

The Nordic region's
leading trade and
export finance event

GTR NORDICS 2025 STOCKHOLM

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Radisson Blu Waterfront Congress Centre, Stockholm, Sweden
November 26, 2025

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The Nordic region's leading trade and export finance event

GTR Nordics 2025 will take place in Stockholm on November 26th!

The premier gathering for the region's trade, supply chain and export finance community will welcome over 600 delegates for another day packed with unrivalled networking and stimulating discussion.

Join expert-led debate on the evolving opportunities and challenges impacting Nordic trade, from the volatility caused by tariffs and trade wars to the innovative financing techniques and fintech solutions boosting the global competitiveness of Nordic corporates.

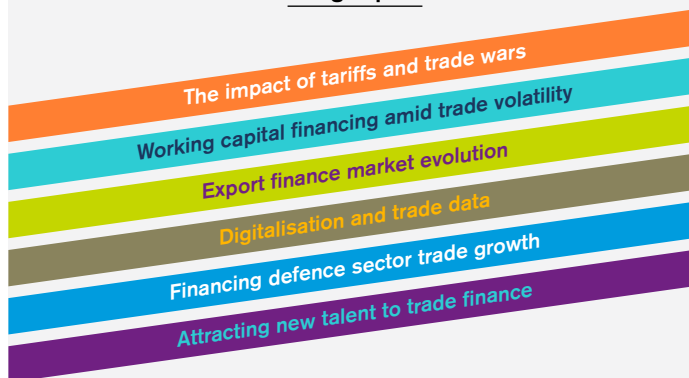
With an agenda featuring extensive networking opportunities, unique industry insights and focused practical guidance, GTR Nordics offers another unmissable opportunity to catch up with friends, build new connections and track the key trends shaping Nordic trade finance.

We look forward to seeing you there!

Radisson Blu Waterfront Congress Centre
Stockholm, Sweden

November 26, 2025

6 big topics



Vital statistics in 2024



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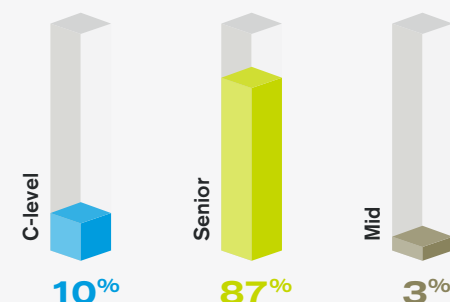
Countries represented in 2024



Attendees by sector in 2024



Job titles represented in 2024



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Wednesday 26 November Morning Plenary & Stream A

08.00-09.00 Registration and refreshments

09.00-09.15

Chair's opening remarks

Katrine Kielos, Global Economic Commentator, Svenska Dagbladet

09.15-10.05

Keynote interview: Reading the runes – where to for trade in 2026?

Trade has been dragged deeper into the maelstrom. From tariffs, tighter controls on critical minerals supply to increasing defence budgets, energy security concerns and drastic foreign aid reductions, the only certainty is uncertainty.

This wide ranging keynote interview will unpack the latest geopolitical headlines, addressing the possible scenarios likely to impact the Nordics' trade prospects, exploring risk emergence and evolution, and the capacity of the trade and export finance markets to respond: Are concepts of sustainable trade and finance still aligned with global realities and to what extent are European standards affecting the competitiveness of its banks and businesses? Can private FIs adapt to meet key challenges such as the technological risks engendered by the zero-carbon transition, and financing rapid growth in defence sector trade? Is a paradigm shift in the risk appetite of public, private and multilateral financiers required to enable economies and companies to thrive amidst geoeconomic upheaval and the increased threat of physical conflict?

Jyrki Katainen, Head of Group Public Affairs, Nordea *in conversation with* **Katrine Kielos**, Global Economic Commentator, Svenska Dagbladet

10.05-10.50 Networking break

“Excellent organisation and networking opportunities.”

D Mannestig, Getinge

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

Stream A: Innovative financing for Nordic exporters

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

10.50-11.40

Critical minerals resilience and sustainable mining: Maximising the strategic advantage of Nordic value chains

The development of the technology and supply chains necessitated by the zero carbon transition has become a focal point for geopolitical competition between state actors. Export Credit Agencies (ECAs) are retooling to support the production and procurement of critical minerals required in the national interest, however stepping up deal volumes requires cooperation across the wider export credit financing sector. This session will explore the linkages that place Nordic critical minerals value chains on a competitive footing, and the adaptations required to maximise export credit financing support in a challenging trade environment:

- Assessing fierce competition for resources; the potential of the EU's Critical Raw Materials Act (CRMA) to reduce reliance on single sources; the industrial cooperation across Nordic value chains that can enhance the region's global competitiveness
- The potential to mitigate negative environmental and social impacts related to mining investments across the globe: Further enhancing positive social impact through local capacity building in hi-tech equipment operation and maintenance
- Contrasting different transitional strategies, investments and financings that can be implemented by 'dirty' industries seeking to become carbon neutral Vs new investments in brown and greenfield projects and zero-carbon industrial technologies
- Financing trade and investment in the critical minerals value chain: Can tools such as raw materials guarantees meet the credit and security challenges posed by mineral-rich frontier markets? What role can be played by the EU Global Gateway, and what of private financing markets?

Moderator: **Lena Bertilsson**, Head of Business Area, Large Corporates, EKN

Matthias Winkeler, Director, Metals, Mining & Fertilisers, EMEA, ING

Micaela Löwenhöök, Head of Public Affairs & Communications, Boliden

Jussi Haarasilta, Executive Vice-President, Large Corporates, Finnvera

Håkan Folin, Chief Financial Officer, Epiroc

11.40-12.10

Case study: Building a supplier financing programme fit for construction supply chains

Supply chain financing (SCF), specifically reverse factoring, is well suited to boosting supply chain resilience in industries where trade typically takes place between an anchor buyer and a limited group of core suppliers with consistent, recurring invoice flows. Conversely, construction project supply chains that generate relatively few large invoices at irregular intervals pose a unique set of supplier financing challenges. This case study will explore an award winning SCF programme, sharing the practical learnings gained by bank and anchor buyer in areas such as building a bespoke RFP aligned with project supply chain characteristics, the challenges related to supplier onboarding, and how these supplier financing initiatives have evolved over time to maintain effectiveness in a changing business environment.

Torben Bagger, Chief Funding Manager, Ørsted *in conversation with* **Nicolas Saoudi**, Head of Trade & Working Capital Sales, Nordics, Citi

12.10-13.00

Export finance market recalibration: Retaining a competitive edge for Nordic exporters

The export credit financing sector is experiencing increasing pressure due to tariff disruptions and rising project expenditures, the outbreak of geopolitical aggression and military conflicts, and the impact of rising costs and volatility across funding markets. Export credit agencies (ECAs), increasingly driven by national interests and policies, are responding with new ways of working in order to retain the competitive edge of their national exporters. How are these shifts impacting corporates, and the opportunities and challenges faced by the private finance and insurance sectors? This panel will explore the latest export finance market trends and developments, assessing what a new direction of travel means for industry participants:

- ECA deal volumes: Which factors have driven the recent swing towards developed markets in place of emerging markets? What does this indicate regards gaps in private market appetite?
- Is the attractiveness of the ECA product at risk from rising long-term funding costs? Is this holding back availability of smaller ticket financings? Are new lenders stepping into this space?
- From organisational restructuring to new untied and working capital products, how are ECAs offerings evolving in light of fresh global challenges?
- To what extent are private market insurers overlooked as key players in mobilising capital for project and development financing? How can private market capacity be better utilised?
- The need for enhanced participation from development finance institutions (DFIs): Which challenges are involved with incorporating DFI support? What can be done by project sponsors and banks to help package these transactions?

Moderator: **Guillaume Simonnet**, Senior Director, Credit Risk Solutions, WTW

Pontus Davidsson, Head of Origination & Strategic Partnerships, Global Trade & Export Finance, SEK

Magnus Lindgren, Managing Director, Head of Credit Specialties Credit Specialties, Nordics, Marsh

Kati Vellinki, Vice-President, Head of Treasury, SSAB

Georg Gruber, Director, Business Development, Global Trade & Export Finance, Raiffeisen Bank International

Greger Svanström, Head of Trade & Customer Finance, Volvo Group

13.00-14.15 Lunch

“Great insights, valuable topics and very well organised.”

G Costanzo, Ericsson

Wednesday 26 November Morning Stream B

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

Stream B: Trade, working capital and digitisation

Chair: Benjamin Swedberg, Head of Trade Finance, SEB

10.50-11.40

Strategic supply chain resilience and working capital: Optimising trade finance to meet 'peak unpredictability'

Sudden trade disruption can be transmitted through complex supply chains, with ripple effects spreading between industries and geographical markets. On the front line of defence, corporate treasuries and trade financiers are tasked with reinforcing evolving supply chains, maintaining financial resilience against trade policy uncertainty, and achieving optimum working capital performance.

Cash flow acceleration in a higher interest rate environment can be costly, however: Treasury and finance teams must select where financing is deployed with a focus on the balance sheet. This panel will explore the financing priorities shaped by this period of extreme unpredictability, assessing the benefits and practicalities of the financing tools that can be utilised to meet a range of strategic objectives, from supplier resilience to trade financing agility and meeting urgent demands on working capital:

- How have the disruptive forces experienced in 2025 impacted corporate supply chains and trade financing activities? Have C-suite strategies filtered through to trade and treasury teams?
- To what extent is it possible to be proactive Vs reactive in managing financial risks posed by sudden trade disruption? Are interest rates the primary factor governing working capital and cash priorities?
- Exploring the financing tools supporting supply chain resilience and the working capital financings that can be implemented at speed: Is traditional trade maintaining relevance?
- Are banks and insurers able to keep pace with supply chain changes, rerouted shipments, and the urgent trade financing requirements these entail?

- Have anchor buyers and suppliers become more selective in their approach to trade and supply chain financing? How are costs, risk management and working capital priorities being balanced?

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

Myrjam Tschöke, Managing Director & Head of Trade, Export Finance & Working Capital, DACH & Nordics, Banco Santander

Saul Freedman, Strategic Account Executive, PrimeRevenue

Pekka Puotunen, Chief Executive Officer, Coface Nordics

Richard Evans, Head of Banking Partnerships, Falcon Group

11.40-12.10

Case study: Streamlining the guarantee process through digital innovation

The financial services sector is transitioning from traditional paper-based guarantees to digital guarantees, seeking to improve operational efficiency and increase transparency. Digital guarantees provide significant benefits to beneficiaries by reducing the risk of fraud and simplifying the guarantee management process: For banks, digitisation offers a secure and efficient system for issuing and validating guarantees, while applicants benefit from a more streamlined and reliable process. This corporate case study will offer an in-depth explanation of the issues being addressed and the practicalities of utilising the solution, and highlight the network effect achievable through further adoption across the banking industry.

Moderator: Benjamin Swedberg, Head of Trade Finance, SEB

Alexander Brenner, Head of Strategic Development Trade Finance, Siemens

Oskar Rönngren, Partner Manager, Digital Vault Services

Sara Dahlman, Product Manager, Guarantees, SEB

12.10-13.00

Pushing the limits of supply chain finance: Identifying solutions for increasing working capital complexity

Supply chain financing (SCF) remains a consistently strong global growth market, however some payables financing programmes report stuttering volumes. Supply and demand dynamics are increasingly complex, with improving liquidity and attractive alternative working capital financing sources available to suppliers, while trade disruption and supply chain diversification drives are changing anchor buyers' SCF requirements. This discussion will assess where prevailing trade and supply chain conditions have stimulated SCF demand shifts, and the solutions that are being deployed to manage increasingly complex working capital financing priorities:

- Assessing the financial impact of an increasingly complex trading environment on anchor buyers, suppliers, SCF providers and programme funders
- Multiple geographies and built in redundancy: How and why do some payables financing programmes struggle to handle increasing levels of supply chain complexity?
- For companies with multiple suppliers in multiple jurisdictions, is a fully digital payables programme the most viable option? In which cases are inventory management solutions more compelling?
- Stress testing: To what extent has the payables financing market considered mature following developments around disclosure and accounting treatment? To what extent do these issues pose a challenge to inventory management programmes?

Moderator: Paul Harle, Head of Receivables Finance, Global Trade Finance, Bank ABC

Paul Coles, Director, Treasury, Orban

Cyrine Zargouni, Product Executive, Working Capital, Kyriba

Alexander Mutter, Executive Director, Commercial Strategy, Ciflox

Christian Hausherr, Business Product Manager, Trade Finance & Lending, Deutsche Bank

13.00-14.15 Lunch

“Exciting event with market updates, topics and good networking environment.”

H Valdemar Juhl, Per Aarsleff

“Excellent networking – banks, ECAs, PRIs, exporters – we are all here!”

B Eskesen, Mitas Energy

“Good to have different views on the trade finance world and its evolution.”

D Partridge, Volvo Group

“Super insights into the latest developments in supply chain finance management.”

M Risgaard, DNB Bank

“Great experience bringing a lot of knowledge together. It's great to learn from the best.”

E De Langhe, ING

Wednesday 26 November Afternoon Stream A

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

Stream A: Trade and export finance – maintaining performance under pressure

14.15-15.00

The power of risk sharing: The partnerships and best practices enhancing financing support for Nordic trade

Tariff proliferation in 2018-2019 demonstrated the value specialised trade banks offer to corporate clients by supporting the establishment of new supplier relationships, and the provision of trade financing in new and challenging jurisdictions. Financial institutions have an opportunity today to provide much-needed liquidity as businesses pivot their operations, renegotiate contracts, and explore new markets, but also face significant pressures on the viability of their trade finance business. This session will highlight the increasingly crucial role of prudent risk management and risk-off taking partnerships in expanding trade financing options for Nordic corporates, while relieving operational pressures on trade banks:

- The trade growth opportunities emanating from geopolitical volatility: How accurately can organisations map their exposure to the complex risks associated with evolving supply chains?
- Heightened costs, credit risks and regulatory pressures: To what extent is risk sharing becoming an increasingly important enabler for trade deals in the current environment?
- The practical impact of trade policy uncertainty on risk management best practice: How banks, insurers and corporates are working together, and the deal structures gaining prominence
- To what extent are incoming Basel regulations expected to impact on trade finance banks and end users? Are some FIs better positioned to withstand the pressure? Which deals are at risk?

Andreas Backstrom, Commercial Director, Nordics, Allianz Trade

Stefan Carleke, Vice-President, Head of Trade Finance Sweden, Handelsbanken

Jan Martin Holst, Global Head of Trade & Export Solutions, DNB

Christopher O'Brien, Underwriter, Multi Buyer Trade Credit, Europe, Liberty Specialty Markets

15.00-15.25

Sanctions and supply chain disruption: AI's growing role in meeting critical compliance challenges

Both the UK and EU are now implementing sanctions independently, with the UK now also seeking to independently enforce these measures. The US continues to sanction via OFAC, with additional activity implemented via the US government's Stop Harboring Iranian Petroleum (SHIP) Act, and quasi-sanctions further emanating from the US Department of Defence. The inevitability of delays and disruption to containerised maritime freight poses further operational challenges to trading companies and their financiers. The ability to respond rapidly to an evolving set of supply chain risks has become critical. Offering exclusive insights on the forthcoming sanctions pipeline, this focused presentation will outline how digitalisation, Artificial Intelligence and automation are being used by back offices and compliance departments to accelerate business flows and produce outcomes that drive client retention.

Simon Ring, Senior Director, Global Business Development, Commodities & Trade Finance, Windward

“Great event! Just go there!”

A Simonovska, Handelsbanken

“Very interesting to hear how industry leaders are addressing issues that address everyone's day-to-day.”

D Da Luz Varela, Mitigram

15.25-16.10

A paradigm shift for defence trade: Military equipment financing on the front line

A surge in demand for military equipment has revealed severe supply bottlenecks. On-shore manufacturing capacity requires extensive investment to meet demand, while the development, public and commercial finance sectors face the challenge of scaling military equipment financing capacity. This discussion will offer perspectives on the financing initiatives urgently required in order to ensure European security, covering topics including:

- The growing gap between production capacity and demand, the resulting price inflation, and the urgent need for investment in onshore manufacturing at scale
- Political risk: The supply chain challenges posed by the 12 month cycles typically employed for national defence budgets
- Are large defence companies 'too big to fail'? Is this reflected in their cost of capital? If not, what can be done to remedy the issue?
- Redrawing financial architecture: From the Bretton Woods institutions to multilateral development banks (MDBs), how can frameworks and operations adapt to meet demand for financing?
- With supply chain finance and guarantees set to play an important role in defence supply chains, to what extent can private trade finance institutions and ECAs support expansion of the sector?

Moderator: Tim Hughes, Director, BPL Global
Jørn Fredsgaard Sørensen, Head of Country & Bank Risk, EIFO

Anette Stavem Høgmoen, Vice-President Group Trade Finance, Kongsberg Gruppen

Arild Bakås, Senior Vice-President, Senior Client Executive, Large Corporates, Eksfin

Katherine Earl, Head of Trade & Working Capital Sales, Europe, Global Sector Lead, Industrials & Mobility, Citi

16.10-16.35 Networking break

“Spot on! A relevant event covering all aspects of trade finance and working capital.”

V Komorowski, Orsted

“Great networking, well prepared, great coordinators, love Beatrice Boldini!”

B Wassing, Handelsbanken

“Great networking opportunities and interesting topics!”

J Lundvall, CellMark

“Great meeting arena for trade finance professionals, excellent presentation and content.”

A Tryti, Nordea

“Great experience to expand network, knowledge and opportunities. A must attend.”

M Klitskov, EIFO

Wednesday 26 November Afternoon **Stream B** & Closing Plenary

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

Stream B: Trade finance data and digitalisation

14.15-14.45

Data-driven financing: Revolutionising trade, one use case at a time

While the trade finance sector continues to ponder the issue of achieving ecosystem digitalisation, a growing number of highly specialised, bespoke solutions are being deployed to meet specific use cases, from trade asset securitisation and liquidity optimisation to data-driven deal matchmaking and price transparency. Referencing operational use cases, this session will offer insights on the challenges posed by a lack of trade finance market data to both financiers and corporates, the growing importance of reliable, structured trade data in enabling the tactical deployment of trade liquidity to mitigate market disruptions and fluctuations, and the key transactions, business functions and processes across banking and corporate sectors that are already reaping the rewards of enhanced data utilisation.

Tony Whiddett, Managing Director, Head of Portfolio Receivables Monetisation (PRM), Silver Birch Finance *in conversation with* **Joshua Kroecker**, Chief Product Officer, Mitigram

“Tremendous numbers of corporate delegates addressing the need for standardised trade products. GTR moves the needle.”

G Blum, BNY Mellon

14.45-15.35

True, false, or 'it's complicated': An honest assessment of the state of trade digitalisation

Despite leaps forward in the development of legal frameworks for trade digitisation in key jurisdictions, with the US State of New York's move to adopt UCC Article 12 lauded as the latest potential game-changer, true trade digitalisation has yet to take root. The trade finance industry's leading minds are beginning to take a more forthright approach to the issue, stating that honest discourse on what is required of various trade stakeholders – as well as concrete action – is necessary in order to move forward. This discussion will seek to cut straight to the core challenges, inviting expert participants to respond to a selection of frank statements: True, false, or complicated? Propositions for debate include:

- 'The technology to digitalise trade is already available; mindset across the broader industry is the problem'
- 'Banks are sufficiently open to collaboration with other banks to achieve industry-wide solutions'
- 'Digitising only the transferable record in a set of shipping documents will not generate any savings; the entire suite of shipping documents needs to be digitised for any savings to be realised'
- 'Document verification and data capture, including through Artificial Intelligence (AI), will be core to unlocking trade digitalisation'
- 'Corporates want simplicity, integration, and reliability: Is that really too much to ask?'

Moderator: Christer Norén, Senior Product & Business Development Manager, Trade Finance, Swedbank

Joel Schrevens, Global Solutions Director & Head of European Operations, China Systems

Saila Alapiha, Senior Product Owner, Development & Technologies, OP Financial Group

Jacco de Jong, Commercial Director, TradeWiz International

Roger Lindquist, Senior Trade Finance Advisor, Treasury & Customer Finance, Ericsson

15.35-16.10

Paper Vs data: Identifying the resilience of traditional trade finance, making the case for digital

A volatile business environment has again emphasised the stress-tested capabilities of traditional trade finance to mitigate risk. The same environment reframes the opportunities related to efficiency, speed and transparency offered by digital trade finance, but inconsistent adoption across a complex trade ecosystem remains a challenge. This informal conversation will explore where and why the use of traditional documentary trade finance continues to flourish and assess the market challenges and inefficiencies that are reframing the value proposition of digital trade.

Nadia Dobрева, Executive Director, Trade Finance Sales, Nordics, Standard Chartered Bank

Vlada Niemi, Senior Specialist, Trade Finance, Nokia

16.10-16.35 **Networking break**

“Excellent platform to discuss trends, exchange insights and explore opportunities in trade and trade finance.”

S Johncock, Commerzbank AG

16.35-17.30

Future proofing trade finance: Placing new recruits at the centre of an evolving industry

Two concepts are being discussed with increasing frequency across the trade finance sector: 'institutional memory', referencing the concentration of vast expertise accumulated within the upper echelons of the market, and 'brain drain', highlighting the risk that this expertise will be lost as many of these industry leaders soon reach retirement. The sector's strategic thinkers are turning attention to the challenge of reinforcing trade finance teams with new recruits, many of whom may hold different priorities and values to their predecessors, all while financial institutions adjust to the new ways of working necessitated by the digitisation of the trade finance space, and the disruptive influence of Artificial Intelligence (AI) in particular.

This interactive closing session will foster dialogue on the concerns and requirements of both a changing trade finance sector and its future stars, exploring the adjustments required to ensure that the industry works for both its end users and its workforce for many decades to come: What role will be played by tech, notably generative AI, in solving some of the labour force challenges being experienced? Should this be a concern for industry entrants? In which areas do those joining the trade finance sector require a different skill set to their predecessors, and can the same be said of soon-to-be industry leaders? What do new recruits really want in terms of job satisfaction, and how much does this vary across generations?

Moderator: Julia Ramirez, Head of Sales & Advisory, Trade Finance, Danske Bank

Jukka Kuusala, Managing Director, Head of Trade Finance, Danske Bank

Sam Curtis, Head of Business Development, Europe, Complidata

Gunnar Collin, Director, Trade Finance, Enigio

Anna Bisso Niemi, Trade Finance Specialist, Danske Bank

Vanessa Komorowski, Senior Funding Specialist, Ørsted

17.30

Close of conference

Followed by evening networking reception

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