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US 2024

NEW YORK



The United States' leading

trade and supply chain

financing conference

#GTRUS

Marriott Marquis Times Square, Manhattan, New York, US  
November 7, 2024

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**GTR returns to Manhattan on November 7 to host GTR US, the leading event for the US trade, supply chain, working capital financing and risk management community.**

Join over 500 trade experts for unmissable networking opportunities and the latest market insights from over 50 leading industry practitioners.

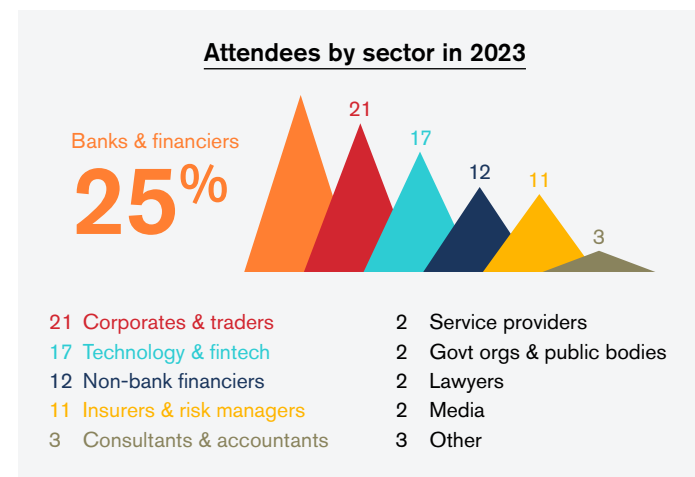
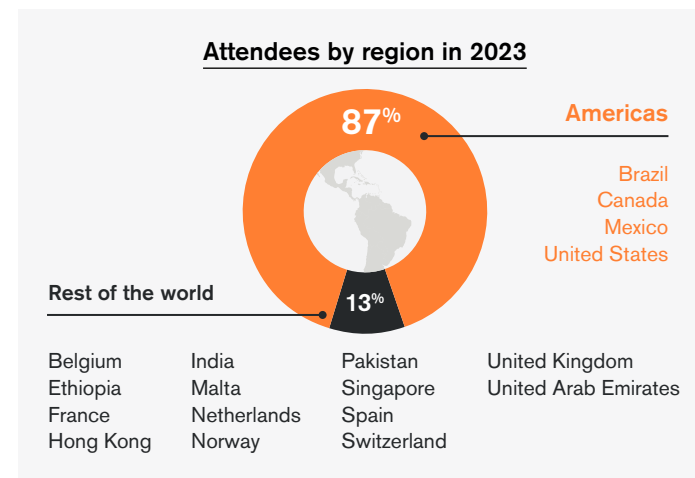
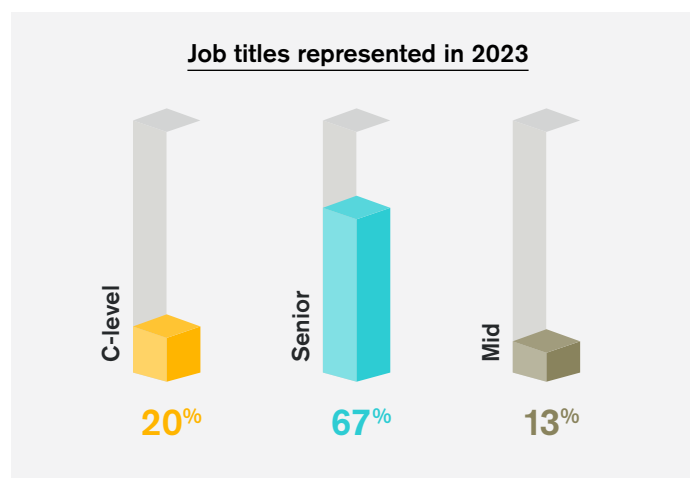
Featuring an agenda packed with the States' top trade, working capital and risk management experts, speakers will share their unique industry experience during thought-provoking discussions exploring key trends around trade and working capital optimization, the growth of intra-American supply chains, inventory management techniques, digital trade finance and much more!

**"GTR is undoubtedly the best meeting point for everyone focused on trade – for learning, networking and catching up with industry contacts."**

T Brown, The Trade Advisory

**Marriott Marquis – Broadway Ballroom, Level 6  
Manhattan, New York, US**

**November 7, 2024**



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## Thursday, November 7, 2024 **Morning**

**9-9.10am**
**Chair's opening remarks**
**Angelica Malin, Bestselling Author & Host**
**9.10-9.40am**
**Keynote: A blueprint for global trade in the digital era**

Artificial Intelligence, Distributed Ledger Technology and other digital technologies hold huge potential to open new business opportunities while solving development challenges, but when it comes to cross-border trade there is a tension between these two outcomes. In response World Trade Organization members are forming a new Digital Trade Unit, demonstrating commitment to advancing the rules governing both digital trade processes and the trade of digital products. Our opening keynote will offer ideas on how these technologies' positive outcomes can be elevated, while building guardrails to avoid potential pitfalls: a blueprint for global trade in the digital era.

**Alisa DiCaprio, Chief Economist, R3**

**"GTR US is a unique event that's both intimate, yet brings together the industry's heavy lifters!"**

**A Povarova, Modifi**

**"Excellent event. Hope to be back next year and at other upcoming GTR events."**

**F Mirmotahari, IFC**
**9.40-10.30am**
**Headline trends: Trade and working capital priorities in a complex macro environment**

Set against the backdrop of an inflationary, high-interest rate environment, significant US government spending aimed at reshoring critical manufacturing capacity is stimulating boom-like conditions and strong demand for trade credit in some US industries. Meanwhile geopolitically driven supply chain shifts combined with heightened inventories and financing costs have maintained a keen focus on the cash conversion cycle and working capital optimization at company level, particularly among smaller suppliers. Our opening panel will seek to make sense of this complex outlook, considering headline issues including:

- The geopolitical climate and intra-America supply chain growth: Re-shoring, Mexico and the China factor
- Heightened interest rate environment and the inverted yield curve: Assessing impacts on trade and supply chain financing supply and demand; the potential refocus from payables to receivables
- Inventory management and financing: Are we seeing a growth inflection point in this market segment?
- To what extent are fintech vendors now specializing in either software development or deal origination? Does this represent progress for the industry?
- Will 2025 be the year AI moves beyond operational efficiency in trade? Which benefits and costs are anticipated?

**Moderator: Jonathan Richman**, Managing Director, Head of US Trade Finance & Working Capital, Santander Corporate & Investment Banking

**Gaurav Mathur**, Managing Director; Head Trade Finance & Lending, North America, Deutsche Bank  
**Adriano Dariva**, Head of Trade & Working Capital, Lloyds Bank North America

**Kamel Alzarka**, Chief Executive Officer, Falcon Group  
**Andrew Holmes**, Head of Origination, Americas, Demica

**Caryn Pace-Messenger**, Managing Director, Global Trade & Supply Chain Finance, Bank of America

**10.30-11.10am    Networking break**

**"GTR is a great platform for connecting with trade finance professionals."**

**H Anand, Scotiabank**

**"It was a wonderful event!"**

**N Jacks, BOK Financial**

**"GTR US is a real time conference covering a spectrum of topics in trade finance ranging from ESG, JIT inventory, protectionism, Fed rates and more within the first couple of hours. This is an intensive one-day conference worth the time and effort."**

**H Gonzalez, Scoular Company**

**"GTR US is a great event for keeping updated on supply chain risk and innovation."**

**A Roberts, Coface**

**"Excellent event with delegates from all relevant industries and great networking opportunities"**

**F de Leon, iDB Invest**

**"Excellent opportunity to catch up on hot topics in trade finance and network with clients and other industry participants."**

**C Abreu, Citizens Bank**

Thursday, November 7, 2024 **Morning Stream A**Select either **Stream A** or **Stream B****Stream A: Financing the American supply chain boom****Chair:** Angelica Malin, Bestselling Author & Host

11.10-11.55am

**Hecho en Mexico: The growth of intra-American supply chains**

China tensions show no sign of abating and the US trade focus is shifting to Latin America. Mexico has become the United States' number one trading partner, suggesting that the time-consuming relocation of industrial production lines is now translating into tangible intra-American trade growth. With corporates exploring opportunities to increase supply chain resilience through diversification into markets such as Mexico, Brazil and Columbia the trade and supply chain finance sector is poised to play a key role. This discussion will explore the drivers of this trend to-date, expectations for the further growth of physical intra-American supply chains, and the associated geopolitical headwinds and financing demands:

- The outlook for potential Chinese investment in Mexico and the risk of additional trade barriers being raised
- The trade and working capital tools that can be utilized to establish new sourcing opportunities and boost the financial health of new supply chains
- Practical challenges related to cross-border supply chains and financing lessons learned from established USMCA supply lines
- Exploring long tail SCF: Obstacles that can be encountered in less developed LatAm markets, and the solutions that can be deployed into supply chains extending beyond US-Mexico border territory

**Moderator:** **Tod Burwell**, President & Chief Executive Officer, Baft

**Jacqueline Magaña**, Senior Director, Credit & Political Risk, Trade Credit Lead, Nationwide

**Joao Galvao**, Managing Director, Head of Trade Finance Sales, Americas, Standard Chartered

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

**Gerardo Gutiérrez-Olvera**, Executive Director, Head of Trade Finance & International Business, Banorte

11.55am-12.30pm

**Case study: Implementing a successful inventory management program**

This in-depth case study will share first hand experiences gained by corporate buyer, funding bank and trade company (TradeCo) in the successful implementation of an innovative inventory management program:

- Exploring benefits for the corporate buyer: From off balance sheet treatment, logistics and procurement savings to increased buffer stocks and supply chain resilience
- Guidance on selling the solution both across internal departments (finance, procurement, supply chain, IT) and to clients
- Bank perspectives: Gaining product approval; pricing methodology; syndication strategy; onboarding the TradeCo
- Execution pitfalls and lessons learnt: Achieving the correct accounting treatment, running the project, working with third parties such as logistics or supply chain services providers

**Moderator:** **David Rudd**, Senior Vice-President, Origination, Benteler Trading International

**Mikael Petersen**, Chief Commercial Officer, Benteler Trading International

**Mona Ghazzaoui**, Managing Director; Head of Receivable & Payable Financing, Credit Agricole

**Jeffrey Austin**, Vice-President, Procurement & Supply Chain Services, Jabil

**"If you have any involvement with trade finance, you need to attend GTR events!"**

**A Smales**, Falcon Group

12.30-1.15pm

**Myth busting: Digging deeper into trade and working capital financing demand shifts**

New SCF disclosure rules closely followed by the advent of a higher interest rate environment have spurred claims of reduced corporate appetite for reverse factoring and a swing to other trade structures, notably accounts receivables financing (A/R financing). Higher rates have further stimulated interest in 'alternative' trade financing techniques for sub-investment grade suppliers, particularly data-driven invoice and purchase order financing. This discussion will explore the supply chain financing landscape, addressing reports of dampened demand for payables financing, common misconceptions of receivables financing risks, and the growing promise of data-driven supplier financing models:

- To what extent has participation in reverse factoring programs declined in 2024? Is this buyer or supplier driven? What motivations are in play here?
- A/R financing uptick: How far is demand growth emanating from cash flow problems and poor interest cover ratios? Are these transactions more commonly used by healthy companies?
- Addressing A/R financing myths: Losing control of the customer relationship; the disclosure of receivables sale to buyers; requirements for large investment in IT and systems
- Are there concerns that Basel 4 poses a threat to receivables securitization techniques? To what extent can successful lobbying efforts transform the relief offered by trade credit insurance?
- 'True' early payment: The promise of (and challenges to) new types of data-driven invoice financing; the opportunity to better assess financing risk using trade histories and buyer-seller relationships

**Moderator:** **Sereen Ahmed**, Head of Trade & Working Capital, Americas, Barclays

**Daniel Kelemen**, Head of Financial Services, Polestar Cars

**Ethan Sharker**, NAM Sales Head, Trade, Sumitomo Mitsui Banking Corporation (SMBC)

**Patricia Quashie**, Deputy Chief Underwriter, FCIA Trade Credit Insurance

**John Pfisterer**, Managing Director, Global Head of Revenue Strategy, LiquidX

**Sanjeev Ganjoo**, Global Head of Trade Receivables Finance, Citi

1.15pm-2.25pm **Lunch**

**"Well-orchestrated industry event focused on driving growth and hyper acceleration towards digital initiatives."**

**S Holguin**, Glencore

**"The GTR conference provided the right mix of topical panels and networking opportunities. It's a great event for those interested in the trade finance space."**

**T Giuntini**, MUFG

Thursday, November 7, 2024 **Morning Stream B**Select either **Stream A** or **Stream B**

## Stream B: Boosting trade liquidity

**Chair:** Stacey Facter, Partner, T3i Partner Network

11.10-11.55am

**Basel Endgame and Regulation Q: Levelling the playing field**

Insurance and banking industry insiders retain high hopes that ongoing advocacy with US federal agencies will spur adjustments to Regulation Q, and changes to the increased capital requirements and refined risk weight calculations being implemented in the Basel Endgame's current form. Potentially resulting in a seismic impact on the US supply chain finance market, the proposed adjustments further stand to significantly level the playing field between US trade banks and their European and Japanese counterparts.

This session will review the key aspects of Regulation Q requiring attention from an industry perspective, from definitions of eligible guarantees and guarantors and how these could lead to an explosion in the US trade credit insurance market, to the issue of risk weighted assets and the impact these regulations hold on pricing for corporate borrowers. Further conversation will question the extent to which successful advocacy stands to reduce the competitive pricing advantage held by foreign banks over US FIs, debating whether a levelling of the playing field could in fact be a win-win for all market participants through further establishment of receivables financing and securitization ecosystems.

**Moderator:** Scott Pales, Senior Vice-President – Political & Credit Risks, Financial Solutions, Head of Trade Receivable and Supply Chain Finance for North America, WTW

**Harpreet Mann**, President, Amynta Trade Credit & Political Risk Solutions

**Sanjeev Ganjoo**, Global Head of Trade Receivables Finance, Citi

**Luigi De Ghenghi**, Partner, Financial Institutions, Davis Polk

**Ben Roberts**, President, Texel Americas

11.55am-12.35pm

**The commodity trade perspective on financing, risk and volatility**

Investor sentiment has shifted the commodities market towards a focus on regionalization and the energy transition, while increasing geopolitical tensions with China add layers of complexity to trade flows in sectors such as aluminum and steel. A recent growth in commodity financing frauds, higher interest rates and the retrenchment of some global banks from the commodity trade finance sector builds a picture of a highly challenging US commodities trade financing environment. Welcoming leading practitioners from these highly specialized sectors, this informal interview will explore the strategies, financing and risk management tools being utilized to maintain the flow of trade finance so critical to commodity trade, offering views on how geopolitical issues and the global energy transition stand to further impact those operating in this space.

**Moderator:** Anne Catherine Mathiot, Managing Director, Commodity & Structured Trade Finance, Global Corporate & Investment Banking Americas, MUFG  
**Mary Ellen Yacura**, Treasurer & Managing Director, Freepoint Commodities

**Sunil George**, Head of Client Financing Solutions for the Americas, Louis Dreyfus Company (LDC)

**Alexander Peters**, Group Chief Financial Officer, Torq Commodities

**Anton Posner**, Chief Executive Officer, Mercury Resources

**“It was my first time at a GTR event and I had a great time learning and networking. A very informative and forward-looking event!”**

A Omisore, Taulia

12.35-1.15pm

**Building regional FI participation in US trade**

Banks outside the top tier are waking up to the revenue growth potential and attractive risk-return balance of short term, recurring trade finance flows, further offering the opportunity to boost existing client relationships and establish new ones through the provision of trade finance liquidity to select transactions. The extensive expertise and internal resources required to do so may not always be available within smaller institutions, however. This focused conversation will explore how specialist trade financing platforms are offering flexible sales financing to US corporations, boosting market liquidity through streamlined, tech-agnostic processes, and enabling the deeper participation of regional FIs in US trade finance markets.

**Moderator:** David Frye, Chief Executive Officer, Levantor Capital

**Dominic Capolongo**, Chief Revenue Officer, LiquidX  
**Lisa Spano**, Senior Vice-President, Supply Chain Finance Origination, US Bank

**Scott Paredes**, Vice-President, Treasury, Ecobat  
**Jonathan Heuser**, Head, Trade & Supply Chain Finance, Citizens Bank

1.15pm-2.25pm Lunch

**“It was a wonderful experience to attend GTR US. All the topics were relevant and informative. Thanks to all the speakers for great insights.”**

S Saxena, H.B Fuller

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## Thursday, November 7, 2024 Afternoon Streams

### Stream A: Trade finance digitization and interoperable ecosystems

**Chair:** Angelica Malin, Bestselling Author & Host

2.25-3.15pm

#### Non-bank financiers and fintech: A game changing match for midcap companies?

The advancement of trade digitalization through 'platformification' and growing interoperability has held a notable impact on the sub-investment grade corporate trade financing space, with increasing innovation and collaboration between non-bank financial institutions (NBFIs) and fintechs both deepening the trade liquidity available to less liquid companies by tapping alternative investors, and in some cases blurring the lines between trade lenders and tech vendors. This market mapping session will assess how the significance of non-bank FIs has grown in the US trade financing market, the role of technology in enabling mid-market lending, and the strengths and limitations of various players in this space:

- What's driving non-bank trade financing growth? Considering reduced availability of bank lending and the convergence of bank / non-bank pricing
- Plug in liquidity: What is the nature of NBFIs' advantage over banks as relates to technology adoption and fintech collaboration?
- Are trade fintechs well suited to the role of principal lender? Has a lack of focus on specific financing products proven a challenge for those seeking skin in the game?
- Which innovations have promoted increased collaboration between non-banks and tech vendors, particularly in meeting mid-market corporate trade financing demand?
- The regulatory burden: To what extent does the due diligence required by alternative / institutional investors in trade assets limit transactional speed?

**Moderator:** Asyera Theng, Director, Sound Point Capital Management

**Lori Sternola**, Global Sector Head, Corporates, GSCF

**Brittany Hooper**, Partnerships Director, Stenn

**Waldo de Vleeschauwer**, Chief Executive Officer, Artis Finance

**Dominic Feroze**, Manager, Treasury, Orbian

**Gunnar Collin**, Director, Enigio

3.15-4.10pm

#### Digital negotiable instruments – progress made and work still to do

Perhaps representing the strongest success story of the decade in digitizing trade processes, global momentum has been growing behind the adoption of the Model Law on Transferable Records (MLETR). Following adoption by governments including the UK, Mexico and Singapore, the New York state legislature is currently considering amendments to the Uniform Commercial Code which would provide crucial legal clarity and recognition for digital trade payment instruments in line with MLETR.

This case study oriented discussion will explore the opportunities and challenges related to the alignment of legal and technology developments around digital negotiable instruments, highlight the practicalities involved with successful transactions and the benefits they demonstrate, assess the challenges remaining around interoperability of eBills of Lading, and review the industry initiatives seeking to enable interoperability between participants, improve efficiency, reduce costs and the risk of fraud.

**Moderator:** Merlin Dowse, Vice-Chair, ICC Banking Commission; Executive Director, Global Trade Finance Product Management, J.P. Morgan

**Joon Kim**, Managing Director; Global Head, Trade Finance, Working Capital & Solution Structuring Platform Group, Treasury Services, BNY Mellon

**Laura Bottenfield**, Product Manager, Trade Finance, US Bank

**Gregory Otto**, Board Member, Secro

**Boaz Lessem**, Chief of Legal Regulation & Partnerships, WaveBL

4.10-4.30pm Networking break

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

### Stream B: Trade tech showcase

**Chair:** Steven Nocka, Managing Partner, Orpheus Advisors

2.25-2.55pm

#### Breaking down barriers: Fintech-bank partnerships for growth

As the global trade finance gap widens, corporations of all sizes face increasing challenges. Squeezed margins, delayed inventory, and restricted credit access are hindering growth for businesses, financial institutions, and the broader economy. This session will explore how a strategic partnership between a bank and a fintech can revolutionize B2B merchandise flows, delving into a frictionless working capital optimization solution leveraging AI-powered automation that empowers both merchants and their customers.

**Grace Howie**, Vice-President, Trade & Working Capital Strategy, J.P. Morgan

**Ashish Jain**, Chief Financial Officer, Slope

2.55-3.15pm

#### Case Study: Mitigating sanctions, environmental, and liability risks from Russia and Iran's dark fleet

Over the past two years Russia, Iran and Venezuela have amassed a fleet of almost a thousand tankers to circumvent sanctions. These tankers are not only engaged in illicit activity but are poorly insured and unsafe. OFAC, the U.S. Department of Justice and other federal agencies are increasingly using sanctions in real-time to disrupt shipments while the cargo is still on the water. This session will highlight how maritime intelligence can mitigate these risks and how financial institutions, maritime service providers and large corporates can meet OFAC's rising expectations.

**David Tannenbaum**, Partner, Sanctions & Maritime Intelligence, Pole Star Global

3.15-3.35pm

#### Deal case study: Trade finance made easy with digitalisation

This session will explore the key components of innovative pre and post-shipment financing transactions, from electronic promissory notes to Modern Law on Electronic Transferable Records (MLETR) compliance, employment of data standards set by the ICC Digital Standards Initiative (DSI) and framework from Baff's DLPC Business Best Practices. Learn how the use of eBills can reduce the

transaction execution timeframe from days to minutes, leading to exponentially faster settlement.

**Sunil Senapati**, Chief Executive Officer, XDC Network

3.35-4.20pm

#### "Corporates need multiple banks, not multiple tech": A frank conversation on fintech interoperability

Trade fintechs, through closer and increasingly experimental collaboration with banking sector partners, are becoming highly adept at remedying specific pain points experienced by corporates and lenders, but an ecosystem shaped problem remains: numerous highly focused and effective tech solutions are available, but lacking interoperability means that the tech itself now risks becoming the primary barrier to adoption. This panel will tackle some of the trickier questions facing those developing and deploying digital trade solutions and seek to identify how various players and collaborations can move the industry forward:

- To what extent are corporates more focused on liquidity than efficiency? Are corporate priorities well understood across trade financing and tech sectors?
- Have results of investments in proprietary banking platforms been limited to aesthetic enhancements? Are banking attitudes to trade finance innovation vis interoperability evolving?
- The challenge of secure data standardization and transfer: From embedded ERP integrations to data tokenization, which innovations stand to move the needle on interoperability?
- Assessing regulatory hurdles and the aspects that can be enhanced to promote the establishment of a digital trade ecosystem

**Moderator:** Steven Nocka, Managing Partner, Orpheus Advisors

**Michael Mandell**, Managing Director, Americas, Komgo

**Rachel Lauck**, Senior Vice-President, Trade Transformation Program Manager, Bank of America

**Greg Person**, Senior Vice-President, Sales, Account Management & Alliances, Americas, Kyriba

**Keishi Kurusaki**, Executive Director, Americas Head of Product, Digital Trade & Distribution, Sumitomo Mitsui Banking Corporation (SMBC)

4.20-4.40pm Networking break

## Thursday, November 7, 2024 Closing plenary

### Closing plenary

4.40-5.25pm

#### Processes, products, people: AI, data and the next trade generation

Recent advancements in digital trade legislation and tech are combining with strides made in AI development, building optimism around the future evolution of trade finance. Applications including documentary checking, KYC and anti-money laundering among are among the established use cases that can mitigate risk and maximize efficiency and speed, but how much more revolutionary and disruptive potential do these technologies hold, and what are we really aiming for? Our forward thinking final session will address the known knowns and unknown knowns related to the future of digital trade and AI:

- Processes: Where is digitization and AI being utilized today and which new innovations are expected in the near term?
- Products: The prospect of analyzing complex data at unprecedented scale in developing new, highly tailored, automated and event-driven forms of trade finance
- People: Is digital trade really moving the dial on financial inclusion? From an industry perspective what role can be played by AI in transferring industry incumbents' product knowledge?
- Closing debate: Is talk of digital or AI revolutions in trade premature before the industry, even the financial system at large, fully embraces data sharing – and what of rulebook standardization?

**Moderator: Ben Arber**, Chief Executive Officer, Complidata

**Saurabh Sharma**, North America Trade Finance Industry Co-Lead, Accenture

**Alisa DiCaprio**, Chief Economist, R3

**Peter Hazou**, Business Strategy Leader, Financial Services, Microsoft

**Philip Smallman**, Head, Transaction Monitoring & Automated Investigations, Standard Chartered

5.25pm

Close of conference

Followed by evening networking reception

**“Great conference, wonderful content!”**

**M Mishra**, DhanConsulting

**“Highly focused on industry topics. A great event for networking, learning and keeping up to date with market friends.”**

**T Sakellariou**, Intesa Sanpaolo

**“A very focused event with highly knowledgeable speakers. All the relevant executives attend!”**

**A Roddy**, IBM

**“THE trade event to be at for networking.”**

**A Miranda**, BNY Mellon

**“Best US focused trade finance event of this year, and every year!”**

**J.T Burke**, China Systems

**“The panels drew from a diverse pool of expertise, and the discussions were on topics relevant to our industry and to the unique times we are living in.”**

**A Holmes**, Demica

**“Very informative sessions and for getting to know insights about future prospects. A big thanks to Peter and his team.”**

**Shamsi**, Darwish Group

**“Great place to meet who’s who in supply chain finance!”**

**M Canale**, TE Connectivity

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