

Exploring trade and  
export opportunities in  
Central & Eastern Europe

# GTR CEE 2024 VIENNA



#GTRCEE

Austria Centre Vienna, Austria  
October 8, 2024

[www.gtreview.com/gtrcee](http://www.gtreview.com/gtrcee)

Lead sponsors





# GTR CEE 2024

## VIENNA



Exploring trade and export opportunities  
in Central & Eastern Europe

We are excited to confirm that GTR CEE will be taking place in the city of Vienna, Austria on October 8, 2024, bringing the GTR event model to the thriving Central & Eastern Europe market.

Reflecting on the latest themes and trends across a wide range of markets, including the likes of Poland, the Czech Republic, Hungary and Romania, the event will address a number of topics and talking points, from the Ukraine war and its impact on supply chain resilience and commodity prices, to how global sourcing and production changes make CEE an attractive hub for manufacturing and production.

Discussion will also focus on lender financing provisions from traditional vanilla trade to open account options such as factoring and supply chain finance, as well as the role of multilaterals, ECAs and DFIs in trade facilitation, and developments across trade digitisation, regulatory changes and long-term sustainability and ESG objectives.

Set to welcome over 300 representatives across a wide range of corporates and financiers, including multinationals, SMEs, banks and non-bank providers, fintechs, insurers, lawyers and FIs, this special one-day event is a must for anyone seeking to capitalise on the opportunities provided across these exciting markets.

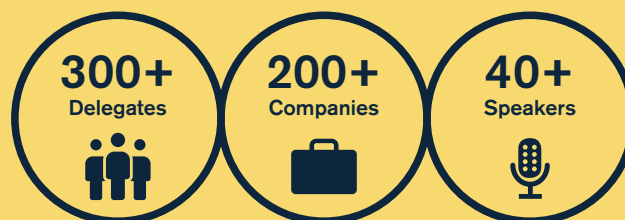
Austria Centre Vienna – Loft Halls, Level 1  
Vienna, Austria

October 8, 2024

### 6 big topics



### What to expect



[Click here to find out more](#)

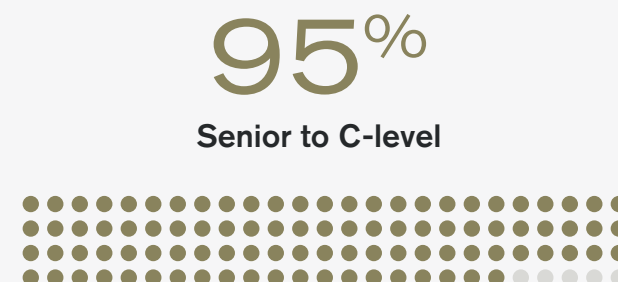
### Representing countries expected in 2024



### Expected sector breakdown in 2024



### Expected job title breakdown for 2024



### Find out more

**Beatrice Boldini**  
Head of Business Development  
+44 (0)20 8772 3009

#### SPONSORSHIP

[Click here to email](#)

**Jack Longman**  
Conference Producer  
+44 (0)20 8772 3016

#### SPEAKING

[Click here to email](#)

**Elisabeth Spry**  
Head of Marketing  
+44 (0)20 8772 3006

#### MARKETING & MEDIA

[Click here to email](#)

## Tuesday 8 October Morning

09.00-09.05

### Chair's opening remarks

**Raphael Minder**, Central Europe Correspondent, Financial Times

09.05-09.35

### Europe's new production engine: Assessing the macro landscape for CEE trade

In the context of global trade and supply chain volatility, the Central and Eastern European (CEE) region is an increasingly attractive market for traders and financiers both within and outside of Europe. Emerging as a prime manufacturing, logistics and supply chain hub, the CEE region is underpinning itself as a key gateway for trade growth. As with most other regions, CEE countries continue to weather macroeconomic risks, including monetary and fiscal tightening, liquidity shortfalls and geopolitical threats. What trends are likely to emerge in the coming years and how should these be effectively navigated? What priorities should the region deploy to entrench itself as a resilient trade and supply chain hub?

This opening plenary session will provide a stock take on key macro threats such as inflation, borrowing rates, and high energy and material costs, as well as the financing options available to minimise impacts on exports and production. As monetary and fiscal tightening remains prevalent, discussion will also consider emerging sovereign risks around high debt, and keeping liquidity open for trade credit and infrastructure projects. Further conversation will centre around geopolitical and supply chain volatility, and the emerging risks and opportunities countries in Central & Eastern Europe are navigating.

**Alexander Plekhanov**, Director, Transition Impact & Global Economics, European Bank for Reconstruction and Development (EBRD)

**Larisa Manastirli**, Director, Financial Institutions, Black Sea Trade & Development Bank (BSTDB)

09.35-10.15

### To what extent has global supply chain realignment impacted on the CEE region?

In recent years the process of supply chain realignment and the nearshoring of production and warehousing facilities has been an underpinning theme of global trade, with global changes making CEE countries such as Poland and Czech Republic attractive hubs for manufacturing and sourcing. Proximity to consumer markets, quality infrastructure and competitive production costs are some of the key vectors driving this outlook, as well as a suite of solutions for inventory management creating resilient supply chains. The morning's first plenary panel will examine a wide pool of discussion points that touch on the evolving needs of trade and corporate financing, and a region seeking to optimise the shifts in global trade and supply chains:

- What impacts might supply chain realignment continue to have on the region and how can this unlock new trade opportunities for global firms and financiers?
- Inventory solutions market: The growing appeal of strengthening supply chain lifecycles in CEE, and using inventory management tools to ease balance-sheet cost pressures, identify corporate vulnerabilities, and enhance liquidity and customer-supplier relations
- How are firms navigating inflation and finance facilitation hurdles, and how does supply chain reorientation impact corporate operational pressures?
- What can draw major corporates from Europe and further afield to set up in the region as part of the process of supply chain derisking? How can the CEE region serve as a warehousing and logistical hub for corporates looking to manufacture and export?
- What does operating in the region mean for working capital and FX across supply chains? How are treasurers adapting operational and strategic objectives in line with any supply chain realignment?

**Moderator: Alexander Plekhanov**, Director, Transition Impact & Global Economics, European Bank for Reconstruction and Development (EBRD)

**Dhresh Dave**, Head of Product, Structuring & Legal, Falcon Group

**Orhan Özalp**, Chief Country Officer for Türkiye & Head of ICG & GEM for CEE & Türkiye, Deutsche Bank

10.15-10.50 Networking break

10.50-11.35

### Financing gaps for SMEs, flexible working capital and the growth of SCF

On the heels of market events like the ongoing Ukraine conflict, economic volatility has kept trade finance access under pressure, with liquidity shortfalls felt at the global level for corporates and financiers, and on the ground for SMEs and local and regional banks. As a consequence, regions like CEE have seen an uptick in appetite for open account receivables and supply chain finance, as vanilla products like letters of credit become more costly. With banks, multilaterals and export credit agencies looking to mobilise credit in the local market, and help address deficits in trade finance facilitation, this industry-focused session will consider the following:

- What are the emerging priorities for plugging trade finance gaps and developing lender and credit capacity for large corporates and SMEs? How does the CEE market differ in its trade financing needs?
- How might the family of open account financing options continue to evolve and meet working capital needs, and to what extent can they facilitate fresh trade links for firms operating in the CEE region?
- Examining the rise of buyer-led supplier finance programmes, challenges with onboarding and how such programmes derisk engagement with smaller local suppliers
- Primary barriers to local and regional liquidity like escalating lender risk and the retreat of corresponding banking, and how multilateral, DFI and ECA trade facilitation programmes might continue to increase bank appetite
- How is the trade finance product offering evolving in line with the above trends and to what extent are banks and other providers looking to tailor products in line with future market needs?

**Moderator: Marco Nindl**, Associate Director, Trade Facilitation Programme, European Bank for Reconstruction & Development (EBRD)

**James Sexton**, Director for Relationship Sales, Stenn International

**Olena Gryniuk**, CEE Director, SME Banking Club

**Anzhela Barseghyan**, Director of Trade Finance & Correspondent Relationship Department, ArmSwissBank

**Matti Malminen**, Vice-President, Trade & Export Finance, Trade Compliance, Konecranes

**Gennadiy Khelemsky**, Advisor to the Chief Financial Officer, D.Trading

11.35-12.15

### Sanctions compliance, technological solutions and keeping credit lines open: The journey so far (and to come)

The patchwork of sanction regimes targeting Russia has not only impacted European trade and finance linkages but has also accelerated the trend of bank derisking across Europe and Central Asia, with trade finance liquidity barriers and currency shortages becoming even more pronounced. As banks, corporates, shippers and others navigate a complex and often opaque framework for sanctions compliance, what steps can firms and financiers take to improve compliance and minimise regime violations? How can the region shed the perception of risk and what priorities can be set to safeguard future trade finance facilitation?

This session will consider lessons learned after nearly two years of sanctions compliance, looking at the impact of Anti-Money Laundering and Know Your Customer processes for financing trade, how banks, shippers and insurers have improved circumvention detection, and what further steps can be taken to ringfence working capital and trade finance facilities from future derisking. The discussion will also assess the development of digital and technology-led solutions for screening vessels and wider compliance needs, including how developers are keeping ahead of emerging circumvention risk, and innovating client services for improved compliance and risk management.

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

**Elitza Kavrakova**, Group Head of Institutional Clients, Raiffeisen Bank International

**Anna Brod-Ohana**, Associate Director, Trade Facilitation Programme, European Bank for Reconstruction & Development (EBRD)

**Dr Tobias Miarka**, Head of Corporate Banking, Coalition Greenwich

**Tomasz Dyrda**, Partner, Forensic & Integrity Services, EY

**“Great to see a rich variety of viewpoints and expertise with some stellar content.”**

**J Allsopp**, FINN Partners

## Tuesday 8 October Afternoon

12.15-12.25

### Emerging corridors and a stock-take on CEE-Ukraine commodity flow

Since the start of the Ukraine war disruption to supply chain and trade corridor interlinkages has been significant, with the CEE region on the front foot as Europe-Ukraine trade relationships adapt and evolve. Exports to Ukraine from the EU have grown significantly since 2022, as land border crossings become increasingly pivotal for EU-Ukraine trade, regional corporates and financiers continue to build new solutions for Ukrainian commodity trade.

Providing an outlook on emerging trade shifts and CEE-Ukraine trade flow, this keynote session will be joined by Lance Luo, Journalist & Ukraine Specialist, D&I Portfolio Manager, BBC Monitoring as he examines the trajectory for energy and agri-food commodity trade, and how the continued redirection of Ukrainian trade through CEE is changing CEE-Ukraine trade flows, and relationships with key CEE transit countries like Poland and Hungary.

12.25-13.10

### Charting the future for export credit: Capacity needs and long-tenor projects, navigating risk and Ukraine reconstruction

The footprint of export credit agencies (ECAs) is well trodden throughout the CEE region, from working capital provisions and trade facilitation coverage for exporters seeking to access markets such as Africa and Asia to how ECAs from across the globe are looking to provide financing, guarantees and political risk coverage for both Ukraine's reconstruction and to boost infrastructure capacity in neighbouring markets to ensure the flow of trade throughout the strategically crucial Black Sea region.

Points for consideration will include the extent to which ECAs are tapping into such opportunities and their longer-term strategies for doing so, and the rise in commercial risk resulting from debt and political instability. Public-private priorities for Ukraine's reconstruction will also be considered, including credit and political risk capacity needs for its project pipeline and the steps sovereigns can take to derisk/reduce commercial costs with lenders, as well as the challenges faced in securing sufficient support from the private insurance market and their appetite for supporting such ambitious plans.

**Moderator:** Lance Luo, Journalist & Ukraine Specialist, D&I Portfolio Manager, BBC Monitoring

Petra Rauscher, Executive Director, Head of Export & Investment Finance, Raiffeisen Bank International

Guillaume Simonnet, Director, Financial Solutions, Willis Towers Watson (WTW)

Łukasz Kowalski, Strategic Client Director, KUKE

13.10-14.20 Lunch

14.20-15.05

### Shifting sands for regulation: Getting ahead of trade finance risks and digital document innovation

In recent years the scope of regulatory developments has gathered pace, with banks, corporates, shippers and other trade stakeholders navigating a widening web of rules and compliance. Paperless digital trade documents have been given legal recognition through the recent Electronic Trade Documents Act (ETDA), and following a United Nations initiative for creating a negotiable cargo document, its new legal framework seeks to create a bill of lading that can be used by any mode of transport. In other areas trade financiers continue to ready themselves for Basel III, and its obligations on capital, liquidity and risk requirements, and across the region rules and licenses for factoring continue to evolve and open new opportunities for trade finance access for small businesses.

This in-depth session will consider the impact of such changes on the market and how they might specifically affect the CEE region, from the outlook for credit availability and effort to ringfence liquidity and keep credit lines open in the face of greater counterparty risk, to how institutions are updating their internal processes to adapt to digital documents, and the ramifications of this potentially revolutionary change throughout the wider ecosystem.

**Moderator:** Eleonore Treu, Legal & Director of ICC Austria Trade Finance Week, ICC Austria

Yanying Li, Legal Officer, United Nations Commission on International Trade Law (UNCITRAL)

Tsolmon Bat-Erdene, Manager, FI and TF, Khan Bank

Omer Guy, General Counsel, Digital Container Shipping Association (DCSA)

15.05-15.50

### Showcasing the regional fintech and regtech ecosystem and its growth trajectory

As with many other global markets, Europe has seen a flurry of tradetech activity in recent times, with an expanding ecosystem of providers bringing innovative products, technologies and services to the market to meet a number of challenges, from meeting ESG requirements to increased risks around financial crime to the often prohibitive costs associated with manual trade processes.

This showcase-style session will explore how the fintech and regtech sectors are working collaboratively to find answers to a range of questions, from how digital financing platforms help simplify connections between buyers and sellers, provide access to wider pools of capital and help bring a greater range of financing products to the market, to the role digital offerings can play in harvesting and utilising key industry data, potential use cases for APIs, DLT and AI, and how the growth of digital-only banks and other non-bank providers has changed the complexion of a fast-moving and competitive landscape.

**Moderator:** Dr Maria Mogilnaya, Member, CEE Regional Committee, ITFA

Taavi Tamkivi, Chief Executive Officer & Founder, Salv

Juraj Kralik, Chief Product Officer & Co-Founder, Widen

Cristian Ionescu, Chief Growth Officer & Founder, Instant Factoring

15.50-16.10 Networking break

“Very informative sessions that give helpful insights on the emerging trends on trade finance, and learning opportunities to hear how other players are solving current challenges faced.”

C Baumann, BNP Paribas

16.10-16.55

### Changing trade flows and seizing new opportunities for exporters

With its geostrategic position as an access point into Europe, Central Asia and the Middle East, the CEE region looks set to be a thriving market for trade activity over the coming years, benefiting from a strong and expanding manufacturing and supply chain base, a growing stock of warehousing capacity, and emerging reputation as a stable export hub. With the disruption to value chains that has characterised the past few years showing few signs of ending and with primary export markets such as Russia, Ukraine and Belarus either closed off or severely constrained, new export destinations are emerging for the region's corporates.

This closing plenary session will consider how fractured supply chains are opening avenues to markets such as Sub-Saharan Africa and Asia Pacific, previously seen as hard to access or with no previous trade relationship. The discussion will seek to assess how companies can compete against rival exporters from more established trading partners, from leveraging its competitive advantages to addressing financing challenges such as banking costs and currency restrictions, whilst also considering how evolving product offerings from receivables financing to buyer credit can improve the export prospects of the region. The conversation will also consider some of the key industry sectors being targeted, assess the role of export credit agencies and share experiences of dealing with sovereigns.

**Moderator:** Will Day-Robinson, Director, Credit & Political Risks, Tysers

Andrii Romanov, Deputy Head of Trade Finance, Ukrgasbank

Markus Hoskovec, Managing Director & Head of Export Guarantees & International Finance, OEKB Group

Filipe Gonzaga, Managing Director, Bryce SA

Dominik Zimmer, Executive Director, Head of Trade & Export Finance, Bayern LB

16.55-17.00

### Chair's closing remarks

Raphael Minder, Central Europe Correspondent, Financial Times

Followed by evening networking reception

## PLATINUM &amp; DRINKS RECEPTION SPONSOR



## SILVER SPONSORS



## HOST PARTNER



## CO-SPONSORS



## INSTITUTIONAL PARTNERS





# GTR CEE 2024 VIENNA

## Ways to register

Or:

Email: [events@gtreview.com](mailto:events@gtreview.com)

Web: [www.gtreview.com/gtrcee](http://www.gtreview.com/gtrcee)

Phone: +44 (0)20 8673 9666

An invoice will be issued to the email address provided, payment can be made via a bank transfer or credit card, a payment link will be provided.

## Pricing details

Corporate rate €299 +20% VAT\* ☐

Corporate rate passes are available for non-financial companies only, and applies to exporters, importers, distributors, manufacturers, traders and producers of physical goods and products.

Standard rate €1,195 +20% VAT\* ☐

Standard rate passes are for all bookings that do not qualify for the corporate rate. This applies to financial institutions, consultants, lawyers, insurance brokers and all other financial service providers.

### Young Professionals Pass *(Limited free tickets available)*

To qualify, you must be under 25 years old, with less than three years of experience in the trade finance industry. Limited to 2 events per year. 20 passes are available for this event, limited to 2 passes per institution, and cannot be combined with other promotions. Confirm your eligibility by contacting [yp@gtreview.com](mailto:yp@gtreview.com) with your work email address, LinkedIn profile, and age.

### 15% Multi-booking discount available

For multiple bookings please email [events@gtreview.com](mailto:events@gtreview.com)

If you are unsure what rate to book or need to book multiple registrations under the same company, please contact our booking team at [sales@gtreview.com](mailto:sales@gtreview.com)

\*By booking, you agree to GTR's Terms & Conditions, including Cancellation Policy.

### Add a GTR Subscription

Save over 10% on an online subscription

1-year online-only subscription €350 ☐

## Delegate information

For multiple bookings please email [events@gtreview.com](mailto:events@gtreview.com)

First name

Last name

Job title

Department

Organisation

Address

Postcode/Zip

Country

Telephone

Email

Signature

## Terms & conditions

- Confirmation:** Booking confirmation will be sent to you immediately for all bookings. If you have not received an email confirmation within 24 hours of making the booking, please contact the team at [events@gtreview.com](mailto:events@gtreview.com) or on +44 (0)20 8673 9666.
- Payment** (including VAT) must be made in full prior to the start of the conference. GTR retains the right to refuse entry in case of non-payment. Payment can be made through Credit Card online, via telephone or by sending our Events team a completed Credit Card Authorisation form.
- All delegates who have not paid prior to the conference will be denied entry.
- Transfers:** If you cannot attend a conference, you can transfer your place to another individual. Places can be transferred at any time up to and including the day of the conference. Please note an additional charge may be applicable if the new attendee is not entitled to the same rate.
- A delegate place can be transferred to another conference, if the request to us is received more than 5 working days before the conference. Please note additional charges may be applicable. A delegate can only transfer their place a maximum of two times, after which they will incur a 20% administration fee.
- Cancellations:** All delegate cancellations must be made in writing to [events@gtreview.com](mailto:events@gtreview.com). The charge for cancelling your booking is:
  - 1 month before the conference: 90% refund of the full cost
  - 5 or more working days before the conference: 80% refund of full cost
  - 5 or less working days before the conference: no refund
- 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.

Please note that all confirmed registrations are subject to the **event terms and conditions**. Should you have any queries, please contact our team at [events@gtreview.com](mailto:events@gtreview.com) or on +44 (0)20 8673 9666.

☐ I can confirm that I have read and agree to the terms and conditions.

☐ I would like GTR to contact me about future events.