

GTR EUROPE

Nordic Region Trade & Export Finance Conference 2015

Stockholm, Sweden
Radisson Blu Waterfront
November 25-26, 2015

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GTREUROPE Nordic Region Trade & Export Finance Conference 2015

GTR will return to Stockholm for the Nordic Region Trade & Export Finance Conference 2015, building on its established reputation as the only trade and export finance gathering for the Nordic market.

Bringing together business leaders from the corporate, banking and government sectors, the conference will seek to explore current trends and discuss future opportunities whilst continuing crucial dialogue between exporters and their providers, as Nordic corporates negotiate the many market challenges and look to take advantage of numerous opportunities available both across the region and in key emerging markets.

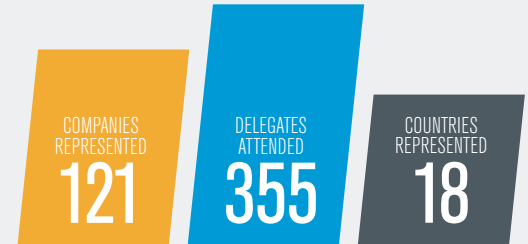
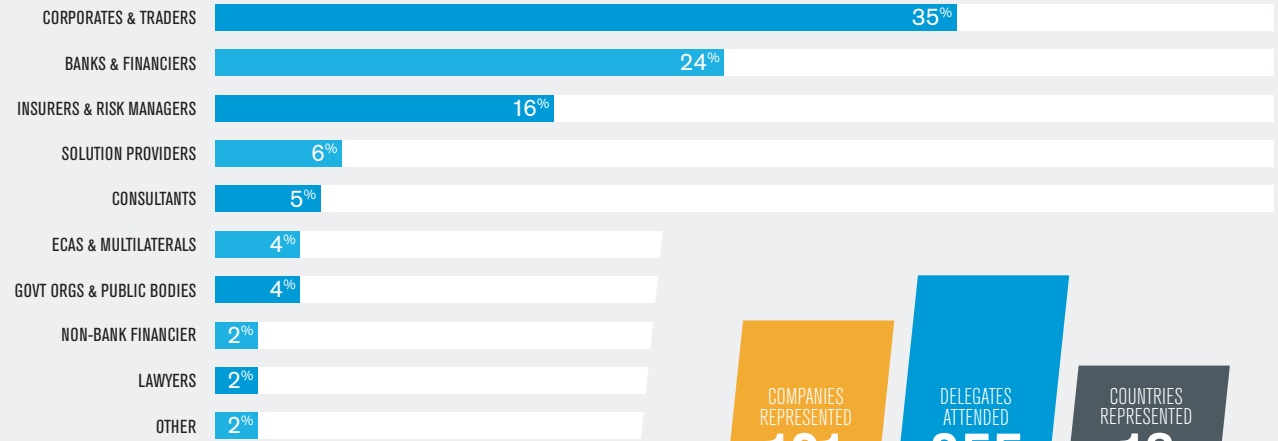
The event will also feature the GTR Supply Chain Masterclass; an interactive workshop that bridges the physical and financial supply chains, providing detailed insight for participating corporates and banks alike.



“Excellent opportunity for networking and to compare notes with colleagues in the market.”

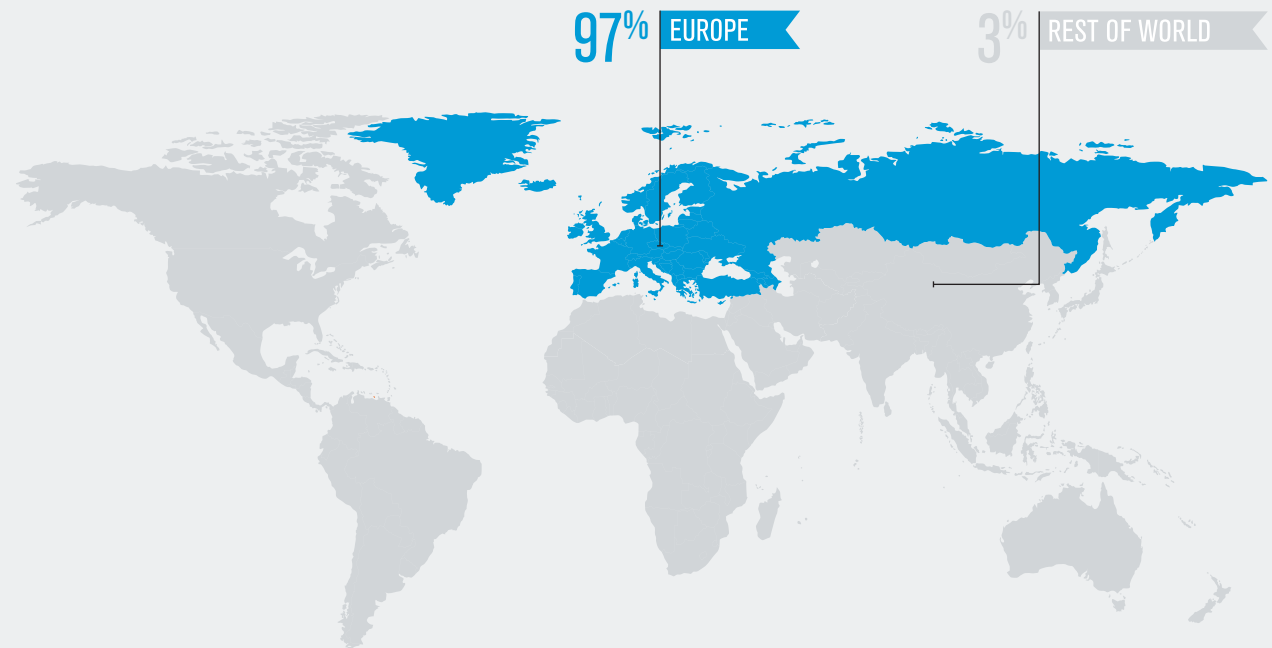
Katarina Hirsch, EKN

SECTORS ATTENDED IN 2014



2014's VITAL STATISTICS

PERCENTAGE OF ATTENDEES BY REGION IN 2014



BERMUDA, CANADA, ISRAEL, SOUTH AFRICA, UAE, U.S. AUSTRIA, BELGIUM, CZECH REPUBLIC, DENMARK, FINLAND, FRANCE, GERMANY, IRELAND, ITALY, NORWAY, RUSSIA, SWEDEN, SWITZERLAND, THE NETHERLANDS, UK

Conference: Wednesday, November 25, 2015

08.55 Chairman's opening remarks

Thomas Gür, Journalist & Broadcaster

09.00 Keynote address: The economist's view: Matching the Nordic trade footprint with an evolving world economy

Annika Winsth, Chief Economist, Nordea

A globetrotting introduction to current economic trends and headwinds will assess how well the Nordic region's economies are positioned to capitalise on opportunities developing in key growth regions, while maintaining insulation against the primary risks posed by the turbulence currently being experienced in global markets.

09.25 Global teamwork: Reaching our objectives

Jan Saaek, Vice President & Group Treasurer, Norican Group and Tore Bäckström, Senior Advisor, Volvo Buses to be interviewed by Allan Nielsen, Head of Transaction Services, Sweden, SEB

Illustrating the corporate treasurer's role when incorporating products, projects and financial risk management to form a comprehensive global strategy, this interview Q&A session will reflect on the recent waves of volatility sweeping across global markets, and offer perspectives on key regions including the Americas, Middle East, Europe, and Asia.

10.00 C-level debate: Where next for world leading exporters and their ECAs?

Moderator: Thomas Gür, Journalist & Broadcaster

Karin Apelman, Director General, EKN

Pauli Heikkilä, Chief Executive Officer, Finnvera

Catrin Fransson, Chief Executive Officer, SEK

Leaders from the region's export credit agencies will reflect on the key priorities they see taking shape at policy level, while providing perspectives on the future path of Nordic trade and exports, the role of their respective institutions in securing the international reach of their nation's corporates, and discussing possible avenues for and advantages of deeper regional collaboration across state, financial and corporate sectors.

10.45 NETWORKING BREAK

"GTR events are always a pleasure to be involved with. The mix of subject matter, speakers, presenters and delegates from a range of industries means that you are never far from interesting conversations and opinions."

G de Mowbray, Dints International

SELECT EITHER STREAM A OR STREAM B

STREAM A

FINANCING EXPORTS AND MITIGATING RISK

Chairman: Thomas Gür, Journalist & Broadcaster

11.25 Dynamics across the export and agency finance market

Moderator: Cathrin Karpinski, Senior Vice-President, Export Finance, Head of International Markets, Commerzbank

Torbjörn Lindberg, Director, Project & Export Finance, Siemens Industrial Turbomachinery

Alexander Qvennerstedt, Partner, Credit, Political & Security Risks, Nordic Region, JLT

Jesper Brøchner Petterson, Head of Export Finance, Danske Bank

Xavier-Marie Robert, Head of Export Finance, Funding, Americas, Asia & Sectors, Société Générale

- Considering the impact of global uncertainties concerning commodity prices, macroeconomic challenges and geopolitical instability on the need for security in export finance deals
- What are the key factors leading pricing levels in the sector? Considering liquidity drivers, increasing confidence amongst borrowers in utilising export finance, and potential downsides to heightened competition regarding financial sustainability
- Originate only or book to hold: Outlining the regulatory pressures being faced by banks and the business models being employed in response
- To what extent are product offerings reflecting the emerging market focus of Nordic exporters? Is a stronger emphasis being placed on local financing requirements?
- How crucial is the banking sector's client base in the continuing effectiveness of Nordic ECAs? Is there a feeling that boundaries need to be debated in terms of which deals are fair game?

12.15 Assessing capabilities and risk appetite across the private insurance sector

Moderator: Fredrik Enderlein, Partner, Credit & Political Risk, Brim

Kade Spears, Head of Political & Credit Risks, The Channel Syndicate

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

Axel Stridsberg, Head of Trade Finance Bank Management, Nordea

- Highlighting the market conditions creating demand for medium and long-term insurance cover and the solutions being made available such as Basel-compliant policies, reinsurance and counterparty credit
- Considering the various options available to manage export risks and facilitate financing: How are exporters utilising different structures across their trade portfolio?
- Do exporters necessarily have to choose between ECA or private insurance cover or can greater cross-sector collaboration be fostered? What role does the banking sector have to play here?

ACCOMMODATION

Delegates are responsible for the arrangement and payment of their own travel and accommodation. Upon registering to attend this event, **GTR** will inform you of how to book accommodation.

VENUE DETAILS

Venue: Radisson Blu Waterfront
Nils Ericsons Plan 4,
111 64 Stockholm
Sweden

Tel: +46 8 505 060 00

Web: www.radissonblu.com





Networking Break

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- Providing guidance on recent policy innovations such as reinsurance and Basel-compliant structures: How are policies being worded and implemented?

SELECT EITHER STREAM A OR STREAM B

STREAM A

EMERGING MARKETS BUSINESS: MAXIMISING ON OPPORTUNITIES AND MAINTAINING PRINCIPLES

14.20 Utilising the full range of financing tools to power Nordic-Africa trade

Moderator: Mark Norris, Partner, Sullivan & Worcester
Sanjoe Mathew, Regional Associate Director, Trade, Export & Structured Finance, Huawei Tech
Magnus Furuholm, Head, Swedbank South Africa
Geoffrey de Mowbray, Chief Executive Officer, Dints International

- Outlining key markets and industry sectors offering trade and investment opportunities in Sub-Saharan Africa such as power, capex and infrastructure: To what extent is the growing middle class across the region expected to stimulate further export growth?
- Should Nordic exporters be looking beyond the bottom line when it comes to trade with Africa? How can the principles of corporate social responsibility be employed to ensure an equitable value exchange? Is this becoming more difficult due to increasing global volatility?
- Highlighting the full range of financing tools and structures being utilised by companies breaking into and building a presence in the region: How much of a challenge is securing local financing? Can a wider role be played by Nordic exporters by sharing expertise with their trade partners?
- Assessing the regulatory and compliance challenges being experienced by companies and banks when working in less developed markets: How far are these limiting correspondent banking capabilities? How are companies, banks and local partners collaborating to overcome challenges?
- What role can be played by ECAs and DFIs in facilitating trade? Is there an increasing part to be played by non-bank trade financiers and insurers in riskier markets, given banking constraints?

15.10 Assessing risk and reward across the Mena region

Moderator: Marie Aglert, Head, Transport & Construction Unit, EKN
Hadi El-Amaary, Structured Finance & Investments Advisor, ABB Dubai
Tony Lindström, Director, Customer Finance & Risk, EMEA Region, Volvo Construction Equipment
Carl Zdolsek, Vice-President, Area Manager MEA, SEB

- Highlighting the perception of increased risks across the region touching on geopolitical and terrorism issues and commodity price volatility
- How can companies best position for success in the Middle East and North Africa? Considering the trade and financing opportunities offered by regional hubs such as Dubai, the strength of the regional finance sector, and the role that can be played by Shariah-compliant financing in opening new markets
- Which markets and economies are well matched with key Nordic export sectors, offering rewards for those who overcome the business challenges?

STREAM B

INNOVATING TO MAINTAIN RELEVANCE FOR TRADE FINANCE

Chairman: Mauro Bonacina, Trade Market Manager, BNY Mellon

11.25 Corporate case study: Optimising working capital in challenging jurisdictions

Kimmo Helle, Vice-President, Treasury Development & Trade Finance, Metsä Group

A detailed cross-section of this leading exporter's emerging market business flows will provide insight on the primary liquidity challenges being experienced, and highlight the areas in which supply chain financing solutions have enhanced working capital management and efficiency.

11.50 Corporate case study: Increasing control and transparency across the supply chain utilising digital trade finance technology

Matti Malminen, Director, Trade & Export Finance, Konecranes
Ian Kerr, Chief Executive Officer, Bolero

This corporate case study will illustrate the practicalities surrounding the implementation of a single global solution for the issuance, management and reporting of trade finance instruments, as well as the time and cost saving benefits seen across the group's trade financing operations.

12.15 Utilising digital solutions to overcome supply chain challenges

Moderator: André Casterman, Global Head, Corporate and Supply Chain Markets, Swift

Urban Ljungblom, Head, Industry & Public Affairs, Nordea
Winfried Blasius, Sales Director, Europe, Bank & Corporate Trade Finance & Supply Chain Finance Solutions, SureComp
Patrik Zekkar, Global Head of Supply Chain Finance, Danske Bank
Joel Schrevens, Solutions Director & Head of European Operations, China Systems
Henry Balani, Head of Innovation, Accuity

- What do corporates expect from trade digitisation? What should be considered when evaluating digital solutions in the context of supply chain financing – and whether to pursue a bank or third party platform?
- Highlighting the primary challenges impacting Nordic corporates' international trade and the associated financing opportunities such as increased compliance demands, operation in multiple regulatory jurisdictions, and the resources required for large programmes
- What digital solutions exist to combat these challenges and how far can they be mitigated? What is in the development pipeline?
- Assessing the business opportunities offered by digitisation beyond problem solving: Considering increased financing and operational efficiency, big data benchmarking, and smart data analytics

13.05 LUNCH BREAK

STREAM B

SECTOR TRENDS AND REGIONAL PROFILES

14.20 Providing Finnish exporters with the tools to fight economic stagnation

Moderator: Jussi Haarasilta, Executive Vice-President, Head of Large Corporates, Finnvera

Jari Hänninen, Head of Structured Finance, Credit Products, Nokia

Matti Malminen, Director, Trade & Export Finance, Konecranes

Tuomas Haapakoski, Director, Financial Services, Wärtsilä Corporation

- Plotting the markets providing export opportunities for Finnish companies: How have macroeconomic conditions impacted demand from key destinations, both developed and emerging? Are export strategies evolving as a result?
- Highlighting the geopolitical issues causing export headwinds: How have availability of financing, self-sanctioning, and uncertainty over the future sanctions environment impacted export volumes? What is the near to medium-term outlook?
- To what extent have government efforts in trade facilitation and financial support been effective and what more can be done? What role can they play in diversifying Finnish export markets? What of the private banking sector?

15.05 Corporate case study: A guide to trade finance management for large projects

Mikael Fridlund, Finance Manager, Trade & Project Finance, Pulp & Energy Business Line, Valmet

Sharing the insights gained working as the trade finance coordinator for numerous large overseas projects, this case study will provide a detailed view of the gains made by streamlining trade finance documentation and processes, and the key practical considerations for those facilitating fixed investment in emerging markets.

15.25 Corporate case study: Extending ECA assistance to small- and medium-sized businesses

Mattias Berntsson, Regional Manager, EKN

David Shellhammer, Chief Executive Officer, Driconeq Group

Benefitting from David Shellhammer's extensive past experience in the top-tier corporate sector, this case study will assess the challenges being faced by Swedish SMEs, clarify the differing business structures being utilised by MNC exporters and SMEs when conducting export transactions, and highlight the role being played by ECAs in supporting the international expansion of mining-sector subcontractors.

15.50 NETWORKING BREAK

MAIN PLENARY ROOM

16.10 A view from the board room: Turbulent markets remain ripe with opportunity

Marcus Wallenberg, Chairman, SEB

16.30 Business development in a volatile global market: Understanding exposure and extending credit

Moderator: Tommie Sjö Dahl, Managing Director, Kreditförsäkringsforeningen (KFF)

Ana Boata, Economist, Europe, Euler Hermes

Arne Antonsson, Chief Credit Officer, Electrolux

Peter Boberg, Country Director, Sweden, Atradius

Johan Anderson, Chief Risk Officer, SEB

Peter Ström, Head of Risk, Large Corporates & Institutions, Swedbank

- Providing perspectives on the primary economic volatility and geopolitical risks impacting companies in the current climate: Hard landings, trade wars and monetary policy transition
- Are companies fully aware of the potential impact of natural catastrophe, industrial disasters and political instability on their customer's ability to pay? How far through the value chain do these risks extend?
- To what extent are global market conditions reflected by demand for trade credit insurance? How far have volatile global conditions changed attitudes towards TCI products? Are they now being seen as more than just a risk mitigant?
- What role is being played by banks in advising corporate clients on risk management? To what extent is a lack of understanding of the TCI product and historic ECA linkages hampering further development of the private insurance sector?
- Capital relief and credit enhancement: How is credit insurance being utilised to combat regulatory pressure, enhance financial supply chain management and maximise on receivables financing opportunities? How far can insurance be seen as an enabler for business growth?

17.15 Trade, tomorrow's treasury and adapting to the new normal

Moderator: Johan Trocme, Head of Business Analysis, Corporate & Investment Banking, Nordea

Eero Tuulos, Head of Regional Treasury, NE Europe & Central Asia, Nokia

Per Norman, Head of Treasury & Risk Management, BillerudKorsnäs

Allan Nielsen, Head of Transaction Services, Sweden, SEB

Magnus Velander, Head of Cash, Export & Trade Finance Solutions, Group Treasury, Scania

- Evolution of the treasury function: Centralising departments, the increasingly strategic advisory role of the treasurer, seeking greater reporting clarity and process/cost efficiencies
- How are banking relationships being rationalised to assist efficiency and reporting clarity? What of the continuing risk of bank retrenchment in challenging markets? What expertise are Nordic exporters looking for from their banks to support trade in emerging markets?
- How has increased activity in emerging markets impacted on demand for cash management and working capital solutions? To what extent are current offerings meeting financing requirements?
- Considering FX and interest rate risks and risk management techniques being utilised: How much of a priority is access to cash and liquidity for corporate treasurers?
- Digitisation and big data: How are advances in trade digitisation viewed by corporates? To what extent are banks investing to enhance benchmarking opportunities for their clients?
- Are corporate treasuries expecting the evolution of their role to continue in the same direction? How could the picture be different in two years' time?

18.00 CLOSE OF CONFERENCE & EVENING RECEPTION


GTR MEMBERS AREA

At GTR we pride ourselves on keeping you connected with your community. Once you're registered for the event, log in to the GTR website as a member to gain access to the event's private Members Area. Here you'll be able to connect with fellow delegates and GTR members, post discussion topics on forums and access all pre and post-event materials.

*Evening Reception**Hosted by*
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GTR SUPPLY CHAIN MASTERCLASS[®]

This workshop is structured around an innovative web-based solution. It engages participants in making strategic decisions in the management of a manufacturing company specialising in personal care products.

Working in teams of four, participants will represent the functional roles of sales, purchasing, supply chain and finance. They will be confronted with various real-life, real-time dilemmas. Cross-functional understanding and collaboration are key components, as teams work together to turn the company around. Find out more at www.thecoolconnection.org

Bookable separately or as part of the package.

PROGRAMME

09.00 Opening remarks

Steven Van der Hooff, Founder & CEO, Capital Chains

09.15 Expert analysis

- The challenges of aligning functions between sales, procurement, operations, supply chain and finance
- Assessing the need for internal alignment in supply chain management
- Benefits, pitfalls, and experiences in creating alignment

10.15 Experiencing misalignment: The dilemmas faced

- Examining the effect of physical and financial constraints
- Working capital management issues such as:
 - Dealing with customers: Frequent sales dilemmas including inventory vs client service level, credit risk vs increased sales
 - Dealing with suppliers: Purchasing dilemmas such as cost, delivery reliability and inventory
 - Dealing with banks: Limits, collateral and cash flow volatility

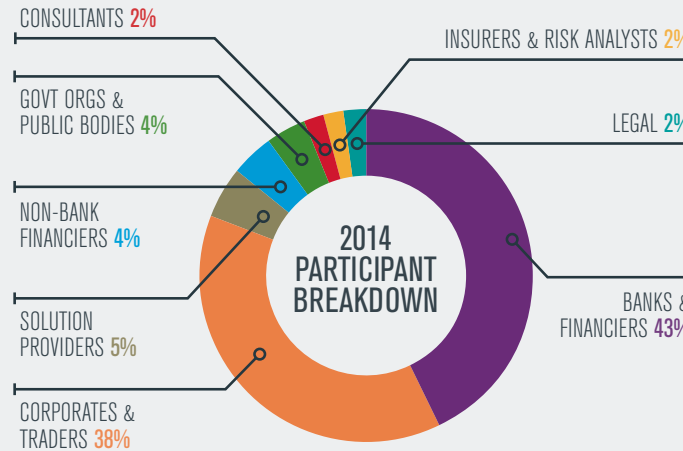
11.30 NETWORKING BREAK

12.00 Strategy into action: Linking the physical and financial supply chain

- How can supply chain strategy be aligned to competitive strategy?
- High volume low cost vs high value agile strategy: The implications
- How can supply chain strategy be translated into the principles of inventory management and safety stock?

12.45 NETWORKING LUNCH

Thursday, November 26, 2015



13.45 Complexity in international supply chains

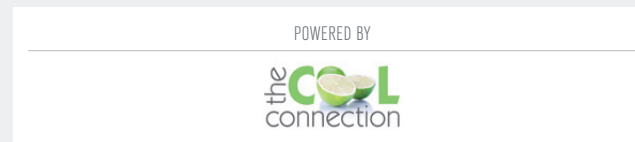
- Dealing with distant customers
- Sourcing from distant suppliers and the effect on working capital and delivery risk
- Selling to distant customers and the choice of payment instruments and INCO Terms
- A comprehensive overview of the dilemmas faced when dealing with credit limits, payment instruments and INCO terms
- Cash flow management and credit risk management when dealing with international business partners

15.15 NETWORKING BREAK

15.30 Financial supply chain collaboration

- What options exist to support your supply chain from a financial perspective?
- What are the characteristics of a typical supply chain finance solution?
- Examining the impact of these financial arrangements on your day to day operations

17.00 DAY FINISHES



GTREUROPE

Nordic Region Trade & Export Finance Conference 2015

PRICING DETAILS

Package (Conference & Supply Chain Masterclass):

Standard rate €1399 Corporate rate €899

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

Conference only (November 25, 2015):

Standard rate €999 Corporate rate €499 Supply Chain Masterclass only (November 26, 2015): €499 Early booking discount (10%) 10% discount

I am booking before October 23, 2015 and would like to claim a 10% early booking discount.

Multi-booking discount 15% discount

15% off second or any subsequent booking received from the same company and office booked at the same time

Can't make the conference? €150

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

PAYMENT DETAILS

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TERMS & CONDITIONS

- Bookings can be submitted at any stage prior to the event, subject to availability.
- Payment must be received in full prior to the conference.
- All speakers are correct at the time of printing, but are subject to variation without notice.
- If the delegate cancels after the booking has been accepted, the delegate will be liable for the following charges:
 - Cancellations notified over 14 days prior to the event will incur an administration fee of 10% of the full amount.
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