

Scaling growth
through trade

GTR INDIA 2024 MUMBAI



#GTRIndia

JW Marriott Mumbai Sahar, Mumbai, India
May 22, 2024

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GTR INDIA 2024 MUMBAI



Scaling growth through trade

Returning to Mumbai on May 22 for the next edition, GTR India 2024 will bring together leading figures in Indian trade, supply chain, export and infrastructure financing for a full day of thought-provoking event discussions and invaluable networking opportunities.

An unmissable date for all corporates, fintechs, ECAs, risk management experts and financiers, hear from over 45 industry representatives who will discuss the latest challenges and opportunities in the industry, exploring the impact on trade flows and financing, support for SMEs and credit solutions, as well as how businesses can increase their digital innovation and ESG compliance, as the trade sector realigns with evolving economic conditions and geopolitical forces across export regions and its key trade partners.

With an expected attendance of over 500 delegates, access over 3 hours of networking opportunities and connect with the trade, export, supply chain and infrastructure financing community.

JW Marriott Mumbai Sahar – Grand Ballroom
Mumbai, India

May 22, 2024

5 big topics

Resilience, global risks, and the trajectory for Indian growth

A look from the ground up: The direction of travel for Indian trade

Optimising cashflow and liquidity for working capital needs

A market check on trade finance digitisation and fintech innovation in India

Getting technical with ESG compliance, and solutions for deep-tier supply chain 'greening'

Vital statistics in 2023

482
Delegates



235
Companies



44
Speakers



[Click here to find out more](#)

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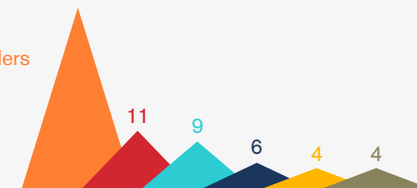
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BANK OF AMERICA

Attendees by sector in 2023

Corporates & traders

58%



11 Technology & fintech

9 Banks & financiers

5 Non-bank financiers

4 Govt orgs & public bodies

4 Consultants & accountants

3 Insurers & risk managers

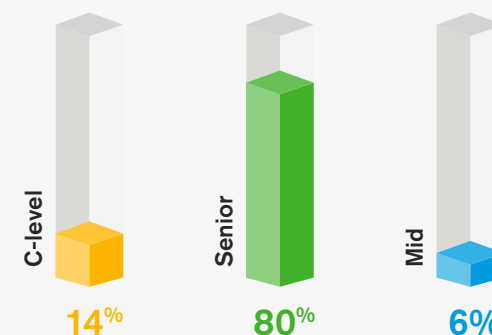
2 Service providers

2 Media

1 ECAs & multilaterals

2 Other

Job titles represented in 2023



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Wednesday 22 May Morning

09.00-09.10

Chair's opening remarks

Sanjay Desai, Vice-President & General Manager,
Asia, Supply Technologies

09.10-09.15

A message from Svatanya: GTR India 2024 Charity Partner

GTR is proud to provide a platform for GTR India's official 2024 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

“Very nice experience. This is my first event as a young entrepreneur, and I was amazed by the experience and knowledgeable audience.”

A Wadhwa, Calibre Chemicals

“GTR brought the best in business all in one platform!”

V Jain, Rallis India

09.15-09.45

Resilience, global risks, and the trajectory for growth: A macroeconomic assessment for Indian trade

While global trade continues to brace against the evolving spread of risk from inflation, geopolitical turbulence and economic slowdown, India remains a bright spot for growth and its weathering of economic storms. Growth has outstripped neighbouring economies and wider competitors in the region, and the investment sentiment among India's local and international banks remains strong. For India there are hurdles ahead however, including a rising current account deficit, decreasing demand from China, and inflationary pressures on commodities and imported trade. How can Indian corporates navigate the evolving scope of trade and macroeconomic risks, and take advantage of the nation's strong economic position? How can financiers meet the growing appetite among exporters for trade finance and their push into fresh markets?

This opening keynote address will take a macroanalysis to Indian trade and some of the key vectors influencing long-term market strategy, including:

- Export volumes and examining how the global landscape has elevated India's competitiveness, winds of momentum behind trade, and growing financier appetite for Indian firms and their footprint across global markets
- Addressing the medium-term outlook for trade challenges like domestic and imported trade-based inflation, emerging geopolitical risks, and priorities for navigating cost and supply volatility and insulating exporters from trade disruption
- India's trade trajectory and the influence of the 2024 general election on trade policy and steering the economy through the world's evolving trade landscape

Dr Rumki Majumdar, Chief Economist, Deloitte

“Excellent programme on ESG and to connect with global companies.”

P Loganath, Reliance Industries

09.45-10.10

Identifying challenges and innovating solutions: Facilitating trade and payments in India

Over the last few years, trade and inflationary pressures have had a particular impact on payments, causing for many exporters a liquidity squeeze on hard currency, and making trade more complex and costly for Indian firms. What has followed however is a string of proactive measures from government, including mechanisms to settle exports, imports, and payments in Rupees, and promote growth in India's footprint across global trade markets.

With policymakers keen to optimise the trade and payments landscape for Indian exporters, GTR India along with Bank of America are pleased to welcome **Saju Thomas Punnoose**, General Manager, Foreign Exchange Department, Reserve Bank of India for this unique fireside chat, exploring a range of topics from the evolving scope of trade and payment modernisation, to the outlook for trade facilitation, and the RBI's priorities around ease of doing business. Preparations at the policymaker-level for further exporter protections will be examined, as well as future steps to enable rupee-based trade through a reformed system for invoices, payments, and trade settlements.

Saju Thomas Punnoose, General Manager, Foreign Exchange Department, Reserve Bank of India *in conversation with* **Sanchay Agrawal**, Managing Director, India Head – Global Payments Solutions, Bank of America

“Great panel experience with relevant topics being covered and a fruitful day spent!”

M Vora, Encube Ethicals

“A very important event that is a ‘must-attend’”

U Nagda, Swastik Synergy Engineering Private Limited

10.10-10.55

Leading from the front: A stock-take on the latest trade finance innovation in India

When trade products and practices have innovated, India has often led from the front during the transition, entrenching itself as a vibrant market for innovation in trade, supply chains, and trade finance. As Indian banks and corporates stand at the crossroads of a changing trade landscape, how innovation is modernising financing and the Indian trade market is of great interest. How is the profile of trade finance delivery likely to evolve in the following years in India, and what steps can Indian firms and lenders take to remain on the frontiers of innovation?

As the morning's first plenary, the panel will assess developments changing the face of India's trade finance market, from the modernisation of trade finance solutions for working capital and invoice management, to platforms for bridging the gap between lenders and users, including nation-wide initiatives like PSB Alliance, and its one-click supply chain finance (SCF) platform connecting public and private banks, and non-bank financiers. With multiple pilots for cross-border paperless trade completed between Indian and international banks in recent years, how Indian firms and financiers might utilise digital trade documents will also be considered, looking at how Indian exporters and logistics can become leaders in trade speed and efficiency improvements, and enable rapid digital trade financing to expedite trade and transactions.

Moderator: **Elesh Ramaiya**, Executive Director & Head of Transaction Banking, India, Sumitomo Mitsui Banking Corporation (SMBC)

Raja Debnath, Managing Director, Veeфин Solutions
Debajyoti Ray Chaudhuri, Managing Director & Chief Executive Officer, National E-Governance Services Ltd (NeSL)

10.55-11.25 Networking break

Wednesday 22 May **Morning Streams**Select either **Stream A** or **Stream B****Stream A**

11.25-12.10

A look from the ground up: The direction of travel for Indian trade

Crucial to achieving India's national target of 2 trillion dollars in exports by 2030 are the nation's traders, corporates and M Mr. Sunil Jain (Head of Trade Product, HDFC Bank), and SMEs, with the latter segment consistently responsible for nearly half the nation's exports. Emerging trade figures have reminded practitioners of the challenges ahead however, with the road complicated by a rising current account deficit, and the endurance of structural and legacy issues for areas like credit access, collateral requirements, and technology gaps. What is the direction of travel for Indian traders looking ahead, and how can banks and lenders optimise credit solutions for emerging trade needs? How can financiers and their users cooperate further and unlock national export potential?

Discussion will look at the next steps for bank and corporate synergies and tailoring trade credit to export ambitions, including steps to reduce barriers to products like letters of credit, expand the availability of invoice financing and working capital solutions, and deliver measures to help overcome India's trade finance gap. Further conversation will examine options for addressing structural barriers, such as digital solutions for banking the unbanked, simplifying bank appraisal processes, and bringing more non-bank financiers into the liquidity pool. With MSME trade volumes going global, the panel will also consider emerging risks like non-payment, and how financiers might adapt credit services to meet the widening spectre of global trade-based risk for Indian companies.

Moderator: **G Chandrashekhar**, Independent Director of Corporate Boards & Economic Advisor, IMC Chamber of Commerce and Industry

Mayank Gupta, Managing Director & Head of Trade, Working Capital Solutions, Asia South, Citi Bank

Manpreet Kaur, Managing Director, Vivantaa Captech Pvt Ltd

Chandrakant Salunkhe, Founder & President, SME Chamber of India & SME Export Promotion Council

Kapil Kriplani, Senior Vice President Finance, Global Head Treasury & Taxation, Glenmark Pharmaceuticals

12.10-12.55

Facilitating trade in new export markets: What is the export credit trajectory for India?

With goals at the national and corporate level to internationalise India's trade and supply chain footprint, the role of export credit for international trade facilitation continues to grow. In recent years both Eximbank India and the Export Credit Guarantee Corporation of India (ECGC) have seen their books for corporate loans and insurance coverage grow, respectively, as domestic and international banks provide capacity for Indian exporters. Synergies between local financiers and counterparties across Africa have also been on the move, with a flurry of agreements widening cross-border trade transactions for the two regions. With credit, trade, and political risks rising in a volatile trade landscape, how can India's export credit market go further to insulate domestic exporters in emerging markets, and grow trade transactions through closer bank ties and commercial relationships?

Discussion will consider growing opportunities for trade facilitation across export credit, including the emergence of shorter-term working capital solutions, buyer credits to de-risk imports, and growing the appetite of bank and ECA partnerships to widen capital liquidity. With export creditors eager to support India's push into emerging markets, further conversation will centre around the growth in insurance coverage, and how capacity can be optimised for risks like non-payment and emerging political threats. Opportunities for further local and African bank synergies and enabling cross-border trade facilitation will also be considered, as well as how the financing needs for Indian contractors and supply chains delivering export projects can be better met.

Moderator: **Alex Gray**, Head of Trade & Transaction Banking, The London Institute of Banking & Finance (LIBF)

Dimple Chitnis, National Head of Sales & Product – Trade Finance & Supply Chain Finance, YES BANK

Ritesh Sharma, Head, Financial Institutions, Trade & Distribution, Rand Merchant Bank (RMB)

Sristiraj Ambastha, Executive Director & CMD (Addl Charge), ECGC

Rahul Mazumdar, Deputy General Manager, India Exim Bank

12.55-14.05 **Lunch****Stream B**

11.25-12.10

Receivables and factoring solutions and optimising working capital needs

Corporate and small businesses across India require increasingly agile working capital solutions to support trade, with the market for factoring and receivables finance a crucial tool for filling short-term credit gaps, and maintaining trade momentum. Recent developments like the creation of India Exim Finserve, a subsidiary of India Exim that purchase overseas invoices, has helped cushion Indian firms' foray into new markets, however barriers to utilisation remain, such as a lack of product and regulatory knowledge for open accounting. Looking ahead, how can the marketplace for factoring and receivables be expanded for Indian firms?

The panel will consider emerging needs for working capital optimisation, including the reduction of cost and availability obstacles for receivables, attracting more non-bank financiers into the factoring market, and improving exporter cashflow. The role of digital initiatives for making credit lines quick, accessible and lower cost will also be considered, as well as what KYC digitisation and platform standardisation might present for reducing accessibility barriers. Examples of where corporates have enhanced cashflow and boosted trade volumes through service utilisation will be considered, as well as how receivable and factoring providers can go further to reduce entry barriers.

Moderator: **Tarandeep Singh Lamba**, Head of Trade & Working Capital Product, Standard Chartered

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

Jacob Raphael Vangassery, Accountable Executive, TASConnect

Kishor Pradhan, Member of Banking Commission, International Chamber of Commerce (ICC) & Chief Executive Officer, Global Trade Consultancy Services

Mithun Gole, Senior Vice President & Head, Corporate Finance & Treasury, Apraava Energy

12.10-12.55

Supply chain finance in India: Priorities for addressing scale and adoption barriers

For Indian firms the combination of inflation, import dependence, and global supply line volatility are fueling challenges for corporates across the trade landscape, with those operating at the centre of India's supply chains increasingly drawn to solutions like supply chain finance (SCF) for trade and working capital management. Helping to alleviate risks around cashflow, payment terms, trade and procurement, SCF can be useful for buyers and sellers, however liquidity and service availability in India remains low, and a legacy of high costs and scandal may continue to disrupt expansion. How might banks and service providers address scale and adoption barriers for SCF solutions in India, and help create a more stable domestic supply chain through the use of supplier finance?

Discussion will assess SCF accessibility and steps for widening product use in India, looking at development priorities for SCF platforms, leveraging bank and developer cooperation, reducing barriers for non-bank financiers and liquidity, and delivering supplier finance at lower cost. How SCF can overcome challenges to become more deep-tier will also be considered, including the role of digitisation for building capacity at the MSME level, and optimising working capital across multiple tiers. Lastly how SCF might provide long-term supply chain stability will centre around Indian corporate buyers, and the potential for leveraging revolving credit facilities for their supplier networks.

Moderator: **Sanjay Desai**, Vice-President & General Manager, Asia, Supply Technologies

Jeetesh Bhatia, Senior Director & Head, Global Transaction Banking Department India, Mizuho Bank

Sunil Jain, Senior Vice-President & Head, Trade Product, HDFC Bank

Bharavi Cheerla, Director, India Head – Trade & Supply Chain Finance, Bank of America

Megha Kaushik, General Manager, Supply Chain Finance, Patanjali Foods

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

12.55-14.05 **Lunch**

Wednesday 22 May **Afternoon Streams**Select either **Stream A** or **Stream B****Stream A**

14.05-14.50

GIFT City and the hub for trade finance disrupters: Taking advantage of the finance and regulatory sandbox

The globalisation of financial services has in recent years made significant strides in India, with the newly establishment Gujarat International Finance Tec-City (GIFT City) beginning to cement itself as a significant hub for global financial innovation. Underlaid by the dual powers of the International Financial Services Centre Authority (IFSCA) and the International Trade Finance Services (ITFS), GIFT City is quickly gathering a community of domestic and global banks, financiers, corporates and insurers, eager to take advantage of its regulatory and tax sandbox and innovate new and disruptive trade finance products. What are the key steps that regulators, banks, and other participants can take to secure GIFT City as a central spot for global financial innovation? How might the hub shape the long-term future of trade finance products in India?

The panel will examine the priorities for entrenching the appeal of GIFT City to global trade financiers, including infrastructure needs for global connectivity, creating a vibrant cross-sector ecosystem, and IFSCA regulatory flexibility, and how digital trade finance innovation can thrive across the hub. With digitisation a key vector for ITFS services, how GIFT City can further enable India's leadership in areas like blockchain and digital documentation will be considered. What GIFT City might mean for the long-term development of trade finance will centre around its influence on inward global bank liquidity, diversifying credit pools in India, and helping commercialise products like ESG and sustainability-linked loans.

Moderator: Parag Ekbote, Independent Industry Advisor

Sandip Shah, General Manager & Head of Department, IFSC & Strategy, GIFT City

V Chandrasekar, Senior Advisor, Corporate & International Banking, Indian Banks' Association (IBA)

Jaiman Patel, Partner, International Tax & Financial Services sector, EY India

14.50-15.35

Fintech innovation in India: A market check on trade finance digitisation and end-to-end trade solutions

Although the fortunes of markets like manufacturing continue to rise, the fintech and digital trade finance space remains one of the key sectors for growth and expansion in India. Poised to generate billions in value creation by 2030 and quickly climbing global league tables, Indian fintech providers remain on the frontlines for trade finance innovation, commercialising products for financial inclusion, frictionless trade payments, and end-to-end trade solutions. In a fast-moving market that presents fresh opportunities for corporate and MSME financing, what are the priorities for future trade finance digitisation in India, and how can barriers to scale be addressed for fintech product expansion?

Discussion will examine latest shifts in trade digitisation and the trajectory for Indian banks, from the growing spate of mobile and digital payment services for MSMEs, progress on the digitisation of trade documents, letters of credit, regulatory compliance and credit appraisals, to the latest considerations on blockchain integration and its benefits and shortfalls. Conversation will also centre around digital trade finance platforms, and the evolving priorities for financial inclusivity, lowering barriers for non-bank financiers, and the widening of working capital and short-term credit marketplaces for MSME and corporate users.

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

Sanjay Sharma, Head, Trade Digital Platforms, ICICI

Avanee Gokhale, Global Head, Trade Strategy, Swift

Namit Gattani, Head, Financier Relationship, Vayana TradeXchange

Imran Khan, Executive Director, ICC India (International Chamber of Commerce)

15.35-16.10 **Networking Break****Stream B**

14.05-14.50

Looking down the line: How can trade and finance solutions meet the needs of Indian industry and its supply chains?

A key ingredient for India's long-term growth strategy has been its industry and manufacturing sector, which in recent years has been the recipient of government support initiative like Make in India and the Production-Linked Incentive Schemes (PLIs). These policy tools have helped create an environment for de-risking activity, and the encouragement of global and domestic industry firms to select India as their production, supply chain and export base. Challenges and growth trajectories vary across heavy industry sectors, however long-term objectives are often the same: reliable access to trade finance and elevating India to a major producer. With momentum remaining strong behind manufacturer output, how might corporate, policy, and finance priorities be optimised across industry sectors, and what further support might help firms integrate into global value-chain (GVCs)?

The panel will take a multi-layered approach to industry analysis and some of the big questions around sector trajectories:

- How might supply chain pressures continue to evolve and vary across heavy industry sectors, and what role can financing solutions present for addressing bottlenecks?
- With the stock of overseas invoices increasing, how can India's manufacturers optimise receivables, dynamic discounting and other products for cashflow management?
- How might policy initiatives go further to de-risk industry activity and support sector expansion in India?
- What opportunities are emerging for value-added trade and export diversification as Indian industry expands market entry?
- India's 'China Plus One' Strategy: How can banks finance capacity expansion and uplift domestic industry into GVCs?

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

Gaurav Gupta, Chief Executive Officer, India, Qatar National Bank (QNB)

Maqsood Mohammed, Chief Executive Officer, Custiv Manufacturing Solutions

14.50-15.35

Getting technical with ESG compliance: Emerging solutions for finance and deep-tier supply chain 'greening'

As India's trade, export and manufacturing volumes continue to rise, meeting ESG standards both domestic and international is of growing importance, with compliance down-chain emerging as a key priority. Large corporate buyers remain interconnected with many smaller firms, and the imperative for supply chain transparency will likely grow for continued access to capital and liquidity. Technology providers are also emerging as key players in India's transition, providing digital-led solutions for simplifying ESG and supply chain compliance. How might India's corporates design long-term ESG strategies for their supply-chains, and what might transparency requirements mean for the future of Indian bank lending? How can technology and data services evolve to meet India's compliance needs?

Discussion will take stock of where synergies across corporate, bank, and technology providers are helping develop solutions, looking at:

- Deep-tier supply chain tracking: How Indian corporates can improve supply chain traceability with the use of corporate due diligence, audits, and sustainability reports, and employ digital systems to collect ESG data
- The risk to credit and optimising capital: Compliance impact on corporate liquidity access at global and domestic levels, and what supply chain traceability can present for tailoring working capital to MSME supplier needs
- Addressing the 'S' and 'G': How supply chain visibility can improve the performance of social and governance tracking across Indian corporates' global supply lines
- Pegging bank credit to ESG: Opportunities that 'greening' lending can present for bank product diversification in India, including the delivery of sustainability-linked loans, transition finance, and green bonds

Moderator: Gaurav Verma, Director & Head of Products - Cash & Trade, Transaction Banking, India, MUFG India

Deepa Mahesh Dumbre, Deputy Head, Group Treasury, Vedanta

Shikha Kher, Senior Analyst, India & South Asia, Control Risks

Smitha Hari, President, auctusESG

15.35-16.10 **Networking Break**

Wednesday 22 May **Afternoon**

16.10-16.55

Taking the mantle and leading the charge: A long-term view on future trade risks and India as the trade leader

Although the future looks bright for Indian trade, over the horizon are potential challenges that may yet create friction for trade flow, from geopolitical and trade bottlenecks, to elections in America and beyond where the territory for trade protectionism is fertile ground. Fortunately Indian trade has reasons to remain upbeat, including progress on several new free trade agreements (FTAs), the solidifying influence of the BRICS, and the expansion of regional initiatives like the India-Middle East Trade Corridor, and the growing importance of India-GCC trade flows. With events across global trade and affairs likely to challenge and strengthen India's position in the years ahead, what can banks, policymakers and corporates do to underline national leadership on the world stage? What do stakeholders see as key emerging trade and cooperation opportunities in the long-term, and how can India seize on these, and demonstrate that 'the future is India'?

Taking a more outward look into the future, this final plenary session will examine the potential impact of evolving trade and political trends on Indian traders, including:

- Emerging geopolitical and cost pressure risks on commercial trade, and Indian corporate priorities to safeguard trade lines in a volatile landscape

- The FTA outlook: Latest progress and developments, opportunities for new trade finance flows, and underlining India as a key global policy setter in the BRICS and beyond
- Deepening the India-GCC trade corridor: Allying India growth plans with Middle East economies, widening trade and EPC project opportunities, growing cross-border investments, and enabling Indian firms to tap GCC trade and technology frontiers
- Trade protectionism risks, and steps India can take to seize the global trade vacuum, accelerate leadership ambitions, and expand the outreach of domestic corporates and banks

Moderator: Sanjay Desai, Vice-President & General Manager, Asia, Supply Technologies

Madhur Sharma, Chief Financial Officer, Louis Dreyfus Company India

Deepa Kumar, Head of Asia-Pacific Country Risk, S&P Global Market Intelligence

Hicham El Khaoudy, Managing Director & Head of GTB International, First Abu Dhabi Bank (FAB)

Aditya Bansal, Vice President, Finance, KEC International

16.55-17.00

Chair's closing remarks

Sanjay Desai, Vice-President & General Manager, Asia, Supply Technologies

Followed by evening networking reception

**"Really enjoyed the whole event.
The networking was top notch."**

Y Mani, HDFC Bank

**"It was a really great opportunity to attend this event,
I learnt a lot and have met some important professionals."**

K Kapadia, Shiltex

**"Congratulations to GTR! The event gave me the opportunity
to connect with global trade finance professionals."**

P Jha, Patanjali Foods

**"The conference is an excellent platform for bringing
likeminded people together to share ideas and knowledge."**

A Taparia, KEC International

"Excellent networking, very informative!"

B Merchant, Danish Green Projects and Financing

**"GTR India 2023 was an extremely engaging event on trade finance.
The topics were really relevant, and the attendees were top notch."**

R Khemani, Blossom Advisors

**"Events by GTR are always looked forward to as they provide the latest
industry perspectives and bring like-minded people all under one roof."**

D Kumar, WTW

**"Various relevant topics are getting discussed which will help
delegates to learn and add value to their day-to-day work."**

N Muley, Gorgi Huttenes Albertons

**"Nice and informative.
Love the networking!"**

S Gupta, IORA International

**"This was my first experience of this kind of event,
and I would say it was overwhelmingly positive."**

A Rao, Calibre Chemicals

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