

The UK's

leading event

for global trade

# GTR UK 2024 LONDON

#GTRUK

Convene 155 Bishopsgate, London, UK  
June 20, 2024

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## The UK's leading event for global trade

GTR UK returns to London on June 20, once again delivering an exclusive gathering at the forefront of UK trade, export, supply chain and fintech markets.

Through interactive discussions, case studies and expert panels, over 70 industry leaders will delve into key topics such as global geopolitics, resilience in strategic supply chains, harnessing the potential of supply chain finance, changes in the role of export credit and the journey to exporting. Enjoying the support of leading trade and financial institutions, attendees will enjoy a unrivalled chance to network and engage with over 500 peers and 30 exhibitors from all corners of the global trade and trade finance ecosystem.

Seize the chance to stay ahead of industry trends and forge significant connections within this dynamic trade network.

**"A great event for any party interested in global trade."**

A Fazal, Qbera Capital

**Convene 155 Bishopsgate – Level 1  
London, UK**

**June 20, 2024**

### 6 big topics

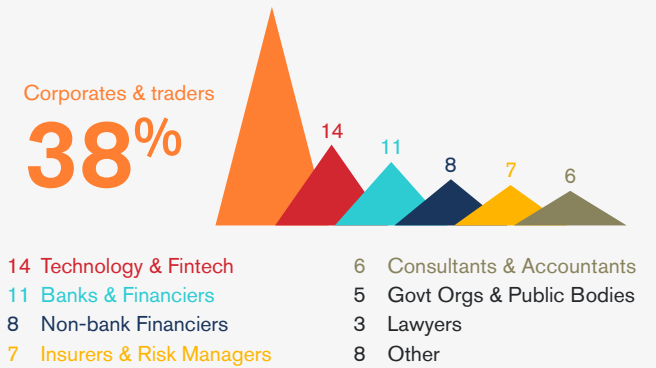
- 'Gaming the system' of global geopolitics
- Building resilience into strategic supply chains: A priority checklist
- Are we witnessing an existential change in the role of export credit?
- Unleashing the full potential of supply chain finance through integration
- Sharing the burden: How can trade stop crime from paying?
- The journey to exporting: Financial inclusion and routes to market

### Vital statistics in 2023



[Click here to find out more](#)

### Attendees by sector in 2023



### Attendance in 2023

**92%**

Senior to C-level



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## Thursday 20 June Morning Plenary

### 08.00-09.00 Registration and networking

### 09.00-09.10

#### Chair's opening remarks

Christian Fraser, Journalist & Broadcaster

### 09.10-09.45

#### Keynote: Trade policy in the spotlight – establishing the Ecosystem of Trust

Part of the 2025 UK Border Strategy, the Ecosystem of Trust (EoT) is a potential future border model for frictionless trade, an automated assurance and reliability model that seeks to achieve greater simplification of current customs and border processes. Tested across a range of pilots from October 2022 to March 2023, which provided government with supply chain data for 700,000 consignments, the purpose of the EoT to help determine how new digital risk-based methods for negotiating border control can provide better quality of information and decrease decision-making time for goods entering the UK.

This special opening keynote session will provide insights on the work of this cross-industry consortium, considering how trusted relationships can enable certain controls to be performed by the private sector through eliminating delays and reducing customs data collection, in turn increasing the predictability of supply chains.

The conversation will also consider the progress of the Single Trade Window (STW), a technology concept proposed within the 2025 UK Border Strategy which seeks to create a single data point of entry to the government for all customs and border-related activities, to enhance the efficient exchange of information and in doing so contribute to the growth of global commerce.

**Moderator:** Christian Fraser, Journalist & Broadcaster

**Michael Short**, Professor of Control Engineering & Systems Informatics, Associate Dean for Research & Innovation, Teesside University

**Nick Weaver**, Director, Cargo Community Systems & CCS-UK, BT

**Chris Southworth**, Secretary General, ICC United Kingdom; Co-Chair, Commonwealth Legal Reform & Digitalisation Programme

### 09.45-10.05

#### Fireside chat: Does the UK need a new focus on economic security?

In a world where trade, sustainability and supply chains are weaponised, do we understand enough about the economic levers that need to be in place to maintain the International Rules-Based Order through trade? In this fireside chat, **General Richard Wardlaw**, *Former Chief of Defence Logistics & Support, Strategic Command* & **Rebecca Harding**, *Founder, Rebeccanomics* will discuss the national security framework within which trade increasingly sits. The conversation will look at the increasing risks faced in the UK, including strategic economic competition, the role of trade finance within supply chain resilience, sustainability and digital trade through a national defence and security lens.

### 10.05-10.55

#### Primacy: 'Gaming the system' of global geopolitics

Trade is particularly susceptible to global volatility, a situation that has always been the case but which seems to have become more urgent in recent times. From concerns over the Arctic Circle – with opposing nations engaging in territorial disputes as they compete for ownership of natural resources – to growing unease regarding cybersecurity threats, global powers are being severely tested in how they respond to perceived acts of aggression, and how those scenarios can potentially impact on national economies, physical supply chains and the markets with which they are intrinsically linked.

Utilising a special interactive scenario-planning (or 'wargaming') format, this special interactive session will be audience-led, with a live-voting module helping to dictate the plotline as a series of leading macroeconomic and geopolitical experts lead the GTR network through a series of situations before offering conclusions on the potential implications for trade practitioners as 'foot soldiers' in the geoeconomics of international conflict.

**Moderator:** Christian Fraser, Journalist & Broadcaster

**Nathalie Włodarczyk**, Managing Director, Gatehouse

**Kevin Bourne**, Head of Markets, Vyzrd

**Rebecca Harding**, Founder, Rebeccanomics

**General Richard Wardlaw**, Former Chief of Defence Logistics & Support, Strategic Command

### 10.55-11.35 Networking break

## Evening drinks reception

### 🇬🇧 England vs Denmark 🇩🇰 Showcase

With the conference taking place during UEFA Euro 2024 there was always a chance of an England game being on the same day. We will be showing England's second group stage game versus Denmark on TV screens in the exhibition area during the evening networking reception, for those who wish to follow the match.

HOSTED BY



**"Excellent event and great networking with trade colleagues."**

D Weatherhead, Lloyds Bank

**"Relevant topics for the state of trade today. Insightful and articulate speakers and great networking opportunities."**

S Tatchell, Coalition Greenwich

**"GTR offered me a great opportunity to network with key industry players in the sector."**

B Čekrlić, CargoX

## Thursday 20 June Morning Stream A

Select either **Stream A**, **Stream B** or **Stream C**

### Stream A

**Chair:** Christian Fraser, Journalist & Broadcaster

#### 11.35-12.25

##### Building resilience into strategic supply chains: A priority checklist

The seemingly never-ending spate of disruptive geopolitical events has increased the need for corporates to deal with supply chain shocks through cutting down on red tape and stress-testing resilience in response to changing trade flows, with greater focus on critical imports in creating strong and resilient supply chains for critical goods such as semiconductors, batteries and critical minerals. This session will bring key experts together to consider the following priorities:

- To what extent are clients looking at their global vulnerabilities, particularly those reliant on China?
- Adopting risk mitigation strategies from diversifying suppliers to optimising inventory levels
- Stress testing for shocks: What measures can be taken to build greater resilience into supply chains?
- Outlining the corporate perspective when it comes to transforming the business model driven by geopolitical challenge and with that the compliance and regulatory barriers to overcome
- Are we seeing a trend of increased strategic manufacturing and production in the face of greater global competition?
- Providing concrete examples of financing being put in place: What does a future supply chain look like?

**Moderator:** Francisca Michielsens, Director, Trade & Working Capital Sales, Head for UK, Europe and MEA, Citi Commercial Bank

**Elizabeth Stephens**, Managing Director, Geopolitical Risk Advisory

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

**Kamel Alzarka**, Chairman & CEO, Falcon Group

**Andrew Morrison**, Senior Vice-President, Corporate Operations, Noventiq

**Gurpreet Vohra**, Chief Executive Officer, Agribusiness, Torq Commodities

#### 12.25-13.10

##### SMEs, NBFIs and unlocking potential: A shift in the role of export credit

With 2024 declared 'the year of the SME', this reflects a notable shift in the role of export credit and the products available, with export credit agency remits shifting to greater focus on the working capital needs of smaller companies. Further emphasis on this can be seen in the form of UK Export Finance's General Export Facility (GEF), designed to provide access to flexible finance for exporting small-and-medium-sized enterprises (SMEs). This session will provide a close examination of this trend and consider what it means going forward, with points for consideration including:

- Going where banks are not prepared to: The shift towards 'ECA as liquidity provider' and what this means for market dynamics
- Showcasing the growth in partnerships with non-bank financial institutions (NBFIs) and how this enables firms to win new export contracts

- Assessing the criteria to secure support: What information do businesses need to provide? How can the approval process be sped up?
- What needs to change to make such facilities more accessible to SMEs in particular? What are the key barriers?

**Moderator:** Geoffrey de Mowbray, Chief Executive Officer, Dints International; Vice-President, British Exporters Association (BExA)

**Duncan Ruffle**, Director, Trade Director, Working Capital Sales, NatWest

**Philip Reynolds**, Managing Director, Newable Lending

**Andrew Woofson**, Vice-President, Europe & Africa, AirFinance

#### 13.10-14.10 Lunch

**“Congratulations to GTR on the success of GTR UK. The event was very well organised and the panels were without exception interesting and thought provoking”**

P. Sargent, DNB

**“I enjoyed the discussion which were all very relevant and contemporary in today’s trade eco-system.”**

J Omoti, Bank of China

**“Thank you GTR for your efforts and commitment. It was an excellent event and a good opportunity to reconnect with market participants.”**

A Mirandola, MUFG

## Thursday 20 June **Morning Stream B**

Select either **Stream A**, **Stream B** or **Stream C**

### Stream B

**Chair:** Michael Vrontamitis, Founding Partner, T3i Partner Network

11.35-12.25

#### Unleashing the full potential of supply chain finance

At a time of ongoing disruption from high inflation, rising interest rates and lingering supply chain bottlenecks, the importance of effective working capital management has never been greater, not least in the targeting of support for suppliers vulnerable to liquidity shortfalls. This panel discussion will consider how a more collaborative approach across the trade and supply chain ecosystem can co-create integrated solutions and unlock maximum benefits for corporates, financiers and end-to-end suppliers. Among the points to be addressed:

- How improved connectivity and integration across receivables, payables and inventory can improve bank confidence in leveraging greater visibility on end-to-end transaction flows
- Creating scalable solutions addressing the challenges faced by suppliers across a range of industry sectors in managing unpredictable repayment patterns and bridging payment timing mismatches
- Optimising the procurement process: Monetising payables to unlock capital as well as managing costs more effectively to create financial breathing space
- From SCF to ESG: How supply chain finance is increasingly being used to encourage suppliers to improve their sustainability scores in return for cheaper financing

- Multi-funder platforms: To what extent do they provide greater diversification, a wider pool of funding (currency, geography, client size, credit profile) and ultimately greater supply chain resilience?
- Should banks and fintechs work more closely together to help larger corporates standardise SCF documentation and make the process easier for SMEs to onboard?

**Moderator:** Kateryna Vasylenko, Managing Director, Treasury Product Sales, Bank of America

**Mark Douglas**, Managing Director, Strategic Accounts, PrimeRevenue

**Michael Harte**, Head of Trade Product Europe, Standard Chartered Bank

**Daniel Smith**, Director of Originations EMEA, Orbian

**Rene Canezin**, Managing Partner & Co-Founder, Evolution Credit Partners

**Valentina Kovaluk**, Finance Director, Corporate Finance, Liberty Global

12.25-13.10

#### Could DNIs revitalise the trade finance product suite?

One of the more potentially significant consequences of the adoption of the UK's Trade Documents Act, which recognises digital versions of trade documents as having the same enforceability as their paper-based counterparts, is that it could prompt a resurgence in the use of trade finance products such as bills of exchange and promissory notes, which had previously seen their popularity erode, partly a consequence of the growth in supply chain finance. This session will consider the extent to which the opens the door for virtual versions of negotiable instruments to stage a return. Among the themes to be addressed:

- Enhancing utility of digital documents due to speed and ease in which they can be created and the increased security that comes with it
- How greater use of digital tools and metrics enable corporates to calculate the length of their cash conversion cycles
- Identifying liquidity levels and how much could be unlocked by use of digital negotiable instruments (DNIs)
- Applying similar concepts of suppliers bringing forward payment and buyers extending them that are common with supply chain finance programmes

**Moderator:** Wayne Mills, Corporate Finance Advisor to Corporate Digitalisation Taskforce, ICC United Kingdom; Founder & Managing Director, Atom Advisory

**Dominic Broom**, Senior Vice-President, Working Capital Technology, Arqit

**Lisa Ardley-Price**, Managing Legal Counsel, Transaction Banking, NatWest Group

**Joel Schrevens**, Global Solutions Director, China Systems

**Ted Scheiman**, Chief Strategy Officer, Mitigram

13.10-14.10 Lunch

**“Thank you GTR for the opportunity to attend the event. I had a brilliant time connecting with senior to c-suit industry leaders, hear from incredible speakers and broadening my knowledge within the UK trade and trade finance space.”**

J Abedi-Grainger, Ebury

**“GTR conferences, I think, are the best and most relevant platforms where trade professionals can meet/communicate on. We in Wilben are proud to be a part of this success story.”**

A Ivanov, Wilben

## Thursday 20 June Morning Stream C

Select either **Stream A**, **Stream B** or **Stream C**

### Stream C

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

#### 11.35-12.10

##### Live transactions under ETDA: Key learnings

September 2023 saw the completion of the first transaction under the Electronic Trade Documents Act (ETDA), with Lloyds issuing a digital promissory note on behalf of Matalan Retail Ltd via Enigio's trace:original solution, accepting liability in the settling of a documentary collection for the purchase of garments from one of its suppliers. As a result, key documents arrived two days earlier than they would have if the promissory note had been concluded on paper.

This special case study-style session will seek to provide insights into the practicalities of and key learnings taken from implementation of ETDA, including the need for need for all corners of the trade ecosystem (industry, government, FIs, suppliers, clients) to work more closely together and how the move towards digitisation helps corporates trade faster, seamlessly and more sustainably with their suppliers.

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

**Jon Boran**, Director, Trade Innovation & Solution Development, Lloyds Bank

**Patrik Zekkar**, Chief Executive Officer, Enigio

**Su Ashworth**, Senior Trade Finance Specialist, Matalan

**Anthony Wadsworth-Hill**, Co-Founder, DCEO & COO, Mercore

**"Delightfully insightful!"**

K Gilani, NMS International

#### 12.10-12.35

##### Carbon credits: Helping corporates meet ESG commitments whilst improving credit ratings

As traders and lenders navigate financing challenges and risks related to geopolitics, climate change and other factors, companies are under increasing pressure to maintain their credit ratings in the face of significant increases in operating costs, regulatory requirements and ESG commitments. This has seen a rise in the popularity of carbon credits, a mechanism allowing companies to trade in emissions permits, whilst it is estimated that the carbon credits market is likely to be worth upward of US\$50bn by 2030, with demand set to increase by a factor of 15 over the same timeframe.

This session will examine this trend in closer details, from the potential benefits economically from purchasing CO2 certificates earlier – also useful in locking up committed capital as demand is expected to increase in time – to the role of specialist providers in securing carbon offsets on an off-balance sheet basis, freeing up significant amounts of capital. It will also highlight the crucial role of insurance, with specialist carbon providers offering innovative products that reduce risk in carbon credit transactions, offering financial benefits across the sector.

**Moderator:** Charlie Pool, Head of Carbon Insurance, Howden Climate Risk & Resilience

**Tom Merriman**, Chief Product Officer & Co-Founder, Kita Earth

**Sebastien Cross**, Chief Innovation Officer & Co-Founder, BeZero Carbon

#### 12.35-13.10

##### Sharing the burden: Keeping up with the financial crime compliance agenda

Trade-related financial crime continues to be big business, with fraud, bribery and money laundering posing huge problems across the sector. Meanwhile, the UK government recently readied the launch of a trade sanctions enforcement unit to support enforcing restrictions on an estimated US\$20bn of UK goods, including electronics, metals, chemicals, luxury goods and jet fuel, as more companies seek to evade sanctions by sending products through third countries in order to disguise the ultimate buyer in the supply chain. This session will examine the impact of this more heightened risk environment, including:

- The impact on corporates: How new legislation makes doing business harder and the need for greater clarity on key threats and risks
- Due diligence and KYC: Striking the right balance when it comes to updating processes, allocating resources and investing in compliance, particularly for SMEs
- Providing insights into 'red flags' and practical guidance on how best to maintain compliance, including real-world examples of enforcement actions taken
- With banks, traders and insurers under pressure, what role does behavioural analysis and analytics technology have to play? Is the technology able to keep pace?

**Moderator:** Mark Ling, Head of Trade & Supplier Finance, Santander Corporate & Commercial Banking  
**Natalia Dziedzic**, Compliance Manager, Czarnikow Group

**Edwin de Groot**, Chief Revenue Officer, Conpend

**Kim Manchester**, Founder & Managing Director, ManchesterCF

**Anila Haleem**, Principal, Sanctions & Export Controls, UK Finance

**"This is an event that explores different paths open to commercial entities and the banking Industry."**

K Ababio Grey-Mills, MOYAW Limited

**"GTR is a fantastic opportunity to meet industry leaders, learn and share knowledge as well as catch up on hot industry gossip."**

A Vorobyev, Allianz Trade

**"GTR are masters at running events that educate the trade ecosystem and bring networking into a collaborative environment."**

M Ling, Santander

13.10-14.10 Lunch



## Thursday 20 June Afternoon Stream A & Stream B

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

### Stream A

**Chair:** Christian Fraser, Journalist & Broadcaster

14.10-14.55

#### 'Real-time' receivables finance: Leveraging bank and fintech capabilities

Previously alternative financiers and fintechs have been seen as competitors or challengers to the banking sector, but there exists a world whereby the two sit perfectly in harmony. This special instructive session will assess how alternative finance providers are deploying working capital as part of concerted initiatives to plug the funding gap. It will also consider how fintechs and alternative financiers can unlock liquidity and deliver it to companies alongside their banking partners, addressing a range of themes including:

- Examining how financiers are utilising the origination and technological capabilities of fintechs to fund markets, sectors and customers they couldn't otherwise reach
- How advances in technology enable financing and the funding of invoices to happen in 'real-time', and how this increased speed makes a difference when servicing clients
- Utilising the supply chain data that platform providers have to make smart, data-driven funding decisions in a risk-controlled manner, cutting down on waiting times
- Enabling onboarded suppliers to upload invoices onto partner SCF platforms to ensure the smooth passing of information both for pre-transaction eligibility checks and post-transaction payment
- How pilots are being rolled out across multiple platform partnerships to help credit providers achieve scale
- The investor opportunity: As asset managers look to diversify their own portfolios, how can the alternative finance sector capitalise on the search for yields?

**Moderator:** Eric Balish, Head of Corporate Coverage, UK & Ireland, Wholesale Banking Europe, Bank ABC  
Sunil Senapati, Chief Executive Officer, XDC Trade Network

Tim Shell, Director, Strategic Solutions, Stenn

Waldo de Vleeschauwer, Chief Executive Officer, Artis Finance

Ram Kewalramani, Co-Founder & Managing Director, Credable

14.55-15.40

#### Industry profile: The ITFA Trade Finance Investment Ecosystem (ITFIE) Working Group

The recently launched Trade Finance Investment Ecosystem (ITFIE) Working Group, a new initiative from the International Trade & Forfaiting Association (ITFA), strives to enhance the trade finance investment ecosystem by facilitating more efficient asset and risk transfer between banks and non-bank investors, while promoting broader risk appetite from non-traditional investors. By harmonising, standardising and digitising processes, ITFIE aims to support the real economy by increasing capital availability for trade and offering institutional investors a diversified asset class.

This session will highlight ITFIE's work streams as they strive to achieve several objectives, including articulating the requirements of institutional investors and ensuring a clear understanding of the technical aspects of distribution; developing an asset originator guide for streamlined distribution; driving automation and digitisation for trade finance distribution; and promoting market awareness and education for both asset originators and investors.

**Moderator:** N L N Swaroop, Co-Chair, ITFIE Working Group; Global Product Head for Sustainable Trade Finance, Innovation, Financial Institutions & Asset Distribution, HSBC

Paul Coles, Director, Treasury, Orbian

Guy Brooks, Managing Director & Head of Distribution, Pemberton

Matt Wreford, Chief Executive Officer, Demica  
Natalia Clements, Senior Trade Finance Product Specialist, Swiss Re

15.40-16.00 Networking break

### Stream B

**Chair:** Michael Vrontamitis, Founding Partner, T3i Partner Network

14.10-14.55

#### Are we finally seeing progress in the digitising of eBLs?

After years of promising much but delivering relatively little, there are now signs of tangible progress being made when it comes to electronic bills of lading (eBLs). February 2024 saw a prominent UK lender sign onto a blockchain-based electronic trade documentation platform, a strategic leap forward for banks looking to support corporates as they digitise whilst enhancing customer satisfaction. Elsewhere, a recent collaboration involving banks, eBL platforms and Swift successfully trialled an interoperability solution, seen as a crucial step (despite ETDA allowing eBLs created under different systems legal equivalency for the first time, lack of technical interoperability among eBL platforms remains a major barrier to widespread adoption).

This conversation will examine the significance of these developments and how enhanced use of technology provides clients with access to a larger global network, enabling them to capitalise on opportunities quickly and securely, reducing the time taken from days to minutes when compared to their paper counterparts.

**Moderator:** Terry Hubert, Global Trade Strategy, Swift  
Stéphane Graber, Director General, FIATA  
International Federation of Freight Forwarders Associations

Paul Rogers, Director, Treasury Services, BNY Mellon

Bojan Čekrlić, Chief Executive Officer, CargoX

Robert Parson, Partner, Squire Patton Boggs

14.55-15.40

#### Making sense of the chaos: How can treasurers thrive in the current climate?

Today's treasurers operate in a highly complex global environment, one where crisis is often 'the norm' and where treasury professionals need to remain resilient and be prepared for an extensive range of challenges. Hosted in partnership with the Association of Corporate Treasurers (ACT), this session will explore how treasurers and trade finance teams can work together to optimise operations and support the business function. Among the points to be addressed:

- Why supply chain financing is an important part of the treasurer's toolkit
- Supply chain and scope 3 GHG reporting: How treasurers can bring it together
- Settling trade: The role of intelligent payment routing

Mike Rowe, Group Treasurer, Haleon & Natasha Condon, Global Head of Trade Sales, EMEA Trade Head, J.P. Morgan *in conversation with* Naresh Aggarwal, Associate Director, Policy & Technical, Association of Corporate Treasurers (ACT)

15.40-16.00 Networking break

**"Wide variety of topics discussed by industry leaders. Really insightful and engaging and GTR were amazing hosts."**

D Broughton, Ebury

## Thursday 20 June Afternoon Plenary

**Chair:** Christian Fraser, Journalist & Broadcaster

### 16.00-16.45

#### The journey to exporting: Financial inclusion and routes to market

"Exporting is great" is the claim, and the statistics do support this. Companies who export often have certain positive characteristics, from being able to pay higher wages to having more ambitious, active and dynamic owners. So why aren't more companies doing it? This closing session will look to tackle one of the issues of our time, addressing the following:

- What makes a successful exporter? Encouraging diversity of skills, how greater representation can make exporters stronger and more successful, improving the quality and output of organisations
- Providing practical guidance on managing your supply chains in frontier markets, from building relationships and the role of regional export advisors to advice on navigating defaults and non-payment
- Networking, training and skills development: What can help get new entrants into exporting, including more women-owned and minority-led businesses? Where is the commercial sector not yet ready to go?
- To what extent do companies align and coordinate their activities alongside the free trade agreements struck by their governments?
- What myths need to be 'busted' when it comes to utilising export credit? Is there still a stigma attached to the concept of 'state aid'?

**Moderator:** Christian Fraser, Journalist & Broadcaster

**Jane Smith**, Managing Director, Jointine

**Richard Cotton**, Director of Business Development, AAA Holding Group

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

### 16.45-16.50

#### An address from our charity partner

Join us and hear about Mary's Meals – GTR's official charity – which is providing a simple solution to world hunger for over 2.4 million children every school day.

**Matt Barlow**, Executive Director, Mary's Meals UK

### 16.50-16.55

#### Chair's closing remarks

#### Followed by evening networking reception

#### INSTITUTIONAL PARTNERS



**"GTR London is such a good event! Very insightful observations from some of the speakers and panellists, and the different streams mean you can always find something relevant for you or listen in on something that you know little about to learn more. The mix of attendees means the conversations you have outside the sessions are as engaging and useful as the sessions themselves, sometimes more so."**

**K Richardson**, BP Oil International



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- Non-attendance** to a conference will result in no refund.
- In the case of cancellation** of the conference or the change of the conference date, GTR will not be held liable for any booking, travel or hotel costs associated with the booking.

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