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# GTR UK 2021 LONDON

Facing the future,  
thriving through trade

#GTRUK

October 19, 2021  
etc.Venues 155 Bishopsgate

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Global Trade Review (GTR) is delighted to announce the programme for GTR UK 2021, as part of our exciting return to in-person events, taking place in London on October 19!

Reflecting the latest trends and the aspirations for 'Global Britain', from the implications of the upcoming COP26 meeting and opportunities provided for UK firms to the importance of creating new markets and the current challenges faced across supply chains, this is an event not to be missed for those working at the forefront of UK trade and exports.

In addition to an extensive programme of expert speakers, the event will include a full exhibition and that much missed opportunity for participants to network and connect with industry leaders, peers and potential clients.

### Key themes

Export  
finance  
strategies

COP26  
and ESG

Creating  
new markets

Democratising  
trade

Managing  
supply chains

### What to expect

250+  
Delegates



150+  
Companies



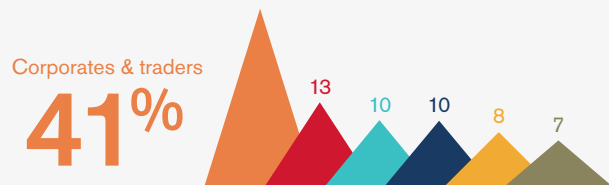
30+  
Speakers



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### Attendees by sector in 2020



- |                             |                                 |
|-----------------------------|---------------------------------|
| 13 Banks & financiers       | 4 Govt orgs & public bodies     |
| 10 Non-bank financiers      | 3 Lawyers                       |
| 10 Insurers & risk managers | 1 Media                         |
| 8 Consultants & accountants | 1 ECAs & multilaterals          |
| 7 Technology & fintech      | 2 Other (education & investors) |

### 3 reasons to attend in 2021

Unparalleled expertise from speakers who are active in the market

01

02 Exceptional content on topics and regions covered

Network opportunities with key stakeholders in the industry

03

### Find out more

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## Agenda: October 19, 2021 Morning

09.00-09.15

### Chairman's opening address

Sharing his recent experiences as Director General of the British Chambers of Commerce, **Dr Adam Marshall**, Senior Advisor, Flint Global & HSBC UK will reflect on an unprecedented time for both UK business and the wider global economy, outlining perspectives on a range of themes from working with government and necessary support measures for businesses, to the role of leadership and the importance of presenting a clear future vision for trade and economic growth.

09.15-09.45

### Fireside chat: What are the priorities for the UK's export strategy?

Drawing conclusions from various recent reports on the UK's export competitiveness, this special interview session will assess the current messaging around UK exports, from the latest on the official UK Export Strategy – originally set out in 2018 – in light of the changed UK landscape post-Brexit and mid-Covid, as well as the measures being taken to grow and encourage exports, from the breaking down of physical and psychological barriers to the impact of specific initiatives in helping exporters develop new markets. A pre-recorded interview will be followed by a live in-person Q&A.

**Andrew Mitchell**, Director General, Exports & UK Trade, UK Department for International Trade (DIT) *in conversation with* **Gabriel Buck**, Managing Director, GKB Ventures

**“Thank you GTR for putting together a truly interesting event. Some fascinating and unexpected perspectives, and a very slick and professionally run event!”**

**James Green**, dltldgers

09.45-10.15

### Keynote: Where are the new geopolitical threats coming from?

As Global Britain looks forward, the potential risks faced by businesses are only likely to increase. This session will consider how China, now tipped to become the world's largest economy by 2028, poses a particular threat when it comes to geopolitics, from US-China relations to tensions with Taiwan and the potential impact of future sanctions. Proceedings will also focus on other global themes such as how the sovereign debt crisis in Sub-Saharan Africa has been accentuated due to the impact of Covid, geopolitical tensions in the Middle East and upcoming elections in Latin America, all of which are likely to impact UK exporters and their financiers.

**Tom Tugendhat MP**, Chairman, Foreign Affairs Select Committee, UK Parliament

10.15-11.00

### Tensions, trade wars and global competitiveness – the future of export finance

The battle for global export competitiveness has perhaps never been more important, as major economies stake their claim across international markets; indeed a US Exim report to Congress in June 2021 declared that the US was “in a fight for its economic life”. This session will consider where the UK sees itself in this environment of heightened tension, amid prospects of what many see as a looming global trade war, whilst also considering the changing role of UK Export Finance over the next 12 months, from the provision of domestic liquidity lines to major UK companies to the importance of supporting traditional export sales.

**Moderator:** **Gabriel Buck**, Managing Director, GKB Ventures

**Gordon Welsh**, Head of the Business Group & Executive Committee Member, UK Export Finance

**Nigel Phillips**, Director, Operations, Global Project & ECA Finance, Risk Management, Midrex UK

**Karl Farrow**, Chief Executive Officer, CeraPhi Energy Geothermal

**Inal Henry**, Head of Structuring, Corporate & Investment Banking, Rand Merchant Bank

**Daan Koetje**, Customer Finance Solutions, Royal IHC

11.00-11.30 Networking break

11.30-12.00

### Interview: Is ‘UK Plc’ ready to seize on the opportunities provided by COP26?

Anticipation has long been building ahead of the hosting of this year's UN Climate Change Conference of the Parties (COP26) in Glasgow in November, the UK's first time hosting this event. This discussion will tackle how British firms can capitalise on such ambitious objectives, considering what outcomes would best encourage the exporting drive, from the establishment of ‘the green economy’ to the important role UKEF has to play in unlocking opportunities for exporting low-carbon technologies to global markets. Meanwhile, with emerging markets identified as the most at risk when it comes to climate change and ESG challenges whilst also representing the biggest investment opportunities, conversation will also focus how ESG factors into the plans for Global Britain, along with the work still needed in getting the right legal and regulatory frameworks in place.

**Richard Simon-Lewis**, Head of Origination, Client Coverage, Marketing & Communication, UK Export Finance, **Matthew Marks**, Sustainability Manager, **PALLITE & Rohit Chandiramani**, Chief Executive Officer, London Business Training & Consulting *to be interviewed by* **Shannon Manders**, Editorial Director, Global Trade Review (GTR)

12.00-12.45

### ‘Walking the talk’ – can innovation and collaboration democratise trade?

Operating in an age of innovation, digitisation and other similar buzzwords, exporters would be forgiven for thinking that there has never been more help available to assist their activities. Despite this, the past two years have proved hugely challenging for companies of all sizes when it comes to managing their working capital finance needs. Bringing all sides of the equation together, this session will consider the extent to which financial institutions, brokers and insurers are finally coming together to solve funding and insurance gaps, as well as the role of technology platforms in providing detailed reporting, matching partners and allowing transactions to happen more efficiently.

**Moderator:** **Dominic Broom**, Chief Executive Officer, Fioneer Exchange

**Ian Henderson**, Chief Investment Officer, Artis Finance

**Bart Ras**, Managing Director, Working Capital Finance Origination EMEA, Pemberton Asset Management

**Abhijit Prasad**, Senior Vice-President, Working Capital Finance, Kyriba

**Jeanette Jones**, Head of Financial Solutions & Partnerships, Dints International

**Maurice Benisty**, Chief Commercial Officer, Demica

12.45-13.15

### In discussion: Is the UK any closer to meaningful digital reform?

Discussions over the importance of legal and regulatory reform continue across the world of trade, with recent G7 government commitments over the adoption of electronic transferable records in international transactions hailed as a huge step forward, in line with the recent UK Law Commission consultation on proposed reforms. However, despite the clear advancements made, concerns persist over the speed of progress and the need for establishing inclusive industry standards to make it easier for corporates to communicate with their banks and help the UK “trade its way out of a crisis”, as well as to help banks better assess risks and provide a wider range of financing across the trade lifecycle, going deeper into global supply chains. This session will debate this issue from both sides before reaching a conclusion on current progress.

**Dr Miriam Goldby**, Professor of Shipping, Insurance & Commercial Law, Centre for Commercial Law Studies (CCLS), Queen Mary University of London

**Sudhir Dole**, Chief Executive Officer, Trade Information Network

**Merisa Lee Gimpel**, Managing Director, Head of Working Capital Innovation, Lloyds Banking Group

13.15-14.25 Lunch

## Agenda: October 19, 2021

### Afternoon

14.25-14.50

#### Case study interviews: 'Corporate stories'

Research commissioned during the pandemic found that more than half of UK businesses are now reassessing their export markets. This series of short informative interviews will shed light on the experiences of exporting companies, providing first-hand accounts of how they have navigated the many challenges of the 'Covid era' to achieve growth and bring on new export markets, making internationalisation a pillar of their business.

**Case study 1:** Paul Schaffer, Managing Director, Plum Products

**Case study 2:** David Marks, Managing Director, Levity Crop Science

14.50-15.35

#### Creating new markets for Global Britain – what more can be done?

Following our exporter case study interviews, an expert group will consider what more can be doing to assist companies in their diversification plans and help them capitalise on prime emerging market opportunities, from opportunities provided by COP26 to the proposed OECD alternative to China's Belt and Road Initiative. The session will focus on a range of themes, from the need to shape policies around the needs of businesses and the importance of support programmes to legislative changes, adoption strategies for industries to develop, and the importance of addressing financing gaps and inefficiencies.

**Moderator:** Jeremy Shaw, Founding Partner, Emerging Capital Management Partners

**Mirka Skrzypczak**, Head of Working Capital & Trade Products, NatWest

**Andy Burwell**, Director for International Trade, Confederation of British Industry (CBI)

**Josh Robson**, Head of Public Affairs & External Relations, Scale-Up Institute

**Oliver Chapman**, Chief Executive Officer, OCI

**Viacheslav Oganezov**, Co-Founder & CEO, Finverity

15.55-16.40

#### Case study: The role of credit insurance in keeping trade moving

As the UK trade credit insurance industry draws up its targets for the next 12 months – and with the expectation that insolvencies are only likely to increase as furlough and other government schemes wind down – this session will consider the important role that current products have, from managing counterparty risk and the need for tighter trade credit risk management to the differences between cancellable cover offered by the traditional players to the growing non-cancellable product. The discussion will also consider the ever-increasing usage of credit insurance by financial institutions.

**Moderator:** Philip Amlot, Senior Underwriter, Head of Portfolio, Global, Trade Credit, Markel International

**Paul Harle**, Vice-President, Global Trade Finance, ABC International Bank

**Declan North**, Global Director, Dealer Solutions & Inventory Finance, Terex Corporation

**Ana Dieguez**, Head of Global Clients, Credit Solutions, Aon

16.40-17.25

#### Managing shifts in supply chain dynamics

With many companies re-evaluating their supply chains following months of disruption, many firms are now looking to either bring them closer to home or diversify as a means of gaining greater control of inventory and managing their customs costs, with reshoring and domestic production bolstering resilience. This session will consider the benefits, challenges and practicalities of this, whilst also considering the significance of freeports in encouraging such a migration, both in the short and medium term. Discussion will also focus on the role that working capital solutions such as receivables finance and supply chain finance can play in alleviating challenges during such times of uncertainty.

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

**Divyesh Modi**, UK Head of Trade & Working Capital, Barclays

**Bhavina Bharkhada**, Head of Policy & Campaigns, Make UK

**Mark Ling**, Head of Trade & Supplier Finance, Santander Corporate & Commercial Banking

**Liam Smyth**, Director, Trade Facilitation, British Chambers of Commerce; Project Director, ChamberCustoms

**Sam Fowler-Holmes**, Partner, Sullivan & Worcester UK

15.35-15.55 Networking break

**“Great to see the heart of business entrepreneurship is still beating strongly in the UK and taking advantage of the current challenges.”**

Geoffrey de Mowbray, Dints International

**“A very well run, and informative conference that is a must in the trade finance calendar.”**

B Talsi, BMCE Bank

**“A fantastic opportunity to re-connect with industry colleagues and to obtain new business leads. The topics discussed were relevant and up to date, and the speakers of an experienced level across a wide array of industry stakeholders; both large and small.”**

Stefan Butler, Resilient International Solutions Ltd

17.25-17.30

**Chairman's closing remarks followed by evening networking reception**

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