

Charting Africa's trade,
export and infrastructure
trajectory from London

GTR AFRICA 2024 LONDON

#GTRAfrica

Convene 155 Bishopsgate, Liverpool Street (Finsbury Suite, Level 2)
London, UK, November 14, 2024

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Taking place in London on November 14 and exploring the key trends and latest developments across the African and global landscape, GTR Africa 2024 London will welcome over 450 delegates from all corners of the trade, export and infrastructure finance market.

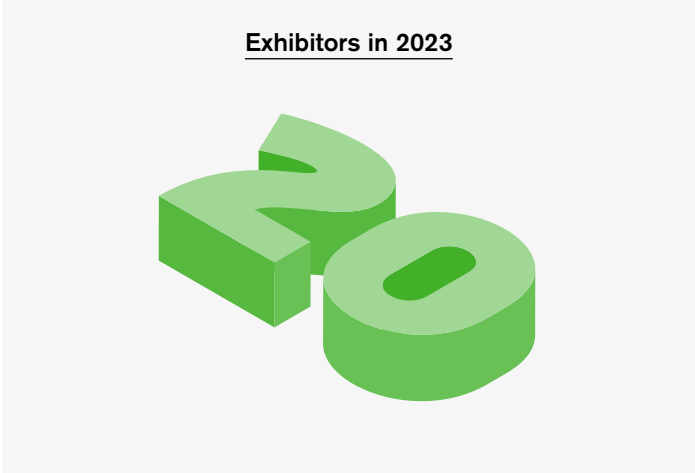
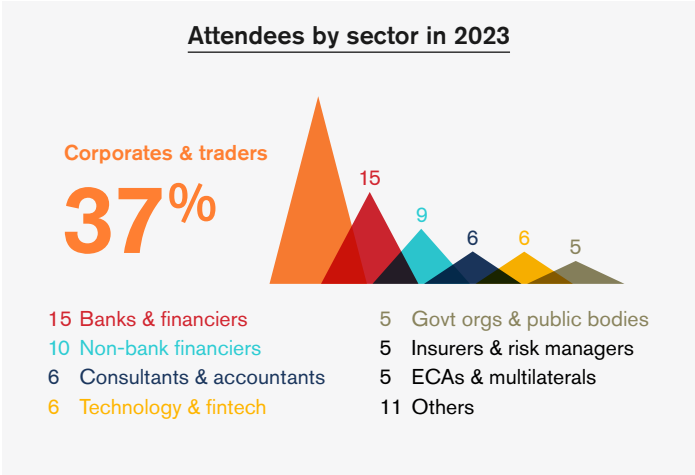
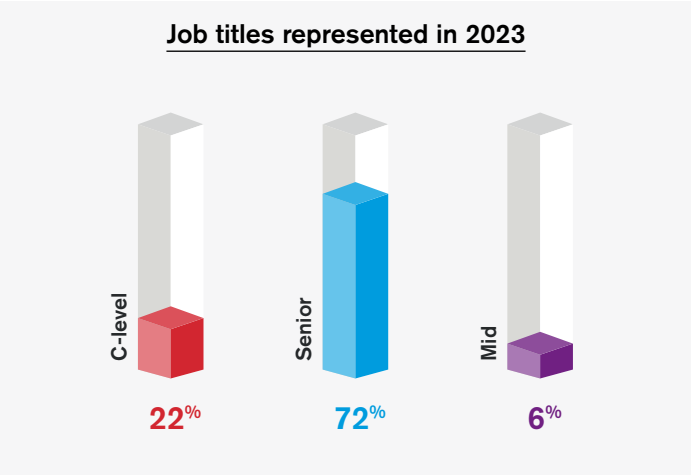
Hear from over 50 key experts as they dive into the most prominent topics of discussion including the challenges faced across African trade finance lending, SME and corporate liquidity, export financing and sovereign debt, and the rapidly changing dynamics of a turbulent global economic landscape and emerging opportunities for African trade.

With over 3 hours of networking opportunities, including an evening networking reception, don't miss your chance to catch up with old friends and build those crucial new market connections at the UK's leading and unrivalled Africa-focused trade and export financing conference.

GTR looks forward to welcoming you!

**Convene 155 Bishopsgate, Liverpool Street
London, UK**

November 14, 2024



Find out more

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Business Development Manager
+44 (0)20 8772 3004
[Click here to email](#)

Jack Longman
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Thursday 14 November **Morning**

09.00-09.05

Chair's opening remarks

Nastassia Arendse, Business Anchor, CNBC Africa

09.05-09.35

Emerging pressure points and fresh trade opportunities: A macro-economic analysis for African trade

Like many regions Africa continues to weather a variety of challenges such as inflationary, interest rate and FX pressures complicating trade financing, to a growing spate of geopolitical flare points. While conflict in the Red Sea has disrupted trade flow revenues in North Africa ports across the South have pinched a windfall in maritime traffic, and similarly as Africa's global trade and export volumes contracted in 2023, intra-African trade expanded. With the prospect of global instability risking further volatility for African trade, how can African exporters and trade financiers prepare themselves against future risk, and seize emerging opportunities in a shifting global landscape?

This opening keynote plenary will consider the trajectory for liquidity markets and sovereign financing, how credit needs might evolve and how the continent can leverage its strengths against peer regions like Latin America and South East Asia. Following the rerouting of maritime vessels discussion will also examine areas including trade infrastructure, and the priorities for enabling domestic trade capacity and overcoming short and long-term financing barriers. With the return of a Trump presidency now on the horizon analysis will lastly consider how nations might navigate further global trade splintering, and ringfence trade-based relationships and alliances on the global platform.

Razia Khan, Managing Director, Chief Economist, Africa & Middle East, Global Research, Standard Chartered

09.35-10.15

The long-term infrastructure outlook: Getting finance models right for intra-African development

One of the largest roadblocks to intra-African trade is a shortfall in quality cross-border infrastructure, with trade connectivity between African nations complicated by an unintegrated network of highways and logistics, and custom regimes that vary nation-to-nation. The African Continental Free Trade Area (AfCFTA) hope to narrow the physical and regulatory barriers inhibiting intra-African trade, whilst in response to disruption in the Red Sea coastal and island ports have seen sharp increases in maritime activity. These ports have also revealed capacity shortfalls however, with many African locations struggling to meet demand and thrive as a logistical hub. This panel will assess the variety of policy and financier solutions emerging to build and future-proof African infrastructure for exports and trade facilitation, looking at:

- AfCFTA developments: Assessing progress in policy implementation and early trade trials, and the identification and financing of physical infrastructure deficits to enable cross-border trade
- The outlook for multilateral and DFI finance for regional infrastructure connectivity, and de-risking investment for commercial bank activity in infrastructure integration
- Strategies for fixing capacity issues and making Africa a strategic port hub, from investment needs for modernising port operations to expanding bunkering and cargo handling facilities for trade facilitation

Moderator: Gabriel Buck, Managing Director, GKB Ventures

Dayo Idowu, Partner, Olajide Oyewole (DLA Piper Africa, Nigeria)

Francois Penetier, Regional Head - Origination and Client Coverage, UK Export Finance (UKEF)

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

Guillaume Carta, Investment Director, GuarantCo

10.15-11.00

Climate-aligned infrastructure and the scope for alternative finance solutions

One of the key consequences of economic volatility has been the continued lag in infrastructure investment, with estimates for Africa's infrastructure funding needs hovering at around US\$150bn a year for key provisions like water, roads and energy. With many African markets requiring significant support for energy capacity and transition needs, the financing community continues to navigate the ESG and financing rules that underlay the market, from energy project eligibility conditions under the OECD Agreement to the risk appetite of banks to finance projects. As these vectors can often complicate and delay project negotiation and delivery, the need for agile funding options is key for getting climate-aligned infrastructure off the ground. This panel will consider priorities for delivering projects and emerging/potential finance solutions including the role that Export Finance can play alongside other funding and credit capacity sources, looking at:

- Emerging funding sources in the export finance market and the role of ECAs, banks, funds and DFIs
- Priorities for creating a landscape for private investor incentivisation
- Risk protection products for institutional investors and other non-traditional financiers, de-risking engagement for Africa's green energy financing
- Convergence of funding sources: How can DFIs, ECAs and other sources of capital be harnessed and optimised for transactions?
- The importance of an Impact vs E&S risk management approach

Moderator: Chris Mitman, Managing Partner & Head of Origination, Acre Impact Capital

Simon Rankin, Head of International Syndications, Absa Securities Limited

Markus Sluga, Head of International Structured Finance, VAMED

Kam Hessling, Senior Director, Loan Markets Association

Simon Bessant, Director, The Texel Group.

Regional Expert:

Gwendolyn Zorn, Head of Impact, Acre Impact

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J Benoit, Panda Cyber Motors

“Excellent conference, good attendees and thought-provoking content.”

N Earlam, Plexus Cotton

11.00-11.30 Networking Break

Thursday 14 November **Morning Stream A**Select either **Stream A** or **Stream B****Stream A**

11.30-11.35

The inaugural TF COP meeting: A fresh approach to the trade finance gap

Multiple strategies to close the trade finance gap have been trialed over the years, and while many solutions remain steadfast in pressing ahead, the credit shortfall continues to grow, estimated now to be around \$2.5 trillion globally. With African credit needs often at the epicentre of the financing gap, a new initiative by the International Trade and Forfeiting Association (ITFA) is tasked with definitively addressing the root causes.

In this keynote address **Duarte Pedreira**, Co-Chair, TF COP, **Makiko Toyoda**, Co-Chair, TF COP and **Ahanna Anaba**, Chair of the Africa Working Group, TF COP & Head of Sales, Digital Solutions & Partnerships, Finverity will present on the Trade Finance Conference of Parties (TF COP), an inaugural meeting spearheaded by ITFA that brings together tailored and practical solutions for overcoming credit challenges, and its determination to close the trade finance gap by 2040. Through collaboration between key ecosystem stakeholders and aligning capital and risk appetite, TF COP marks the beginning of a new platform for channelling public-private solutions and tackling the finance gap once and for all.



11.35-12.20

Expanding bank capacity at the local level and what can global FIs and multilaterals do to support capacity-building?

Reliable access to trade finance liquidity is essential for enabling African trade. However, constraints to capital pools and connection with global banking are factors that often inhibit local lender capacity. Poor connections to global credit lines, correspondent banks and foreign exchange reserves complicate trade finance transactions, although through solutions such as increased collaboration and better regulatory compliance barriers to local lending capacity may be overcome. This plenary session will consider how African banks and their global banking partners can improve trade finance capabilities and support Africa's capacity for lending, looking at:

- Bank de-risking: Improving African banks' regulatory compliance and connection to correspondent lines, and priorities for growing fraud detection capabilities and Anti-Money Laundering and Know Your Customer practices
- Risk-sharing with global FIs, DFIs and multilaterals, and pooling resources and guarantees between lenders to capacity-build for local banks
- What technical knowledge improvements can be made across local African banks, and how can DFIs build an intra-African approach to addressing the knowledge gap and enhancing trade finance operations?
- What change is needed from global financiers to unlock their risk appetite for Africa and provide adequate liquidity flows to local lenders?

Moderator: **Natalia Andrew**, Head of Multinationals & Financial Institutions, Zenith Bank (UK)

Enga Kameni, Senior Manager, Legal Services, AfreximBank

Clarine Stenfort, Global Trade Finance Head, Multilateral Investment Guarantee Agency (MIGA)

Rima Kalai, Executive Director, Asset Distribution, ATF Finance Limited

Tim Bescoby, Manager, Business Integrity & Corporate Governance, British International Investment (BII)

12.20-13.05

Working capital needs for African SMEs and the scope for structural and credit solutions

Accessible working capital and trade credit liquidity is essential for African SMEs and corporates, however with the continent's trade finance gap growing, the supply of adequate resources is often in short supply. In a trade climate marked by volatility to currency rates, borrowing costs and hard currency, the need for quick and available credit services is key to meeting Africa's domestic and global trade needs. This session will examine the spread of solutions to address the trade finance gap and unlock working capital that meets African exporter needs, such as:

- Capital pools at the global level and how African banks can leverage innovation to simplify foreign currency access for African SMEs
- Open account products and addressing structural barriers that limit invoice and receivables finance to African corporates
- Priorities for growing cash flow and payment cycle solutions including supply chain finance and factoring, and overcoming legal and regulatory hurdles in the African market
- Expansion strategies for digital credit solutions and how local banks and fintechs can collaborate on adoption and widening innovation for payments and financing

Moderator: **Florian Wicht**, Regional Lead, Trade & Supply Chain Finance, Africa, International Finance Corporation (IFC)

George Wilson, Head, International Trade, Investec

Kuben Pillay, Managing Director, Pan African Trade & Working Capital - Corporate Sales, Absa Corporate & Investment Bank

Bob Blower, Director, CertiQi

Nathalie Louat, Global Director, Trade & Supply Chain Finance, International Finance Corporation (IFC)

Sam West, General Manager, Africa Global Trade Finance

"Thank you for an amazing event. It was well-organised, warm, focused, and very efficient. Meeting all relevant people in the industry in one place, in a very warm and enjoyable atmosphere really helps creating new business and new partnerships."

R Shalita, Bluebird Finance

"GTR Africa provides the perfect opportunity and leverage for discussing and networking to open up pathways for business growth and expansion."

B Abodunde, Providus Bank

13.05-14.00 Lunch

Thursday 14 November **Morning Stream B**Select either **Stream A** or **Stream B**

Stream B

11.30-12.15

Getting liquidity right for soft commodities and supply chain resilience

Across Africa the agriculture sector remains critical for SME export trade, national revenue and food security, and in recent years climate risk and the volatility of prices and currencies has been a particular challenge for farmers and commodity traders. With financier appetite weakening, Africa's agribusiness sector must combat and increasingly high perception of risk, with countries like Ghana seeking to mitigate high borrowing costs by replacing its decades-long pre-export finance model for cocoa. For many economies however, keeping credit lines open and directing liquidity into the right pockets of the supply chain remains key, with this panel considering how financiers and other stakeholders can expand trade finance facilities in a volatile market and support local farmers, looking at:

- Solutions for structural barriers including financier risk-sharing to build local lender capacity, using policy and technological tools to mitigate collateral and creditworthiness barriers
- Strategies for keeping borrowing costs affordable to African producers while mitigating investment risk for creditors and traders
- Optimising trade finance products for pre-shipment production and working capital for supply chain resilience and enhanced food security
- Emerging policy and financier options to mitigate currency, FX and cash flow volatility for SME producers, and latest progress on streamlining signals for prices and commodity trade

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

Pierre Ligneul De Villeneuve, Head, Commodity Trade Finance, International Finance Corporation (IFC)

Bharat Gupta, Senior Vice President & Head, Trade & Structured Finance, Asia, Europe, Middle East & Africa, Olam Agri

Nico Hamman, Chief Financial Officer, Rand Agri

Charles Owen, Chief Executive Officer, Red Sky

12.15-13.00

How can Africa develop its critical minerals market while locking-in domestic value?

The market for critical minerals and mining in Africa will continue to grow as the momentum behind the energy transition accelerates, with the continent holding around 30 percent of the world's reserves and a high share of resources like cobalt, copper and lithium. Several challenges remain for the African market however, from investment shortfalls and the legacy of high inflation and borrowing costs to the extraction and exporting of raw materials for processing, preventing African economies from 'locking-in' the value of the metal trade. With these interlacing challenges requiring action at the corporate, long-term finance and sovereign level, this session will examine how Africa can boost market capacity while growing its domestic share of value-added trade, looking at:

- Emerging operational hurdles for African mining corporates and solutions for working capital, accessing affordable credit pools and optimising cash flow and conversion cycles
- The spread of political risk across African markets and how lenders, insurers and policy initiatives can further de-risk activity and attract investor appetite
- Developing domestic processing capacity and priorities for building resilient supply chains, working with ECAs and long-tenor finance for infrastructure construction
- Taking advantage of US, EU and China competition for African mining rights and locking in value and wealth for regional markets

Moderator: **Jeff Ando**, Director, Content & Production, Global Trade Review (GTR)

Rebecca Harding, Founder, Rebeccanomics

Simon Munns, Head of Institutional Sales, SD Capital

Will Talbot, Principal Analyst, Nickel & Cobalt, Benchmark Mineral Intelligence

Thomas Reis, Chairman, UK-Angola Chamber of Commerce & Co-founder & Managing Director, JegeReis

13.00-14.00 **Lunch**

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Thursday 14 November **Afternoon Stream A**Select either [Stream A](#) or [Stream B](#)

Stream A

14.00-14.45

A trajectory for export credit deals and the impact of OECD reform on demand

Appetite for export credit projects in Africa has begun once again to gather pace, as activity following the post-Covid slump returns to form with US\$23bn in new medium and long-term (MLT) business in 2023, up from US\$14bn and US\$12bn in 2021 and 2022 respectively. While increased volumes of syndicated MLT loans is a positive sign for the confidence of global FIs and ECAs for big-ticket projects, the full impact of last year's modernisation of the OECD Arrangement protocols remains to be seen. The extension of repayment terms offers greater accessibility to borrowers but also increases tenor costs for lenders, and whether the application of these changes will lead to greater competition with non-OECD export creditors is also uncertain. Evaluating the trajectory of the ECA market, this session will assess the ongoing impact of agreement reform and whether ECA practitioners are going far

enough to deploy products in the right spots, considering:

- A stocktake on new project transactions and the influence of agreement reform, and how sovereigns, lenders and insurers are balancing greater tenor opportunities with the market's growing stock of debt risk
- How can the role of local and regional African banks be expanded in ECA projects and transactions, ensuring that local firms and EPCs achieve greater representation in infrastructure projects?
- The landscape of debt distressed and restructured/restructuring economies: Are African borrowers being served adequately? Should the market widen its use of blended and concessional finance for syndicated export credit loans?
- The financing and export opportunities emerging for OECD deals in Africa: What is the outlook for competition with other market players like China?

Moderator: [Mark Norris](#), Partner, Sullivan & Worcester

Ram Shalita, Chief Executive Officer, Partner, Bluebird Finance & Projects

Aymeric Perrin-Guinot, Senior Transactor, Export Credit Agency Finance, Rand Merchant Bank (RMB)

Greg Fyfe, Head, ECA Finance, Standard Bank

Katarina Hirsch, Senior Underwriter, Infrastructure & Telecom, EKN

Jan-Philipp Apking, Executive/Head of Division Underwriting & Risk Management, Euler Hermes Aktiengesellschaft

14.45-15.30

Sovereign debt frameworks and the outlook for reform: Optimising architecture for African sovereigns

The high interest rate environment and reticence to lend among global banks and FIs remains a particular challenge for Africa, however the return of Eurobond issuances to countries including Côte d'Ivoire, Kenya and Senegal is a welcome dose of optimism to bond and investor appetite, and Common Framework debt restructuring continues to offer respite to debt distressed economies. Structural factors to debt serviceability remain however, from credit downgrades and rising external debt stocks to high borrowing yields on Eurobonds. With challenges to sovereign financing and debt management increasingly multifaceted, this plenary will examine reform priorities to sovereign debt architecture and what banks, multilaterals, and African governments would like to see from capital market reform, looking at:

- What was successful from recent restructuring deals and how these could be applied to future debt reform, including rearrangements to repayment terms and maturities, and managing renegotiations with bilateral, multilateral and private creditors
- Trajectory of the 'Africa Premium': How can global creditors reduce structural costs and barriers for African sovereigns accessing capital markets, and help borrowers avoid continued debt cycle risk?
- A wish list for the reform of global sovereign credit architecture: Widening options for concessional finance and the prevalence of commercial debt, and accelerating the timeframe for debt restructure
- How African nations can optimise debt sustainability against the spread of volatile commodity prices, hard currency liquidity shortages and political risk

Moderator: [John Lentaigne](#), Head of Credit & Political Risks, Tysers

Michael Doran, Partner, DLA Piper

Sujithav Sarangi, Executive Director, Structured Export Finance, Standard Chartered

Werner Grub, Managing Director & Head of Origination, EIFO

15.30-16.00 **Networking Break**

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A Anaba, Finverity

“The energy and the quality of debate was outstanding. The networking opportunities were limitless. It was a thoroughly enjoyable experience with a lot of food for thought.”

T Ariyo, Diaspora World

“Another excellent GTR conference, combining great panel sessions and networking.”

D Broom, Arqit

Thursday 14 November Afternoon Stream B & Plenary

Select either [Stream A](#) or [Stream B](#)

Stream B

14.00-14.45

Looking back and looking forward: The capacity appetite for Africa's CPRI market

Demand for CPRI coverage experienced a strong return in 2023 across the African market, with expansion in both trade credit insurance and capacity for MLT business on the rise, with the latter benefiting from a firm period of growth for the export credit market. Capacity continues to target trends seen across the market, such as commodity trade and food security as well as the need for a more diversified private insurance market, with new players entering the field to meet the trade and political risk vectors varying across the continent. Africa remains a hotspot for the uninsured however with many large providers continuing a flight to quality, and currency and liquidity hurdles enduring for African lenders and SMEs. This session will explore emerging trends in insurance capacity demand and how shifting green shoots and flare points at the global and African level might influence capacity provisions, looking at:

- Activity in the sovereign debt and Eurobond market and how risk profile shifts have influenced capacity spreads and the appetite of insurers
- The evolution of trade credit facilities to meet liquidity and hard currency shortfalls, and the currency and FX volatility continuing to impact African SME trade
- How is competition across Africa's private insurance market influencing product offering? What might the entrance of more nascent players mean for the region's pockets of capacity shortfalls?
- The long-tenor outlook: With a strong return to growth for the ECA-backed infrastructure market how might private insurers balance the renewed appetite among governments and financiers with a country risk spread that remains volatile?

Moderator: Alison Penfold, Executive Director, WTW
Lydia Allen, Senior Broker, BPL

Caroline Coulson, Chief Underwriting Officer, Pernix Speciality

Stuart Hulks, Global Head of Corporate Insurance & Export Credit Agency Financing, Rand Merchant Bank (RMB)

Alastair Mcleod, Senior Vice-President, Credit Specialties UK, Marsh Specialty

Nick Oxley, Lead Underwriter, MS Amlin

14.45-15.30

Trade trends in North Africa and strategies for local bank and liquidity resilience

One of the often overlook regions on the African continent is North Africa, which despite a combination of inflationary pressures and the enduring circuit of debt, currency and liquidity crunches continues to show both trade and economic resilience. An exit of Western banks over the last decade has reinforced the role of local lenders as regional capacity providers, and as disruption in the Red Sea continues to impact Suez Canal revenues, the need for financing support and enabling new trade opportunities remains high. This panel will consider the outlook for liquidity needs across North Africa and priorities for meeting the region's finance challenges, looking at:

- Macro pressure points and emerging solutions for servicing external debt, mitigating currency and FX volatility, boosting local bank capacity for foreign currency and working capital facilities
- The trajectory of regional bank operations across North Africa, how native lenders and Western FIs can cooperate on market capacity, banking unbanked users, and expanding finance products to meet food security and wider SME needs
- ECA appetite in North Africa and the growing opportunities for energy project infrastructure, strategies for mitigating credit and political risk for financiers and insurers

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

Amine Mouffok, Director, Financial Institutions, North Africa, Middle East & Asia, BACB

Ime Ekong, Director, Global Business Development, Export Development Canada (EDC)

Aden Nguyen, Chief Business Officer, National Bank of Egypt

Carl Ellerington, Executive Director, Credit Risk Solutions, Howden Group

15.30-16.00 Networking Break

16.00-16.50

Shifts to global trade and economic blocs, and Africa at the centre of fresh trade opportunities

Influenced by a global landscape that continues to create shifts in trade openness, multilateral trade relations and supply chain linkages, Africa stands at a pivotal moment to reshape its trade relations. With deepening trade and investment ties between Africa and the Gulf Cooperation Council (GCC), the enlargement of the BRICS to new African members and efforts by the UK to expand UK-Africa trade flow, the continent has a widening pool of partner options each with unique opportunities for trade finance and exports. As events across markets and geopolitics shift centres of gravity and the strategies for addressing bottlenecks and seizing trade opportunities, this closing plenary will examine the outlook for African connections with traditional and emerging markets, and how wider trade finance links can be built, considering:

- The spectre of continued trade bloc splintering and fresh trade costs and barriers, steps African firms

and supply chains can take to mitigate disruption and reinforce links with traditional markets

- Appeal of the BRICS: Expansion to African economies and what the potential for easier local currency trade transactions might mean for ease of business in Africa and bank connectivity
- Emerging GCC-Africa trade corridors and the outlook for infrastructure investment including growing import and export trade volumes
- With many European banks leaving the continent in recent years, how might other lenders fill the vacuum and improve their footing in the local African banking market? What impact might this have on the currency and liquidity barriers that endure at the local level?
- Examining the progress made in UK-Africa trade linkages and the priorities for overcoming trade policy barriers and expanding finance and export cooperation

Moderator: Nastassia Arendse, Business Anchor, CNBC Africa

Olukorede Adenowo, Chief Executive Officer, FirstBank UK Limited

Natasha Abdulelah Saleh, Project Manager, Abu Dhabi Export Office (ADEX)

Mubarak Elegbede, Division Manager, Trade Finance, Africa & Latin America Division, International Islamic Trade Finance Corporation (ITFC)

Nicholas Oliver, Managing Director, Globespan Infrastructure

16.50-16.55

Charity partner closing remarks

Clare Hunter, Trustee, Mary's Meals

16.55-17.00

Chair's closing remarks

Nastassia Arendse, Business Anchor, South African Broadcasting Corporation (SABC)

Followed by evening networking reception

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