

The premier gathering

for leaders in African trade

GTR AFRICA 2024

CAPE TOWN

#GTRAfrica

Cape Town International Convention Centre (CTICC), Cape Town, South Africa
March 7-8, 2024

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The premier gathering for leaders in African trade

Now in its 18th year, GTR Africa has solidified its position as the premier event for the African trade and trade finance community.

Returning to Cape Town on March 7-8, this flagship event will deliver essential insights spanning trade, supply chain, infrastructure, working capital, export and commodity financing markets. Supported by prominent players representing the entire trade finance ecosystem, the conference will feature over 60 speakers sharing unparalleled expertise over two impactful days.

Anticipating the participation of more than 550 delegates from over 250 companies, **GTR Africa 2024** offers a prime opportunity to engage with key figures in African trade. Don't miss your chance to reconnect with familiar faces and establish vital new connections in the market during this unrivalled conference.

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

March 7-8, 2024

6 big topics

- Reshaping Africa's role in global supply chains
- Trade & working capital financing innovation
- Maintaining sovereign project financing flows
- Boosting food security and mitigating climate risks
- Infrastructure development priorities and investment opportunities
- Harnessing alternative capital in the commodity finance sector

Vital statistics in 2023



[Click here to find out more](#)

Evening drinks reception

Thursday, March 7, 2024 from 17.30

Grand Africa Café & Beach
Haul Rd, V&A Waterfront, Cape Town, 8002, South Africa
Coaches to Grand Africa Café & Beach at 17.40 & 17.45
Returning to the city we will only have one coach leaving the venue at 20.00



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Attendees by sector in 2023



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Day One: Thursday 7 March Morning

09.00-09.10

Chair's opening remarks

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

09.10-09.40

Ministerial Keynote: A roadmap for critical infrastructure investment and financing

Our opening keynote will map the strategy behind South Africa's infrastructure development plans, from management reform and optimising assets, to using alternative capital structures for grant, concessional and blended finance, reducing private investment barriers for new infrastructure, and how new commercial models can de-risk South African credit and investment with support from global banks and DFIs.

Minister Sihle Zikalala, Minister of Public Works & Infrastructure, Republic of South Africa

09.40-10.30

High stakes transition: The role of trade in reshaping Africa's participation in the new global economy

The opportunity to reposition African markets within evolving transitional supply chains is potentially transformational, but one tempered by the impact of increasingly multipolar geopolitics, severe macroeconomic headwinds, hardened financial markets, and the unintended consequences of global regulation on the continent. Our opening discussion will explore the complex set of opportunities and risks this presents, how the trade, export and development finance sectors can support the resilience of Africa's economies today, and bolster efforts to realise the potential for economic diversification offered by an evolving global trade landscape:

- BRICS, MENA and the West: How is the business of geopolitics shaping opportunities for industrialisation and economic diversification in the medium term?
- Outlook on debt sustainability and FX challenges: Which markets are showing signs of improvement, and which are expected to struggle?
- Emerging trends: Asia as a growth export market and increased interest in the continent from Middle Eastern investors and financiers

- Climate finance: Prospects for inbound investment and trade in transitional infrastructure and climate adaptation
- To what extent is the regulatory environment (financing; sustainability) becoming more challenging? How does the opportunity/ risk balance stand as regards opportunities vs compliance challenges?
- How can Africa's public and private sectors capitalise on the global trade and investment shift? Are governance and capacity building the key growth enablers for African institutions and businesses?

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

Anand Jha, Managing Director, Trade Finance & Lending, Deutsche Bank India

Gwen Mwaba, Director & Global Head, Trade Finance, African Export-Import Bank (Afreximbank)

Amish Shunker, Head: Trade, Africa, Standard Bank

Sinan Ozcan, Senior Executive Officer & Board Director, DP World Trade Finance

Prateek Suri, Founder & CEO, Maser

"This was a memorable conference. Great speakers, great topics and very lively participants. I am looking forward to the next one!"

O Memeh, Standard Chartered Bank

"Excellent perspective to global trade. Overall, a great networking event!"

M Shadunka, Atlas Mara

10.30-11.20 Networking break

"It is the first time attending this event and it has sharpened my acumen and knowledge on global trade and the available opportunities in Africa."

B Mselemu, CRDB Bank

"A great networking forum with very relevant topics being discussed that are trade related. Keep it up!"

P Mansukhlal Shah, Victoria Commercial Bank

"GTR Africa 2023 was more than a conference. Simply an awesome experience for market knowledge and networking opportunities."

A Lwatula, Zanaco

"Great insights and for possible solutions shared towards making our continent trade in the most efficient ways."

H Shoba, Maersk

"GTR Africa continues to be the leading trade event on the continent. Providing a platform to meet with those working in this sector."

P Hampson, BACB

"Great event! Well organised, excellent turnout and very relevant speakers. Trade focused for the future, for sure!"

V Maharaj, Oceana Group

Day One: Thursday 7 March **Morning Streams**Select either **Stream A** or **Stream B****Stream A: Trade, supply chain & working capital**

11.20-12.05

Poised to support trade growth: Combatting macroeconomic challenges with enhanced receivables financing capabilities

The capability of factoring and accounts receivables financing to both mitigate risk and accelerate payment holds great promise as a driver of African trade growth, but one that has been held back by the lack of a solid legal and regulatory framework and the challenges faced when operating across multiple jurisdictions.

This discussion will highlight the trends driving demand for these flexible lines, from their potential to increase sales volumes through the release of working capital to the reduction of late and non-payment risks. Offering practical guidance on the deal structures utilised across factoring and 'true sale' receivables financing, this expert group will assess the measures being taken to enhance the product's viability through industry standardisation, and the need to establish a robust legal and regulatory framework for receivables facilities in order to further enhance the financing toolbox for Africa's traders.

Moderator: Laurie Hammond, Independent Legal Counsel

Kalle Soininen, Group Chief Financial Officer, CCI Global

Prince Wadie, Director, Trade Structuring Head, Sub-Saharan Africa, Citibank Kenya

Sanjeev Hazareesing, Head of Global Transaction Banking, Mauritius Commercial Bank

Oumar Sangaré, Senior Group Manager, Structured Trade & Commodity Finance; Regional Head of Corporate Bank, West Africa, Ecobank

Alex Fenechiu, Co-founder & Chief Operating Officer, Finverity

12.05-12.50

Unleashing the full potential of Africa's supply chains: Supplier finance as a critical ingredient for intraregional trade growth

Supply chain financing (SCF) has proven an invaluable source of working capital across the globe, further offering the opportunity to remedy hard currency availability issues, but uptake to date in Africa has been subdued. A case of an opportunity missed, or can more be done to increase the value proposition to African companies?

This discussion will offer insight on the benefits domestic and regional supplier finance programmes can offer to suppliers' financial resilience, the role of technology in delivering supplier financing structures, and the hurdles preventing wider uptake: Which structures work in the region, and what can be done to enhance products and processes to better align with the needs of anchor buyers and their suppliers? Which barriers are encountered by SCF providers, and should banks take a more innovative approach to deploying SCF structures within an imperfect regulatory environment?

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

Jacques De Villiers, Group Head of Supply Chain, Omnia

Bohani Hlungwane, Managing Director, Group Head of Trade & Working Capital, Pan-Africa, Absa Corporate & Investment Bank

Achraf Abourida, Head of Product Management, Surecomp

Syed Khurum Zaeem, Managing Director, Head of Trade & Transaction Banking, Africa & Middle East, Standard Chartered Bank

Scholtz Fourie, Group Chief Financial Officer, Tourvest Holdings

12.50-13.15

Case study: Managing short-term liquidity requirements for critical sovereign projects

This case study will share exclusive insight on an innovative trade finance deal, the first of its kind for an African sovereign, utilising the support of a leading multilateral agency to facilitate the imports required to progress a crucial infrastructure development project. Learn how this significant milestone for African trade finance creates a precedent for African sovereigns' ability to manage short-term liquidity requirements on critical projects and importation with short-term funding instead of the more traditionally used longer-tenor Eurobonds.

Moderator: Mergan Naidoo, Head, Trade Finance, Rand Merchant Bank (RMB)

Clarine Stenfert, Global Trade Finance Lead, Multilateral Investment Guarantee Agency (MIGA)

Ben Bechet, Co-Head, West Africa Debt & Trade Solutions, Rand Merchant Bank (RMB)

13.15-14.25 Lunch

Stream B: Infrastructure & export credit financing

11.20-11.40

Fact check: Sovereign debt update

Setting the scene for our sovereign project financing coverage, this data-rich presentation will offer insights into the current state of play regarding sovereign debt levels, potential 2024 restructurings and defaults, and what the growing trend toward bilateral discussions outside of the common framework could mean for sovereign financing prospects in 2024.

Bilal Bassiouni, Head of Risk Forecasting, Pangea-Risk

11.40-12.30

Strategic, realistic and opportunistic: A tactical approach to maintaining sovereign project financing flows with ECA support

In 2023, for the first time since 2009, no international bonds were issued by a Sub-Saharan African nation. With an estimated US\$11bn of Eurobonds maturing in 2024-25 and many African sovereigns still frozen out of the international bond markets, a marked decrease in Chinese financing volumes has combined with hostile macroeconomics to push Africa's sovereign borrowers into unsustainable territory, further restricting financing for critical infrastructure modernisation and emphasising the need for 'alternative' finance sources.

Export credit agency (ECA) backed debt offers a compelling option to fill the gap, but optimism is tempered by perceptions of limited ECA capacity for African deals and indications that FIs are becoming increasingly selective over the transactions they will support. Our panel of infrastructure financing experts will consider:

- What is the reality of ECA Capacity in Africa? Are ECAs constrained by either region or country limits? Does more capacity need to be found?
- Are Africa's sovereigns competing with each other to secure such support? Is this an example of 'first come first served'?
- To what extent are top-tier export finance banks being more selective with deal participation? Is there a feeling transactions must be 'relevant'? If so, what does 'relevance' mean in an African context?
- Are African FIs capable of filling gaps in the market? What of the impact of the OECD downpayment rule extension on private market insurers and banks? How important will direct lending at the OECD CIRR rate be in bringing more African FI's into the ECA market?

- Strategic, realistic, opportunistic: Considering the timing of investments, interest rate movements and the appeal of social infrastructure, how can sovereign borrowers best approach the market?

Moderator: Gabriel Buck, Managing Director, GKB Ventures

Jan-Philipp Apking, Executive – Head of Division, Underwriting & Risk Management, Euler Hermes

Sekete Mokhele, Co-Head, Africa Infrastructure Finance, Nedbank

Vomic Shah, Head of Origination, UK Export Finance (UKEF)

12.30-13.15

Export finance evolution: New ways of channelling trade liquidity into Africa

Critical mineral procurement and food and energy security are driving the geoeconomic agendas of governments around the globe, with Export Credit Agency mandates increasingly reflecting the strategic importance of supply chains: the deployment of new ECA-backed financing tools is driving a convergence between the export finance market and commodity / trade debt. From enhanced direct lending capabilities to untied 'shopping line' financings and critical mineral guarantees, ECAs are taking a more competitive, direct and flexible approach as geopolitical volatility and global decarbonisation necessitate the redrawing of supply lines across the global economy. 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 offered by the growth of untied and non-contract specific ECA support to both public and private sectors across Africa, as well as the banking and private insurance players participating in African deals.

Moderator: Mark Norris, Partner, Sullivan & Worcester UK
Mathilde Cottard, EMEA Head of Trade Business Development & Strategy, Sumitomo Mitsui Banking Corporation (SMBC)

Sujithav Sarangi, Executive Director, Structured Export Finance, Standard Chartered Bank

Portia Dube, Head, Business Development, Export Credit Insurance Corporation of South Africa

13.15-14.25 Lunch

Day One: Thursday 7 March Afternoon

14.25-14.30

Harnessing the power of blockchain and AI

Haifin, an e& enterprise company, is a multi-award winning platform that was built by banks for banks in the UAE. The platform offers a unique trade finance platform which harnesses the power of blockchain (DLT) technology and artificial intelligence in order to combat fraud in the banking industry. After three years of successful implementation, the platform has grown from seven founding banks to 13 banks and two fintechs. UTC is now growing to share its technology with new use cases that will address the challenges that financial institutions face every day around the world.

Zul Javaid, Chief Executive Officer, Haifin

“Phenomenal platform to network and develop relationships.”

S Rabsch, CA Global Africa Recruitment

“This conference brings new evolving ideas and solutions to industry challenges.”

S Jacobs, IMA Media Africa

“Very well organised event with relevant content and great networking opportunities. Will definitely attend again.”

J Hansen, Africa Global Trade Finance (AGTF)

14.30-15.15

A call to the agents of change: The solution to African trade's risk problem

African trade events are no stranger to talk around the causes of the trade finance gap. With a debt crisis unfolding in developing African economies, it's time to walk the walk. DFI support is critical in neutralising poor credit risk to enable the local African banking sector to increase SME trade finance, but pre-requisites around evidencing and substantiation are preventing DFIs from enabling true sustainable development in the African trade finance space. If this can be circumvented the role of global impact investment funds and local financiers will be key to achieving scale, with African trade finance assets now paying well above fund managers' USD returns thresholds.

So, how can it be done? Led by the ITFA Africa Regional Committee, a group of trade practitioners driving efforts to bridge Africa's trade gap, this discussion will offer a frank assessment of where challenges remain, and how they can be overcome. Exclusive insight will be provided on the latest initiatives and deal structures being employed, evaluating how trade financing can be delivered to African SMEs by utilising aggregation models, local investment managers, NBFIs and existing banking sector infrastructure.

Moderator: Simon Cook, Partner, Sullivan & Worcester UK

George Wilson, Head, Institutional Trade Finance, Investec; Chair of Africa Regional Committee, ITFA

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

Duarte Pedreira, Head of Trade Finance, Crown Agents Bank; Board Member, ITFA

Admir Imami, Head of Trade & Supply Chain Finance, British International Investment (BII)

“This is the best trade event for banks, companies and services providers in the trade space to meet up and connect.”

L Stuart, ABSA

15.15-16.05

The insurance sector perspective on a challenging financing environment

Sovereign debt sustainability concerns, rising interest rates and inflationary pressure have heightened perceptions of political and credit risks on the African continent. Emerging opportunities for trade growth and FDI across Africa, and the ever present need to modernise social infrastructure, are threatened by a lack of financing where credit and political risk mitigation is insufficient: The involvement of insurers in order to finance these business flows and projects remains critical to the region's economic growth. Welcoming a selection of credit and political risk experts, this conversation will explore the region's risk hotspots, highlighting the risk off takers, financing structures and cross-sector partnerships being utilised to maintain the flow of financing and investment into African economies.

Moderator: Sam Evans, Director, BPL Global

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

Gary Lowe, Managing Director, Global Head, Global Credit Insurance Group, Standard Chartered Bank

Nick Oxley, Senior Underwriter, Credit & Political Risk, MS Amlin

Ahmed Madkour, Middle East Claims & Recovery Director, Recovery Advisers

Anna Burt, Assistant Underwriter, Political Risk & Trade Credit, Africa Specialty Risks

16.05-16.30 Networking break

16.30-16.55

Out of the frying pan: The impact of global shocks on sub-Saharan supply chains and trade financing

The Red Sea crisis poses challenges for global supply chains, shipping costs, and inflation. Sub-Saharan Africa may experience indirect effects due to disruptions in trade routes and increased freight expenses. Building more resilient supply chains is crucial for mitigating such risks. Featuring the latest in data-led supply chain analysis, this presentation will investigate the implications these global developments hold for sub-Saharan supply chains, economic prospects, and the impacts to bank trade financing.

Thea Fourie, Head of sub-Saharan Africa Economics & Country Risk, S&P Global Market Intelligence

16.55-17.25

Closing address: Building an 'Operating System' for African trade – empowering entrepreneurs with eCommerce and innovative finance

Welcoming Wasoko, Africa's largest eCommerce, supply chain and distribution tech company, our closing address will offer an overview of the status quo and future prospects for further growth on the continent. Offering insight on how the business models enabling eCommerce growth work in practice and how supply chain finance can support such businesses, this thought-provoking closing address will highlight the fundamental importance of positive social impact within Wasoko's mission, and how Africa's finance sector can further empower the region's entrepreneurs.

Daniel Yu, Founder & Chief Executive Officer, Wasoko

17.25

Chair's closing remarks *followed by*

Evening networking reception

Day Two: Friday 8 March

09.00-09.15

Chair's opening remarks

09.15-09.50

Keynote panel: Infrastructure development priorities and investment opportunities

African government representatives will address our audience on a range of topics, from infrastructure development priorities and investment opportunities, sovereign debt challenges and budgetary considerations, to the economic development prospects emerging in relation to the global zero carbon transition, perspectives on the African Continental Free Trade Area and the progress made to date toward regional economic integration.

Moderator: Nicholas Oliver, Head of Business Development, NMS International Group

Andrew Bvumbe, Head, Zimbabwe Aid & Debt Management Office, Ministry of Finance & Economic Development

Maris Wanyera, Director of Debt & Cash Policy, Ministry of Finance, Planning & Economic Development of the Government of Uganda

09.50-10.35

The digitalisation of African commerce: A key driver for trade fintech adoption?

The rapid growth of e-logistics, e-commerce and online procurement platforms, combined with the ongoing digitisation of customs and transport infrastructure, offer the opportunity for Africa to rapidly enhance efficiencies across physical trade flows. While significant progress is being made in the digitisation of trade finance globally, notably with the UK Electronic Trade Documents Act in 2023, Africa's trade finance sector must balance digitisation initiatives with the pressing issues forced by extreme global headwinds alongside local capacity constraints, inevitably leading to more gradual adoption of trade fintech in some quarters. Could trade digitalisation provide the impetus for broader adoption of digital trade finance?

Welcoming some of the region's leading e-trade solution providers alongside financing and fintech experts, this session will offer insight on innovative business models being deployed in the African trade space, highlight the cost and efficiency gains offered by digital customs, e-logistics and integrated end-to-end supply chain platforms, and explore the potential for this to drive trade finance innovation: Where are opportunities emerging

for new and traditional finance players to participate in the e-trade growth story? Where can financial market infrastructure be enhanced to better support payments and financing across these flows? Is new thinking required to enable the provision of trade and supply chain financing options for B2B trade?

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

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

Amine Dahmani, Director, Trade Finance, Wasoko
Jeldone Njenga, Senior Relationship Manager FI – International Banking, BankOne

10.35-11.15 Networking break

11.15-12.00

Industry outlook: The rise of alternative capital in the commodity finance sector

Price and supply chain volatility, rising interest rates and bank retrenchment have created an extremely challenging financing climate for Africa's commodity sectors, particularly smaller commodity traders, though this has opened opportunities for non-bank commodity trade lending from lesser-spotted sources. In light of reports of increased activity from large commodity trading houses, trade finance funds and Export Credit Agencies (ECAs), this session will highlight the players and liquidity sources playing a greater role in financing Africa's commodity trade, assessing the sectors and borrowers that can benefit from the financing opportunities they provide:

- What is driving the increased participation of 'non-traditional' players in the commodity trade finance space, and from which sources is an influx of liquidity being seen?
- With increasingly challenging global financial regulation forthcoming is banking sector appetite for commodity trade finance expected to be negatively impacted in the coming year?
- Following a bumper 2023 for ECA-backed debt taken on by global trading houses, how can this liquidity be made available to smaller African commodity producers and traders?
- How do different non-bank financing providers view the importance of sustainability credentials when considering deals on a case-by-case basis? Can this be a source of competitive advantage? Are 'alternative' lenders becoming more attractive vs bank financing from a pricing perspective? What role does technology play in bringing new liquidity providers into the market?

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

Wouter Kool, General Manager, Kenya, Rabobank

Abhishek Jain, Group Chief Risk Officer, ETG

Patrick Sutton, Partner, Reed Smith

Eric Finaughty, Head of Administration, Teybridge Capital

12.00-12.45

Gas to power: A key piece in Africa's orderly, just energy transition?

Energy poverty is one of the continent's most pressing problems, with an estimated 44% of Africa's population unable to access electricity: ending energy poverty is a crucial enabler of the economic growth and industrialisation so critical to the social aspects of Africa's sustainable development. Renewables are an important part of Africa's energy mix, but only part of the solution. Cleaner than coal and fuel oil and a well suited back up to inconsistent supplies of energy, gas-powered electricity plants can be less capital intensive and quicker to develop, offering a pragmatic way to both address energy poverty and reduce carbon emissions. This session will assess the potential of gas-to-power initiatives to play a greater role in Africa's energy mix, and the investment and financing challenges that must be overcome if this is to be realised:

- Profiling the transformational impact of successful sector development, from domestic energy security and economic diversification, to supplying Africa, Europe and further afield
- The ESG challenge: Is there a mismatch between global ESG biases and on-the-ground realities in Africa? Can (and should) gas-to-power be viewed as a viable element of a just energy transition?
- Infrastructure investment: Which policy provisions are required to encourage FDI into the sector?
- With commercial banks and ECAs phasing out financing support for fossil fuel projects, which sources of finance can be leveraged to facilitate the necessary infrastructure development?

Moderator: Inal Henry, Independent Advisor

Carl Chirwa, Managing Partner, Ashcroft & Gray Group

Ovizikhungo Sicwetsha, Pan-African Head, Short Term Finance, Absa Corporate & Investment Bank

Lebohlang Moseu, Senior Underwriter, Export Credit Insurance Corporation of South Africa

Rentia Van Tonder, Executive Vice-President, Energy & Infrastructure – Power, Client Coverage (CIB), Standard Bank

12.45-13.30

Boosting food security and mitigating climate risks: The need for continued innovation and enhanced collaboration

Set against a geopolitical landscape that already poses a severe food security issue to the continent, El Niño is expected to cause dry weather in West and Southern African countries in 2024, further compounding an acute challenge. Humanitarian initiatives such as the UN World Food Programme have established agricultural supply chains capable of mitigating the worst effects, while the private agribusiness and finance sectors continue to build climate resilience into agri value chains through the deployment of innovative technology. Our closing discussion will consider the primary climate risks faced across Africa's agribusiness sector, how they can be mitigated to enhance financing, and how private sector expertise can be leveraged to combat humanitarian crises on the continent: Which innovative business models, financing structures and risk mitigation tools are driving efficiency and resilience? Where could deeper collaboration further improve African food security, and how can private agribusiness and finance sector participation be blended into food security initiatives?

Moderator: Zhann Meyer, Head, Agricultural Commodities, Nedbank

Munyaradzi Musamba, Managing Director, Dijo Seed Group

Adeyinka Badejo, Deputy Regional Director, Operations, Southern Africa Regional Bureau, UN World Food Programme

Florian Wicht, Regional Lead, Trade & Supply Chain Finance, Africa, International Finance Corporation (IFC)

Nico Hamman, Group Chief Financial Officer, Rand Agri

Bryan Betton, Portfolio Manager, Corporate Risk Solutions, Guardrisk

13.30

Chair's closing remarks followed by

Networking lunch

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