

Driving trade
and export growth

GTR
INDIA
2021 VIRTUAL

March 10-11, 2021

Time zone: India Standard Time (IST)

gtreview.com/gtrindia

#GTRIndia

GTR India will return in 2021 as a hybrid event, with a virtual event on March 10-11 and a physical event in Mumbai in October.

For over 15 years GTR India has provided critical market insight combined with unrivalled networking opportunities with leading experts on the country's trade environment and trade finance sector. The virtual component will encompass all the key aspects of a the GTR conference experience in a digital setting, combining a mixture of live-streamed and pre-recorded content, plus networking opportunities via GTR's dedicated virtual event platform.

Key themes: 3 of the best



What to expect



[Click here to find out more](#)

Read the event agenda on following pages

Agenda	
GTR India 2021 Virtual	
Day One: Wednesday 10 March, 2021	
Time zone: GMT +5:30	
Day One: Wednesday 10 March	
ON DEMAND Keynote: Looking beyond Covid - what does India's new normal look like? Expert insights: To what extent has the pandemic exposed the wisdom of Medinomics? Lessons learned - how has India sought to support trade through the last 12 months? "A quality event where major banks financial institutions and fintech come together to network with new delegates and leaders." "Great show of talent and knowledge management." "A fantastic platform to cross-pollinate the financial and trade industry for solutions of today with real-time tech and policy."	
ON DEMAND Keynote: Looking beyond Covid - what does India's new normal look like? Expert insights: To what extent has the pandemic exposed the wisdom of Medinomics? Lessons learned - how has India sought to support trade through the last 12 months? "A quality event where major banks financial institutions and fintech come together to network with new delegates and leaders." "Great show of talent and knowledge management." "A fantastic platform to cross-pollinate the financial and trade industry for solutions of today with real-time tech and policy."	
ON DEMAND Keynote: Looking beyond Covid - what does India's new normal look like? Expert insights: To what extent has the pandemic exposed the wisdom of Medinomics? Lessons learned - how has India sought to support trade through the last 12 months? "A quality event where major banks financial institutions and fintech come together to network with new delegates and leaders." "Great show of talent and knowledge management." "A fantastic platform to cross-pollinate the financial and trade industry for solutions of today with real-time tech and policy."	



3 ways to watch the event video



[Click here to watch on YouTube](#)



[Click here to watch on Vimeo](#)



[Click here to download via WeTransfer](#)

Attendees by sector in 2020



- 13 Banks & financiers
- 9 Consultants & accountants
- 9 Technology & fintech
- 5 Non-bank financiers
- 3 Govt orgs & public bodies
- 2 Insurers & risk managers
- 2 ECAs & multilaterals
- 2 Media

Lead sponsors



[View all sponsors](#)

Find out more

Ed Virtue
Director, Global Sales
+44 (0)20 8772 3008

SPONSORSHIP
[Click here to email](#)

Jeff Ando
Director, Content & Production
+44 (0)20 8772 3015

SPEAKING
[Click here to email](#)

Tilly Redshaw
Digital Marketing Executive
+44 (0)20 8772 3012

MARKETING & MEDIA
[Click here to email](#)

Day One: Wednesday 10 March

ON-DEMAND

Expert insights: To what extent has the pandemic exposed the wisdom of Modinomics?

Whilst other economies – most notably China – have appeared to come 'roaring back' from the devastating consequences of Covid-19, statistically India is one of the worst-performing major economies, despite swathes of government spending to support the SMEs that make up 4/5 of its economy. As one of the world's fastest growing economies pre-Covid, this session will consider the extent to which Prime Minister Narendra Modi's ambitious policies of demonetisation, economic formalisation and digital transformation, combined with a more inward looking industrial policy, can be called into question following the unprecedented events of 2020. It will also look further into the future with regards to India's foreign trade policy, in line with the country's objective of becoming a \$5 trillion dollar economy.

Moderator: John Basquill, Senior Reporter, Global Trade Review (GTR)

Dr Amitendu Palit, Senior Research Fellow & Research Lead, Trade & Economics, NUS Institute of South Asian Studies

Priyanka Kishore, Head of India & South East Asia, Oxford Economics

“Great show of talent and knowledge management.”

M Verma, YES Bank

ON-DEMAND

Keynote: Looking beyond Covid – what does India's new normal look like?

After what many feel will long be regarded as a 'once in a century' event, the global landscape is likely to look very different as the world emerges – hopefully – from the pandemic in 2021 and surveys 'the new normal', a phrase much used but perhaps less understood. This session will consider India's place in that new world order, covering a range of themes including strategic insights and learnings on industry disruption, Atmanirbhar Bharat (Prime Minister Modi's policy of a 'self-reliant India'), financial market case studies and the crucial role of emerging technologies such as artificial intelligence and blockchain.

Rejo Francis, National Sales Head, Zee Entertainment Enterprises

13.30-14.15

Supporting Indian trade – lessons learned and the way forward

India's trade sector, much like in other countries around the world, has struggled hugely over the last year, with severe disruptions to supply chains and a significant drop off in demand for the export of key goods, products and commodities. This session will bring industry practitioners together to consider and debate a range of issues central to recovery, from government support measures and financial stimulus packages, the role of commercial banks in servicing debt and providing access to working capital, shifts in regulatory guidelines when it comes to trade credit insurance, notable examples of digital collaboration and success stories in support of key sectors, as well as considering key lessons learned when it comes to business continuity planning.

Moderator: Anand Jha, Managing Director, Trade Finance & Lending, Deutsche Bank

Garima Jain, Chief Executive Officer, Agropcorp India

Arun Menon, Managing Director & Head of International Trade & Transaction Banking India, Credit Agricole CIB

Raji Iyengar, Managing Director, India & South Asia, dlitedgers

Nandini Bhattacharyya, Head of Global Trade Products, ICICI Bank

Chandrakant Salunkhe, Founder & President, SME Chamber of India, India International Trade Centre

14.45-15.30

Modernising through digitising – regaining competitive advantage

Though a focus of government-led initiatives for some time now, India still lags behind other countries on the subject of digitisation, with lockdowns and forced closures laying bare the problems of insufficient investment in trade infrastructure and how lack of value-adding digital services hampers international competitiveness, with far too many trade processes still needing to be conducted in person. This session will bring leading experts together to consider what signs of progress there have been, whether digitising customs processes or approving use of digitised bills of lading. With various reports showing just how costly this lack of competitiveness potentially is, it will also shine a light on how now is the time for transformational change, to both weather future disruptions and deliver trade growth.

Moderator: Jeetesh Bhatia, Senior Director, Head of Global Transaction Banking Department India, Mizuho Bank

Carl Wegner, Chief Executive Officer, Contour

Vinit Mishra, Head of Treasury, India, Louis Dreyfus Company India

Akash Munjal, Senior Vice-President, Product Management, Asia Pacific, HSBC

Ajit Nair, Senior Board Advisor, TradeAssets

Nandini George, Director, Strategic Partnerships, India & South Asia, Swift

“A fantastic platform to cross-pollinate the financial and trade industry for solutions of today with real-time tech and policy.”

N Shroff, Taylor & Shroff

16.00-16.45

Seizing supply chain opportunities now and in the future

The past year has seen something of an awakening for global companies and nation states alike, with more concerted efforts to diversify manufacturing bases and improve the quality of often fractured value chains, with previously essential supply chain strategies no longer seen to be relied upon. This session will focus on India's advantages as a manufacturing base, the role of initiatives such as 'Make in India' in reshaping the manufacturing sector and the challenges and opportunities around inbound supply chains to feed this strategy and position the country as an attractive investment destination both now and in the future.

Moderator: Sanjay Desai, Advisory Consultant, Business Transformation Consulting

Manpreet Kaur, Founder & CEO, Vivantaa Capital

Gaurav Verma, Vice-President, Trade & Supply Chain Finance, Transaction Banking India, MUFG Bank

Swati Babel, Chief Executive Officer, India, PrimaDollar

Ravi Sivasubramanian, Director, Head of Structuring, Execution & Syndications, Trade & Working Capital, Barclays

“A quality event where major banks financial institutions and fintech come together to network with new delegates and leaders.”

S Desai, Business Transformation Consulting

Day Two: Thursday 11 March

ON-DEMAND

Going its own way or changing its tune – what's next for India when it comes to free trade?

The conclusion of the Regional Comprehensive Economic Partnership (RCEP) – a free trade agreement covering almost a third of the world's population and 30% of global GDP – brings with it much optimism on the potential for bringing Asia closer together when it comes to trade, despite ongoing trade disputes between member countries such as Australia and China. India is not currently a member – having withdrawn from negotiations due to market access requirements that go against its more protectionist-leaning trade policies – but with other signatories keen to leave the door open, this session will consider whether changed economic circumstances and global pressures are likely to see a softening in the country's stance and greater incentives to work through some of the potential barriers to India's accession.

Moderator: Eleanor Wragg, Senior Reporter, Global Trade Review (GTR)

Deborah Elms, Executive Director, Asian Trade Centre

Rajiv Biswas, Executive Director & Asia-Pacific Chief Economist, IHS Markit

Manab Majumdar, Deputy Secretary General, Federation of Indian Chambers of Commerce & Industry (FICCI)

“Really good opportunity to get a broad perspective on various opportunities while networking with useful contacts.”

S Agarwal, IRC Agrochemicals

ON-DEMAND

Case study: Mitigating fraud in trade finance

Increased instances of fraud, and the challenges posed by double financing in particular, remain a major challenge for trade both in India and further afield, with India's focus on developing digital infrastructure well supported by both policy and technological innovation. This special case study, focusing on MonetaGo's Secure Financing solution – which went live in India in 2018 and has already processed over one million transactions – will discuss the impact that new technologies such as blockchain can have on preventing instances of trade finance fraud both in 2021 and beyond.

Kashinath Katakdhond, Managing Director, India, MonetaGo to be interviewed by **Jeff Ando**, Director, Content & Production, Global Trade Review (GTR)

13.30-14.15

Is the Indian banking sector on the cusp of next generation reform?

India's banking sector stands at a crossroads in terms of reform, following the recent announcement of the privatisation of two public sector banks and the setting up of a dedicated 'bad bank' and a DFI. With the pandemic and subsequent economic downturn having forced the hands of policymakers when it comes to reforms, this session will consider a range of themes, from mounting NPAs to the insolvency and bankruptcy code, transmission of policy rates to borrowers and how to improve banking credit ratios, with particular focus on improving trade finance access to MSMEs.

Moderator: Partha Bhattacharyya, Chief Financial Officer & Executive Director, Strategy, GKC Projects

Padmakumar Madhavan Nair, Chief General Manager, Stressed Asset Resolution Group, State Bank of India

Ruchi Sharma, Executive Director, Financial Services Advisory, PwC India

Sudhir Dole, Chief Executive Officer, Trade Information Network

Ketan Gaikwad, Managing Director & Chief Executive Officer, Receivables Exchange of India

Aishwarya Jaishankar, Founder, YNot Consulting

14.45-15.30

What trade corridor shifts can be expected post-Covid?

One of the key discussion points following the pandemic is the potential impact on trade corridors, whether it's increased diversification away from China to other Asian or European countries – following the supply chain frictions of the past 12 months – or the seeking of new trade and infrastructure opportunities in markets such as Africa, across a wide range of sectors such as healthcare, housing, energy and education go unabated. This conversation will examine the opportunities, highlighting the key factors for successfully closing transactions in these markets and, more importantly, what to avoid.

Moderator: Gabriel Buck, Managing Director, GKB Ventures

Ranju Sigtia, Global Head of Financial Institutions, ICICI Bank

Sumit Gupta, Business Development Manager, McDonald Pelz Commodities

Shankar Radhakrishnan, Director & Head, Trade & Supply Chain, India, Bank of America

Rakesh Patwari, Director & Head of Trade Sales, India, HSBC

“Yet again GTR India is the event of the year in India for trade.”

G Willans, PrimaDollar

“Excellent platform for networking and information on various updates, disruptions and solution in trade.”

Y Mamgain, Siemens

16.00-16.45

Achieving sustainability – what role can Indian trade play?

Sustainability issues took a back seat at the start of the pandemic in most countries, as governments focused on more immediate challenges. However, as the year progressed there was renewed focus by governments, regulators, investors and companies on sustainability and ESG more broadly, with 2020 seeing a record value of bonds launched in the ESG space. 2021 will see COP 26 in the UK, as governments formally review the Paris agreement for the first time and consider new targets, and with China announcing commitments to be carbon neutral before 2060 this has increased pressure on India. With companies such as Tata, Reliance, Mahindra, ITC, ACC, Adani and Dalmia Cement signing voluntary pledges to move towards carbon neutrality, the private sector is playing its own role, but what is the role of private finance and how can innovations such as sustainable supply chain financing help companies – both big and small – address the needs of their stakeholders?

Moderator: Naresh Aggarwal, Associate Policy & Technical Director, Association of Corporate Treasurers (ACT)

Mayank Gupta, Director & Head of Trade, Citibank India

Anil Jena, Senior Vice-President, Treasury, Olam Agro India

Venkatachalam Anbumozhi, Senior Energy Economist, Economic Research Institute for ASEAN & East Asia (ERIA)

Lisa McAuley, Chief Executive Officer, Global Trade Professionals Alliance (GTPA)

“Why can't all the conferences in which I take part be as informative and pleasurable as this one?”

H Sender, Chief Correspondent, International Finance, The Financial Times

PLATINUM SPONSORS



GOLD SPONSORS



SILVER SPONSORS



CO-SPONSORS



INSTITUTIONAL PARTNERS



MEDIA PARTNERS



Upcoming event

March 24-25, 2021

Connecting with regional trade finance experts

GTR West Africa will return in 2021 virtually, providing an extended digital offering as the region's leading event for trade discussion and networking on March 24-25.

Harnessing the vast potential of technology for connecting West African trade leaders with their peers, this online gathering promises a comprehensive programme of live and on-demand debate, discussion and engagement, welcoming the region's leading practitioners in trade, export and commodity finance to explore the latest developments, strategies and solutions employed to drive growth.

GTR WEST AFRICA 2021 VIRTUAL

Top sectors discussed in 2020



gtreview.com/gtrwestafrica

#GTRWestAfrica

Upcoming event

May 12-13, 2021

GTR EAST AFRICA 2021 VIRTUAL

Following the success of the inaugural virtual event in October 2020, GTR East Africa will continue utilising the digital format for 2021, taking place on May 12-13.

Utilising GTR's bespoke virtual event platform, this online gathering promises expansive networking and an extensive and comprehensive programme of live and on-demand content, welcoming the leading practitioners in trade, agribusiness, supply chain and commodity finance.

Join industry experts from across the region to explore the latest developments, strategies and solutions employed to drive East African trade growth.

Top 3 themes in 2021



gtreview.com/gtreastafrica

#GTREastAfrica

Upcoming event

September 22, 2021

GTR MENA 2021 DUBAI



GTR MENA returns to Dubai for a one day event on September 22, 2021.

As part of its hybrid offering for 2021, GTR MENA will descend on Dubai in September for an exclusive one day physical gathering. This will include an extensive programme, full exhibition and that much missed opportunity for participants to network and connect with key experts, industry peers and potential clients.

Exhibitors expected in 2021



gtreview.com/gtrmena

#GTRMENA