

GTR EUROPE

# Nordic Region Trade & Export Finance Conference 2017

Radisson Blu Waterfront  
Stockholm, Sweden  
November 16, 2017

Tracking the evolution of Nordic trade finance



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 **#GTRNOR**

GTR EUROPE

# Nordic Region Trade & Export Finance Conference 2017

Marking a decade in Sweden, the Nordic Region Trade & Export Finance Conference returns to Stockholm in November 2017.

Being the only event of its kind in the Nordic region, the conference continues to attract a huge range of international corporates, financiers, regulators, insurers, legal specialists and trade experts, providing a unique forum for those involved in Nordic trade to meet and learn from market peers.

Key drivers for discussion including the impact of an uncertain geopolitical climate on international trade, key challenges and new opportunities in emerging markets, the future role of technology in trade finance, treasury and working capital optimisation, and financial risk management will feature throughout the course of this focused one-day gathering.

*"Great conference. You can meet with trade exporters, ECAs and banks all in one day. Very efficient."*

**L Bergstrom, Raiffeisen Bank**

*"A well organised event with great possibilities to network and expand your business."*

**A Kovtun, Gazprom**

*"Inspiring discussions with great professionals! This is a 'must' to stay ahead of the game."*

**S Blanche, Getinge**

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



## Venue details

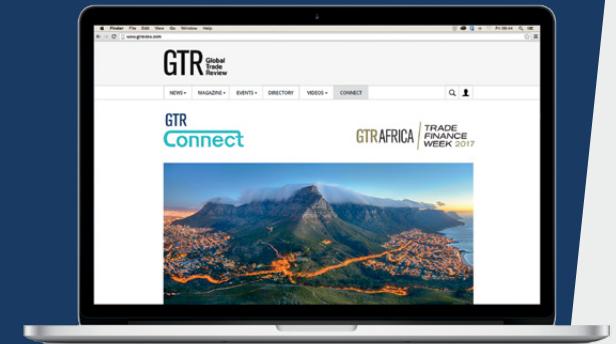
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## Accommodation

For details on any discounted rooms **GTR** has secured at the Radisson Blu Waterfront, please refer to the *Know Before You Go* section on the event's **GTR Connect** page.



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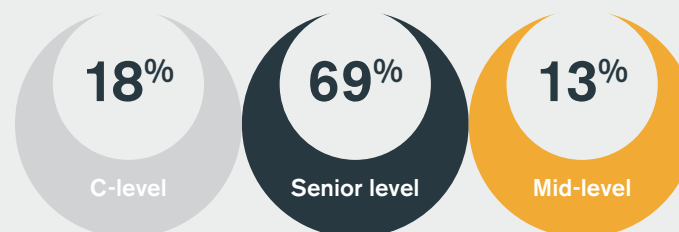


Official conference hashtag: #GTRNOR

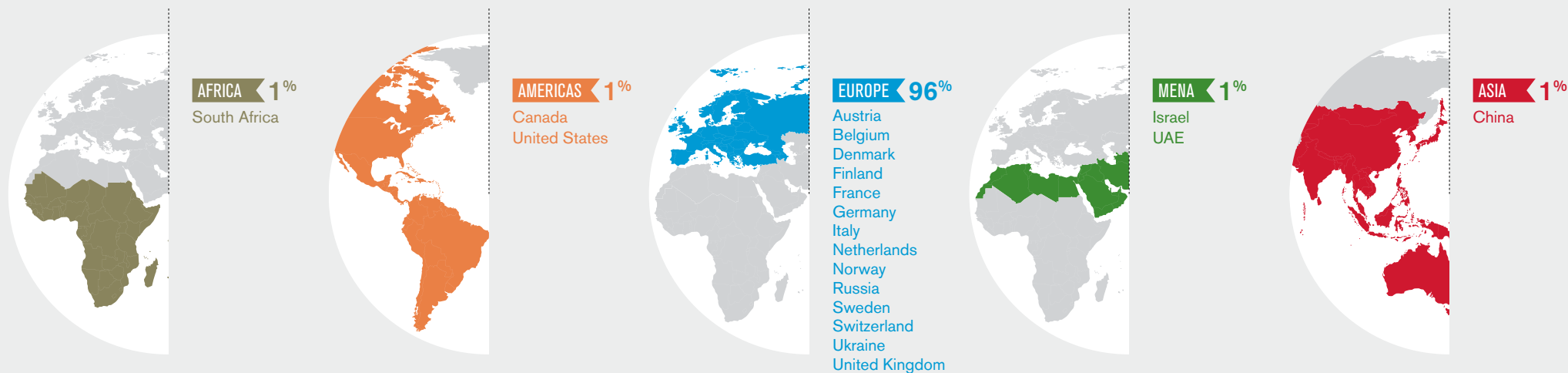
### What to expect



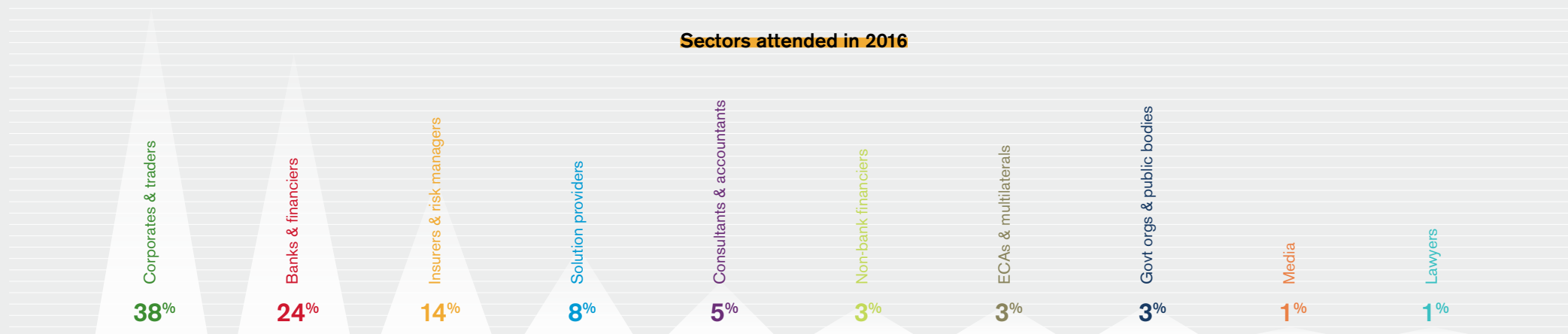
### Attendee breakdown by job title in 2016



### Percentage of attendees by region in 2016



### Sectors attended in 2016



# Thursday, November 16, 2017

## 08.55 Chair's opening remarks

Lydia Capolicchio, Journalist & Broadcaster

## 09.00 Economist debate: 4 trends to watch

**Moderator:** Lydia Capolicchio, Journalist & Broadcaster

**Olof Manner**, Head of Research, Swedbank

**Robert Bergqvist**, Chief Economist, SEB

A selection of leading commentators will highlight the trends they feel will hold the greatest impact on the trade sector and offer predictions on how they will play out in 2018, followed by an open debate and audience Q&A. Themes to be explored include:

- Brexit negotiations: How does progress so far clarify the shape of a 'final' deal, if any? What is the likely impact on Nordic companies?
- Geopolitics, Trump, and global protectionism: A new era of bilateral deals and trade disruption risk?
- The Asian economic evolution: Shifting the global value chain
- Global volatility and emerging markets: Where's hot and where's not?

## 10.00 Networking break

*"The only Nordic event bringing together trade & export industry representatives."*

A Niemeln, OP Bank

*"An excellent opportunity to network and to learn what is important and challenging for other parties."*

S Vennerstrand, DNB Bank

Choose between Stream A or Stream B

## Stream A: Risk trends and management techniques

**Chair:** Lydia Capolicchio, Journalist & Broadcaster

## 10.40 Sub-Continental Asia vs Sub-Saharan Africa: A risk and reward debate

**Magnus Furuholm**, Head, Swedbank South Africa

**Ashish Gupta**, Chief Representative, India, Handelsbanken

Two regional banking specialists will go head to head, competing to persuade the audience that their region offers the better risk-reward balance. Themes will include export and project investment opportunities, ease of doing business, financing environment, and the associated risks. Each speaker will present their region for 8 minutes, followed by mutual cross-examination. An electronic audience vote will decide the victor.

## 11.20 Case study: Working capital and finance for export businesses

**Henrik Valdemar Juhl**, Senior Director, Head of Project Risk, Group Treasury & Investor Relations, Vestas Wind Systems

Vestas Wind Systems project risk expert will provide insight on the risk review process, highlight working capital pain points encountered throughout the import-export value chain, and detail the tool box of financing solutions employed to improve efficiency and profitability while maximising sales and minimising risks.

## 11.50 Making the case for regtech: Lufthansa Cargo

**Heather Lee**, Director, Risk & Compliance Strategy, Accuity

Emerging regulatory concerns around dual-use goods and sanctions compliance highlighted multiple risks to Lufthansa Cargo's business, forcing temporary suspension of consolidated shipments to countries such as Iran. Learn how the carrier implemented an effective trade compliance solution to protect customers and mitigate risk, offering efficient documentary processing and comprehensive trade compliance vetting capabilities, but requiring minimal human resources.

## 12.20 Deal analysis: Appetite and capacity for trade credit and political risk insurance

**Matthew Solley**, Executive Director, Credit & Political Risks, Arthur J. Gallagher

**Eric Zandvliet**, Senior Underwriter, Political Risk & Trade Credit, XL Group

**Henry Mummé-Young**, Underwriter, Specialty, The Channel Syndicate

Providing a case-by-case analysis of the assessment undertaken when evaluating risks and structuring deals in challenging emerging markets, this interactive session will seek to provide insight on thought and decision making processes amongst brokers and underwriters, and gauge the de-risking capabilities of the private insurance sector:

- One expert from within the group will outline various scenarios and their requirements for specific types of transactions
- The others will then have the opportunity to evaluate the risks in question and respond with potential solutions

A key part of the process will involve explaining the choices made and the processes necessary to decide on the best options.

## 13.05 Lunch



Networking  
Lunch

at 13.00

Hosted by



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Choose between Stream A or Stream B

Stream B: Trade and working capital: Financing options and tech use cases

**Chair:** Dominic Broom, BNY Mellon

**10.40 Interview: Treasury, risk management and trade:  
Setting strategies to combat global volatility**

**Marianne Gustavsson**, Group Credit Manager, Kinnarps

**Mikael Stroh**, Financial Controller, GKN Aerospace Engine Systems

**Per Norman**, Head of Treasury & Risk Management, BillerudKorsnäs

- Operational vs strategic: How are corporate treasurers balancing day-to-day priorities with long-term treasury planning? How realistic is long term planning in the current climate?
- Assessing commercial pressures on customer credit limits and working capital such as payment term extension, 'just-in-time' inventory management, and slowing payment performance from buyers at home and abroad
- Debating the pros and cons of centralised credit risk management: Heightened visibility vs boots on the ground
- Which tools can be utilised to mitigate credit and FX risks? Considering FX hedging strategies, credit insurance and receivables financing options
- Sharing best practices and strategies to generate superior returns from your treasury and risk management policies

**11.25 Case study: Is receivables financing the right fit for your company?**

**Paul Harle**, Head of Receivables Finance, Bank ABC

- Assessing key drivers for the focus on accounts receivables such as treasury performance metrics, banking regulation and stagnating top lines
- Highlighting the various on and off-balance sheet techniques being utilised by suppliers and exporters, and their respective characteristics, requirements and key advantages
- Practical use challenges: Considering different regulatory jurisdictions, eligibility of receivables for 'true sale', and potential issues between buyer and seller relating to disclosure

**11.50 Taking the next steps in trade finance digitisation**

**Antti Niemelä**, Head of Transaction Banking Sales, OP Financial Group

**Marika Toikka**, Director, Trade & Export Finance, Valmet

With the benefits of digitised trade finance well established, early adopters are now stepping up their digital capabilities and maximising returns. Sharing speakers' direct experience of digitisation, this session will highlight corporates' motivations for investment, the related financial infrastructure requirements, and practical insights for those seeking to build a digital framework: How has success been achieved, and what are the next steps for trade digitisation?

**12.20 Modernising trade: What do corporates really need from banks, fintechs and solution providers?**

**Moderator:** Ian Kerr, Chief Executive Officer, Bolero

**Jonas Kålfors**, Head of Payment Solutions, Atlas Copco Financial Solutions

**Michael Vrontamitis**, Head of Trade, Product Management, Transaction Banking, Standard Chartered

**Winfried Blasius**, Sales Director, Surecomp

- Which business functions are primary targets for tech investment and process improvement? Which are seen to hold the greatest improvement potential?
- Considering liquidity, interest rate and credit risks, cash management and regulatory compliance
- Highlighting key considerations when making the decision to invest in a digital solution: How important are interoperability, internal and external onboarding, quantifying ROI, and cybersecurity?
- Blockchain on the horizon: Is the pace of innovation in the trade finance sector discouraging corporates from investing in those solutions available here and now?
- The future's automated: With automation already impacting the finance function in areas such as forecasting and reporting is a fully automated 'end-to-end' trade finance solution becoming a likely reality?

**13.10 Lunch**

GTR EUROPE

Upcoming  
events

**Turkey Trade & Export  
Finance Conference 2018**

March 21, 2018

Istanbul, Turkey

**Russia Trade & Export  
Finance Conference 2018**

March 28, 2018

Moscow, Russia

**GTR Charity Awards Dinner**

April, 2018

London, UK

**GTR Europe Trade & Export  
Finance Conference 2018**

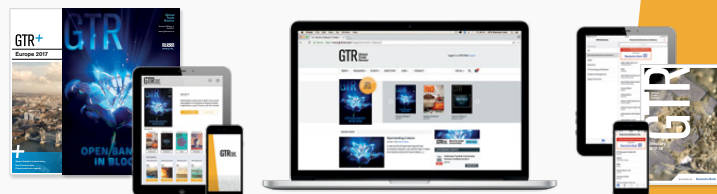
June, 2018

Paris, France



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## Choose between Stream A or Stream B

### Stream: A Focus on exports

#### 14.20 Structured trade & export finance: Optimising financial support, capitalising on emerging opportunities

**Moderator:** **Tore Bäckström**, Senior Vice-President, Volvo Buses

**Lena Bertilsson**, Head of Structured Finance and Corporate Lending, SEK

**Cathrin Karpinski**, Head of International Markets, Export & Agency Finance, Commerzbank

**Yoshi Ichikawa**, Executive Director, Project & Export Finance, Standard Chartered Bank

**Sébastien Blanche**, Chief Financial Officer, Business Area Surgical Workflows, Global Head of Trade & Export Finance, Getinge Group

- Rebounding economies and commodity prices: Which specific markets are deemed good and bad risks in the current climate?
- Outlining the financing options: Are DFIs playing a greater role in emerging markets due to heightened risk perceptions? Is risk appetite clearly defined between banks, ECAs, funds and DFIs?
- Preparing well to maximise your company's export financing opportunities: Assessing adequate levels of information provision when seeking ECA support for overseas projects
- Where can ECA processes be streamlined and optimised? Is there now a greater expectation for ECAs to invest in technology to better support exporters?
- To what extent do local content guidelines reflect increasingly complex global value chains? What is the appropriate level of third country content for projects such as EPC contracts?
- Is there a feeling that more cross-sector collaboration could be achieved to support Nordic companies, particularly sub-contractors and SME suppliers? What role can be played by ECAs, banks and insurance brokers here?

#### 15.10 Exporting to the Middle East: What if it all goes wrong?

**Cristina Rooth**, Legal Counsel, SEB

A legal expert will provide insight into potential courses of action when problems arise with sovereign and sub-sovereign counterparties in key middle eastern markets: How enforceable are various contract structures, if at all, and what can exporters and financiers do to safeguard against defaults?

#### 15.35 Interview: How can sustainability help grow your business?

**Moderator:** **Karin Wessman**, Senior Sustainability Analyst, EKN

**Kaj Möller**, Head of Export, Sweco Group

**Ann-Catrine Bertlin**, Head of Payment Solutions, Atlas Copco

**Sasja Beslik**, Head of Sustainable Finance, Nordea

**Hasan Cevik**, Project & Structured Finance Manager, Yapi Merkezi, Turkey

The ethics of sustainable business have long been championed by the Nordic market. However, the true sustainability of real-world trade and its ROI can be difficult to quantify, particularly when supplying complex global value chains and far-flung projects. Providing perspectives from project sponsors, corporate suppliers and their financing partners, a frank discussion will debate the challenges surrounding issues such as human rights, corruption and the environment, and seek to highlight clear examples of sustainability as a driver for business growth.

#### 16.10 Networking break

### Stream B: Workshop breakout

#### 14.20 Trade finance & technology: Use cases and best practice

**Dominic Broom**, BNY Mellon

**Heather Lee**, Director, Risk & Compliance Strategy, Accuity

**Louis Carbonnier**, Co-Founder, Euler Hermes Digital Agency

A fully interactive workshop will bring together solution providers, end-users, and all those keen to learn more about the contribution of technology to more efficient, less risky and more profitable trade financing. Combining short expert panels and delegate discussion groups, this informal breakout will share the challenges, successes, best practices and key concerns relating to the development, implementation and utilisation of fintech, insurtech and regtech solutions.

Beginning with a panel of experts, the audience will then break into informal working groups for discussion, before reporting back with an onstage summary. Separate working groups will focus on:

- Fintech
- Insurtech
- Regtech

The session will provide attendees with the chance to 'have their say' on the issues they are most passionate about, before reaching conclusions and sharing key takeaways.

#### 16.00 Networking break

## Closing plenary

#### 16.30 Embracing new technologies for a new world: A dialogue on opportunities and challenges

**David Sonnek**, Head, SEB Ventures & 'Aida' to be interviewed by **Paula da Silva**, Head of Transaction Services, SEB

#### 16.50 Question time: Ask your ECA

**Moderator:** **Lydia Capolicchio**, Journalist & Broadcaster

**Anna-Karin Jatko**, Director-General, EKN

**Ulla Wangestad**, Head of Strategic Department, GIEK

**Pauli Heikkilä**, Chief Executive Officer, Finnvera

**Catrin Fransson**, President & CEO, SEK

**Christian Ølgaard**, Deputy-CEO, EKF

The concluding session will take impetus from the audience as they seek answers from leaders of Nordic export credit agencies. Delegates will be provided with two question cards upon registering, submitting one copy of their question and keeping the other should the moderator call on them to ask their question. Among the themes to be included:

- Private sector vs ECA support: How should it work?
- Can more be done to support the SME community? How relevant are the current offerings?
- How will technology impact the ECA and export finance market in the near to midterm?
- What's keeping you awake at night?
- Wish lists: Which one quality held by a fellow Nordic ECA would you like for your own organisation?

The cards will be collected throughout the day, allowing delegates and speakers alike to tackle key topics that have not already been addressed.

#### 17.40 Close of conference

#### followed by evening networking reception



Networking  
Breaks

at 10.00 & 16.00

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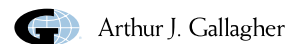
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Standard rate & 1-year magazine subscription €1,539 ☐Corporate rate & 1-year magazine subscription €939 ☐

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Early booking discount (10%) 10% discount ☐



I am booking before October 21, 2017 and would like to claim a 10% early booking discount.

Can't make the conference? €150 ☐

Gain access to speaker presentations, online delegate networking portal and conference delegate pack.

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  - All delegates who have not paid** prior to the conference will be denied entry.
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    - 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.
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