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for trade and exports

GTR  
UK 2026  
LONDON

#GTRUK

London, UK  
June 10, 2026

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The UK's number one event for trade and exports

Returning to London on June 10, GTR UK is set to bring together the full spectrum of the UK's trade and export finance community including key industry leaders from groups spanning corporates, financiers, fintech innovators, policymakers and other key stakeholders.

This high impact gathering will provide a dynamic platform for over 500 delegates to engage with the latest market developments and trends within an increasingly complex global trade environment.

Attendees will benefit from expert-led panel discussions and in-depth sessions, featuring insights from around 50 distinguished speakers and an agenda that will assess the growing suite of global trade stress points, including macroeconomic pressures, tariff disruption and supply chain resilience, tailored credit and liquidity tools and the digital transformation of trade. GTR UK 2026 is the essential gathering where market intelligence meets real-world networking.

Convene 155 Bishopsgate (Level 2)  
London, UK

June 10, 2026

### 6 big topics

- Global volatility and UK trade strategy
- Cashflow stress points and optimising capital
- Pinpointing SME liquidity needs
- Tools for supply chain resilience
- Digital trade finance solutions
- A trade outlook for UK global exports

### Vital statistics in 2025

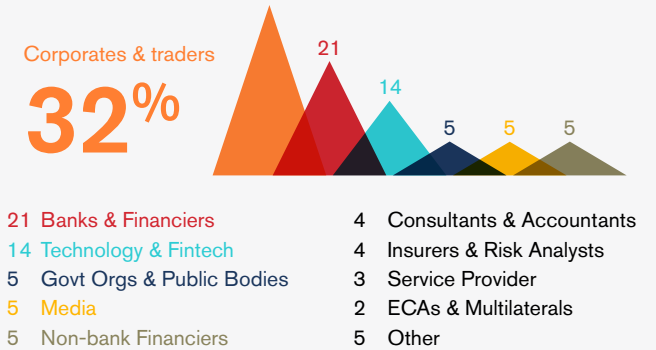


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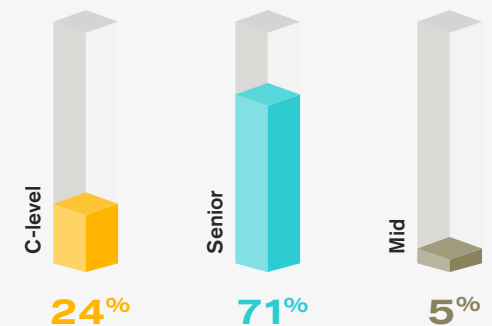
### Countries represented in 2025



### Attendees by sector in 2025



### Job titles represented in 2025



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## Wednesday 10 June Morning

### 08.00-09.00 Registration and refreshments

### 09.00-09.10

#### Chair's opening remarks

Tanya Beckett, Journalist & Broadcaster

### 09.10-09.45

#### The next disruption phase: Mapping UK trade resilience

With the scope and veracity of global headwinds accelerating, the macroeconomic outlook for the UK remains in flux. A promising start to the year for growth and downward inflation and borrowing costs have been overshadowed by enhanced regional instability in the Middle East and wider challenges from trade tariffs to global fragmentation, both a particular risk to UK supply chains heavily reliant on global linkages. There remain however bright spots for the UK trade story, from ongoing efforts to reduce barriers and deepen trade with the EU and US to strategic pivots across new free trade agreements (FTAs).

In examining these trends and the volatility and opportunities ahead, this keynote session will consider the strategic priorities emerging for UK policymakers and exporters, and how decision-makers can navigate the evolving spread of trade barriers and seize new trade opportunities. Applying a lens to UK-EU and UK-US trade flows, analysis will also centre around reinforcing relations and how to balance the unique and sometimes diverging set of UK goals for each market.

**Sir Crawford Falconer**, Former UK Chief Trade Negotiator (2017-2024); Senior Adviser, Bradshaw Advisory *in conversation with Tanya Beckett*, Journalist & Broadcaster

**“GTR never disappoints! Yet another successful event.”**

S Garg, JP Morgan

### 09.45-10.15

#### Managing trade risk in times of disruption

As both UK and global firms grapple with the latest drivers of trade and geopolitical turbulence, developing a proactive risk analysis strategy remains critical for managing the volatility of global business operations and challenges such as tariffs, logistical bottlenecks and balance sheets under increasing strain. This session will explore the risk landscape facing businesses and supply chains as well as the key building blocks of a resilient risk mitigation strategy, while also reflecting on how trade credit insurance is evolving to meet a world of more frequent shocks. Key themes will include:

- Shock permanency and supply chain rerouting: How are companies responding across different markets, and what impacts are they already experiencing as volatility becomes structural rather than cyclical?
- Financial and cash flow resilience: Equipping businesses with the tools to address risks such as extended payment cycles, and the growing role of trade credit insurance in supporting safe growth and access to financing
- Technology, AI and the future of trade risk management: How is data, automation and artificial intelligence transforming risk assessment, monitoring and decision-making in trade credit insurance?

**Aylin Somersan Coqui**, Group Chief Executive Officer, Allianz Trade *in conversation with Tanya Beckett*, Journalist & Broadcaster

**“GTR UK has firmly established itself as the premier networking event for banks, brokers, corporates, and insurers. The panel discussions are insightful, and the economic sessions offer valuable perspectives on the evolving trade and finance landscape.”**

N Kumar, Swiss Re Corporate Solutions

### 10.15-11.00

#### Access, capacity and deployment: UKEF and lender perspectives on delivering liquidity

With the outlook for operating and trade costs remaining elevated for UK corporates and SMEs, the deployment of trade finance support will remain essential as trade disrupters and a tight liquidity landscape persist for many firms and exporters. Following several UK Export Finance (UKEF) initiatives to boost credit accessibility, plug working capital stresses and expand bank and non-bank participants this session will hear from both lenders and domestic exporters navigating the frontlines of trade and liquidity pressures and how the evolving suite of trade finance tools can enable UK trade and optimise operations with points for consideration including:

- The UK lender climate and evolving FI strategies for risk-sharing, growing commercial bank appetite, expanding product awareness and keeping facilities agile
- A corporate perspective: How are UK firms optimising trade and financing operations against threats such as tariff exposure, counterparty risk and volatility in payment cycles, pricing and FX?
- How can lenders go further to support UK SMEs and exporters in frontier markets and tailor support for overcoming local structural barriers?
- A strategic view on lender diversification and broadening working capital access and affordability with bank and non-bank facilities

**Amy Clarke**, Head of Short-Term Business, UK Export Finance (UKEF)

**Jaya Vohra**, Managing Director, Global Head of Trade & Working Capital & Transaction Banking Account Management, Barclays

**Richard Clothier**, Managing Director, Wyke Farms

**James Davis**, Managing Partner, Nighthawk Partners

### 11.05-11.35 Networking break

**“GTR is the premier event in the UK bringing together the complex trade ecosystem. You always learn something new and expand your network!”**

M Ling, Santander

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## Wednesday 10 June Morning Stream A & Stream B

### Stream A

11.35-12.20

#### Cashflow is king: Pinpointing SME liquidity needs and optimising off-balance sheet funding

Despite the pool of government and FI initiatives to support and expand SME exports, a divergence is growing between small and large firms and their export volumes, with SMEs more likely to struggle with red tape and customs complexities than their larger peers, as well as the impact of funding and working capital pinches. The optimisation of company financing and the full utilisation of off-balance sheet instruments is therefore essential for many smaller firms to mitigate cashflow pain points, with this session examining how UK SMEs can better utilise available credit tools as well as overcome complex trade barriers and grow trade volumes. Discussion will centre around:

- Modern invoice strategies: What limitations do SMEs face in receivable finance and factoring and how can firms better optimise invoices against trade, cashflow and payment cycle volatility?
- A borrower wish list for lender liquidity and pinpointing the relief that cash-strapped SMEs need from banks and FIs
- Practical strategies for managing customs and regulatory friction and leveraging policy, government and FI support services
- Standing on shoulders: How SMEs can adopt corporate strategies around working capital, inventory and customs management and scale internationally
- What will it take for both UK SMEs and lenders to fully engage with and deploy the full arsenal of export-enabling instruments?

**Varun Yadav**, Senior Director, Cash Management, Global Payments & Trade, BNY

**Gary Payne**, Director, Trade Receivables & Supply Chain Finance Credit & Political Risk, WTW

**Preslav Raykov**, Commercial Director & Head of Global Trading, Magic Flame Group

**Josh Robson**, Chief Policy Officer, ScaleUp Institute  
**Dmitrii Rivkin**, Founder, Done Switzerland

12.20-13.00

#### Simplifying payments and end-to-end systems for SME exporters

With UK firms increasingly orienting their focus beyond the EU and towards international and less trodden markets, any frictions across cross-border payments can be particularly debilitating, with slow settlements and late payments a common reason for hamstrung working capital and cashflow bottlenecks. Coupled with high FX costs and the necessity for multi-currency flexibility, this panel will explore the development of emerging payment systems and solutions and how key stakeholders including banks and fintechs can deliver more streamlined digital rails and payment and cashflow services, with points for consideration including:

- End-to-end payment process and digital workflow simplification: The steps service providers can take to reduce entry barriers for UK SMEs
- With multi-currency hurdles ranging from foreign account requirements to FX volatility, how can currency payment systems be optimised to meet the needs of export market diversification?
- The latest developments in bank APIs, reducing bank-to-bank frictions and achieving more streamlined payments
- The SME view: Where are the core pain points for cashflow and cash conversion management and what more can service providers do to ease bottlenecks?

**Moderator: Mark Ling**, Head of Trade & Supplier Finance, Trade & Working Capital, Santander  
**Stephan Wolf**, Chair of the Board, Verifiable.Trade Foundation

**Thomas Pinter**, Co-Founder & Chief Commercial Officer, Damisa

**Stanley Montwedi**, Director, Trade & Investment, African Business Chamber (AfBC) & Founder & Chief Executive Officer, TradeVow

13.00-14.10 Lunch

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

### Stream B

11.35-12.20

#### Supplier hurdles and pinpointing risk: Emerging strategies for supply chain resilience

For many UK companies the convergence of risk management and trade finance strategies has become a cornerstone of supply chain and trade resilience, with manufacturers, suppliers and other assembly nodes deploying a more joined-up approach against trade-based risks. From mitigating sudden liquidity pressures to managing down-chain disruption with inventory, invoice and supply chain finance (SCF) tools, optimising cashflow is increasingly vital for staying ahead of tariffs and geopolitical flares.

Coordinated by the Association of Corporate Treasurers (ACT), his panel will consider emerging best practice for blending supply chain resilience with effective trade finance deployment, with points for discussion including:

- Inventory finance: Unlocking liquidity during trade, order book and supply chain disruption and optimising utility for smaller suppliers with tighter credit conditions
- Resilience buffers: Knitting reliable buyers and suppliers together with SCF facilities and creating sustainable liquidity loops
- How are UK companies joining-up departments and risk management teams to exercise more proactive liquidity deployment?
- Do UK firms still see nearshoring as an important initiative for building supply chain resilience? How are finance facilities being deployed to enable this?

**Moderator: Shrey Daga**, Global Head, Trade & Working Capital Solutions, Commercial Banking, Citi  
**Mikael Petersen**, Chief Commercial Officer, Benteler Trading International

**Nathalie Włodarczyk**, Managing Director, Gatehouse Advisory Partners

**Atif Syed**, Shareholder & Former Director, Wootzano

**Simon Geale**, Executive Vice-President, Client Solutions, Proxima

**Bokke Veltkamp**, Manager, International Business Development, Steinweg

12.20-13.00

#### How are UK treasurers deploying real-time relief for real-time stresses?

During periods where the risk of sudden trade and working capital flash points are become more prevalent, the role of a corporate treasurer is increasingly vital for the real-time management and health check of a company's operations. From monitoring cash visibility as interest rate, inflationary and FX pressures bite to managing the payables, invoices and working capital, a company treasurer is a central cog in helping corporate strategy navigate a choppy trade landscape. This panel will examine how UK treasurers are exercising the tools needed to manage trade operations and build resilience, with themes for consideration including:

- How are treasurer strategies addressing real-time pressure points such as interest rate, inflation and FX volatility?
- Where tighter cross-departmental collaboration is helping optimise working capital, invoices and inventory and how this might evolve as stresses expand
- What steps are treasurers taking to become more proactive in risk monitoring and how are digital tools helping support greater risk detection?
- The lessons learned since 2020 from trade flow, supply chain and cashflow shocks and how these experiences have strengthened treasurer strategy and resilience

13.00-14.00 Lunch

Wednesday 10 June **Afternoon Stream A**

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

Stream A

14.00-14.35

**Practical steps for growing UK exports, interlinkages and diversification**

For many UK firms one of the key challenges for long-term trade and investment planning is whether they remain imbedded with EU alignment or diverge for markets like the US, and as a rolling stock of fresh FTAs widen firms must think holistically around competing trade standards, tariffs and seizing new trade opportunities. This presentation and fireside chat will examine the present trade landscape and how UK exporters can fine-tune trade operations to best navigate both EU and global market trade. Topics will include:

- A stocktake on UK policy for EU and US trade: How emerging alignment priorities might influence the trade outlooks for both markets
- FTAs in review: What is the present state of the UK FTA pipeline and what strategic and operational steps can UK firms take to practically engage with emerging trade opportunities?
- Can an ambitious UK-EU and UK-US trade relationship truly co-exist? Assessing the parameters for avoiding a regulatory pincer for UK companies and a practical path forward
- Priorities for containing EU trade compliance costs and keeping barriers low

**Moderator: Brendan Vickers**, Policy Director, ICC UK  
**Marco Forgione**, Director General, Chartered Institute of Export & International Trade  
**Chris Walker**, Chief Executive Officer, Diamond Hard Surfaces

14.35-15.15

**Priorities and hurdles: A manufacturer perspective**

Despite the weight of a challenging operating environment the UK manufacturing sector remains a core component for the UK trade story, accounting for nearly half of total UK exports and almost ten per cent of GDP. The sector does however face a host of key stress points, from expensive input and production rates to the tight cashflow cycles that constrain liquidity, as well as the inflationary, interest rate and borrowing cost pressures that erode balance sheet health. This session will examine how UK producers can meet the rising tide of operational demands and navigate a tight liquidity environment, with themes including:

- Pain points such as long production timelines, stretched input costs and the operational and financial solutions for smoothing cashflow cycles
- Trapped liquidity and the use of inventory and invoice financing tools to optimise working capital discipline
- How are UK manufacturers managing supply chain disrupters such as tariffs and geopolitical tensions as well as procurement shifts?
- How are producers of all sizes adapting liquidity buffers to manage the turbulence of input and inflationary shocks?
- Narrowing the gap: SME financing constraints and the tools such as export guarantees and trade credit that can help relieve liquidity pressures

**Paul O'Donnell**, Alliance Secretary, EAMA Engineering & Machinery Alliance  
**Andrea Wilson**, Director, Hone-All Precision  
**Tim Cook**, Commercial Director Emeritus, REIDsteel

15.15-15.50

**CBAM: Are companies ready?**

With the EU's Carbon Border Adjustment Mechanism (CBAM) entering its compliance phase at the start of 2026, many UK exporters and manufacturers are continuing to grapple with the regime's fresh compliance standards and what this means operationally and commercially. As both companies and lenders continue to quantify the financial, pricing and administrative consequences this unique fireside conversation will provide an outline of the key technical impacts on trade finance as well as an assessment of compliance best practice at a time of stretched capital and workloads for UK exporters, looking at:

- The gaps between the EU and UK CBAM schemes – the latter expected for introduction in 2027 – and how firms can bind compliance preparations to fit both
- How CBAM is impacting UK exporters and commercial operations today and emerging examples of overcoming pain points
- CBAM's impact on pricing, financing structures, margins and working capital and what this means for trade finance facilities and lender appetite
- Enhanced reporting and administrative needs and how to manage and identify financial exposure down supply chains

**Mitchell Perks**, Deputy Director of Trade Services, British Chambers of Commerce (BCC) *in conversation with Tanya Beckett*, Journalist & Broadcaster

15.50-16.20 Networking break

“GTR UK keeps growing in size every year. Good and relevant sessions on topics of interest and is relevant for present and future opportunities.”

**K Joshi**, Citi

“A great event, and as a first time attendee, it introduced me to the networking aspect of global trade in an engaging and invigorating way, whetting my appetite for future appearances.”

**W Prior**, Amalgamated Metal Corporation Plc

“One of the best business events I’ve attended this year.”

**T Zhang**, Crayfish

“A brilliant opportunity to hear the voices of some great people who are making a brilliant contribution to improving international trade and finance.”

**J Smith**, Jointine Products

## Wednesday 10 June Afternoon Stream B & Closing Plenary

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

### Stream B

14.00-14.45

#### Scaling UK digital trade and addressing pain points for paperless trade

While policy and regulatory barriers remain a bottleneck for UK exporters, the embracement of paperless trade is an example of where UK leadership on digitisation is helping bypass some of the hurdles inherent across traditional trade systems, with recent pilots continuing to underscore the benefits of streamlined trade processes, cost efficiency and how digital trade can overlap with UK market diversification. This session will take a long-term outlook to UK trade digitisation examining the core scale barriers to paperless trade and the priorities for leveraging policy, FI and industry coordination. Points for consideration will include:

- Trade cycle hitches: Digital bills of lading, warehouse receipts and developing greater cross-controls and transparency for stakeholders across the financing journey
- A stocktake on pilot schemes, recent examples of onboarding and where paperless trade transactions have reduced frictions and unlocked working capital and new market entry
- Steps that industry leaders including large corporates, global FIs and fintechs can take to collaborate and address scale barriers as well as develop – with digital and automated tools – greater risk management capabilities
- What steps can bank and fintech providers take to simplify onboarding processes?
- With risks such as fraud and trade compliance magnified by digital document proliferation, how can AI and greater intelligence-led solutions improve workflow efficiencies and mitigate paperless trade pain points?
- Enabling UK global trade: Priorities for a digital-first export strategy for unlocking trade diversification and interlocks with high growth digitally aligned markets

**Moderator: Fahad Bashir Noor**, Head of Product, Cleareye.ai

**Joel Schrevels**, Solutions Director, Product Management, China Systems

**Dimitrios Ntalianis**, Managing Director, FI Partnerships, EMEA, LiquidX

**Jane Cullen**, Managing Director, Jointine Products

**Ofer Ein Bar**, Vice President, Financial Institutions, WaveBL

14.45-15.20

#### Supporting scale and minimising drag: Digital working capital notes

While SCF instruments continue to provide a useful solution for lubricating supply chain cycles and plugging liquidity gaps, the product, like much of trade finance, can still suffer from paper-based logjams and inefficiencies, and as many businesses continue to struggle with sufficient liquidity access, recent innovations such as ETR Digital's Working Capital Note (WCN) are emerging as a welcome solution. Issuing the first fully financed WCN late last year and covered by legislation such as the UK's Electronic Trade Documents Act (ETDA), WCNs aim to provide reliable and digital-led payment terms that scale across supplier ecosystems.

Looking deeper at the recent issuance and how the working capital solution – issued by Şişecam – is enabling scale without operational drag, this session is pleased to welcome the key technology, issuer and financier parties who will examine topics such as the impact of moving to a fully digital workflow, simplifying payable and cash conversion cycles and the appetite of FI liquidity providers for engagement. Technical implementation will also be examined as well as the outlook for future WCN issuance, commercialisation and utilisation.

**Moderator: Dominic Broom**, Chief Executive, ETR Digital

**Ece Yurtoglu**, Group Manager, Cash Management, Şişecam UK

**Volkan Guran**, Director, Corporate & Trade Finance, İşbank UK

**“GTR UK was a huge success. Such an eclectic bunch of people from across the international trade landscape, sharing the same goal to make trade more accessible and to reduce friction.”**

**T Lane**, Thomas Lane Communications

15.20-15.50

#### Rewiring trade documents: AI and digital workflows across commodity trade

With an ever expanding volume of trade finance documents and workflows keeping trade practitioners busy, the use of electronic documentation and AI tools for processing is of growing appeal to the trade finance operators working through complex trade documentation. This is no less important in the commodity sector, with traders and banks managing extensive transactions and complex supply chains on a global scale especially in the current turbulent geo-political environment. Hearing from some of the commodity market's leading traders and banks, this panel will examine the recent case studies, hurdles and best practices behind digital workflow automation, and what the implementation of AI tools for trade documents might mean for operations across trade finance. Themes for discussion will include:

- From legacy systems to digital: Modernising fragmented trade operations to digital-first systems and identifying emerging hurdles and pain points
- How critical of a bottleneck is interoperability? Progress on trade and workflow digitisation and how traders and banks can seize benefits while modernisation occurs across the market at different speeds
- AI usage in trade documentation: Examples of value creation across automation, data handling and validation, documentary checks and fraud detection
- The future of autonomous trade operations: An outlook on self-executing workflows, agentic vs generative AI capabilities, rapid trade finance settlements and intelligent risk analysis

**Moderator: Petya Sechanova**, Chief Executive Officer, Covantis SA

**Jeremy Cheon**, Senior Director, Global Trade Execution, Bunge

**Stefanie Gummelt**, Director, Global Trade Execution, ADM

15.50-16.20 Networking break

16.20-17.00

#### The talent pipeline and passing the torch: Industry initiatives for young professionals

Right across the trade finance ecosystem support for the next generation of industry professionals remains important for senior leaders, with duties not just including the development of a talent pipeline but designing holistic career development. From creating a suite of programmes for mentorship and sponsorship to leveraging decades of experience, how institutional and individual veterans can foster an end-to-end pipeline – from graduates and junior staff to upwards moving emerging leaders – will be essential for readying the torch for the next generation. This unique panel, joined by both emerging leaders and established industry veterans, will assess modernising career development parameters as well as what the sector must do to better educate, tailor and empower young professionals, with themes including:

- Early career engagement: How industry outreach can go further to bolster pre-recruitment, build a university footprint and demystify career and knowledge gaps
- Mentorship vs sponsorship: Institutional frameworks for mentorship, emerging thinking on sponsorship and leveraging veteran knowledge for career advocacy and exposure to leadership
- Knowledge disruption: With AI and automation transforming back-office tasks and decision-making, what steps are firms taking to preserve trade finance expertise and develop both digital and 'analogue' skills?
- How have the core foundational requirements of trade finance knowledge and skillsets changed? What can both veterans and young professionals do to ensure hard and soft skills are fit for the future?
- Ongoing priorities for broadening inclusion and diversity and assessing the options and solutions for plugging accessibility gaps

**Moderator: Tanya Beckett**, Journalist & Broadcaster  
**Harsha Mehta**, Senior Vice President, Trade Asset Distribution, Global Trade Solutions, HSBC Bank  
**Patrick Baatz**, Associate Director, BACB  
**Darcy Wright**, Specialty Credit Underwriter, Allianz Trade

17.00-17.05

#### Chair's closing remarks

**Tanya Beckett**, Journalist & Broadcaster

Followed by evening networking reception

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