

Strengthening India's role  
in global trade and exports

# GTR INDIA 2026 MUMBAI



#GTRIndia

JW Marriott Mumbai Sahar, Mumbai, India  
May 20, 2026

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Strengthening India's role in global trade and exports

**GTR India is set to make its return to Mumbai on May 20, bringing the industry together to share high-level industry expertise and build thought-provoking partnerships.**

Don't miss the opportunity to form strategic connections with over 700 key industry figures as well as engage with top-tier exhibitors representing the leading trade finance institutions and service providers in India with over 4 hours of dedicated networking breaks.

With a high-calibre agenda reflecting the latest trends shaping the India trade and export market over 50 expert speakers will share their perspectives on exporter tools for managing trade bottlenecks, credit gaps, emerging working capital solutions, supply chain optimisation priorities and more!

We look forward to welcoming you to GTR India 2026!

**"A really great investment of your time for understanding about global trade."**

M Vasdev, Drip Capital

JW Marriott Mumbai Sahar (Grand Ballroom)  
Mumbai, India

May 20, 2026

### 6 big topics in 2026

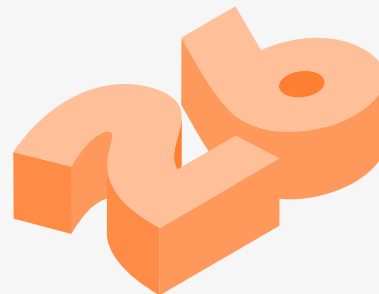


### Vital statistics in 2025

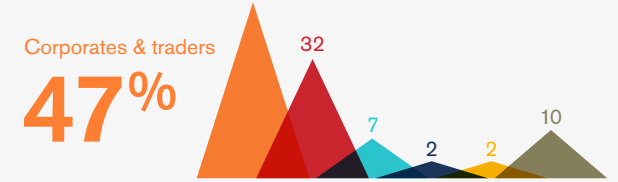


[Click here to find out more](#)

### Exhibitors represented in 2025

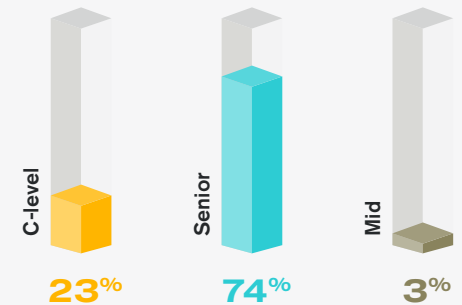


### Attendees by sector in 2025



- 32 Banks & Financiers
- 7 Technology & Fintech
- 2 Consultants & Accountants
- 2 Non-bank Financiers
- 10 Others (incl. Media, ECAs & Multilaterals, Education, EPCs, Govt Orgs & Public Bodies, Insurers & Risk Analysts, Lawyers, Press, Non-Profit Organisations, Recruiters & Service Providers)

### Job titles represented in 2025



### Find out more

**Ed Virtue**  
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## Wednesday 20 May Morning

08.00-09.00 Registration and refreshments

09.00-09.10

### Chair's opening remarks

Sanjay Desai, Independent Advisor & Mentor

**“GTR India is a strong strategic value for senior trade finance stakeholders. The conference focuses on cutting-edge themes directly aligned with global finance leadership priorities.”**

A Kurup, Century Steel Profiles

**“Very useful event for updating current practices.”**

K Gopan, Tata Consumer Products

**“An excellent networking platform!”**

M Udani, Tata Steel Limited

**“Good relevant content presented at GTR India 2025! Deep connections were formed here unlike at mass events, hence it was a quality engagement event.”**

D Jena, ICICI Bank

09.10-09.25

### Resilient trade in fragmented times: An Indian view on navigating disruption

In a global landscape marked by turbulence and volatility, India endures as a hub of strength and resilience, with strong trade and economic figures bolstering its position as one of the world's key growth markets. A growing spread of challenges are making strategic agility a critical tool however, from spiraling geopolitical flare points that risk re-engendering trade and macroeconomic pressures to a complicated landscape for tariffs and India-US relations, with risks of elevated trade costs and weakening competitiveness an enduring concern. How might these factors influence India's strategies to trade and international relationships? What impact might a burgeoning multipolar world have on the trajectory for Indian policy, trade and exports?

This opening keynote address will apply a geostrategic lens and examine trends such as the current conflict in the Middle East, the state on tariffs and US trade negotiations, the evolving trade and strategic relationship between India with China, and how Indian policymakers might adjust national trade priorities amidst the shifting geopolitical backdrop. Analysis will also examine the potential deepening of Indian trade ties with the global south, and what broader trade alignment could mean in the long-term for competitiveness, export costs and unlocking new trade opportunities.

Robert Besseling, Chief Executive Officer, Pangea-Risk

**“GTR is a place to learn, develop and grow! A solution to explore and expand.”**

P Bhansali, PMB Legal

09.25-09.35

### Spotlight on the homefront: A macro-outlook on trade and economic trajectories

While impossible to untangle the dynamics of global trade and politics from India's economic outlook, shining a light on the domestic front is an important step in better understanding how trade might evolve in India over the coming years. From robust year-on-year growth in exports and GDP to the scope of Free Trade Agreement (FTA) finalisation and policy tools that address trade, credit and skills barriers, these trends are useful touchpoints for assessing the emerging landscape for export and financing opportunities in India.

This session will consider the economic and trade growth outlook for 2026, key tariffs and geopolitical stress points impacting Indian trade and the suite of policy initiatives aimed at easing credit and cash-flow conditions for exporters. Trends including de-dollarisation and future RBI priorities for monetary policy will also be discussed, as well as how tools for skills, technology and labour might impact trade trajectories for India.

Dr Rumki Majumdar, Chief Economist, Deloitte

09.35-10.00

### Questions and comments

Following their presentations, this morning's expert keynote speakers will sit for a questions and answers session, including opportunities for audience and added engagement from the floor.

Robert Besseling, Chief Executive Officer, Pangea-Risk and Dr Rumki Majumdar, Chief Economist, Deloitte *in conversation with* Sanjay Desai, Independent Advisor & Mentor

**“GTR India is an extremely relevant platform for trade finance practitioners in India.”**

D Ashar, CSB Bank

10.00-10.45

### From shock to strategy: Exporter tools for managing trade bottlenecks

Mitigating the impact of tariffs and geopolitics and adapting business operations remains a key objective for all Indian firms, and, among the cohort of multinational corporates with global export operations, staying ahead of disruption is becoming increasingly vital. From pressure points such as contract renegotiations, upended order books and delayed payments to enhanced cash-flow pinches and tighter margins, Indian corporates are rapidly seeking solutions that ringfence operations and longer-term trade priorities. Hearing from some of India's leading trade practitioners, this session will assess the tools being used to remain resilient and navigate tariffs and unpredictability, with points for consideration including:

- Operational contingencies and latest strategies for rewiring suppliers, client books, shifting trade from tariff and conflict stressed markets and protecting export volumes
- Working capital solutions to mitigate cashflow stress and the suite of trade finance products for liquidity security and managing cash-conversion cycles and payment risk
- The lender perspective: How are FIs responding to corporates' enhanced financing needs and what steps are they taking to keep credit available?
- A corporate decision-maker view on long-term trade trajectories and how market and investment strategies are likely to evolve in response

**Moderator:** Manpreet Kaur, Founder & Chief Executive Officer, Vivantaa Capital

Deepak Gupta, Product Head – Trade Products, ICICI Bank

Madhur Sharma, Chief Finance Officer, Louis Dreyfus Company

Tarandeep Lamba, Head Trade & Working Capital, India & South Asia, Standard Chartered

Madhavi Arora, Chief Economist, Emkay Global Financial Services

10.45-11.20 Networking break

## Wednesday 20 May Morning Streams

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

## Stream A

11.20-12.05

**Credit gaps and emerging finance solutions for Indian MSMEs**

From government objectives around exports and a US\$500bn target for merchandise trade to the liquidity pressures spiked by trade disruption, the need for affordable and accessible capital remains essential for India's export momentum. While off-balance sheet products such as receivables financing, factoring, discounting and supply chain finance (SCF) remain popular, penetration remains lower in India than in other markets, with initiatives such as the TReDS platform designed to help deploy rapid liquidity for MSMEs. With credit option availability growing in importance, this session will examine the steps that Indian banks and other lenders can take to widen market liquidity, and what products Indian exporters need to navigate the current trade landscape. Discussion will include:

- The open account adoption lag: How can fresh policy and regulatory drivers help nurture more off-balance sheet financing across Indian banks and reduce the perception of risk?
- Balance sheet vs cashflow: If lending criteria was measured more on invoices, trade flows and buyer quality how might this help bankability and unlock more working capital for MSMEs?
- Accounting disclosure reform: A stocktake on recent regulatory changes, the impact on payables, financing and working capital accounting and how increased cashflow and liquidity transparency is affecting credit access for exporters
- Confronting tariffs as an MSME: Solution needs from ringfencing cash conversion cycles and enhanced FX product variety to the scope for support tools such as collateral-free credit and guarantees

**Moderator:** [Manali Ganediwal](#), Partner, M S G M & Associates

[Chandrakant Salunkhe](#), Founder & President, SME Chamber of India

[Ravi Valecha](#), Chief Executive Officer, India Factoring

[Dr Bharat Kulkarni](#), National Chairman, Indo Global SME Chamber, Confederation of Indian Micro, Small & Medium Enterprises

12.05-12.40

**Getting to grips with FX: Strategies for small and medium-sized firms**

With many Indian firms from MSMEs to medium-sized businesses already operating on tight margins, the risk of sudden and sometimes turbulent FX swing can be particularly challenging, complicating an exporter's ability to predictably manage cashflow, cash conversion cycles and ultimately revenue profitability. Coupled with this, the persistence of dollar-denominated trade and currency solutions are a rising priority in the toolbox of Indian firms. This panel will assess how FX products can be optimised for the emerging needs of Indian exporters and what needs to happen to expand local-currency financing across the domestic market, with themes considering:

- Hedging strategies: Best practice for utilising instruments such as currency swaps, forwards and futures contracts; and managing these tools across company balance sheets
- With trade invoices often dollar-denominated, how can small and medium-sized exporters design risk management strategies that protect margins from volatile cash conversion cycles?
- Lender priorities for growing local-currency financing in India and how these tools can be optimised to reduce tariff exposure and diversify exports

**Moderator:** [Shankar T S](#), Asia Representative, Bankers Association for Finance & Trade (BAFT)

[Megha Kaushik](#), General Manager, Supply Chain Finance, Patanjali Foods

[Amit Baraskar](#), Senior Vice-President & Head, Group Treasury, Thomas Cook

12.40-13.50 Lunch

**“A must-attend event for trade finance professionals with great networking.”**

**R Khemani**, Blossom Advisors

## Stream B

11.20-12.05

**Where cashflow meets resilience: Optimising India's supply chain operations**

Resilience is increasingly essential for an Indian exporter's supply chain strategy, with both large corporates and smaller companies navigating a dynamic market of shifting trade flows, cashflow cycles and documentary and logistical bottlenecks. As tariffs and other disrupters present increased friction to global trade the need for agile liquidity injections is rising, with credit products such as SCF well placed to help Indian firms address emerging supply chain stress points. Taking a deeper look at the operational tools to help steer through market strain, this panel will consider how Indian suppliers can best utilise the growing crop of supplier cashflow solutions and develop resilient supply chain strategies, with discussion points considering:

- A checklist for supplier dynamism: Priorities for diversifying procurement and input flows, optimising inventory and developing tools for real-time tariff and disruption forecasting
- Lender priorities for deploying real-time cashflow solutions and how suppliers can better pinpoint liquidity needs in synch with the movement of goods and invoices
- SCF optimization: Bringing relief to supply chain stress points, payment cycles and supplier-buyer relationships
- Lender strategies for SCF scale barriers: Digital solutions for KYC and end-to-end services, AI tools for operational streamlining and developing product and process standardisation

**Moderator:** [Sanjay Desai](#), Independent Advisor & Mentor

[Sumit Khaneja](#), Head of Trade, Supply Chain Finance & Correspondent Banking, Axis Bank

[Neeraj Jindal](#), Senior Vice-President, Trade Product, HDFC Bank

[Parag Ekbote](#), Chief Business Officer, Veefin

[Neha Anna Thomas](#), Associate Director, Economic Analytics, Frost & Sullivan

[Narendrra V Arora](#), Non-Executive Director, CMR Surgical

12.05-12.45

**Commodity trade stresses and liquidity: Managing inventory and working capital**

As market and conflict disruption continue to challenge the trade operations of the commodity space, trading houses both in and outside of India must remain nimble in the face of geopolitical shifts. From the extended shipping and payment periods impacting traditional working capital cycles to the buildup of unsold inventory exacerbated by tariffs, traders must adapt not just their financing operations but their risk mitigation tools to keep ahead of unfolding bottlenecks. This session will assess how commodity traders can best navigate these emerging shifts and optimise risk management, with themes exploring:

- Working capital strategies for navigating commodity market stresses such as price and FX volatility and extended cash conversion cycles
- Tied-up inventory and best practice for Indian firms to unlock liquidity through tools such as inventory and warehouse finance and turning unsold stock into collateral
- Long-term structures: What is the lender appetite for structured trade finance solutions in the current climate and how can the product(s) be made more appropriate for banks and traders?
- Risk mitigation strategies: A trader outlook on managing geopolitical vectors, counterparty and country risk exposures and developing tools to ringfence trade and expand trade opportunities

**Moderator:** [Akshay Seksaria](#), Senior Director, India Sales Head, Global Transaction Bank, Mizuho Bank

[Garima Jain](#), Chief Executive Officer, Agri Business, Torq Commodities

[Naveen Kumar](#), General Manager, Treasury & Supply Chain Solutions, Olam Agri

[Deepa Dumbre](#), Deputy Head, Group Treasury, Vedanta Group

[Venkatesh Viswanathan](#), Founding Partner & Chief Executive Officer, Terra91

[Pankaj Latoria](#), Chief Financial Officer & Director, Ravago

12.45-13.50 Lunch

Wednesday 20 May **Afternoon Streams**Select either [Stream A](#) or [Stream B](#)

## Stream A

13.50-14.25

**AI adoption barriers in India: Fine-tuning the system for integration**

While the benefits of AI integration such as streamlined processes and reduced operational inefficiencies are well known, a growing observation from across India's trade finance market is that company adoption – whether by banks, corporates, MSMEs and those in between – remains a difficult bottleneck to overcome, with a more holistic strategy required to help address key market barriers. Gathering the viewpoints of key practitioners, this session will consider the landscape of trade market stress points and how with a suite of levers at their disposal Indian stakeholders can deploy tools to help accelerate AI adoption, looking at:

- Legacy infrastructure, fragmented data records, high implementation costs and proprietary systems: Physical bottlenecks and pinpointing the system-wide needs for modernisation
- Examples of AI integration successes and emerging insight on the core scale barriers for India's trade finance market
- Digital divides: What levers can help embed AI skills and literacy across corporates and MSMEs and support shifts away from manual processes and towards automation?
- Fine-tuning FIs for AI integration: A strategy for modernising bank architecture and enabling interoperability between trade datasets, bank APIs and siloed information

**Moderator: Amit Pradhan**, Vice-President, Partnerships & Alliances, The London Institute of Banking & Finance (LIBF)

**Amisha Shah**, Assistant Vice-President, Reliance Jio Infocomm Ltd

**“The conference provides excellent opportunities for networking from different businesses.”**

**Y Mamgain**, Siemens

14.25-15.10

**Cross-border trade systems and emerging innovation for Indian payments**

As technology drivers such as the Unified Payments Interface (UPI) begin to forge bilateral linkages with peer countries in the Global South, innovation to India's payment system infrastructure continues to gather pace, with initiatives such as India's digital rupee – the nation's central bank digital currency (CBDC) – and real-time forex settlements in GIFT City examples of how cross-border transactions remain in the crosshairs for targeted innovation. This session will examine the scale and outlook for modernising cross-border transactions in India and the engagement of key domestic stakeholders including regulators, banks and fintech providers, with points for consideration including:

- Examining UPI internationalisation: Charting the trajectory of initiatives and the technical scale barriers that exist for payment system linkages
- System chokepoints and latest bank and regulator priorities for overcoming cross-border frictions, high transaction and compliance costs and settlement delays that trap liquidity
- How realistic are proposed multilateral CBDC corridors for trade settlements, and how far can smart contract programmability go in combining trade finance functionality with the digital rupee?
- Regulatory flexibility in GIFT City and the latest sandbox products around FX settlements, dollar clearances and easier cross-border financing for exporters

**Moderator: Shankar T S**, Asia Representative, Bankers Association for Finance & Trade (BAFT)

**Jeetesh Bhatia**, Managing Director & Head, Global Transaction Banking Department, Mizuho Bank

**Megha Chopra**, Trade Business Head, Global Transaction Services, Kotak Mahindra Bank

**Sanjay Sharma**, Product Head, Digital Trade Platforms, ICICI Bank

**Sanjay Durante**, Head of Global Transaction Banking, India & Regional Head of PCM Sales, APAC & Middle East, Barclays

15.10-15.40 **Networking break**

## Stream B

13.50-14.35

**Meeting capacity gaps and trade flow opportunities with export credit**

In response to a widening pool of global trade and economic headwinds, India Exim Bank (Exim) and the Export Credit Guarantee Corporation of India (ECGC) have remained a pivotal force against the trade and credit risks complicating exports for Indian firms. From policy tools such as enhanced insurance coverage for banks to collateral-free working capital and affordable credit facilities for small to medium-sized firms, India's export credit providers are helping domestic firms navigate global volatility as well as buttress national objectives for export diversification. This panel will assess how credit and insurance facilities are evolving to meet the needs of Indian exporters as well as enable India's longer-term trade flow priorities, looking at:

- Tariffs and ECA solutions: Credit guarantees for addressing volatile bank lines and trade cycles and the broadening scope of short-tenor financing for mitigating cashflow shocks
- How smaller businesses can best utilise credit product subsidies and optimise their working capital, margins and borrowing costs
- The outlook for further easing of risk limits with overseas banks and the deepening of trade finance ties with Africa and similar regions
- With Indian lenders and ECAs expanding trade facilitation products for emerging markets, how are FIs addressing counterparty risk as export opportunities widen across more volatile regions?

**Moderator: Karthik Natarajan**, Senior Vice-President, Segment Head, Trade & Supply Chain, Axis Bank

**Dimple Chitnis**, National Head, Trade, Supply Chain, Bullion & FES, YES BANK

**Janusz Wladyczak**, President & CEO, KUKE

**Nisha Poddar Modi**, Head, Corporate & Institutional Coverage India, FirstRand Bank Limited

**Hirva Mamtora**, Chief Executive Officer, EXIM Finserve

**Abhishek Jain**, General Manager, ECGC

14.35-15.20

**Cost, competition and capability: The operational priorities for India's manufacturers**

As policymakers and industry remain determined to entrench India's position as a key manufacturing hub, corporate operational strategy must increasingly navigate a competitive and cost-laden market for manufacturing exports. From tariffs and global supply chain realignment that complicate financing cycles to productivity and competitiveness disadvantages that splinter appetite to regional peers, operational resilience and overcoming cost hurdles are key priorities for domestic firms. This session will examine the suite of tools and solutions utilised by Indian manufacturers across global exports cycles and how – taking a longer-term view – the nation's manufacturing sector can expand its presence across global value-chains. Points for consideration will include:

- Cashflow pain points: Strategies for managing long receivable periods and optimising capital against volatile trade cycles
- With supply chain and production diversification reemerging as a global manufacturer preference, how can India position itself as a hub for manufacturing capacity and export?
- Complex global supply lines and emerging strategies for monetising trade invoices and utilising tools such as supply chain finance
- Marred by tariffs, FX and productivity challenges, how can India's manufacturing sector regain competitiveness against peer markets in the region?
- The productivity point: Policy and industry priorities for modernising logistical infrastructure and addressing the sector's skills and productivity gaps

**Moderator: Sanjay Desai**, Independent Advisor & Mentor

**Bharavi Cheerla**, Director & Head, Trade & Supply Chain Finance, Bank of America

**Rohit Narayanan**, Managing Director, Transaction Banking India, MUFG

**Utkarsh Tekade**, Associate Director, Maritime Trade Supply Chain, S&P Global

**Rohit Sharma**, Head of Downstream, ArcelorMittal Nippon Steel India

15.20-15.40 **Networking break**

## Wednesday 20 May Afternoon Closing Plenary

15.40-16.20

### Delivering action and making change: Boosting female representation in Indian trade

While the advancement of woman representation across India's financial and corporate institutions remains on the ascendant, with over 20 percent of board seats – up from 5 percent in 2016 – now held by women at NSE-listed firms, progress can sometimes feel hamstrung by concerns that symbolic and box ticking initiatives are more prevalent than the deeper structural intervention required for meaningful change. Coupled with the more nuanced and unique challenges faced by women in advancing their career in India and other markets, this discussion will bring together senior trade industry practitioners to explore latest thinking on the root-and-branch reforms needed as well as how FIs and corporate institutions can better accommodate the wider – and less discussed – hurdles faced by women. Talking points will include:

- The tranche of legislative and government policy drivers of recent years and assessing what has worked and what is missing for delivering meaningful organisational change in India
- What strategies are banks deploying to instigate deeper and more significant change for women in the workforce? Where are these falling short and what are the options – and examples – for going further?
- What structural changes are required to elevate more women into C-Suite, decision-making positions across banks and wider business institutions?
- How can burnout and emotional labour, which may disproportionately affect women, be better addressed in the workplace?
- How can organisations go further to provide better role model, mentorship and sponsorship pathways for junior women?

**Mona Pathak**, Executive Director, Transaction Banking, Standard Chartered

**Megha Chopra**, Trade Business Head, Global Transaction Services, Kotak Mahindra Bank

**Dimple Chitnis**, National Head, Trade, Supply Chain, Bullion & FES, YES BANK

**Malika Juneja**, Receivable Finance & Product Head, Citi

16.20-16.55

### FTAs, multi-alignment and a growing leadership role: A long-term outlook on Indian trade

While much discussion has been made on the immediate vectors impacting Indian trade, the longer-term trajectories for India's exports – and how different geopolitical landscapes might influence the outlook – remains equally important. From a tilt away from the US and towards the status of 'unaligned' to the growing imperatives around security agreements and cooperation, India's trade and economic strategies must increasingly balance both hard power multipolarity as well as India's role as an ascendant power.

To examine these longer-term perspectives this closing fireside chat will assess several trajectories for Indian trade and consider the influence of emerging economic variables and how India's positions across trade and global leadership might evolve, focusing on:

- Unaligned or multi-alignment? The limits of trade and geopolitical relations beyond America and the trade implications and opportunities for key sectors such as energy, critical minerals, agribusiness and AI computing
- With trade blocs hardening and trade increasingly securitised what – from an Indian corporate and FI perspective – might a multi-alignment strategy mean for operational stability and managing counterparty risk?
- FTAs in review: A touchpoint on India's recent FTAs, their impact so far on Indian trade flows and the potential effect of future deals
- With India rising in a multipolar world, how can policymakers leverage its ascension to cement strategic leadership and what can this position mean for India's future role in crafting global trade policy?

**Shilan Shah**, Deputy Chief Emerging Market Economist, Capital Economics *in conversation with Sanjay Desai*, Independent Advisor & Mentor

16.55-17.00

### Chair's closing remarks

**Sanjay Desai**, Independent Advisor & Mentor

Followed by evening networking reception

**“It was a wonderful experience to attend the event. It was handled in the most professional manner. The speakers were at their best and it is the best place for networking.”**

**K Kapadia**, Shilfex PVT Ltd

**“The event offered a timely and insightful look at GIFT City's potential as a global financial hub and addressed key priorities and gaps such as regulatory alignment, liquidity enhancement, and infrastructure development.”**

**J Kaur**, McKinsey & Company

**“A great place to meet, network, learn and listen to the latest developments, pain points and key focus areas for improvement from India's vast trade finance industry.”**

**S Gandhi**, UBS

**“GTR India is more than just a conference, it is a convergence of mind staging the future of trade in India and beyond. Kudos to the GTR team!”**

**P Sanap**, ICICI Bank

**“An event of real people with hands on the job and getting real talk across industries.”**

**N Shroff**, Taylor & Shroff

**“Great event! Good platform to understand various products, new genres in terms of global finance. Great catching up with various bankers.”**

**S Pandit**, Vedanta Limited

**“A wonderful opportunity to learn and network.”**

**V Surendran**, Tata Steel

**“Very good arrangement, very relevant topics as well as excellent speakers and moderators.”**

**A Maheshwari**, Tata AutoComp Systems

**“I attended GTR India for the first time and got a chance to learn and acknowledge new topics. The sessions helped join the missing dots for some unknown areas.”**

**N Lohia**, Wrogn Private Limited

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