

Mapping a trade

landscape in transition

GTR NORDICS

2024 STOCKHOLM

#GTRNordics

Radisson Blu Waterfront Hotel, Stockholm, Sweden
November 27, 2024

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Set to welcome over 600 participants and still undisputed as the region's premier annual trade financing event, GTR Nordics returns to Stockholm on November 27 to deliver the latest insights on the evolving opportunities and challenges impacting Nordic trade, export and supply chain financing.

The conference will feature a packed day of debate between the market's leading trade practitioners and extensive opportunities to access unmatched networking potential.

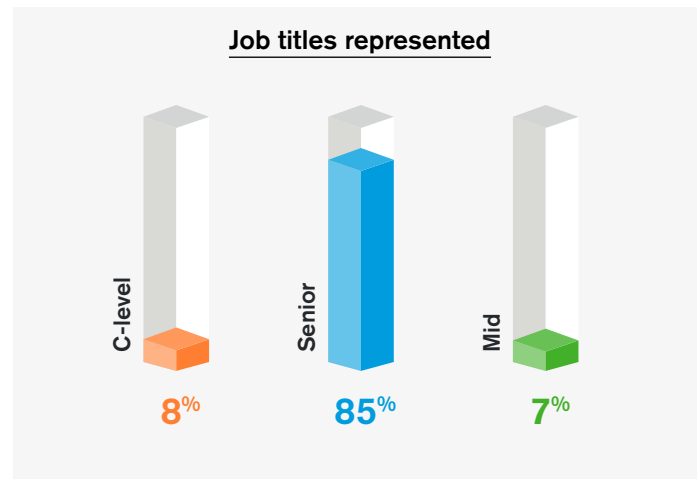
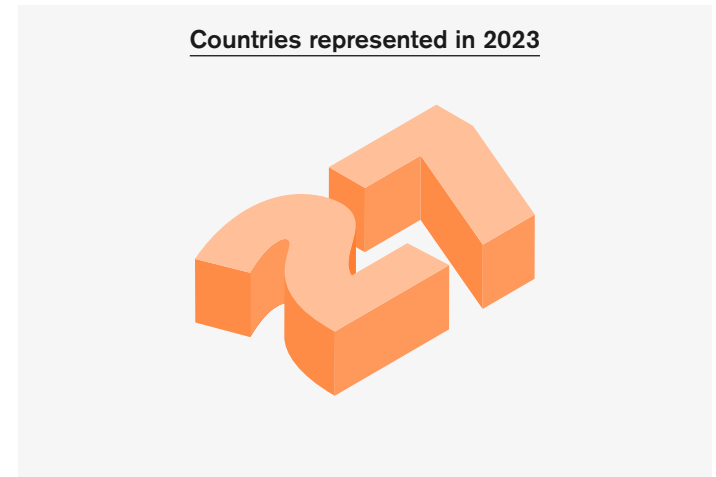
Offering invaluable insights and sharing unique industry expertise, over 50 expert speakers will gather to discuss headline trends and practical financing techniques, from green investment challenges to the effect of higher rates on supply chain financing, the role of trade and export finance in Ukraine's reconstruction, trade ecosystem digitalisation and much more!

"Great opportunity to meet key corporates and people in the region."

C Baumann, BNP Paribas

Radisson Blu Waterfront Hotel (Congress Hall A1)
Stockholm, Sweden

November 27, 2024



Find out more

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Wednesday, 27 November, 2024 Morning

09.00-09.10

Chair's opening remarks

Katrine Kielos, Global Economic Commentator, Svenska Dagbladet

09.10-09.45

Keynote: Information is beautiful

Our opening keynote will deliver unique and unusual insights on the key trends impacting global business, utilising graphics, visualisations and data to offer a thought provoking and alternative take on the issues and drivers related to global trade, from the billions & trillions in the economic system, the Ukraine war and its impacts, to data breaches and information security, patent wars, and trends in clean energy.

David McCandless, Best-selling Writer & Visual Data Journalist

09.45-10.30

The transitional investment conundrum: Sustainability strategy for an uncertain tomorrow

Offering the latest updates on the headline issues impacting fixed investment, trade demand and supply chain operations across the region's corporate sector, this discussion will explore the complex interplay between global geopolitics, trade wars, sustainability and the zero carbon transition, and assess the primary challenges, uncertainties and risks being faced in an evolving trade value chain:

- Transitional investment pipeline: The investment backlog, the challenge of an uncertain EU taxonomy and expectations for clarity in 2025
- Scope 3 emissions and CSDDD: Will the law necessitate a significant change in how companies manage sustainability, and who will pay for supply chain

decarbonisation?

- How much certainty do we currently have on forthcoming ESG regulation and legislation? To what extent can companies prepare and act today with an incomplete picture?
- Trump to Taiwan: Potential impacts of trade war escalation on supply chains and the zero carbon transition at large; US sustainable regulation fatigue; at-risk geographies, sectors and trade flows

Moderator: **Katrine Kielos**, Global Economic Commentator, Svenska Dagbladet

Samu Slotte, Global Head of Sustainable Finance, Danske Bank

Anja Hannerz, Head of Group Sustainability, Nordea

Anders Klinkby, Senior Director, Position Green

10.30-11.10 Networking break

"Thank you so much for the great GTR Nordics event, we all were very pleased with the arrangement! Very interesting panels, attendees and the venue was great."

A Flock Hedin, EKN

"Great event with huge possibilities for networking and learning."

F Sundman, ABB

"GTR Nordics still is the trade finance event in the Nordic region."

G Ohrås, Hitachi Energy

"The best trade experts conference in the Nordics."

J Henriksson, Sandvik

INSTITUTIONAL PARTNERS



Wednesday, 27 November, 2024 Morning Streams

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

Stream A: New technologies, evolving risks

Chair: [Katrine Kielos](#), Global Economic Commentator, Svenska Dagbladet

11.10-11.55

Sustainable transport systems: Exploring a two-speed global transition

The latest instalment of our in-depth coverage of the development and financing of transitional value chains will focus on sustainable transport systems. Industry experts will explore the 'two-speed' nature of the global transition in this exciting sector, with more developed markets investing in electrification and cutting edge autonomous driving technologies while less developed economies prioritise investments that reduce transport systems' dependence on imported fossil fuels. Highlighting key growth industries from bio fuel powered BRT systems to autonomously driven road freight, this discussion will further assess the need for investment in power generation and grid infrastructure in more and less developed markets alike in order to realise the full potential of green technologies for the transportation of goods and people.

Moderator: [Lena Bertilsson](#), Head of Business Area Large Corporates, EKN

[Peter Jorgensen](#), President & Chief Financial Officer, Wastefuel

[Kristina Jungkarp](#), Head of Export & Trade Finance, Scania Financial Services

[Niclas Carlsson](#), Head of International Business & Investment Promotion, Swedish Energy Agency

11.55-12.45

Maintaining transition-critical Nordic industry: Combining ECA and insurance support for project investment and supply

China-based production already poses an ESG challenge, with the potential for trade war escalation to compound supply chain risks for Western-aligned companies dependent on Chinese suppliers. Rising costs and supply chain bottlenecks have caused significant issues for Europe's renewables sector, illustrating the risks of creeping Chinese manufacturing dominance over transition-critical near or onshore manufacturing capacity. The need to derisk the financing necessary to maintain the health of these sectors is clear: failure places the region's industries, energy security and energy transition goals in jeopardy.

This session will consider the challenges faced in making projects bankable where transitional technologies yet to hit commercial scale are involved, reviewing lessons learned from wind and solar industries and exploring the evolving range of political and credit risks posed by escalating

geopolitical volatility to both these deals and the broader project and infrastructure pipeline. We'll further assess the extent to which the private insurance market is able to play a role in these deals and the associated supply chains, the limits of commercial appetite, and where increased ECA and direct state support will be required.

Moderator: [Tim Hughes](#), Director, BPL Global

[Maxime Guy](#), Underwriter, Political Risk & Non-payment Insurance, Liberty Specialty Markets

[Moritz Dörnemann](#), Managing Director, Head of Structured Trade & Export Finance DACH, CEE & Nordics, Deutsche Bank

[Amy Barnes](#), Head of Climate & Sustainability Strategy, Marsh

[Ulrich Schulte Lünzum](#), Head of Department, Project Finance & Untied Loans, Euler Hermes

[Patrik Hermansson](#), Head of Business Development, Nordics, Uniper Sverige

12.45-13.15

Cyber security and sanctions: Critical challenges for the trade ecosystem

International trade is taking place in an increasingly complex arena where non-credit risks such as cybersecurity threats, hybrid warfare, sanctions expansions, increased regulations, decoupling of technology spheres, and geopolitical friction are driving up costs and posing significant challenges to strategy formulation. Data and the ability to secure its exchange form a fundamental infrastructure for international trade. Balancing sanctions and export controls is also vital, despite their rapid evolution and increased use as political tools.

This interview will survey key challenges in international trade through the lens of cyber health, trade regulation, and sanctions risks. How will increasing digitisation open new vulnerabilities, and what considerations should corporates and financiers take to navigate risks like sanctions, cyber-attacks and hybrid warfare?

Camilla Wiwe Lipsker, Senior Analyst, Cparta
Cyber Defense & Richard Tornberg, Group Legal Counsel Trade Compliance, Ericsson *in conversation with Johan Sahlén*, Head of Bank & Regional Management, SEB

13.15 -14.25 Lunch

Stream B: The supply chain impacts of rising rates and new regulations

Chair: [Peter Matza](#), Council Member, Association of Corporate Treasurers (ACT)

11.10-11.55

The evolving value proposition of supply chain finance

Higher interest rates have impacted appetite for reverse factoring programmes amongst some suppliers due to the erosion of financial incentives linked to early payment: SCF's value proposition is evolving in a new financing environment. This frank conversation will contrast the types of companies that may be less attracted to SCF today, the potential for reverse factoring to help resolve challenges around physical supply chain disruption, sustainability and scope 3 emissions reporting, and the key practical considerations for those utilising this tool:

- Why have higher rates reduced appetite for reverse factoring among some corporates? What are the alternative solutions for managing trade's impact on working capital?
- What size of company is best suited to launching an SCF programme, and what are the trade-offs between programme size and value return?
- What are the costs involved, and what of technological integration with existing internal systems?
- How crucial is internal buy-in across internal departments (finance, treasury, procurement, accounts payable) before a programme gets off the ground? Which voices are the most powerful?
- Scope 3 and CSDDD: Can examples be cited of buyers incentivising suppliers' provision of emissions data, or even carbon footprint reduction using SCF?

Moderator: [Mark Douglas](#), Managing Director, Strategic Accounts, PrimeRevenue

[Arpan Gupta](#), Director, Structured Finance, Liberty Global

[Georgina Rush](#), Head of Working Capital Solutions, Sweden, DNB

[Daniel Smith](#), Director of Origination EMEA, Orbian

[Veerie Hoffman](#), Director, Trade Advisory & Structuring, Supply Chain Finance, ING

[Nicolas Saoudi](#), Trade & Working Capital Sales, Nordics, Citi

11.55-12.35

Nordic Allstars: Matching trade financing techniques to complex risk mitigation challenges

Welcoming speakers holding decades of combined trade financing expertise and spanning the Nordic region, this focused discussion will pinpoint some of the key risk mitigation challenges faced in the current trading

environment. Offering user-focused guidance on the practical application of a variety of trade and working capital financing tools, speakers will share insight on the implementation of deal structures that can be utilised to mitigate the economic volatility experienced across both developed and emerging markets, and the facilities unlocking capital for further growth.

Moderator: [Nadia Dobрева](#), Executive Director, Trade Finance Sales Head, Nordics, Standard Chartered Bank
[Finn Gabriel](#), Group Treasury, Vestas Wind Systems

[Dominique Partridge](#), Vice-President, Credit Management & Trade Finance, Volvo Trucks

12.35-13.15

Basel IV implementation: Tricky decisions for the trade finance sector

This discussion will offer perspectives on the potential fallout resulting from implementation of the new Basel framework. This poses some tricky decisions for banks, and potential repercussions for the end users of bank trade financing, ranging how banks' internal models may need to change to comply and the tough choices to be taken around client coverage, profitability and the impact on corporate customers:

- Could this cause the migration of trade transactions into alternative financing tools such as surety bonds, or a move away from bank solutions?
- To what extent can credit insurers ease the pain for banks and corporates?
- Is there a risk of less profitable corporate clients being 'de-banked'?
- Should corporates review the size of their revolvers and how they structure the capital committed by their banks, or consider giving their banks a greater share of the wallet?

Moderator: [Peter Matza](#), Council Member, Association of Corporate Treasurers (ACT)

[Stefan Carleke](#), Head of Trade Finance, Sweden, Handelsbanken

[Julie Cross](#), Group Head of Financial Institutions, Allianz Trade

[Martin Neisen](#), Partner, Global Basel IV Leader, PwC

13.15-14.25 Lunch

Wednesday, 27 November, 2024 Afternoon Streams

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

Stream A: Exporting positive impact

Chair: [Katrine Kielos](#), Global Economic Commentator, Svenska Dagbladet

14.25-15.15

The central role of trade and export finance in Ukraine's reconstruction

War still rages in Ukraine, but international financing support for reconstruction is already being mobilised. Infrastructure investment and trade will be the lifeblood of economic recovery; financing these crucial activities constitute the core competencies and counter-cyclical capabilities of both the trade and export credit financing markets.

This session will assess the current environment for channelling foreign investment and financing into Ukraine, highlighting first movers (corporate, development financing, ECA, banking and insurance sectors) and the range of unique challenges faced, from security to bureaucracy and ESG concerns. Exploring the measures taken to ensure critical financing support reaches the market, including the need for additional flexibility toward risks including credit worthiness and ESG evaluation, this session will review the financing structures and approach to this complex set of risks being utilised by corporates and ECAs. Considering the need for trade finance and guarantees in support of Ukrainian trade and export revenue, perspectives will be offered on how and when private bank and insurance market participation can be stepped up to further build these flows.

Moderator: [Guillaume Simonnet](#), Director; Team Leader, Credit & Political Risks Financial Institutions, WTW
[Larysa Bondarieva](#), Deputy Chairman of the Board, Raiffeisen Bank Ukraine

[Pekka Puotunen](#), Chief Executive Officer, Nordics, Coface
[Kaare Andreasen](#), Finance Director, EIFO; Counsellor, Embassy of Denmark to Ukraine
[Jukka Kuusala](#), Managing Director, Head of Trade Finance, Danske Bank

15.15-16.00

The blended finance opportunity: Crowding in private capital for maximum positive impact

Advocates of blended financing point to its importance in unlocking cost effective, long-term financing in emerging markets, the developmental impact of the projects it supports, and its potential to scale up climate investment volumes. Anticipating demand growth for this complex product, plans to deploy these structures are underway among Nordic DFIs and ECAs. Offering an overview of the key participants and risk mitigation mechanisms typically utilised in blended transactions, this discussion will examine key themes including:

- Highlighting the importance of multilateral development banks (MDBs), development finance institutions (DFIs) and ECAs in enabling private capital participation
- What criteria are used to select a project that is suitable for blended finance? What role do green and social loan principles play here?
- To what extent are MDB/DFI guarantees within blended finance structures better placed than developmental loans to scale up private sector impact investment volumes?
- How far along are Nordic institutions in the launch of blended financing products, and what are the key challenges being faced?

Moderator: [Chris Mitman](#), Managing Partner & Head of Origination, Acre Impact Capital
[Pontus Davidsson](#), Head of International Finance, SEK
[Eeva-Maija Pietikäinen](#), Head of Trade Finance & Country Risk Management, Finnvera
[Marie Aglert](#), Chief Investment Officer, Head of Investment Organisation, Swedfund
[Sujithav Sarangi](#), Executive Director, Development & Agency Finance, Standard Chartered Bank

16.00-16.35

Spotlight on Türkiye: One of the world's great trading nations in transition

Long recognised as a gateway to markets in the Middle East and further afield, Türkiye is a prolific importer and exporter, however its economy is not immune to the volatility and structural changes impacting global trade. From its world-leading EPC sector, an ambitious energy transition programme and related investment demand in sectors such as rail and renewable energy, to the impact of heightened inflation and interest rates and the challenge of geopolitical instability affecting Türkiye, its close neighbours and trading partners, this conversation will explore the significant trade and export opportunities presented by the Turkish market, and the risks and challenges faced by those undertaking and financing this business both within the country and across the MENA region.

[Muzaffer Aksoy](#), Chief Executive Officer, Türkiye, Bank ABC and [André Lundvall](#), Senior Country Analyst, Türkiye, EKN *in conversation with* [Laurie Flaux](#), Deputy Head of Political Risk & Structured Credit, Aon

16.35-17.00 Networking break

“The best opportunity for the Nordic community to network and share experiences.”

S With, EKN

“GTR Nordics is growing year by year and that says a lot about the quality of the event.”

A Niemelä, OP Financial Group

“Had a very good time and would love to return next year.”

D Gustafsson, Fortex International AB

“Thank you for a very good event, best one so far! Well executed.”

P Puotunen, Coface

“The people I want to meet are all here!”

B Eskesen, Mitas Energy

Wednesday, 27 November, 2024 Afternoon Streams

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

Stream B: Financing agility vs supply chain fragility: Retooling trade finance

Chair: Peter Matza, Council Member, Association of Corporate Treasurers (ACT)

14.25-15.10

The state of trade finance digitisation: Where we are, and where we need to be

The regulatory barriers to digital trade finance are falling steadily, but in a market characterised by a plethora of proprietary digital solutions the technology itself is at risk of becoming the next barrier to adoption. Highlighting some of the latest developments enabling more efficient trade finance messaging and interoperability between trade platforms, this session will tackle some of the challenging questions faced by the market's vendors:

- Are corporate end users highly focused on efficiency, or is financing and liquidity the primary concern?
- Are enhanced financing opportunities the key to encouraging corporates and banks to join multiple digital platforms, and which steps have been made towards full interoperability?
- What are the causes of the 'mental block' being experienced with digital trade adoption, and how can they be overcome?

Moderator: Ingrid Hopp, Senior Advisor, Working Capital & Trade Finance Sales, DNB

Urs Kern, Senior Commercial Manager, Trade & Corporate, Swift

Baptiste Audren, Chief Revenue Officer, Komgo
Dijana Copic, Manager, Trade Finance, Siemens Healthineers

Jacco de Jong, Commercial Director, TradeWiz International

15.10-15.55

Trade ecosystem digitalisation: Breaking down silos to maximise the DNI opportunity

Momentum behind the regulatory overhaul related to digital negotiable instrument (DNI) utilisation is gaining global momentum, with key economies and financing hubs now following in the steps of the UK, Singapore and Mexico. The regulatory environment is already enabling transactions utilising eBills as collateral, but a look beyond the financial sphere might suggest that trade finance lags far behind other areas of the ecosystem.

Welcoming experts representing customs, tech, banking and policy subject areas, this conversation will review some of the more contentious issues relating to trade digitalisation, taking in lessons learned from more digitally advanced areas of the ecosystem:

- To what extent are issues such as differing legal jurisdictions and lack of documentary standardisation slowing DNI adoption?
- How much comfort can be provided on the singularity, integrity and exclusive control of eBills?
- Are trade financiers sold on the potential of DNIs? Is the commercial case strong enough to persuade corporates and shippers to push this forward?

Moderator: Joshua Kroeker, Chief Product Officer, Mitigram

Rebeca Suup, Group Trade Finance & Credit Manager, Group Treasury, Alleima

Patrik Zekkar, Chief Executive Officer, Enigio

Christer Norén, Client Solutions, Solution Sales Trade Finance, Corporates & Institutions, Swedbank

Chris Southworth, Secretary General, ICC United Kingdom

Lars Karlsson, Global Head of Trade & Customs Consulting, A.P. Moller – Maersk

15.55-16.40

Combating supply chain volatility with working capital innovation and digital agility

Sentiment across the global trade and trade finance sector points towards a deterioration of the macro environment, with higher interest rates, the lasting effects of inflation, and rising geopolitics-driven trade disruption risks threatening supply chains. Innovative working capital optimisation and agile trade financing capabilities can offer proactive mitigation to the risks associated with sudden supply chain disruption and a challenging financing environment.

Reviewing the primary supply chain risks faced by Nordic corporates in the present geopolitical environment and the supplier diversifications initiatives employed in response (near and friendshoring, China + 1), this panel will explore a variety of 'alternative' trade financing tools, including receivables financing and inventory management solutions, illustrating how they can help to relieve specific working capital pain points and counterparty risks. Further discussion will assess the potential for digitisation to enhance corporates' ability to rapidly deploy trade finance in response to the next 'supply chain snafu'.

Moderator: Richard Hayes, Head of Trade Solutions Denmark & Nordic Head of Supply Chain, Nordea

Daniel Kelemen, Head of Financial Services, Polestar

Antti Niemelä, Head of Transaction Banking, Large

Corporates & Institutions, OP Financial Group

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

Jean-Marc Monshausen, Vice-President, Trade & Working Capital Solutions, Banco Santander

Tony Whiddett, Managing Director, Head of Portfolio Receivables Monetisation (PRM), Silver Birch Finance

16.40-17.00 Networking break

“Great networking and great talk about business’ opportunities.”

M Ephraim, Volvo Bus Corporation

“Excellent event with insightful keynotes and strong networking opportunities.”

V Schiltz, Cargill International

“GTR is an excellent opportunity to mingle and listen to interesting discussions.”

N Dobrev, Standard Chartered Bank

Wednesday, 27 November, 2024 Closing plenary

Closing plenary

17.00-17.30

40 years of heavy lifting: Tales and reflections from a lifelong career in trade

Welcoming a denizen of the Nordic trade financing sector, this special closing address will share the unique insights gained from a trade financing career spanning the fall of the Berlin Wall and the birth of the internet to the global financial crisis of 2008, and the global pandemic that kicked off the 2020s. Touching on the birth of digital trade finance in Finland and the future of trade digitisation, it will share the lessons learned related to country risk, letters of credit, export finance and political risk insurance through many black swan events, economic booms and busts, addressing the question: how can the market prepare for the rest of this decade and beyond?

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

17.30

Close of conference

Followed by evening networking reception

“The largest arena of trade competence in the Nordics. Look forward to it every year!”

S Vennerstrand, DNB Bank

“Excellent opportunity to interact with experts in the field and expand the view.”

S Lue, SSAB EMEA AB

“Once again, many thanks for organising such a great event this year. I am already looking forward to the next one.”

S Göransson, Traydstream

“Very nice to meet many friends – and also to make new ones!”

H Sjogren, Swedish Chamber of Commerce for Eurasia

“Great event to meet clients and other financial institutions.”

S Carleke, Handelsbanken

“The event in trade finance, always a good opportunity to meet and discuss the challenges of tomorrow.”

P Kohler, Volvo Group

“Fantastically organised event with a large number of attendees from across the spectrum of interested parties. It does what it says on the tin.”

C Hart, Lenvi Riskfactor

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- Non-attendance** to a conference will result in no refund.
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