivize closer working relationships with suppliers to achieve ESG goals?
- Digitization and tech: The enhancement of efficiency in areas such as automated supplier financing and regulatory compliance (sanctions screening, KYC & AML) are gaining strong traction. Can the increasing automation of physical supply chains play into this to amplify efficiencies on both sides?

In partnership with



1.15-2.25pm Lunch

Thursday 30 November **Afternoon Streams**

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

Stream A: Trade digitization – small steps and giant leaps

2.25-3.10pm

Digital negotiable instruments in trade finance: Running the hurdles

The UK Electronic Trade Documents Act 2023 signifies a leap forward in the digitisation of trade finance, enabling electronic documents to replace paper counterparts in deals structured under English law. Fellow G7 members including the US are close behind. With the simultaneous development of the digital trade transaction rulebook including UCP and URDTT, two of the key hurdles to widespread adoption are being cleared, but the last yards may yet be the hardest.

This session will assess the practical motivations and considerations for corporate and bank adoption of digital negotiable instruments for trade finance, from gains across trade finance efficiency and processes to enhanced access to logistics providers' screening data that can assist lenders' compliance processes, enable end-to-end financial automation, and facilitate new structures for financing goods in transit. Further debate will tackle the stickier issues related to adoption growth, from interoperability between e-bill providers to the commercial pressures faced by B2B sales departments to stick with 'tried and tested' LCs to get deals done.

Moderator: Zoran Kanlic, Head of Financial Supply Chain, BNY Mellon

John Baranello, Director, Product Head – Trade & Working Capital Solutions, North America, Lloyds Bank

Michele Sancricca, Co-founder & Chief Executive Officer, Secro

Sunil George, Head of Structured Trade Finance, North America, Louis Dreyfus Company

Rebecca Fruchtman, Counsel, Banking & Finance, Mayer Brown

3.10-3.55pm

Hard learned lessons in trade digitalisation and new frontiers for bank-fintech collaboration

Blockchain, which showed much early promise as a panacea for digital trade financing, is being proven a hugely useful tool but in a relatively narrow set of trade financing use cases. The rapid recent development of AI technology and its potential for exponentially faster future advancement have inspired similar financing silver-bullet claims, though these largely remain to be proven. Identifying and evaluating AI use cases in trade and assessing their (in)fallibility, we'll debate whether AI might run into the same ecosystem-sized issues encountered during the recent failure of several notable trade blockchain consortia. More fundamentally, is the quality and availability of data the keystone for trade finance digitisation, and what can be learned on leveraging data from the digitisation use cases gaining traction in today's market?

Moderator: Ben Arber, Chief Executive Officer, Complidata

Andrew Holmes, Head of Origination, Americas, Demica

Greg Barrett, Director, Global Trade Product Manager, Bank of America

Jeff Anop, Senior Vice-President, Business Information, Coface

Alisa Rusanoff, Head of Credit, Crescendo Asset Management

3.55-4.20pm **Networking break**

Stream B – Trade and working capital masterclass

Welcoming a selection of the market's leading minds, these highly focused explainers will offer unique insights into the tools and strategies expanding access to finance, unlocking working capital and managing risk throughout the trade value chain.

2.25-2.55pm

Optimizing financial means with an active working capital strategy

Working capital management starts with transparency of data, with a real-time view of existing liquidity and optimization of cash flows enabling treasurers to put excess liquidity to work to achieve additional yield. This in turn promotes investment in company growth, bolsters suppliers' financials with working capital instruments, and helps the obligor to stabilize its supply chain. A senior executive from this market-leading MNC will share insight into its fintech-enabled working capital program, highlighting the importance of a flexible platform offering different financing instruments and funding diversity to achieve these strategic goals while managing risks in an environment of deteriorating macroeconomic trends and higher financing costs.

Sonja Simon, Regional Chief Financial Officer, Latin America & the Caribbean, SAP

2.55-3.30pm

Sanctions evasion: Identifying evolving risks on land and sea

Unprecedented economic sanctions swiftly followed the Russian invasion of Ukraine, with US and EU authorities at the vanguard, while restrictions on trade with China are becoming increasingly pervasive. Export controls alongside other economic sanctions are endeavoring to keep pace with the fast evolving evasion techniques of nefarious actors, creating a complex, high-stakes challenge for corporates and trade financiers. This informal discussion will pinpoint the latest developments and priorities related to export control enforcement, outlining the key compliance lessons learned in 2023. In depth maritime trade expertise will be shared on emerging sanctions compliance risks ranging shadow fleets, the activities designed to exploit areas where regulatory oversight is weakened, and the increasingly crucial need for dark fleet monitoring by financial services providers.

Stephen Bomgardner, Vice-President, Commercial Markets, Pole Star *in conversation with* **Ginger Faulk**, Partner, Eversheds Sutherland

3.30-3.55pm

Embedded financing: Making every corporate a fintech

Use case possibilities in embedded trade 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 orders by providing a limit to suppliers. New financial infrastructure including APIs 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 supply chain finance innovation.

Raja Debnath, Managing Director, Veefin Solutions

3.55-4.20pm **Networking break**

Thursday 30 November Closing Plenary

4.20-5.05pm

Promoting diversity in trade: A moral and strategic imperative

Global trade is a unique activity in its potential to reach deep into a society still grappling with historical inequalities; that a diverse workforce is better positioned to understand customer needs and solve for them is arguably more applicable to trade than any other business. Delivering effective Diversity & Inclusion (D&I) policies and initiatives across the trade ecosystem is therefore not merely a moral duty but also a savvy business move.

Join our panel of finance sector leaders as they share perspectives on the many facets of D&I as relates to trade and trade financing, from the need to build a pipeline of new talent to sustain industry verticals traditionally lacking in diversity, to the importance at both local and national economic levels of promoting minority-owned business growth, and the D&I business case: to what extent is social impact becoming a greater focus in the ESG conversation and are consumers becoming more cognisant? Which D&I initiatives are being delivered across the trade and trade financing sectors, and could regulators play a future role?

Where have innovative financing solutions been deployed specifically targeting support for minority owned suppliers, and what lessons can be shared?

Moderator: Erin Hatzikostas, bestselling author & multimedia host

Marissa Adams, Managing Director, Regional Head of Global Trade & Receivables Finance Americas, HSBC

Nathalie Louat, Director, Trade & Supply Chain, International Finance Corporation (IFC)

Judith Pryor, First Vice-President & Vice Chair, Export-Import Bank of the United States

Rachael Snow, Global Head of Core Trade Finance Products, BNY Mellon

5.05pm

Close of conference

followed by evening networking reception

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