

Market shifts and readying
commodity trade finance

GTR COMMODITIES

2024 GENEVA 10 YEARS



#GTRCommodities

The InterContinental Geneva, Geneva, Switzerland
September 19, 2024

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GTR COMMODITIES

2024 GENEVA 10 YEARS



Market shifts and readying commodity trade finance

Marking its 10 year anniversary, GTR Commodities is set to return to Geneva on September 19 to discuss the evolving range of market trends, strategic shifts and corporate financing challenges changing the face of commodity trade.

An unmissable date for all local and international banks, multinational corporations and SMEs, fintechs, alternative financiers and commodity brokers and traders, hear from over 50 industry thought leaders as they examine latest developments in finance facilities and liquidity shifts, commodity supply chain optimisation, emerging priorities for corporate strategy, regulation and compliance, and emerging market risks across energy, soft commodities and critical minerals.

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

The InterContinental Geneve (Ballroom)
Geneva, Switzerland

September 19, 2024

6 big topics

Beyond resilience: A macroeconomic outlook

Supply chain and working capital priorities

Credit and liquidity needs for commodity trade

The outlook for critical mineral financing

Short and long-term energy market strategy

ESG compliance and 'green' liquidity

Vital statistics in 2023

427
Delegates



240
Companies



53
Speakers



[Click here to find out more](#)

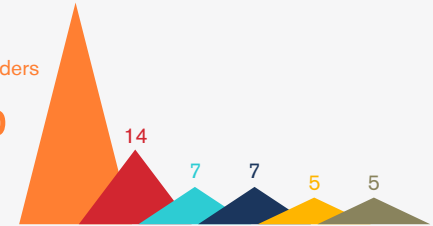
Countries represented in 2023



Attendees by sector in 2023

Corporates & traders

49%



14 Banks & financiers

7 Insurers & Risk Analysts

7 Technology & fintech

5 Non-bank financiers

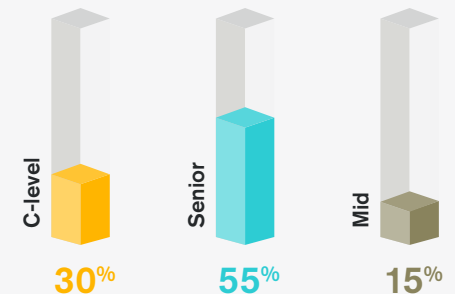
5 Govt orgs & public bodies

4 Consultants & Accountants

3 Lawyers

6 Others

Job titles represented in 2023



[Find out more](#)

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Thursday 19 September **Morning Plenary**

08.15-08.55

Breakfast with WISTA workshop

Hosted by our supporting partner, WISTA Switzerland, important topics such as gender equality and diversity will be discussed, followed by networking. This breakfast is open to both men and women.

Maryana Yarmolenko Stober, President,
WISTA Switzerland

Mathilde de Mareuil, Vice-President,
WISTA Switzerland

09.05-09.10

Chair's opening remarks

Michiel Mannaerts, Partner, Treasury & Commodity Management, PwC

“The GTR Commodities conference is an excellent opportunity to share experiences, to gain learning and to establish and enforce connections among executives and business leaders in the commodities industry.”

S Huber, Blue Quest

“GTR Commodities provides the most helpful insights in global supply chain and logistical challenges, from practitioners for practitioners.”

W Kuoni, Kuoni Rechtsanwälte AG

09.10-09.45

Beyond resilience and securing stability: The current macroeconomic landscape for global commodities

In recent years global commodity markets have been characterised by volatility and pockets of resilience that have helped buoy the industry. Prices and supply chains have endured pressures and unpredictability, while policymakers, financiers, and commodity corporates have helped steady the ship. Inflation is receding and price signals are calmed, however the outlook remains risk-laden, with geopolitical flares, stubborn interest rates, and banks remaining risk-off threatening to disrupt hard fought progress. Examining trends from across commodity markets, this opening session will analyse the macroeconomic landscape and forces influencing global trade, including a focus on areas such as:

- New and emerging geopolitical tensions, trade bottlenecks across Europe and the Middle East, and latest priorities for mitigating costs to trade and supply chains
- Emerging operational pressures on lenders and corporates and the evolving impact of high interest rates on market liquidity
- Rising influence of the BRICS and global elections, and the potential impact on protectionism, tariffs and trade barriers
- Uneven green shoots, subdued demand from China, and charting the pockets of confidence across commodity trade

Moderator: **Michiel Mannaerts**, Partner, Treasury & Commodity Management, PwC

Catherine Lang-Anderson, Partner, A&O Shearman

Maryana Yarmolenko Stober, President, WISTA Switzerland

Jerome Daven, Vice President, Finance, EMEA & Global Trade, ADM

Stephen Paris, Group Chief Financial Officer, Oryx Energies

09.45-10.10

Critical minerals and the geostrategic frontier: A stocktake on Africa and Middle East supply

As momentum accelerates behind the global energy transition push, Africa and the Middle East emerge as two frontier markets for the supply of critical minerals like lithium, cobalt and Nickel, pivotal for the development of renewable energy technologies. Major economies including the U.S., EU and China are deploying capital across the region, jostling for access to resources and positioning their commodity buyers for mining and extraction rights, and influence over regional supply chain.

This keynote session will be joined by Robert Besseling, Chief Executive Officer and Founder, Pangea-Risk, outlining the market outlook for critical mineral demand, and Africa's growing position as a focal point for geostrategic rivalry and resource competition. Colour will be shed on the investment shortfall for critical mineral mining projects, and the finance inflows being prepared by global majors to secure regional mining and extraction. The development of longer-term strategies to diffuse processing capabilities will also be considered, as China's dominance over global capacity becomes a strategic priority.

Robert Besseling, Chief Executive Officer and Founder, Pangea-Risk

10.10-10.50

Shifting finance needs for commodity traders and strategic plans for the future

In recent years commodity price spikes have triggered windfall profits for many commodity producers and traders, with a basket of soft and hard commodities delivering record cash reserves for commodity majors. With market turbulence softening and working capital and financing needs increasingly served in-house, corporate strategy makers are redrawing long-term corporate and investment plans with added flexibility, seizing new opportunities across an evolving market. This plenary session will consider how commodity firms are exercising increased influence across global trade, and how major companies are strategising their activity in a rapidly evolving market, covering themes such as:

- Improved liquidity risk management: How commodity traders are utilising balance sheet flexibility to fund operations, and build buffers against future shocks and reduce debt and external financing
- Diversifying strategic asset positions across areas like energy and metals, and building long-term footholds in emerging value-chains and technologies
- Evolving corporate-bank relationships and the emerging use of specialised financing products, and strategic partnerships developing between lenders and commodity majors

Moderator: **Richard Watts**, Founder & Managing Director, HR Maritime

Deia Markova, Head of Trade & Sustainable Commodity Finance, Société Générale

Vincent Mazeli, Senior Relationship Manager, Head of Agri Commodities Finance, Bank ABC

Annet van der Laan, Head of Corporate Finance & Treasury, Alpiq

Oliver Schenkenberg, Global Head of Treasury, Gunvor Group

Patrick Sutton, Partner, Reed Smith

10.50-11.15 Networking Break

“A great event to keep in touch with the best market practices and networking.”

L Mesnil, Aon

Thursday 19 September Morning Streams

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

Stream A

Chair: Michiel Mannaerts, Partner, Treasury & Commodity Management, PwC

11.15-12.00

Capital cost risk in critical minerals and the outlook for long-term project finance

Critical minerals are an essential commodity for the energy transition and other ancillary technologies, however despite their importance, the sector has not avoided some of the financing, investment and inventory shocks felt across the wider market. The global pipeline for exploration, mining and extraction projects faces underinvestment risk, and the endurance of high interest rates are keeping inventory costs high, with stock offloading an increasing tool to ringfence margins. With demand for transition metals and technologies quickening, this session will consider priorities for expanding mine supply in the long-term, considering:

- How can mining firms navigate high capital and operating costs while interest rates remain high and balance sheet margins are tight?
- The outlook for project investment: Priorities for growing project finance credit pools, de-risking mining as a long-term investment, and improving project timeline speed and scale
- Policy initiatives and steps government can take to de-risk financier engagement, and boost mining supply chain security
- Strategies for optimising corporate finance and managing short-term cash flow and working capital needs

Moderator: Jean-Luc Fiorenzoni, Senior Manager, PwC

Tony Nanez, Global Head of Trade & Working Capital Sales, Natural Resources Treasury & Trade Solutions, Citi Bank

Dhaval Shah, Chief Finance Officer & Head of Trade Finance, Afrimet Resources

Alessandra Hool, Chief Executive Officer & Managing Director, ESM Foundation

12.00-12.45

Geopolitical risk in commodity trade and navigating sanctions in Europe and the Red Sea

In recent years global supply chains have weathered a variety of shocks that have percolated through commodity trade and maritime, with recent disruption in the Red Sea underlining the importance of risk mitigation and remaining sanctions compliant. Rerouting, increased operational and insurance fees, and higher trade, logistics and supply chains costs have impacted shipping and corporate firms, and designing strategies to navigate sanction regimes has become pivotal for many traders transiting through Europe and the Red Sea. This panel will examine the emerging scope of risk mitigation in commodity trade and importantly how maritime stakeholders can get ahead of sanction compliance needs, looking at:

- Unfolding trade and security threats in Europe and the Red Sea and latest risk management and sanction compliance priorities
- Trade management strategies: Corporate solutions for alternative supply sourcing, building strategic stockpiles, and the appetite for supply chain nearshoring
- Developments in vessel and transaction screening technologies and how solution providers see maritime trade evolving with tighter sanction regimes
- Emerging insurance challenges: liability for Red Sea vessel damage and how financiers and capacity providers can keep maritime coverage open and affordable

Moderator: Yasmina Rauber, General Secretary, Zug Commodity Association

Ernesto Vila, Co-Founder, Tech Cargo

David Tannenbaum, Partner, Pole Star

12.45-13.50 Lunch

Stream B

Chair: Tedd George, Chief Narrative Officer, Kleos Advisory UK

11.15-12.00

Overcoming credit and liquidity barriers for commodity traders

The large commodity majors have been among the biggest beneficiaries of commodity price fluctuations in recent years, however for many medium-sized firms access to trade finance has been complicated by a variety of challenges. At the structural and market level higher costs and access barriers have been widening, and an already cautious landscape of banks and FIs remain wary of providing commodity trade finance liquidity. Despite the hurdles however corporates require increasing volumes of credit for operational priorities, and financiers face growing calls to plug the trade finance gap. This session will consider how working capital needs can be effectively met and financed for medium-sized firms, and how pressures for traders and producers might evolve over time, considering:

- Latest thinking on lender structural barriers and how credit and collateral costs can be eased for corporates
- What can underserved firms do to boost their access to global liquidity marketplaces, and how do financier appetites vary across regions?
- Optimising trade cycles: Priorities for reducing counterparty risk, shortening cash conversion cycles, and utilising open account products more effectively
- How might banks and small-to-medium sized firms might navigate incoming regulatory tightening like Basel III, and minimise further liquidity constraints and higher lender costs?

Moderator: John MacNamara, Chief Executive Officer, Carshalton Commodities

Mital Patel, Head of Structured Finance (Commodity Business Centre), Bank of China

Walter Vollebregt, Founder, Vollebregt Advisory

Rebekah Fajemirokun, Head of Trade Finance, Eminent Energy Limited

Philip Edmonds, Director, M7 Metals

12.00-12.45

Enabling liquidity through technology: Emerging solutions in soft commodities

Like other sections of the commodity market soft commodities have also experienced price volatility in recent years, with notable examples including the prices of cocoa and coffee, both rising significantly on the back of weather-related and structural challenges impacting producers. Global inventories have tightened as high interest rates and weakened credit availability continue to bite suppliers, and increasingly the use of technological solutions are being leveraged to optimise production, supply chain tracking and credit distribution. Panellists will consider how producers can overcome emerging structural challenges, and steps liquidity providers and technological utilisation can take to plug credit gaps, looking at:

- Outlook for capacity building: Financier priorities for growing local lending facilities, mitigating borrowing cost barriers, and addressing credit and collateral requirement hurdles
- Receivables finance and working capital solutions for reducing cash conversion cycles, and how facilities like inventory finance can widen liquidity options
- Priorities for commercialising the role of technology for supply chain tracking and sustainable farming, and reducing barriers to creditworthiness and project bankability

Moderator: Tedd George, Chief Narrative Officer, Kleos Advisory UK

Petya Sechanova, Chief Executive Officer, Covantis

Saurabh Goyal, Founder & Chief Executive Officer, Phlo Systems

George de Klee, Senior Associate, ATEX Africa

12.45-13.50 Lunch

Thursday 19 September **Afternoon Stream A**

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

Stream A

Chair: Michiel Mannaerts, Partner, Treasury & Commodity Management, PwC

13.50-14.35

Balancing short-term needs with transition goals: Charting energy strategy priorities

Now several years since the outbreak of war in Ukraine, the market for energy commodities remains a volatile landscape, with oil and gas price fluctuations an enduring feature. A glut in wholesale supply has driven European gas costs lower, while geopolitical pressures threaten the trade and price of oil, with higher borrowing rates pushing up the costs of renewable energy project finance. As energy transition requirements accelerate and the risk of market shocks remain, this panel will examine how traders and project developers are designing operational and strategic plans, and preparing to navigate a volatile horizon for market costs and prices, looking at:

- The outlook for borrowing and capital costs and priorities for managing credit and working capital needs, and minimising the costs of long-term project investment
- The trajectory for energy commodity prices, and how market liquidity and lender appetite might evolve in the coming years
- With synergies between energy and metal commodity markets growing, how might traders and producers interlace finance and operational arrangements, and support a more joined-up market strategy for the energy transition?

Moderator: Jean-Luc Fiorenzoni, Senior Manager, PwC

Jean-François Lambert, Founding Partner, Lambert Commodities

Philippe Cohen, Finance Director, Kariya Energy

Raman Jaggi, Chief Financial Officer, EET Biofuels & Stanlow Terminals

14.35-14.45

Mechanisms for decarbonising flight: A carbon credit initiative for aviation fuel

In the race to decarbonise energy and fuel sources one of the more enduring challenges is aviation fuel, with a pathway to net zero complicated by poor financial structures that impede the flow of market liquidity. The design of financial mechanisms must be effective enough to de-risk engagement and incentivise capital from banks and FIs, and the establishment of a carbon credit market for aviation fuel may offer a solution.

Outlining the strategy for a financeable transition for sustainable aviation fuel and associated zero emission energy is Captain Robert Seaman, Chair of the Inter-Livery Green Aviation Task Group in the City of London & Director, Greentail, who will present on the priorities for establishing an aviation-wide carbon credit market, and the specific parameters needed to enhance ESG compliance, de-risk financier engagement, and accelerate decarbonisation across aviation and corresponding commodity markets.

Captain Robert Seaman, Chair of the Inter-Livery Green Aviation Task Group in the City of London & Director, Greentail

“GTR Commodities provided a relevant mix of industry expertise across trade finance, and an atmosphere that is clearly conducive to engaging easily with peer professionals and prospects.”

S Thiam, Makassar Partners

14.45-15.30

ESG compliance and unlocking ‘green’ liquidity across the market

Although momentum in the political sphere has become more turbulent in recent years, the acceleration of ESG criteria has remained steady across much of the corporate and banking world. As rules at the global level evolve at different speeds and banks develop their taxonomies accordingly, corporates and traders face new trade and operational duties, and trade finance parameters are also shifting to meet new ESG needs. With wider areas like carbon credits also gaining traction, this panel will consider how banks, corporates and others are meeting evolving compliance needs and taking advantage of emerging credit and liquidity opportunities, looking at:

- Regulation and compliance: Conformity to frameworks across different regions, developing a strategy for due diligence and reporting, and how globally consistent standards might be set
- How might compliance to key ‘environmental’ and ‘social’ elements of ESG criteria impact commodity industries with tight margins?
- Financier strategies for balancing liquid credit lines with strict ESG client compliance needs, and charting market appetite for products like green bonds and sustainability-linked finance
- Priorities for growing the use and appeal of carbon credits in commodities, and their opportunities for widening revenue streams, liquidity options, and leveraging ownership for better regulatory compliance

Moderator: Voytek Chelkowski, President, Propeller Club & Managing Partner, Seamind Blue Ocean

Roshel Mahabeer, Global Head of Sustainable Trade Finance, Standard Chartered

Florence Schurch, Secretary General, SUISENÉGOCE

Muriel Schwab, Managing Partner, Blue Oak Sàrl

Bethanie Castelnovo, Chief Financial Officer, SCB Environmental Markets

Alexander Peters, Group Chief Financial Officer, Torq Commodities

15.30-16.00 Networking break

“Good opportunity to network.”

H El Idrissi, PwC Switzerland

“A great gathering of all the active and successful European traders and financiers. The atmosphere was just great. Looking forward to the next one.”

P Ryan, Goba Capital

“The place to be.”

M Junk, Kolmar Group

“Fantastic event to connect with the commodities market.”

J Mato Gomez, Abanca

“Excellent event attended by industry leaders, covering some interesting topics.”

J Greengrass, Squire Patton Boggs

“Great place, great summit, great outcome!”

J Arranz, Vale International

Thursday 19 September **Afternoon Stream B & Afternoon Plenary**

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

Stream B

Chair: Tedd George, Chief Narrative Officer, Kleos Advisory UK

13.50-14.05

Spot the difference: An interactive trial in detecting fraudulent BLs

Fraud surrounding trade documents have been rampant in the recent years. From fake BLs, to double-issued BL for one cargo, it is sometimes hard to know what is being financed and by whom.

As firms, traders, banks, FIs and fintechs look to improve their fraud detection capabilities, this interactive session will be led by Jonas Rey, Chief Executive Officer, Athena Intelligence, stepping into the burgeoning world of fraud mitigation solutions to test delegates' awareness using 'real' BLs that he and his team have encountered in multiple fraud cases: Can you detect the fraudulent BL in a list of commodity trade transactions? Would you and your team finance this trade based on this BL? What makes you decide whether the BL is fake or not? And in which case would you require to conduct more inquiries?

*Interactive session with **Jonas Rey**, Chief Executive Officer, Athena Intelligence*

“Geneva is a great location to bring together important actors in the commodity and trade financing space. GTR successfully created a comprehensive agenda of pressing issues and a great opportunity to network with industry leaders.”

B Castelnovo, SCB Group

14.05-14.45

Big challenges and big potential: A secure strategy for trade digitisation and AI

Increased commodity market digitisation presents many opportunities for both corporates and financiers, from streamlining trade processes and assessing market risks, to growing lower cost credit platforms and widening liquidity access. With innovations in AI technology also accelerating, leveraging AI insights presents fresh solutions for optimising trade. Many risks remain however for the expansion of these technologies, from standardisation and interoperability barriers, to the growing capabilities of bad actor fraud. This panel will examine priorities for expanding commodity market digitisation, and the secure utility of emerging AI technologies, looking at:

- Key barriers to wider ETDA and MLETR adoption, and how can stakeholders across trading, transport and finance coordinate on industry utility of paperless trade?
- Digitising trade finance: Developing end-to-end digital financing marketplaces, connecting global liquidity providers with borrowers, and reducing barriers around accessibility and KYC requirements
- Corporate and bank strategies for leveraging AI solutions, and opportunities for streamlining processes and data and risk analysis
- Tackling fraud and developing solutions for secure transactions and transparency, and leveraging cooperation with trade finance registries to de-risk financing

Moderator: Tedd George, Chief Narrative Officer, Kleos Advisory UK

Clemence Avril, Global Head, Commodity Trade Finance, Standard Chartered

Baldev Bhinder, Managing Director, Blackstone & Gold

Jonas Rey, Chief Executive Officer, Athena Intelligence

Philip Prowse, Partner, Stephenson Harwood

14.45-15.25

Cutting down the risk: A trajectory for CPRI coverage in developed and emerging markets

Across the insurance industry market practitioners continue to fine-tune CPRI capacity as client needs grow and evolve, from the impact of emerging price stability across headline commodities like oil and gas, to the scope of pressure points keeping traders and financiers on their toes, including high interest rates, sovereign debt risk, and continued shortfalls in liquidity access. As the appetite for trade credit capacity continues to gather in developed markets like Europe, this panel will examine the potential trajectory for commodity market capacity, and where the CPRI industry may leverage its product solutions in the years ahead, considering:

- The outlook for transaction trade credit and how capacity providers can best meet emerging risks around non-payment, supply chain disruption and the impact of market illiquidity
- How political risk coverage can minimise payout risk while keeping capacity lines open to emerging market users
- What does a shift to lower risk and lower return business in Europe and developed markets mean for the trajectory of trade credit products and capacity?
- With energy markets a leading sector for coverage appetite, how do practitioners see insurance capacity evolving for renewable energy and oil and gas projects, as well as the capital and financing risk of both sectors?

Moderator: Pierre Kilian, Director, Forensic Services, PwC

George Bellord, Director, BPL

Aline Duperrex, Senior Underwriter, Credit & Political Risk, Credendo

Sriram Muthukrishnan, Group Head of Product Management, Global Transaction Services, DBS Bank

15.25-16.00 Networking break

16.00-16.50

Looking to the future from outside: A blueprint for institutional capital in trade finance

The trade finance gap has been accelerating in recent years, with estimates projecting that it has now widened to US\$2.5 trillion dollars. Several efforts to relieve the gap have been trialed, from leveraging multilateral resources for local lender capacity, to developing new technological solutions, however the gap between credit needs and market liquidity continues to widen. Increasingly the potential for finance diversification is gaining traction, with large volumes of capital stored across private asset holders that could offer a lifeline for untapped liquidity. Making the trade finance industry an investible asset class remains a challenge however, and this closing plenary will consider the priorities for growing private and institutional investor appeal, and its potential role for the future of trade financing, looking at:

- A checklist for transparency: Setting standards and regulations for trade registries, keeping records on trade data and transactions accessible, and growing confidence in trade finance as a secure asset
- Opportunities for establishing a secondary market for trade finance assets, and how liquidity might be enhanced through securitisation
- Priorities for competitive returns and how trade finance assets can compete with traditional fixed-income investments
- Strategies for an investible portfolio: Identifying long-term investment opportunities across short tenors, buyer and seller reliability, and stable trade cycles

Moderator: Patrick Sutton, Partner, Reed Smith
Waldo De Vleeschauwer, Chief Executive Officer, Artis Finance

Rene Canezin, Managing Partner & Co-founder, Evolution Credit Partners

Ross Berger, President & Managing Director, Trade Finance Group, Jefferies

16.50-17.00

Chair's closing remarks

Followed by evening networking reception

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