

GTR EUROPE

# UK Trade & Export Finance Conference 2017

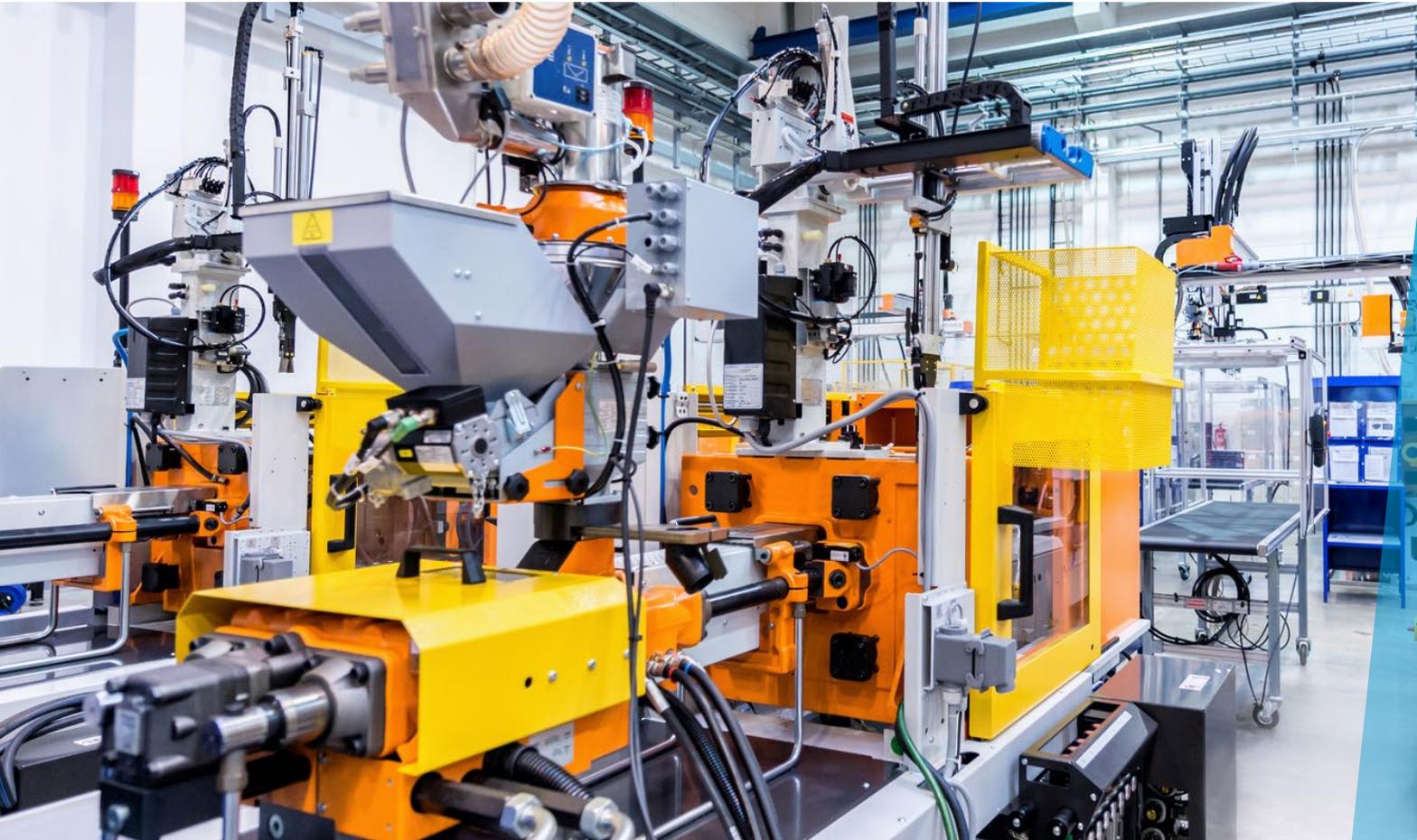
IN PARTNERSHIP WITH



UK Export  
Finance

London, UK  
The Grange Tower Bridge  
June 15, 2017

Incorporating the



SPONSORED BY



# GTR EUROPE UK Trade & Export Finance Conference 2017

The UK's leading gathering of trade and export finance professionals, business heads and trade experts, will take place at The Grange Tower Bridge, London on June 15.

Benefitting from established support from the UK's leading trade associations and institutions, including UK Export Finance, British Exporters Association and the International Chamber of Commerce, this conference is a vital annual gathering at which all parties involved in international trade can meet and discuss their priorities for the future.

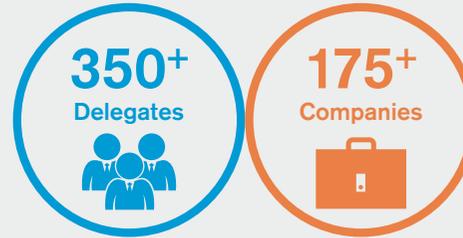
With discussions centred around the crucial role of trade and exports in growing the UK economy, senior figures from business and government will take to the stage in a series of addresses and debates, with audience participation and networking at the forefront of proceedings.

For UK companies looking to enter international markets, source financing to grow their exports, or gain expertise from market peers, this is a key annual gathering where the right relationships will be made.

*"This should be a permanent fixture for all UK exporters. Whether a SME or large multinational the forum provides deep insight on the key issues and opportunities. Highly recommended."*

G Buck, GKB Ventures

## What to expect



## Venue details

**Venue:** The Grange Tower Bridge

**Tel:** 020 7959 5000

**Web:** www.grangehotels.com

## Accommodation

For details on any discounted rooms GTR has secured at The Grange Tower Bridge, please refer to the *Know Before You Go* section on the event's GTR Members Area.

Click here to see a list of attending companies from 2016's event

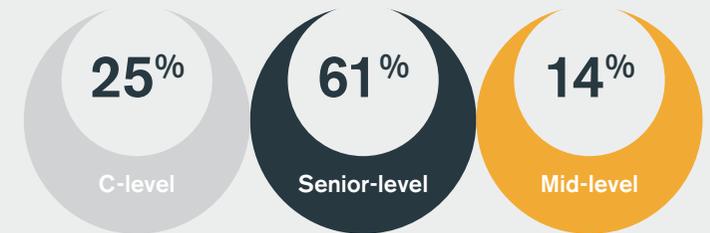


## GTR MEMBERS AREA

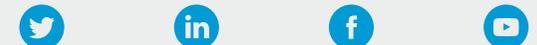
Once registered, log-in to the GTR Members Area to connect with fellow delegates, download event materials and more.



## Attendee breakdown by job title in 2016



## Join GTR on social media



Official conference hashtag: #GTRUK



Thursday, June 15, 2017

10.50 **Networking break**

13.00 **Networking lunch**

15.05 **Networking break**



Thursday, June 15, 2017

09.00 Welcome and introduction

**Keynote**

09.05 **The UK trade and export drive**

09.20 **Exporting is Great: Outlining the benefits for business**

09.40 **Corporate priorities and strategies: The view from UK business**

10.25 **The other end of the spectrum: The SME perspective on UK trade**

**Stream A**

11.30 **A brave new world: The changing face of UK manufacturing**

12.15 **Evolving UK supply chains and financial supply chain management**

**Stream B**

11.30 **Practical advice for seizing high value opportunities in emerging markets**

12.20 **Case study: Moving up the value chain in Sub-Saharan Africa**

**Stream C**

11.30 **Maintaining competitive edge in London's role as a financial centre**

12.20 **New entrants: Attracting institutional investors into the supply chain**

**Stream A**

14.10 **Regulation and compliance: A practical guide to what you need to know**

**Stream B:**

14.10 **Fintech, digitisation and the role of the UK as a centre for innovation**

**Stream C**

14.10 **Classroom-style breakout: Company stories and the support available to exporters**

**Closing plenary**

15.30 **The overseas view on UK trade and exports**

16.10 **Question Time: The future of UK trade and export finance**

17.00 **Concluding remarks**

**Featured conference speakers**

**Rt. Hon. Mark Simmonds**, Former Foreign & Commonwealth Office Minister

**Philip Bouverat**, Director, Global External Affairs, JCB

**Chris Saunders**, Director, Group External Relations, GKN

**Andrew Haldenby**, Director, Reform

**Nigel Milton**, Director of Communications, Heathrow Airport

**John Fleming**, Director, Northern Lights

**Chris McDonald**, Chief Executive Officer, Materials Processing Institute

**Stephen Lane**, Finance Director, Xtrac

**Nigel Clarke**, Chief Executive Officer, Morgan Innovation & Technology

**Jonathan Lane**, Sales Director, Arrow Solutions

**Dr Alan Ryder**, Chief Executive Officer, RSK Group

**Shahid Mughal**, Director, Innvotek

**Stephen Loftus**, Chief Marketing Officer, Brompton Bikes

**Nick Earlam**, Chief Executive Officer, Plexus Cotton

**Marcus Dolman**, Assistant Vice President, ECA & Sales Finance, Rolls-Royce; Co-Chairman, Large Exporters, **British Exporters Association (BExA)**

**Guto Davies**, Managing Director, Sales & Project Finance, GE Capital; Chairman, Industry Committee, **British Exporters Association (BExA)**

**Ian Howells**, Senior Vice-President, Honda Motor Europe

**Gordon Welsh**, Head of Business Group, **UK Export Finance (UKEF)**

**Graham Cole**, Chairman, RVL Group; Former Chairman, AgustaWestland; Chairman, **The Cole Review**

**Ben Digby**, International Director, CBI

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For more information please contact  
Gosia Murakowska at  
gmurakowska@gtreview.com

# Thursday, June 15, 2017

## 09.00 Welcome and introduction

**Chairman:** Rt. Hon. Mark Simmonds, Former Foreign & Commonwealth Office Minister

### Keynote

#### 09.05 The UK trade and export drive

- Identifying key sectors to help more businesses achieve their exporting potential, including aerospace, healthcare, technology and infrastructure projects in sectors such as power, water and transportation
- Developing high-value exporting campaigns to target markets and sectors identified in a drive to help companies make their mark abroad
- Creating a corporate culture geared around building on the UK's wide range of successful exports, reaching out to new markets and helping more businesses reach their exporting potential

#### 09.20 Exporting is Great: Outlining the benefits for business

- Realising potential: Inspiring and supporting more UK companies to sell their goods and services overseas
- Providing greater access to expert advice, trade services, training and events, particularly for SMEs and first-time exporters
- Highlighting the primary barriers to exporting and taking the necessary steps to remove them
- Practical advice and guidance on finding the right kind of finance: Working with banks and other providers, building relationships
- Collaborating across the public and private sector to boost businesses' capabilities and provide export readiness

*Keynote speakers coming soon!*

*"The conference was extremely thought provoking and allowed me to make some very useful contacts, as well as being very well organised."*

J Ward, Corrotherm International

#### 09.40 Corporate priorities and strategies: The view from UK business

**Moderator:** Rt. Hon. Mark Simmonds, Former Foreign & Commonwealth Office Minister

**Philip Bouverat**, Director, Global External Affairs, JCB

**Chris Saunders**, Director, Group External Relations, GKN

**Andrew Haldenby**, Director, Reform

**Nigel Milton**, Director of Communications, Heathrow Airport

- How are UK business strategies, practices and priorities likely to change in the current economic and geopolitical landscape? Is greater focus needed on both innovation and integration into overseas markets?
- Are we likely to see more bilateral opportunities, particularly into emerging markets? What strategies are companies using when it comes to targeting?
- Providing export benefits specifically to UK companies within the supply chain: How important is this in driving UK GDP growth?
- Government relations: How do UK multinationals view themselves as part of the infrastructure for UK growth going forward? Is there sufficient understanding at government level on what companies need?
- How significant has the move from volume to value, innovation and the role of technology/digital transformation proved for UK companies when undertaking trade and exports?

#### 10.25 The other end of the spectrum: The SME perspective on UK trade

**An interview with John Fleming**, Director, Northern Lights

This interview session will 'compare and contrast' the experiences of SMEs with larger companies in their striving for export success, considering how their approaches vary. Topics for discussion will include:

- Targeting new markets whilst maintaining presence in old ones: Is sufficient support available?
- Negotiating better payment terms through working closely with banks; working across all stakeholders within the supply chain to maximise efficiency
- Is access to trade finance getting easier or harder? What lessons have been learned that could be passed onto others?
- What are the top three problems that could be solved to make life easier as an SME?

#### 10.50 Networking break

### Sectors attended in 2016



### Sponsorship opportunities

**Peter Gubbins**  
Managing Director  
pgubbins@gtreview.com  
+44 (0)20 8772 3000

### Speaking opportunities

**Jeff Ando**  
Director, Conference Production  
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### Marketing & Media opportunities

**Grant Naughton**  
Head of Marketing  
gnaughton@gtreview.com  
+44 (0)20 8772 3013

Choose either Stream A, Stream B or Stream C

Stream A

**11.30 A brave new world: The changing face of UK manufacturing**

**Moderator:** Chris McDonald, Chief Executive Officer, Materials Processing Institute

Stephen Lane, Finance Director, Xtrac

Nigel Clarke, Chief Executive Officer, Morgan Innovation & Technology

Jonathan Lane, Sales Director, Arrow Solutions

Richard Hill, Head of Manufacturing, NatWest

- To what extent have we seen changes in planning and export strategies for manufacturers post-Brexit? How can governments better support companies in negotiating hurdles? Is greater long-term planning required to develop supply chains?
- The importance of support networks in maintaining global competitiveness: How important is it to choose the right partners? How big a role can trade missions play?
- New technological developments and the evolution of manufacturing processes: How have these helped to maximise efficiency? Are we seeing more of a focus on value-added services?
- Assessing legal restrictions around areas such as export documentation requirements: To what extent does this slow down UK company growth?
- With movement from a volume-based approach to a value-based one, how important is intellectual property?
- Does getting the proper funding in place remain a problem for manufacturing companies, and start-ups in particular? Where are the new sources coming from?

**12.15 Evolving UK supply chains and financial supply chain management**

**Moderator:** Peter Matza, Speakers' Chair, Association of Corporate Treasurers (ACT)

Adrian Walker, Managing Director, GTB, Lloyds

Emma Clark, Head of Business Development, Falcon Group

Marc Schmitt, Managing Director, Evertracker

- Coping with uncertainty in the UK's supply chains: Investment in technology, workforce training, relocation considerations
- Are more businesses looking to move their supply chains away from the UK? Are companies being spurred on to transform themselves?
- Looking at practical considerations such as increased operating costs, pressure on margins, exchange rates and higher indirect taxation: Who is likely to ultimately bear these costs?

- How big a role does the banking sector have to play in the management of the supply chain? Assessing new financing sources, refinancing to lock in lower capital costs, mitigating longer lead times and payment periods
- Where are the new bank innovations coming from in this space? How can FIs use their access to data to target potential customers and suppliers for UK businesses?
- Logistics, fintech and IOT: What are the new innovations when it comes to making client supply chains more transparent? How can digitisation help with this?

Stream B

**11.30 Practical advice for seizing high value opportunities in emerging markets**

**Moderator:** David Riches, Executive Director, British Chambers of Commerce (BCC)

Dr Alan Ryder, Chief Executive Officer, RSK Group

Shahid Mughal, Director, Innvotek

Stephen Loftus, Chief Marketing Officer, Brompton Bikes

- How significant are the opportunities to be found in markets such as Asia, MENA and Latin America? Do company resources and levels of support match market appetites?
- How big a problem is lack of dollar liquidity now proving when accessing key markets? How has it impacted on suppliers and contractors when it comes to getting paid? Has this also been an issue when dealing with governments?
- Have we seen a drive towards value-added opportunities in sectors such as manufacturing? How have local content regulations impacted on this? Where are the primary opportunities coming from?
- Is a realistic discussion needed on sanctioned markets? Assessing practicalities when it comes to banking facilities: What do companies need to be aware of?
- Regulatory considerations: Issues such as taxation and bankruptcy, difficulties between different countries when it comes to application of commercial law, differences with Europe, new challenges such as cybersecurity

**12.20 Case study: Moving up the value chain in Sub-Saharan Africa**

**Nick Earlam**, Chief Executive Officer, Plexus Cotton

- Highlighting the activities and strategies for UK companies looking to centralise their supply chains
- Building integrated and sustainable value chains through movement from pure trading to manufacturing and production
- What does a company need to do to manage to process of becoming a vertically integrated supply chain manager? Can this become a future model for others?

Stream C

**11.30 Maintaining competitive edge in London's role as a financial centre**

**Moderator:** Amelia Slocombe, Director, Loan Market Association (LMA)

Frank Pizzo, Regional President, EMEA, Wells Fargo

Rudra Kundu, Managing Director, Adam Smith Associates

London is unique; in one place you have banking, insurance and the legal profession all operating with a global outlook and capability, with the DNA of the city based on trade. This session will consider:

- Have recent developments changed the perception of London as a financial centre for international institutions? Are any further shifts likely as the consequences of Brexit are fully felt?
- With more UK companies now likely to seek opportunities in emerging markets, what are the financing options available to them (trade finance, insurance-backed finance, channel finance, microfinance, fintech, crowdfunding, government support etc.)?
- How are UK businesses adopting new approaches to credit risk management? Are we likely to see more companies prioritising credit risk? Are companies sufficiently prepared?
- Dotting the i's, crossing the t's: Key legal frameworks, due diligence, picking the right partners; the advantages of UK law when it comes to arbitration and disputes
- Considering London's leading position within the global syndicated loan market in a post-Brexit world

**12.20 New entrants: Attracting institutional investors into the supply chain**

**Bart Ras**, Managing Director, Greensill Capital

- Why has the market finally seen growth in institutional investors attracted to trade finance?
- Tapping into different categories of investors, more longer-term interest from areas such as pension funds
- The role of SCF solutions and programmes in handling these longer-term investors and underwriting investments
- Addressing legal concerns (taken from SCF principles): Does this provide a viable alternative to project finance?

13.00 Lunch



*"Always a good learning experience."*

J Burbidge-King, Interchange

Choose either Stream A, Stream B or Stream C

Stream A

14.10 Regulation and compliance: A practical guide to what you need to know

**Mark Norris**, Partner, Sullivan & Worcester UK  
**Neill Blundell**, Partner, Eversheds Sutherland  
**Greg Leech**, Sales Director, EMEA, Accuity

- Examining the practical implications of the UK Bribery Act: How can you protect your staff and your reputation?
- Knowing who to speak with, particularly for those new to exporting: Is there enough of a joined-up approach from government? Can banks play a greater role?
- Identifying money laundering techniques and dual-use goods: The importance of the whole supply chain in mitigating risk, from the exporter, to the insurer, freight forwarder and financial institutions
- Improving internal procedures, processes and the important role of training, particularly for companies employing local workforces, agents and third parties
- With the UK known as an open and transparent market, how can this be used as a marketing tool? Is this why buyers want to do business with UK companies? How do you turn anti-bribery to competitive advantage?

Stream B

14.10 Fintech, digitisation and the role of the UK as a centre for innovation

**Baihas Baghdadi**, Managing Director, Global Head of Trade & Working Capital, Barclays  
**Adrian Shedden**, Head of Fintech, Burges Salmon  
**Ian Kerr**, Chief Executive Officer, Bolero International

- Reviewing the trade finance market's efforts to embrace digital solutions: Why should fintech initiatives succeed where others have failed? What tangible benefits can be provided to both SMEs and MNCs?
- How are new market entrants combining financial expertise with technological innovation? Are corporates increasingly recognising the value of new platforms in managing their working capital?
- Key considerations in maintaining London's role as a fintech hub: Improving access to global talent, overcoming regulatory challenges, matching Asia and the US when it comes to venture investment
- Scalability, regulatory issues, cybersecurity: What more does the industry need to do to make blockchain a commercial reality? Do the potential returns justify the required investment?
- Where does UK business stand in the pecking order when it comes to fintech? How significant are government measures such as the DIT 'one-stop-shop' likely to prove in helping British fintech companies expand into thriving new markets such as Asia?

Stream C

14.10 Classroom-style breakout: Company stories and the support available to exporters

**Marcus Dolman**, Assistant Vice President, ECA & Sales Finance, Rolls-Royce; Co-Chairman, Large Exporters, British Exporters Association (BExA)  
**Guto Davies**, Managing Director, Sales & Project Finance, GE Capital; Chairman, Industry Committee, British Exporters Association (BExA)

This UK Export Finance-led 'classroom-style' break-out will recount corporate experiences across a range of sectors and geographies, sharing case studies, discussing strategies and considering the support mechanisms available, before breaking into focus groups for more private discussions and brain-storming on what is needed to maintain the UK's export drive. Points for discussion will include:

- Achieving alignment between companies, financiers and government
- Understanding the need to take a more commercial and productive approach
- Evolving schemes and facilities to support both small businesses as well as larger ones
- Do companies need to be clearer on what they need to help grow their business?

(Breakout closes at 15.25)

15.05 Networking break

"Very useful. Great networking."

T Norkett, AFEX

"A commendable event, lots of people, lots of quality contributions, and great overall content. I would be very pleased to be involved in any GTR events!"

D Cant, Albion Overseas

Closing plenary

15.30 The overseas view on UK trade and exports

**Ian Howells**, Senior Vice-President, Honda Motor Europe

This interview-style session will invite representatives from overseas multinationals to provide their perspective on the UK's current trade prospects and likely priorities, from targeting new markets to identifying new partners, as well as the challenges faced in securing financing, new priority sectors and the role of government support.

16.10 Question Time: The future of UK trade and export finance

**Moderator: Rt. Hon. Mark Simmonds**, Former Foreign & Commonwealth Office Minister

**Gordon Welsh**, Head of Business Group, UK Export Finance (UKEF)  
**Graham Cole**, Chairman, RVL Group; Former Chairman, AgustaWestland; Chairman, The Cole Review  
**Gabriel Buck**, Managing Director, GKB Ventures  
**Ben Digby**, International Director, CBI

This concluding summary discussion will take on the 'Question Time' format, the impetus for the discussion coming from the audience as they seek answers from several renowned experts on the leading issues of the day. Topics will include:

- Where does the UK's industrial strategy lie at present? Do companies have enough support?
- To what extent does the changing face of the global market landscape require a new approach?
- Should UK business be concerned about a new age of protectionism, with trade agreements under threat?
- Technology, innovation, goods vs services: Where do we foresee this discussion in 2020?

The session will also allow delegates and speakers alike to tackle 'any other business', key topics that have not already been addressed.

17.00 Concluding remarks and official close of conference

Followed by

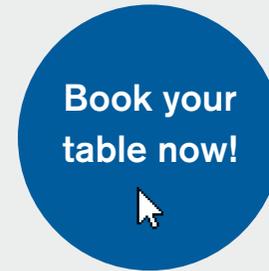




2016 was a seismic year for many reasons, with the UK referendum on EU membership and subsequent ongoing negotiations putting trade and exports to the very top of the news agenda. As we look forward, with various challenges and new opportunities ahead, there has never been a better time to showcase and celebrate British exporting.

GTR and The Manufacturer are delighted to be bringing the UK Export Excellence Awards to London for 2017, profiling the UK companies playing a key role in the country's economic growth. Judged by an independent panel of experts, the awards reward excellence in exporting across a range of sectors and regions.

All companies and service providers involved in international trade and finance are invited to secure a table at this annual celebration of UK exporting!



### Who should attend?

- Award finalists
- UK-based exporters
- Trade and export financiers & service providers

### What's included?

- Pre-ceremony drinks reception
- 3-course seated dinner with wine
- Post-dinner tea and coffee
- Full awards ceremony with special guest speaker
- Post-ceremony live entertainment

Find out more at [www.exportexcellenceawards.co.uk](http://www.exportexcellenceawards.co.uk)



### Featured events

#### GTR Europe Trade & Export Finance Conference 2017

June 21, 2017  
Paris, France | Hotel Pullman Paris Centre-Bercy

#### GTR Asia Trade & Treasury Week 2017

September 5-7, 2017  
Singapore | Marina Bay Sands

#### Commodity Trade Finance Conference 2017

September 26, 2017  
Lugano, Switzerland | Lugano Convention Centre

#### Indonesia Trade & Commodity Finance Conference 2017

October 5, 2017  
Jakarta, Indonesia | Mandarin Oriental

#### GTR Africa Trade & Infrastructure Finance Conference 2017

October 25-26, 2017  
London, UK | Park Plaza Victoria

#### Mexico Trade & Export Finance Conference 2017

October 26, 2017  
Mexico City, Mexico | JW Marriott

#### Nordic Region Trade & Export Finance Conference 2017

November 16, 2017  
Stockholm, Sweden | Radisson Blu Waterfront



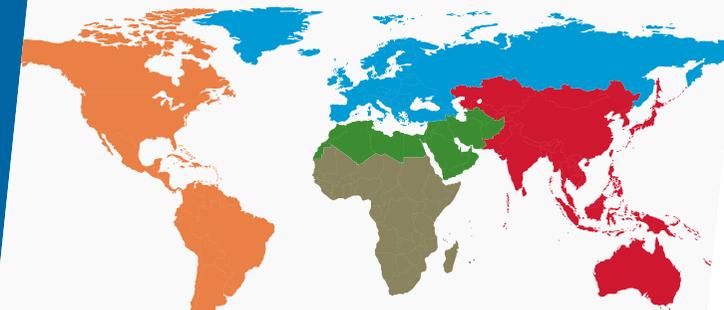
### UK Export Excellence Awards details

**Date:** Thursday, June 15, 2017

**Venue:** The Grange Tower Bridge  
45 Prescott Street, London, E1 8GP

**Time:** 19.00 drinks reception  
01.00 carriages

**Dress code:** Black tie



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## Pricing details

### UK Trade & Export Finance Conference 2017

Standard rate £849

Corporate rate £149

Exporters, importers, traders, manufacturers and producers of physical goods

### UK Export Excellence Awards

#### Single seat

Finalist £215

Non-finalist £325

#### Table of 10

Finalist £1,645

Non-finalist £2,695

Early booking discount (15%) 15% discount

I am booking before May 12, 2017 and would like to claim a 15% early booking discount.

Can't make the conference? £99

Conference delegate pack, comprising all speaker presentations and bios in both hard copy and online formats

*Bookings are subject to 20% VAT*

*"Interesting, informative, very useful  
and effective networking."*

**S Alshukri, University of Liverpool**

## Ways to register

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**Web:** www.gtreview.com

**Fax:** +44 (0)20 8673 8662

**Telephone:** +44 (0)20 8673 9666

**Post:** GTR, Exporta Publishing & Events Ltd,  
4 Hillgate Place, London SW12 9ER, UK

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Mr  Mrs  Ms  Miss  Dr

First name

Last name

Job title

Department

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Signature

I can confirm that I have read and agree to the terms and conditions below.

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  - Payment** (including VAT) must be made in full prior to the start of the conference. GTR retains the right to refuse entry in case of non-payment. Payment can be made through Credit Card online, via telephone or by sending our Events team a completed Credit Card Authorisation form.
  - All delegates who have not paid** prior to the conference will be denied entry.
  - Transfers:** If you cannot attend a conference, you can transfer your place to another individual. Places can be transferred at any time up to and including the day of the conference. Please note an additional charge may be applicable if the new attendee is not entitled to the same rate.
  - A delegate place can be transferred** to another conference, if the request to us is received more than 5 working days before the conference. Please note additional charges may be applicable. A delegate can only transfer their place a maximum of two times, after which they will incur a 20% administration fee.
  - Cancellations:** All delegate cancellations must be made in writing to events@gtreview.com. The charge for cancelling your booking is:
    - 1 month before the conference: 90% refund of the full cost
    - 5 or more working days before the conference: 80% refund of full cost
    - 5 or less working days before the conference: no refund
  - Non-attendance** to a conference will result in no refund.
  - In the case of the cancellation** of the conference or the change of the conference date, GTR will not be held liable for any booking, travel or hotel costs associated with the booking.
- Please note** that all confirmed registrations are subject to the **event terms and conditions**. **Should you have any queries**, please contact our team at events@gtreview.com or on +44 (0)20 8673 9666.
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