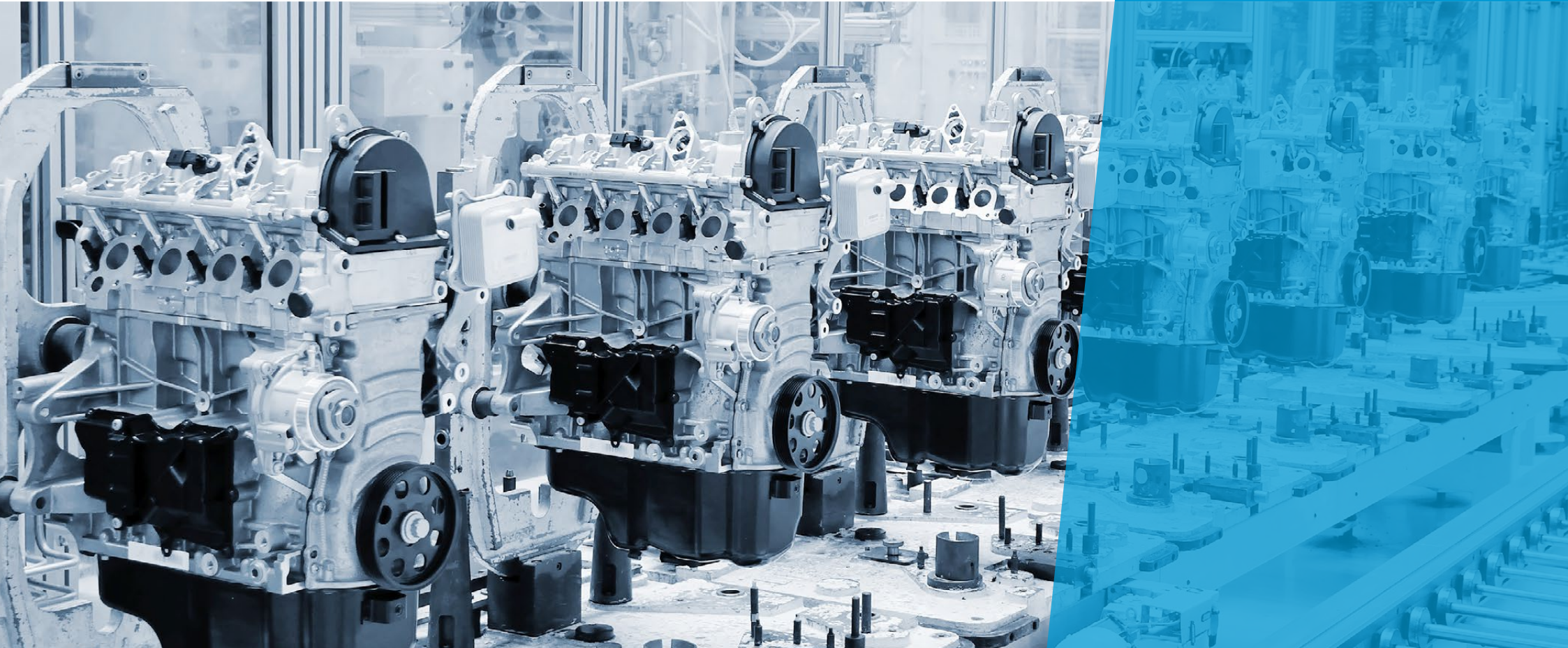


GTR EUROPE

Nordic Region Trade & Export Finance Conference 2016

Stockholm, Sweden
Radisson Blu Waterfront
November 29, 2016



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GTR EUROPE

Nordic Region Trade & Export Finance Conference 2016

Returning for its ninth year, the Nordic Region Trade & Export Finance Conference features as the only event of its kind in the region, attracting a vast cross section of delegates and providing unrivalled networking opportunities for domestic, regional and international financial institutions, SMEs and MNCs, policy makers and trade finance specialists.

The event will see high level delegates from across the trade finance community gather to discuss numerous external risks and opportunities faced by Nordic exporters in light of their activities across the globe.

With over 400 of the trade finance community expected in attendance, 2016's event looks set to eclipse the previous year's delegate numbers once again, enhancing the quality of networking and business opportunities with the industry's experts, making this an event not to be missed.

"A great opportunity to meet with clients and colleagues in the same industry, as well as listen to hot topics in the market. All in one day!"

S Aldergren, Danske Bank

"This is the central event for the industry in Nordics and an excellent way to network."

J Sahler, SEB



Venue details

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

Tel: +46 8 442 89 00

Web: radissonblu.com/en/
waterfronthotel-stockholm

GTR MEMBERS AREA

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

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116 1 0

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 Members Area.



Join GTR on social media

Official conference hashtag: #GTRNOR



Click here to see a list of attending companies from 2015's event



Tuesday, November 29, 2016

10.40 **Networking break**

13.10 **Networking lunch**

16.20 **Networking break**

17.00 **Evening reception**

“Another excellent event, providing great networking opportunities, bringing a lot of interesting parties together.”

N Williams, ANZ

Tuesday, November 29, 2016

Plenary

09.00 **Economist debate: Predicting likely outcomes in times of uncertainty**

09.50 **Advancing the sustainability agenda: The growth story of the future**

Stream A: Emerging markets trade: Fresh challenges, new opportunities

11.25 **Stepping up business with Iran: Is the trade finance sector ready?**

12.20 **Sub-Saharan Africa and the Mena region: Navigating through stormy weather**

Stream B: Treasury, trade & fintech: Who's disrupting who?

11.25 **Treasury and working capital optimisation: Strategies to support global trade growth**

12.20 **Digital disruption and SCF: Turning payments into profits for buyer and supplier**

Stream A: Export finance: Managing risks and maximising sales

14.20 **Structured export & ECA financing: Challenging times ahead for export risk management?**

15.10 **Case study: Managing emerging market risks**

15.35 **Interview: Are we stuck in a credit risk management rut?**

Stream B: Workshop breakout

14.20 **Fintech adoption: Managing the transformation journey**

Plenary

16.40 **Trade finance: Back to the future**

17.00 **Reasons to be optimistic: Fintech to the rescue?**

Corporate speakers

Malin Ripa, Senior Vice-President, CSR Management, **Volvo**

Hadi Hami, Director, **Miracle Metals Group**

Angelica Adamski, Managing Director & Global Head of Sandvik Credit, **Sandvik Financial Services**

Minna Helppi, Senior Vice-President, Group Treasurer, **Metso Corporation**

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

Mats Bergdahl, Trade Finance Manager, **BillerudKorsnäs**

Per Lindqvist, Head of Treasury Center, **LKAB**

Jan Karlsson, Group Category Purchasing Manager, Group Purchasing & Credit Control, **Ovako**

Johan Lundeberg, Head of Trade & Export Finance, **Saab**

Featured conference speakers

Lydia Capolicchio, Journalist & Broadcaster

Marcus Wallenberg, Chairman, **SEB**

Annika Winsth, Chief Economist, **Nordea**

Robert Bergqvist, Chief Economist, **SEB**

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

Victor Carstenius, Country Analyst, Iran, **EKN**

Jane Lundgren Ericsson, Executive Director and Head of Lending, **SEK**

Helen Seeman, Head of Product Management, Trade Finance, **SEB**

Troels Erland Jensen, Head of Working Capital Management, **Nordea**

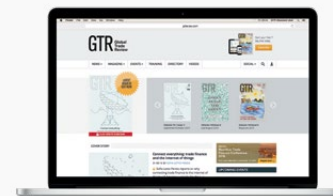
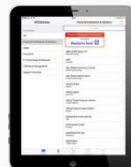
Jukka Kuusala, Head of Sales, Cash Management & Trade Finance, **Handelsbanken**

Matthew Stammers, European Marketing Director, **Taulia**

Vanessa Manning, Managing Director, Transaction Banking, Product Management Head, Europe, **Standard Chartered Bank**

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Gosia Murakowska at
gmurakowska@gtreview.com

2015's vital statistics

"A good opportunity to gain updates on the recent developments in the field of trade and export finance."

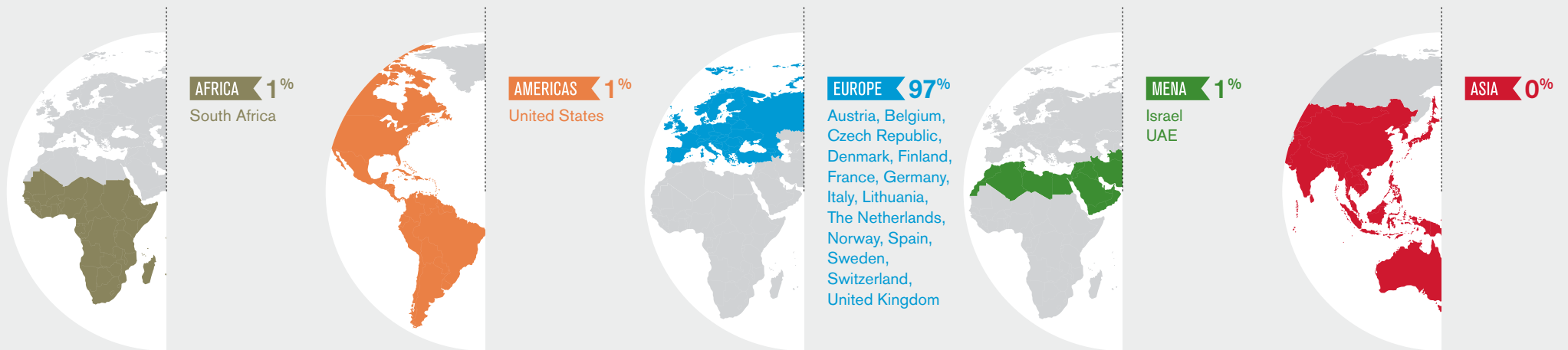
J Hanninen, Nokia



"Very well organised."

O Hulten, Swedish Chamber of Commerce for Russia

Percentage of attendees by region in 2015



Sectors attended in 2015



Tuesday, November 29, 2016

08.55 Chair's opening remarks

Lydia Capolicchio, Journalist & Broadcaster

09.00 Economist debate: Predicting likely outcomes in times of uncertainty

Moderator: Lydia Capolicchio, Journalist & Broadcaster

Robert Bergqvist, Chief Economist, SEB

Annika Winsth, Chief Economist, Nordea

A panel of the region's leading economists and analysts will assess the complex factors causing unpredictability and volatility across global markets, and the likely effects on international trade, financing and investment. Panellists will debate the impact of Brexit and the EU's future prospects, the US election result, monetary policy and interest rates in Europe and the US, commodity market trends and their impact on key emerging economies, and evolving risk profiles the Nordic region.

09.50 Advancing the sustainability agenda: The growth story of the future

Moderator: Lydia Capolicchio, Journalist & Broadcaster

Karin Wessman, Senior Sustainability Analyst, EKN

Malin Ripa, Senior Vice-President, CSR Management, Volvo

Tuukka Andersén, Vice-President, Head of Underwriting, Finnvera

Chris Mitman, Head of Export & Agency Finance, Investec Bank

- Debating the significance of various drivers for a growing emphasis on sustainable business practice including ethical (environmental, social), business (transparency, reputation), and legislative factors
- Highlighting the business areas of primary concern for trade and export finance practitioners such as the impact of emerging markets investments and physical commodities production
- To what extent is the current regulatory and economic environment posing challenges to sustainable business? How are western companies, banks and ECAs reacting to a greater focus on CSR? What are the implications for the global competitiveness of Nordic businesses?
- Which actors are key to enhancing sustainable trade practices? Considering the role of legislative and voluntary initiatives, non-governmental bodies, lenders and borrowers, and the importance of harmonisation of standards and collaboration between parties
- Is there a risk that sustainability standards legislation and harmonisation could be too prescriptive for a true evaluation of a deal's sustainable credentials? Can corporations take responsibility for developing their own legislator-compliant frameworks to provide a more effective risk assessment?
- Closing debate: Is the ongoing advancement of CSR standards becoming unviable in today's business environment?

10.40 Networking break

Choose between Stream A or Stream B

Stream A: Emerging markets trade: Fresh challenges, new opportunities

Chair: Lydia Capolicchio, Journalist & Broadcaster

11.25 Stepping up business with Iran: Is the trade finance sector ready?

Moderator: Chris Parker, Chief Executive Officer, Iran Business Hub

Hadi Hami, Director, Miracle Metals Group

Victor Carstenius, Country Analyst, Iran, EKN

Juliette Lascoux, Head of Bank & Regional Management, SEB

- Highlighting the European investment and expertise offerings matching demand in sectors such as transportation, telecommunications, technology, real estate and financial services
- Early-mover experiences of market penetration: Working with local partners, key regulatory considerations and the contract structures facilitating trade and investment
- Considering logistical challenges, customs requirements and supply chain strategies for those entering the market
- How comprehensive is the current level of sanctions relief? How fluid is the situation and to what extent has the US election impacted this? How can greater clarity be achieved?
- Is there a feeling amongst corporates that their private banking partners are remaining too cautious regards financing trade with Iran? What conditions are required before financiers become comfortable with the risks? What role can ECAs play in encouraging private sector involvement?
- Walking the walk: After over a year of discussions on Iran's potential what tangible progress into the market been made?

12.20 Sub-Saharan Africa and the Mena region: Navigating through stormy weather

Moderator: Mark Norris, Partner, Sullivan & Worcester

Magnus Furuholm, Head, Swedbank South Africa

Magnus Lindgren, Partner, JLT Risk Solutions

Angelica Adamski, Managing Director & Global Head of Sandvik Credit, Sandvik Financial Services

Ben Boateng, Head of Sales, EMEA, Trade Finance Solutions Europe

Priour du Plessis, Chief Investment Officer, Barak Fund Management

A slump in oil prices, volatile commodity markets and a demanding financial compliance environment are posing severe challenges to trade growth and financing in Mena and Africa. An expert panel will assess the impact on business with oil dependant trade partners, highlight those more diversified economies and infrastructure sectors providing potential bright spots for trade, and assess the financing sources and structures capable of facilitating business in the current climate.

- Market overview: How extensive has the effect of economic uncertainty been on demand for Nordic exports in Mena and Africa? Which are seen to be the primary causes and risks?
- Bright spots for trade: Highlighting key export sectors and projects in more resilient regions such as Egypt, Dubai and East Africa
- The impact of hard currency liquidity on financing and risk management options: Are companies utilising a more bespoke approach to financing transactions in Mena / Africa based on availability and cost of trade instruments?
- Is there a now greater need for corporates to retain transaction risk in order to remain in challenging markets? How is the correct risk / reward balance assessed?
- To what extent can the private insurance sector help facilitate open account trade with more challenging markets? Are Nordic companies and banks utilising the full potential of opportunities for safe trade?
- What trade financing role do relationship banks, MFIs, alternative financiers, and local FIs have to play in Mena and Africa? Is the landscape expected to change significantly in coming years?

13.10 Networking lunch

Sponsorship opportunities

Beatrice Boldini

Business Development Manager

bboldini@gtreview.com

+44 (0)20 8772 3009

Speaking opportunities

George Mitchell

Senior Conference Producer

gmitchell@gtreview.com

+44 (0)20 8772 3017

Marketing/Media opportunities

Grant Naughton

Marketing Manager

gnaughton@gtreview.com

+44 (0)20 8772 3013

Stream B: Treasury, trade & fintech: Who's disrupting who?

Chair: Mauro Bonacina, Head of Trade Sales, EMEA, BNY Mellon

11.25 Treasury and working capital optimisation: Strategies to support global trade growth

Moderator: Troels Erland Jensen, Head of Working Capital Management, Nordea

Jukka Kuusala, Head of Sales, Cash Management & Trade Finance, Handelsbanken

Minna Helppi, Senior Vice-President, Group Treasurer, Metso Corporation

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

- The rise (and fall?) of the strategic treasurer: With increased global risk and stagnating growth, is there a risk that corporate treasury will be reduced to a dumbed-down transaction centre?
- Highlighting the importance of clearly defined policies and targets to align corporate treasury with business goals and ensure maximum support for international trade and investments
- Is the trade footprint of Nordic corporates still expanding? To what extent have attitudes to international operations (liquidity, cash management, trade credit) been affected by uncertainty at home and volatility in emerging markets?
- How are RFPs evolving in line with corporate requirements for efficiency and geographical coverage? Which core capabilities are being prioritised by corporate treasurers?
- Trade and working capital: Which solutions and structures are being utilised? Is receivables risk management becoming a stronger priority in the current environment? Are Nordic companies being provided with suitable working capital financing options by the banking and finance sector?

12.20 Digital disruption and SCF: Turning payments into profits for buyer and supplier

Moderator: Steven van der Hooft, Chief Executive Officer, Capital Chains

Matthew Stammers, European Marketing Director, Taulia

Vanessa Manning, Managing Director, Transaction Banking, Product Management Head, Europe, Standard Chartered Bank

Winfried Blasius, Sales Director, Surecomp

- Highlighting the importance of supply chain transparency beyond the first tier of suppliers and benefits such as optimising working capital deployment, reductions in cost, and lessened environmental impact
- Disruptors and incumbents: Are digital business networks offering a comparable supply chain finance solution to banking platforms, but without on-boarding challenges? How are alternative sources of liquidity being brought into the supply chain?
- How are corporates evaluating and combining various supply chain financing options? Is sufficient attention being paid to what suppliers want/need?
- Debate: Should finance providers invest in their own technology or utilise fintech partnerships to best serve client needs?
- The future's fully automated: Considering the role of performance analytics, big data and blockchain in the evolution of SCF

13.10 Networking lunch

Choose between Stream A or Stream B

Stream A: Export finance: Managing risks and maximising sales

Chair: Lydia Capolicchio, Journalist & Broadcaster

14.20 Structured export & ECA financing: Challenging times ahead for export risk management?

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

Johan Lundeberg, Head of Trade & Export Finance, Saab

Henry Mummé-Young, Credit & Political Underwriter, Specialty Division, The Channel Syndicate

Jane Lundgren Ericsson, Executive Director and Head of Lending, SEK

Helen Seeman, Head of Product Management, Trade Finance, SEB

- Is there now a clearer picture of the effect of the Chinese economy and oil prices on the export finance market? What is the net impact and outlook in terms of demand, deal pipeline and pricing?
- Is the profile of export finance borrowers / markets changing? To what extent is this being driven by a lack of available local hard currency financing in emerging economies?
- How have conditions impacted risk management options in terms of viability and availability? Are certain markets now testing the limits of risk appetite amongst ECAs and PRIs? How important is geographic market experience Vs industry sector expertise in meeting demand?
- To what extent will regulation and compliance/KYC be the key factor moulding future export finance market dynamics and evolving role of various participants? How far can the regulatory treatment of export finance solutions still be influenced by practitioners?

15.10 Case study: Managing emerging market risks

Moderator: Hilda Hellgren, Senior Client Relationship Manager, Large Corporates, EKN

Mats Bergdahl, Trade Finance Manager, BillerudKorsnäs

Per Lindqvist, Head of Treasury Center, LKAB

A corporate-focused session will highlight the perception of increased global risks being experienced by Nordic exporters, providing practical guidance on the techniques and structures being utilised to maintain trade flows with challenging emerging markets and improve exporters' cash flow when discounting.

"Another excellent event, providing great networking opportunities, bringing a lot of interesting parties together."

N Williams, ANZ



Networking
Breaks

@ 10.40 & 16.20

Hosted by



Networking
Lunch

@ 13.10

Hosted by



15.35 Interview: Are we stuck in a credit risk management rut?

Moderator: Corine Troncy, Chief Executive Officer, Coface

Peter Boberg, Country Director, Atradius

Risto Ovaskainen, Vice-President, Head of Leasing & Factoring, OP Bank

Jan Karlsson, Group Category Purchasing Manager, Group Purchasing & Credit Control, Ovako

- The default position: Is there a feeling that opportunities offered by private trade credit insurance are being missed in favour of 'easier' tried and tested methods of trade credit risk management?
- What role can trade credit insurance play in freeing capacity for international business development? Which parts of a trade credit portfolio are best suited to the products on offer? Which examples can be provided from the corporate and banking sectors?
- Are advantages in the decision making efficiency capabilities of the private market becoming more pronounced as KYC and compliance procedures take a heavier toll?
- Is a change of mindset needed amongst the full spectrum of market participants to take full advantage of trade credit insurance?

16.20 Networking break

Stream B: Workshop breakout

Chair: Mauro Bonacina, Head of Trade Sales, EMEA, BNY Mellon

Urban Ljungblom, Industry & Public Affairs, Nordea

Ian Kerr, Chief Executive Officer, Bolero

Angelica Adamski, Managing Director & Global Head of Sandvik Credit, Sandvik Financial Services

14.20 Fintech adoption: Managing the transformation journey

This workshop-style breakout will begin with a panel of experts, then break the audience into informal working groups for discussion, before reporting back with an onstage summary. The three key pillars of the discussion will include:

- The corporate perspective: Priorities for process transformation, selecting the right solution, aligning IT projects with business strategy, and practical implementation challenges
- The banking perspective: Priorities for trade services development and primary challenges to investment
- Fintech developers: What do you think financiers and corporates need/want?

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

15.55 Networking break

16.40 Trade finance: Back to the future

Marcus Wallenberg, Chairman, SEB

17.00 Reasons to be optimistic: Fintech to the rescue?

Moderator: Ian Kerr, Chief Executive Officer, Bolero

Rui Hu, Senior IT Architect, Trade Finance Systems, Finland, Nordea

Erik Punt, Chief Product Manager, Danske Bank

Henry Balani, Global Head of Strategic Affairs, Accuity

Kristian Gårder, Chief Technology Officer, SEB

Marjon Wohlen, Chief Executive Officer, Mitigram

- A pivotal moment for trade: Is there a feeling that a brain drain now constitutes a severe risk to the future provision trade finance? Has an industry rooted in paper based process lost its recruitment appeal and business viability? What are the potential ramifications for global commerce?
- Can the fintech revolution provide a panacea for the raft of challenges being experienced by the trade finance sector? Which issues are being addressed today, and which will remain for tomorrow's practitioners?
- How central is the role of blockchain to the evolution trade finance? Where have tried and tested applications of distributed ledger technology been achieved, and where does further potential lie?
- Does this signal the end of an era of dominance for market incumbents? Are banks successfully investing to overcome legacy challenges? How might the trade finance sector look in ten years' time?

17.50 Close of conference

Followed by evening reception



Evening
Reception

@ 17.50

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events

Commodity Trade Finance Conference 2016

October 25, 2016 | Lugano Convention Centre
Lugano, Switzerland

Nordic Region Trade & Export
Finance Conference 2016

November 29, 2016 | Radisson Blu Waterfront
Stockholm, Sweden

Turkey Trade & Export Finance
Conference 2017

March 21, 2017 | Swissôtel the Bosphorus
Istanbul, Turkey

Russia and CIS Trade & Export Finance
Conference 2017

April 12, 2017 | Baltshchug Kempinski
Moscow, Russia



Pricing details

Please note – an additional 25% Swedish VAT will be added to the delegate rate when booking.

Standard rate €999

Corporate rate €499

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

Subscription package (Conference & GTR subscription):

Save €180 on a print & online GTR subscription

Standard rate & 1-year magazine subscription €1,469

Corporate rate & 1-year magazine subscription €969

Subscription package is not available in conjunction with any other offers and is eligible for new subscribers only

Early booking discount (15%) 15% discount

I am booking before November 4, 2016 and would like to claim a 15% early booking discount.

Can't make the conference? €150

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

Ways to register

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Post: GTR, Exporta Publishing & Events Ltd,
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For multiple bookings please email events@gtreview.com

Title: please tick

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First name

Last name

Job title

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Organisation

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Country

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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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