

#GTRIndia

JW Marriott Mumbai Sahar, Mumbai, India May 14, 2025

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Strengthening India's role in global trade and exports

Celebrating the largest GTR India in 2024 with an attendance of over 600 delegates, GTR is delighted to return to Mumbai once again on May 14, 2025.

Providing unmissable networking opportunities, the leading gathering of trade, export, supply chain and open account finance will enable delegates to connect with industry thought leaders, meet with highly esteemed exhibitors and forge new business contacts. Over 45 experts within the trade and trade finance sector will come together to explore the latest industry trends and developments as well as the challenges and opportunities ahead. The GTR team looks forward to welcoming you there!

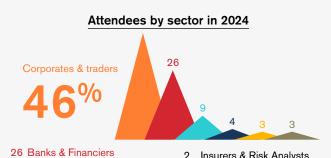
"It's very inspiring and interesting to meet delegates and leaders across different sectors."

S Gandhi, Credit Suisse

JW Marriott Mumbai Sahar - Grand Ballroom Mumbai, India

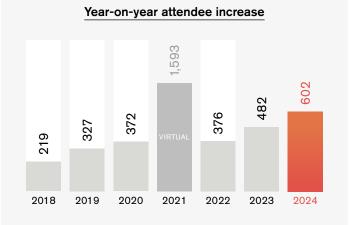
May 14, 2025

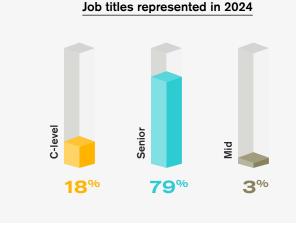
6 big topics A macroeconomic analysis for Indian trade in a shifting landscape Digital and regulatory priorities for trade innovation and modernisation Policy and finance solutions for doubling Indian export trade Cashflow and inventory solutions from trade-based disruption Future-proofing GIFT City as a hub for global activity and liquidity



- 9 Technology & Fintech
- 4 Govt Orgs & Public Bodies
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- 3 Non-bank Financiers
- 2 Insurers & Risk Analysts
- Service Providers
- 5 Other (inc. Media, ECAs & Multilaterals, Education,
 - & Non-profit organisations









Wednesday 14 May Morning

08.00-09.00 Registration and refreshments

09.00-09.10

Chair's opening remarks

Sanjay Desai, Independent Consultant

09.10-09.55

Ringfencing trade and seeking opportunities: Indian exports in a shifting landscape

Amidst a rising landscape of political and financial volatility, India's long-term trade trajectory remains buoyant, with the country projected to remain one of the fastest growing major economies over the next few years. The emergence of new flashpoints however are a reminder of the need for vigilance in a volatile world; a second Trump presidency in the US, the threat of tariffs and trade wars, and a drift towards protectionism that risks global trade further splintering. As the macro landscape wrestles with the spread of new trade and economic risks, this opening keynote address will examine how Indian banks, corporates and policymakers can ready themselves for future market trends. Points for consideration will include:

- The spectre of new trade tariffs and potential impact on global trade linkages, and opportunities for India to fill the export and supply chain vacuum
- How might Indian firms ready themselves against further inflationary, currency and trade cost pressures?
- An outlook on geopolitical tensions and how Indian firms can navigate volatility across the shipment of trade, market access and growing liquidity needs
- What shifting blocs of trade, economic and political influence mean for India, including how Indian stakeholders can best adapt to an emerging landscape
- The opportunities that trade flows and corridor shifts might present for reaching India's US\$2tn target for merchandise and services exports by 2030

Shilan Shah, Deputy Chief Emerging Market Economist, Capital Economics

Dr Rumki Majumdar, Chief Economist, Deloitte

09.55-10.40

Keeping up with the regulators: Bank priorities for delivering trade innovation

The trade finance market is evolving quickly in India, with stakeholders such as the Reserve Bank of India (RBI) deploying a variety of initiatives for emerging digital, trade and payment trends. From modernising frameworks for cross-border payments and trade settlements in rupees to creating and expanding a digital credit marketplace such as the TReDS platform, regulators and industry practitioners continue to seek to optimise India's trade finance landscape. Barriers remain however for re-wiring the ecosystem, from streamlining the use and cost of local currency settlements to meeting new regulatory needs and examining the speed and shape of change. This session will consider how banks and regulators can coordinate on system modernisation and reduce legacy barriers, including:

- Cross-border payments: A stock take on rupee trade settlement schemes and emerging priorities for deploying bank mechanisms, working bilaterally with foreign banks, and widening local currency coverage for Indian trade
- An FI wish list for regulatory change and innovation, and setting achievable plans for rupee internationalisation
- What is needed from regulators and banks to boost digital payment interoperability and the creation of a more streamlined payment ecosystem in India?
- Emerging liquidity needs for Indian borrowers: How banks would like to see TReDS, GIFT City and other initiatives optimised

Moderator: Shankar T S, Asia Representative, BAFT (Bankers Association for Finance & Trade) Sanjay Sharma, Product Head, Digital Trade

Platforms, ICICI Bank

Aaditya Bhave, Executive Vice-President – Head Trade Product, Transaction Banking, Kotak Mahindra Group

Amisha Shah, Assistant Vice-President, Reliance Jio

Toral Doshi, Partner, EY

Annapoorna Venkataramanan, Head Treasury, Risk & Insurance, ArcelorMittal Nippon Steel India

10.40-11.20 Networking break

"GTR events are always providing networking platforms to bankers and entrepreneurs to explore connectivity, exchange information, understand the developments in trade finance, as well as the branding of various stakeholders, services, opportunities, changes in the compliances and business in the global perspective."

C Salunkhe, SME Chamber of India & SME Export Promotion Council

"It's a good opportunity to interact with people from different sectors. Looking forward to participating in upcoming events to gather more information. Thanks for organising such a good networking event."

S Khandelwal, Meril Life Sciences Pvt Ltd

"Had a great time with everyone. Thank you for organising this event!"

P Sanap, ICICI Bank

"Congratulations to GTR on an excellent GTR India event!

The conference was very well organised, all the discussions and panels were insightful and very relevant to the Indian trade landscape. It was also a fantastic opportunity to meet industry leaders across banks, fintechs, industry bodies and corporates."

A Gokhale, Swift

Wednesday 14 May Morning Streams

Select either Stream A or Stream B

Stream A

11.20-12.05

Five years to US\$2tn: Policy and finance solutions for doubling export trade

In 2024 India's exports of goods and services are estimated to have been over US\$800bn, which despite a year-on-year increase of 5.6 per cent remains behind the nation's target of US\$2th by 2030. With a rising disparity between merchandise and service exports, and with the latter growing eight percent higher in 2024 than the former, the imperative to support the success of India's merchandisers is key. The current landscape for goods exporters has its challenges however, from structural issues that complicate access to credit and working capital to market barriers that inhibit trade linkages for Indian firms. With just five years remaining to reach India's national export target, this plenary panel will consider the steps MSMEs, financiers and policymakers can take to expand and support merchandise trade volumes, including:

- Rising cost pressures for India's global exporters and the lender liquidity solutions that can help meet working capital and payment cycle volatility
- Documentary finance in India and overcoming access barriers such as simplifying creditworthiness conditions and bringing down compliance costs
- Trade market access: What the next five years might offer for bilateral agreements, deepening corridor flows, reducing trade costs and expanding merchandise volumes
- How exporters can take advantage of India's shifting competitiveness with both higher-value and labourintensive markets
- Priorities for improving financial literacy among India's MSMEs: Helping firms with credit access, technical knowledge, and trade and business skills

Moderator: Aastha Arora, Vice President, India, The London Institute of Banking & Finance (LIBF)

Shivank Goel, India-Africa Corridor Specialist, FirstRand Bank (RMB)

Sankalp Mathur, Research Director, Center for Advanced Financial Research and Learning (CAFRAL), Reserve Bank of India (RBI)

Rajagopalan Srinivasan, Co-Chairperson, MSME Forum, Bombay Chamber & Director, AIRA Consulting

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

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

12.05-12.50

Growing India's factoring ecosystem and the use of off-balance sheet solutions

While the use of letters of credit (LCs) and vanilla products continues to dominate Indian trade financing, the expansion of off-balance sheet solutions remains robust, with a strong top-down approach from policymakers and the RBI to help grow the marketplace. Platforms such as TReDS have been pivotal for unlocking MSME working capital, however the use and availability of factoring remains underdeveloped across India, with a relatively nascent market compared to other countries. As the availability of more flexible and accessible working capital products becomes essential for Indian exports, this panel will consider the priorities for developing a domestic factoring market, and how the wider pool of off-balance sheet products can keep pace with the needs of Indian MSMEs:

- Current limitations for Indian factoring and steps to build the market, from creating a better credit risk and appraisal system, tighter certainty on regulation, and new initiatives to incentivise domestic factor growth
- Examining the latest developments around GIFT City including emerging opportunities for widening the participation of global factors, foreign banks and nonbank financiers into India
- The role that policymakers, banks and non-bank financiers can play in growing MSME awareness for invoice finance solutions such as factoring and receivables
- Ongoing policy efforts to expand TReDS onboarding for both banks and corporates: Priorities for widening digital finance solutions and faster payment cycles for MSMEs

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

Malika Juneja, Director, Structured Trade Finance, Citi Shantanu Bairagi, Chief Executive Officer, Veefin Capital Nishant Kukreja, Director & Head, Global Trade Solutions India, BNP Paribas

Amit Goyal, Head, Structured Trade & Supply Chain Finance, ICICI Bank

Ravi Valecha, Chief Executive Officer, India Factoring & Finance Solutions

Suneel Mardia, Chief Executive Officer, Mtlexs

12.50-14.00 Lunch

Stream B

11.10-12.05

Meet the export creditors: An interactive workshop with ECGC strategists

With liquidity pressures continuing to grow for Indian firms as export costs rise and the trade finance gap widens, the need for greater credit volumes across India is pivotal, with trade credit insurance increasingly emerging as a key driver of liquidity expansion. On the frontlines of this is the Export Credit Guarantee Corporation of India (ECGC), which – setting its sights on the US\$2tn export target for 2030 – is keen to expand coverage for both banks and exporters, helping insulate lender risk and expand national export volumes in an increasingly volatile trade environment.

Having planted its flag as a key institution in India's export journey, GTR India is pleased to welcome ECGC for this unique two-stage session, 'How can ECGC go further to support the US\$2tn export target?'. Stage one will be led by Abhishek Jain, General Manager, ECGC, delivering a presentation on ECGC's evolving strategy for bank and exporter coverage schemes and how, with working capital needs changing, insurers can meet the growing appetite for flexible short and longer-term loans. Stage two will feature Subir Das, Executive Director, ECGC who, in conversation with Sanjay Desai, Independent Consultant, will address the growing vectors of trade market disruption and the insurer's priorities for mitigating risk and seizing opportunities.

Presentation led by Abhishek Jain, General Manager, ECGC

Subir Das, Executive Director, ECGC in conversation with Sanjay Desai, Independent Consultant

12.05-12.50

Growing private credit insurance in India and export finance into new markets

Since the revision by the regulator of India's Trade Credit Insurance Guidelines in 2021, the trade credit insurance market has seen strong growth, and is expected to remain in hot demand. As Indian exporters and infrastructure contractors push into new markets across Africa, South East Asia and Latin America, protection against non-payment, political risk and other vectors will be key to achieving India's 2030 export target. With banks and financiers also requiring greater volumes of credit insurance, this panel will consider the trajectory for India's private insurance market, and how barriers to growth and sector participation can be overcome. Points for consideration will include:

- Coverage needs for Indian users, optimising product variety for large and small exporters, and protection against credit risk and market-specific challenges from political risk to currency inconvertibility
- Priorities for expanding liquidity availability and building partnerships between private insurers, banks and FCAs
- Further regulatory reforms and the measures that can help reduce entry barriers and deliver flexible products
- Prospects for aligning India's trade credit market with international rules and best practice: How can the system be designed to appeal to foreign insurers?

<u>Moderator:</u> Rishabh Karnik, Head, Financial Solutions & Suretv. WTW

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

Anjani Khairwar, Partner, Director & Chief Operating Officer. IRC India

Aditya Bansal, Vice-President, Finance, KEC International

Harsh Mohapatra, Lead, South Asia, Project, Export & Structured Finance Advisory, Siemens Financial Services

12.50-14.00 Lunch

Agenda GTR India 2025 Mumbai May 14, 2025

Wednesday 14 May Afternoon Streams

Select either Stream A or Stream B

Stream A

14.00-14.40

Tokenising trade finance and the future for on-chain assets and investor yields

With cashflow optimisation becoming increasingly vital for exporters and importers, new digital-led solutions continue to widen the marketplace for liquidity management. Combined with the commercialisation of crypto and decentralised finance (DeFi), the monetisation of trade finance assets remains a widening option for new lenders and practitioners.

In a space where the financing of cross-border trade is increasingly borderless, this fireside chat will feature Morgan Terigi, Co-Founder, Incomlend, providing a timely outline of the company's DeFi subsidiary Nexade, which through the tokenization of trade finance is helping unlock new opportunities for trade finance assets. Leveraging Nexade's borderless blockchain technology, Morgan will discuss how exporters and importers in India and beyond can lower their cost of capital from tokenized trade finance with web3 through an innovative RWA project, and what the future of on-chain real-world assets might mean for trade finance monetization.

Morgan Terigi, Co-Founder, Incomlend in conversation with Swaha Ganguly, Director, Trade Products, Open Account Trade & Working Capital, Standard Chartered

14.40-15.30

Finance interoperability in India: A blueprint for infrastructure modernisation

The digital infrastructure underpinning bank and trade systems in India is a key component for its trade digitisation journey, and on that trajectory infrastructure as a shared utility is an important tool for keeping barriers low, and new technologies interoperable. With initiatives such as the Indian Banks' Digital Infrastructure Company (IBDIC) driving this forward, and with the increasing use of standard APIs for digital finance connectivity, both public and private banks view ecosystem collaboration as a key priority. Challenges remain however for making digital trade finance truly interoperable, from industry silos and fragmentation, to legacy costs and technology gaps. This panel will consider priorities for overcoming these barriers, and how industries can continue to work towards an interoperable digital finance infrastructure, looking at:

- Strategies for addressing industry fragmentation, from leveraging cross-industry partnerships that include fintech, bank and industry solutions, to expanding product and regulatory standardisation
- Highlighting opportunities withinin initiatives such as the IBDIC to build a shared utility infrastructure in India, including low-barrier access to databases and transaction platforms, and de-risking investment in blockchain and other nascent technologies
- With standardised APIs offering the potential for digital LCs and interoperable trade transactions, how can Indian banks at all levels work towards adoption and streamline multi-bank interactions?
- Domestic and global frameworks for trade document digitisation: What steps can Indian banks and trade practitioners take to kickstart utilisation?

Moderator: Amit Pradhan, Vice President, Partnerships & Alliances India, The London Institute of Banking & Finance (LIBF)

Sunil Jain, Head, Trade Products, HDFC Bank **Ravi Pooli,** Chief Technology Officer, Swift

Jia Min Lim, Sales Executive, Komgo

Pratik Sharma, Co-Founder & Chief Operating Officer. Automaxis

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

15.30-16.00 Networking break

Stream B

14.00-14.45

Trade disruption and emerging solutions for cashflow and inventory optimisation

Despite the relative stability of India's domestic landscape, bottlenecks across the global trade market continue to create working capital complications for India's global exporters. From disruption across key shipping routes to less predictable payment schedules and use of inventory, India's corporates are increasingly optimising operations to better navigate trade hurdles. With the prospect of fresh tariffs also risking further churn for global supply chains, this panel will consider emerging priorities for cashflow and inventory management, and the strategies and solutions being developed by Indian producers and exporters:

- Trade route disruption and the outlook for managing increased liquidity pressures such as higher freight and vessel rates, insurance and borrowing cost premiums, and the volatility of commodity supply and prices
- Cashflow concerns and the optimisiation of tools including post-shipment credit, dynamic discounting and the financing of overseas invoices to payment schedules and keep working capital risk low
- Priorities for better inventory management such as diversifying freight and supplier contracts to the utilisation of tools including warehouse financing, and the localising of supply chains to reduce logistical hurdles

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

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

Varun Wadhwa, Director & Head of Business Development, Global Trade Solutions, HSBC

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

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

Kapil Kriplani, Senior Vice President, Head of Treasury and Taxation, Glenmark Pharmaceuticals

14.45-15.40

How can India reenergise its 'China Plus One' strategy if GVC churn accelerates?

For India and many of its neighbouring markets and competitors, the 'China Plus One' strategy has struggled to meet expectations. However, in the context of a second Trump presidency and a potential wave of supply chain reorientation, India's strategy for attracting relocation may yet receive a re-energising. With low labour costs and good linkages to global markets, India's position as a China alternative for manufacturing has been growing steadily; however, long-term sector barriers remain, from poor transport infrastructure to outdated capital goods technology. With a growing manufacturing sector critical to its 2030 export target, what steps must policymakers, banks and corporates take to seize relocation opportunities and support the manufacturing sector's expansion into global value chains (GVCs)? This panel will examine emerging priorities and perspectives including:

- Vectors for supporting Indian competitiveness, from expanding sector-specific policy drivers, growing FTA and market connections, to further lowering FDI barriers and maintaining low cost advantages
- Finance optimisation for manufacturers, from the use of receivables and discounting to reducing barriers to supply chain finance and other emerging tools
- Addressing sector challenges, from further ease of business reforms to creating a long-term plan for worker skills development
- With competition from markets such as Brazil, Bangladesh and Vietnam, what steps should India take to improve cost competitiveness in a tight GVC market?

Moderator: Sanjay Desai, Independent Consultant Parvaiz Dalal, Global Head, Payables Finance, Citi Manpreet Kaur, Managing Director, Vivantaa Captech

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

Rahul Mazumdar, Deputy General Manager, India Exim Bank

Shailendra Bobhate, Senior Advisor, KPMG Quality & Assurance India

15.40-16.00 Networking break

Wednesday 14 May Afternoon Closing Sessions

16.00-16.45

Future-proofing GIFT City as a hub for global activity and liquidity expansion

As business activity continues to grow at Gujarat International Finance Tec-City (GIFT City) with the fintech hub becoming ever more central to India's innovation trajectory, key stakeholders must increasingly coordinate on its long-term vision and plans for growth. With its regulatory sandbox, pipeline of global banks and liquidity, and incubation of digital products for trade finance, the outlook for GIFT is positive; however, being competitive must remain a key objective in order to compete globally. This session will consider a variety of emerging priorities, including:

- What measures can GIFT take to future-proof the hub for innovation development, and accelerate the participation of domestic and international trade financiers?
- The importance of flexible regulation in unlocking GIFT's potential for product innovation, including currency trade and cross-border payments, trade credit insurance and emerging areas such as Al
- Opportunities for connecting global capital with India's digital credit marketplaces, and expanding liquidity for MSME solutions such as receivables, factoring and supply chain finance
- Overcoming barriers to expansion and international competitiveness, including strategies for growing talent and skill pools, compatibility with global finance and currency networks, and accelerating ease of business and tax benefits

Tarandeep Singh Lamba, Head of Trade & Working Capital Product, Standard Chartered Bank

Rohit Narayanan, Director & Head of Transaction Banking, India, MUFG

Sandip Shah, Head, IFSC Department, GIFT City Riddhi Bhandari, General Manager, International Financial Services Centre Authority (IFSCA)

16.45-16.50

A message from Svatanya – GTR India 2025 Charity Partner

GTR is proud to provide a platform for GTR India's official 2025 Charity Partner, Svatanya. A purpose-led creative crafts social enterprise, Svatanya upskills underprivileged women through the handcrafting of products that support their financial independence. This address will feature a video presentation, outlining the charity's mission

Deepa Pant, Founder & Chief Executive Officer, Svatanya

Nimish Pant, Co-Founder & Director, Svatanya

16.50-17.00

Chair's closing remarks

Sanjay Desai, Independent Consultant

Followed by evening networking reception

"Amazing networking event!"

T Makhija, Aditya Birla Group

"GTR is an excellent platform for trade finance professionals."

K Kanodia, JSW Steel

"I attended the event for the first time and it was very well organised. The discussions and speakers were great. The networking was superb!"

K Buddhdev, Supersonic Distribution and Services Private Limited

"Excellent forum for knowledge enhancement and networking."

P Movdawalla. Tata Motors

"As a speaker at GTR India 2024 in Mumbai, I was thoroughly impressed by the exceptional organisation and professionalism of the event. The summit provided a fantastic platform for sharing insights and networking with industry leaders, making it a truly valuable experience."

R Sharma, FirstRand Bank

"A one-stop shop for networking and learning about the changes in the trade finance world."

K Thakur, Prime Investrade Limited

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