

The UK's number one event
for trade and exports

GTR UK 2025 LONDON

#GTRUK

Convene 155 Bishopsgate, London, UK
June 12, 2025

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The UK's number one event for trade and exports

The UK's premier event for trade and exports is returning to London on June 12, 2025! Building on the momentum from 2024, GTR UK 2025 promises to be an unmissable opportunity to connect with leading industry professionals in the trade, export, supply chain and fintech markets.

Supported by prominent players representing the interests of UK trade and exports, delegates can delve into the latest trends and critical topics with over 60 experts offering their cutting-edge insights into the ever-evolving trade finance landscape. Set to welcome over 500 delegates, GTR UK 2025 will enable you to stay ahead of the curve and be part of the conversations shaping the future of international business.

Join us at one of the most influential trade finance events in the calendar.

"A great conference to meet specialists in the industry and stay updated."

Z Abdelyamine, Naturel Inrod International UK

Convene 155 Bishopsgate (Level 1)
London, UK

June 12, 2025

6 big topics

- Can the UK change its economic future?
- Navigating choppy waters in a time of tariffs
- The need for global leadership in economic security
- What are the key challenges for manufacturers?
- What is the added value of digitisation for exporters?
- Is the market going backwards on ESG?

Vital statistics in 2024



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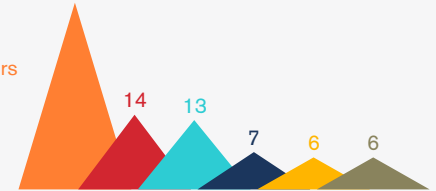
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Attendees by sector in 2024

Corporates & traders

39%



14 Technology & Fintech

13 Banks & Financiers

7 Non-bank Financiers

6 Insurers & Risk Analysts

6 Consultants & Accountants

5 Govt Orgs & Public Bodies

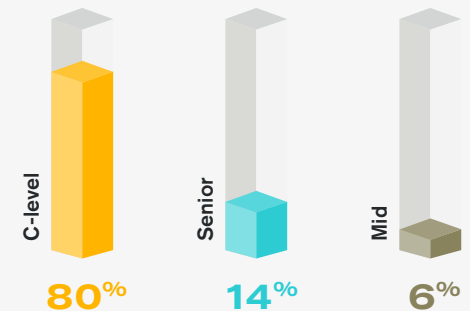
2 Lawyers

2 Education

2 Business Advisory

4 Other

Job titles represented in 2024



Find out more

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Thursday 12 June Morning Plenary

08.00-09.00 Registration and refreshments

09.00-09.05

Chair's opening remarks

Sally Bundock, Journalist & Broadcaster

09.05-09.35

Keynote: Can the UK change its economic future?

2024 saw concerns over fiscal and economic policy and questions regarding international competitiveness combine to present what at times felt like a gloomy general outlook for UK economic growth, with business leaders looking to the government to reset the economic narrative.

This keynote session will consider the extent to which this nettle has been grasped, reflecting on various measures, initiatives and announcements made in recognition of the need to achieve growth, from the Spending Review (taking place on June 11th) to the UK's 10-Year Infrastructure Strategy. It will also consider how such decisions impact on business confidence and the private sector's ability to invest, as well as the need for better promotion of competitive advantages.

Anna Leach, Chief Economist, Institute of Directors (IoD)

09.35-10.05

Navigating choppy waters: Towards a new trade strategy

2025 has seen trade placed firmly back in the spotlight. With growing concerns over the impact of tariffs and the risk of a global trade war, this only reinforces the need for the governments to adopt a coherent trade strategy, particularly in the face of rising cost pressures and low levels of business confidence. This session will seek to provide answers for those UK manufacturers and exporters potentially caught in the crosshairs of a fast moving global trade landscape, emphasising the need for a flexible and agile response. Points for consideration will include:

- Long-term trade policy priorities and the need for industry and government to work together more closely
- Trade facilitation: Providing practical tools to support companies to drive growth through trade
- Building the right partnerships internationally through the necessary mechanisms to support businesses
- Examining the vehicles available to allow inputs from organisations, businesses and individuals

Moderator: Sally Bundock, Journalist & Broadcaster
Chris Southworth, Secretary General, ICC United Kingdom

Anna Doherty, Director, Customs Advisory Practice, The Chartered Institute of Export & International Trade
William Bain, Head of Trade Policy, British Chambers of Commerce

10.05-10.50

The need for global leadership in economic security

This session will explore the strategic importance of economic security and economic warfare, considering the UK's relationship with Europe and NATO in light of threats to the international rules-based order, and where trade and trade finance sits within this new order. The conversation will examine some of the geostrategic issues of our time, including NATO's collective economic defence and the role of private sector players in trade and supply chain finance, logistics and shipping, and credit insurance.

The discussion will also consider how banks, credit insurance providers, export credit agencies and national infrastructure funds can create critical supply chain resilience, using the case study of the newly launched Defence, Security & Resilience Bank and its private sector counterpart, the Security & Resilience Fund. It will also explore the scope for greater collaboration and building partnerships between the national security environment and the trade finance, fintech and corporate sectors.

Moderator: Dr Rebecca Harding, Chief Executive, Centre for Economic Security

Andrew McDougall, Managing Director, Head of Geopolitical Risk, Barclays

Rob Murray, Chief Executive Officer, Defence, Security & Resilience Bank (DSRB)

Brigadier (Ret'd) Robbie Boyd, Senior Associate Fellow, Royal United Services Institute (RUSI)

10.50-11.25 Networking break

"Fantastic event with interesting insights into the world of global trade in all complexities."

S Carver, Reidsteel

"GTR UK was fantastically informational with eye opening discussions and great networking opportunities. I would love to take part again."

Z Velyova, US Bank

"I'm so glad I attended GTR UK. I have come away with a much greater understanding of trade finance than I had before."

J Smith, Jointine Products

"An excellent space for industry leaders to gather, collaborate and discuss market trends and challenges."

N Clements, Swiss RE

"Good mix between panel discussions on relevant issues and networking opportunities. Very well organised throughout."

T Chapman, UK Export Finance

"The event was a remarkable gathering of industry professionals offering valuable insights and networking opportunities within the global trade and finance sectors."

M Stoloiz, Comarch

Thursday 12 June Morning Streams

Select either [Stream A](#) or [Stream B](#)

Stream A

Chair: Sally Bundock, Journalist & Broadcaster

11.25-11.45

UK trade update: Responding to changing global dynamics

This session will provide an overview on the latest trends impacting on UK trade prospects, from the ongoing impact of the UK-EU agreement on goods flows – estimates in 2024 put annual exports to the EU at 17 per cent lower and imports 23 per cent lower than would have been the case had Brexit not happened – to an assessment of the potential consequences of the tariff measures being proposed by the Trump administration and their impact on UK trade relations. The session will also consider the evolving UK-China trade relationship, navigating the balance between economic cooperation and strategic challenges.

Jun Du, Professor of Economics, Director of Centre for Business Prosperity, Aston University

11.45-12.30

What are the key challenges for manufacturers?

The picture for and sentiment amongst UK manufacturers has remained mixed, with optimism over the pending UK Industrial Strategy dampened by a challenging landscape with rising costs, stagnant domestic demand and global uncertainty. This session will hear first-hand perspectives from the sector, considering how manufacturers are taking a prescriptive approach to meeting challenges and addressing a range of themes including:

- Does the UK need a more comprehensive and competitive set of incentives to encourage domestic and international investment in its manufacturing sector?
- How important is a joined-up approach when it comes to innovation, including the role of AI and automation? What are the potential ramifications when it comes to brand protection and intellectual property?
- Advanced manufacturing: How important is the UK Industrial Strategy play in boosting economic growth and competitiveness, particularly in sectors like aerospace, automotive, and connected mobility?
- To what extent have new rules around customs, excise duties and VAT posed problems for businesses navigating the business landscape?
- What role do UK manufacturers have to play in helping customers meet their sustainability goals, often when operating in challenging environments?

Moderator: Francisca Michielsen, Director, Trade & Working Capital Sales, Head for UK, Europe and MEA, Citi Commercial Bank

Paul O'Donnell, Alliance Secretary, EAMA Engineering & Machinery Alliance

Rachel Jones, Founder, SnapDragon; Founding Director, Totseat

Darren Spencer, Chief Executive Officer, Inciner8

Agnieszka Kisieleska, Partner, MDDP

12.30-13.15

A bigger share of the pie: Boosting small business exports

With SMEs accounting for 99% of the UK's businesses – and half of the output from the private sector – increasing the number of small businesses that export is seen as a key lever to growing the UK economy. As only a tiny fraction of those companies presently export, various reports and initiatives have been commissioned to discuss potential ways to boost volumes, from wider adoption of trade tech and boosting the number of female-led businesses that export, to providing greater access to emerging markets. This session will delve deeper into this very live conversation and the progress being made, with talking points including:

- How are rising costs, tightening lending conditions and lower growth expectations impacting on the availability of trade credit facilities?
- Cutting down on red tape: Gauging the impact of increases in the regulatory burden on the ability and willingness of smaller UK producers to export
- What is the potential impact of increasing use of e-commerce platforms, digital payment systems and 5G when it comes to export growth?
- ROI not DEI: To what extent should greater focus be placed on the benefits of encouraging more women-owned businesses to trade internationally?
- Should greater emphasis be placed on the benefits of supply chain finance – and the role of large anchor corporates – when it comes to SME growth?

Moderator: Dominic Broom, Chief Executive Officer, ETR Digital

Tim Cook, Commercial Director, Reidsteel

Marie Hall, Regional Head, Export Finance Managers, Midlands, Wales & South West, UK Export Finance

Geoffrey de Mowbray, Chief Executive Officer, Dints International; Vice-President, British Exporters Association (BExA)

Victoria Boldison, CEO & Founder, Bolst Global

13.15-14.15 Lunch

Stream B

Chair: Peter Matza, Council Member, Association of Corporate Treasurers (ACT)

11.25-12.10

What is the added value of digitisation for exporters?

The digitisation of trade is potentially transformative for the trade finance industry. But what is the incentive for those companies actually conducting international business? Is it cheaper? The paper-based bill of lading still works and can be sent quickly, so if those companies are more comfortable with paper-based trade then why should they change?

This session will seek to provide insights into the potential benefits of digitisation, from improving operational efficiencies for exporters and importers of any scale to the potential need to deploy fewer manual resources to mitigating against the risk of (predominantly analogue) fraud. The conversation will also consider the importance of buy-in from the collective trade ecosystem, including the key role that government has to play in digitising customs processes to ensure goods can be delivered sooner.

Moderator: Daniel Soloway, Head of Trade & Working Capital, Europe & Americas; Global Head of Distributor Finance, Standard Chartered Bank

Sylwia Nowak, Global Trade Technology Manager, Advanced Structures, Collins Aerospace

Jaya Vohra, Global Head of Trade & Working Capital Product Management & Trade Client Management, Barclays

Joel Schrevens, Global Solutions Director & Head of European Operations, China Systems

Vashti Maharaj, Adviser, Digital Trade Policy, Commonwealth Secretariat

12.10-12.30

Case study: Boosting the 'identifiability' and 'discoverability' of UK businesses

The Global Legal Entity Identifier Foundation (GLEIF) recently announced an initiative with Companies House to simplify and accelerate the international identifiability and discoverability of UK businesses. By embedding a direct URL link into the Legal Entity Identifier (LEI) records of UK companies, any LEI data user globally can now access that entity's Companies House registration data and documentation with a single click, streamlining counterparty due diligence processes and bringing increased transparency to global transactions.

This special case study-style session will consider the significance of such an initiative, from facilitating Know Your Customer (KYC) and Know Your Supplier (KYS) checks to removing the need for manual searches, providing increased discoverability and identifiability globally, particularly beneficial for SMEs looking to expand into new markets, as well as enabling a new level of transparency for UK firms more generally.

Alexandre Kech, Chief Executive Officer, GLEIF in conversation with **Chris Southworth**, Secretary General, ICC United Kingdom

12.30-13.15

How will AI transform trade? (and what it means for the future)

Trade finance has been identified as being ripe for modernisation, with a clear business case for adopting new technologies to maximise efficiency, improve the customer experience and make full use of the vast amounts of data resulting from daily transaction flows. The development of new AI-focused technologies could prove hugely significant in unifying information from disparate sources for analysis and action, eradicating the siloing of data which blights the modern bank.

This session will evaluate the potential impact of trade finance AI on global supply chains, considering how significant such developments could be for regional and smaller banks – often with fewer resources and smaller transaction volumes – in meeting client needs, potentially SMEs who often require a wide range of products, from receivables to working capital products. The conversation will also consider the potential future role of AI in the decision process when it comes to credit approvals, including concerns over reinforcing existing structural challenges such as financial inclusion.

Moderator: Peter Hazou, Director, Business Development, Financial Services, Microsoft

John Pfisterer, Managing Director, Global Head of Revenue Strategy, LiquidX

Andrew Dalton, Vice-President of Sales, Europe, Cleareye.ai

Ali Bashir Ahmad, Domain Lead, Kinetic Innovation & AI, Tesselate

Joon Kim, Managing Director & Global Head of Trade Finance, BNY Mellon

Sarah Green, Head of Digital Assets & Trade Finance, D2 Legal Technology

13.15-14.15 Lunch

Thursday 12 June **Afternoon Streams**Select either **Stream A** or **Stream B****Stream A****Chair:** Sally Bundock, Journalist & Broadcaster**14.15-14.55****Where does trade stop and treasury begin?**

Corporate treasurers engage in trade every day. This session will seek to highlight the role of the modern treasurer within the trade ecosystem, from best practice to key learnings, considering the key skills required within treasury teams and how the worlds of treasury and trade interact, from foreign exchange exposure to working capital requirements. Points for consideration will include:

- How a strong understanding of imports and exports can help treasurers deliver working capital value and drive trade more effectively
- Building bridges: How and why treasurers should go about nurturing a closer relationship with their procurement counterparts
- Going digital: To what extent are treasurers now being asked to support businesses with growth and transformation strategies?
- Highlighting treasurer-led ESG activities, from sustainable financing to green frameworks, and how that can benefit organisations
- Skills and attracting talent: What skills are required within the modern treasury team and how have those requirements evolved?

Moderator: Naresh Aggarwal, Associate Director, Policy & Technical, Association of Corporate Treasurers (ACT)

Daniel Wong, Group Treasurer, BAT

David Stebbings, Director, Head of Treasury Advisory, PricewaterhouseCoopers

Rowan Austin, Head of Trade Origination & Advisory, Corporate Banking & Structured Finance, NatWest

14.55-15.25**Evolving your financial crime compliance strategy: Key risks and what to be aware of**

Financial institutions face a mounting challenge when it comes to trade-based financial crime (TBFC), with increasingly sophisticated schemes emerging through new trade routes, digital platforms and geopolitical dynamics. With the backdrop of global economic instability increasingly being exploited by criminal elements and an estimated 2%-5% of global GDP lost due to criminal activities, the need for effective countermeasures has never been greater. With this in mind, the International Trade & Forfeiting Association

(ITFA) has set up a new financial crime compliance initiative with the aim of helping practitioners understand the variety of technological solutions available to help tackle financial crime risk, promote information sharing, undertake advocacy efforts and more. This session will seek to highlight the progress made so far, with talking points including:

- Moving away from outdated manual processes adopting digital solutions to improve operational efficiencies
- Establishing partnerships between banks and fintechs for better monitoring of activities and improved risk mitigation
- Harnessing extensive customer and transaction data to provide a clearer picture of trade patterns and behaviour
- To what extent could AI prove crucial in enhancing detection, preventing TBFC and streamlining trade finance processes?

Ben Arber, Chief Executive Officer, Complidata

Graham Baldock, Director, Trade & Working Capital Solutions Financial Crime Risk, Citi

15.25-15.55**From paper to progress: How corporates are scaling with real digital trade**

This isn't a panel about theory it's about traction. Join leading corporates who are already transacting digitally as they share how moving beyond paper has helped them streamline operations, overcome financing barriers, and unlock new efficiencies. The session will cover:

- What finally drove these companies to act and what made it stick
- How digital trade is solving real-world challenges
- Lessons from going live: The wins, the setbacks and the surprises
- Why digital is no longer optional and how these companies are scaling it

Expect a grounded, no-fluff conversation with practical insights from companies leading the way, not just talking about it.

Moderator: Patrik Zekkar, Chief Executive Officer, Enigio

Su Ashworth, Senior Trade Finance Specialist, Matalan

Rhodrick Kalumpha, Group Finance Controller, Global Tea and Commodities

15.55-16.15 Networking break**Stream B**

Chair: Peter Matza, Council Member, Association of Corporate Treasurers (ACT)

14.15-15.05**Can business, banks and government work more closely to achieve growth?**

To effectively boost UK exports, businesses, banks and the government need to collaborate and better utilise their shared expertise, from facilitating access to finance to the provision of export credit guarantees and insurance, actively promoting trade opportunities through market intelligence, streamlining export processes and reducing bureaucratic processes. This session will highlight a range of key priorities in this important ongoing quest, including:

- What are the latest financing measures being provided to help boost UK export volumes? Are banks working more closely with UKEF to support activities?
- India, Europe and the US: What does the latest reboot in the UK's free trade agreements mean for businesses operating internationally?
- Should greater efforts be made to utilise Commonwealth ties in markets such as Africa and the Middle East, with UK firms having a key role to play in the supply chain of various mega-projects?
- 'Prospecting': How important is it for companies to "go out into the world" and spend time in markets they are targeting in the modern digital era? What role do trade shows and other FCDO offerings play in this?
- ESG: Does the rowing back on commitments and relinquishing of leadership elsewhere provide opportunities for the UK to lead on the green economy?

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

Zeino AbdelYamine, Founder & CEO, Natural Inrod International UK

Shirish Garg, Director, Trade Finance & Working Capital Sales, Lloyds Bank

Dr Atif Syed, CEO & Founder, Wootzano

Carl Williamson, Director, SME & Trade Finance; Co-Head of Business Group, UK Export Finance

Ting Zhang, Founder & CEO, Crayfish

15.05-15.55**Expanding the offering through non-bank finance**

Current global uncertainty has resulted in growing concerns being raised between clients and financiers, from market dislocations to reduced access to capital amid a deteriorating credit environment. This has seen more treasurers consider a plethora of solutions outside of the traditional banking world – namely private credit – whilst the onboarding of non-bank financial institutions under UK Export Finance's General Export Facility (GEF) represents a significant development in allowing more businesses to access support, crucial to SMEs in particular during challenging economic times.

This session will provide insights into how widening the pool of financing providers to the non-bank sector represents a game-changer in providing access to flexible finance, potentially unlocking millions in working capital loans and underpinning companies of all sizes in their efforts to secure funding.

Moderator: Cruz Gonzalez, Lenders Solutions Team Leader, WTW

Chris Ash, Head of Trade Finance, Shard Credit Partners

Rene Canezin, Managing Partner & Co-Founder, Evolution Credit Partners

Lewis Mitchell, Head of EMEA, GSCF

Mark Douglas, Managing Director, Funding, PrimeRevenue

15.55-16.15 Networking break**"Always a great event for the insightful talks and networking opportunities."**

H Hill, Lloyds Bank

"Trade finance? London? GTR UK?"

L Varnai, Recovery Advisers

Thursday 12 June Afternoon plenary

Chair: Sally Bundock, Journalist & Broadcaster

16.15-16.55

UFO (Unaccompanied flying object): How couriers make the world go round

As the global trade landscape continues to evolve, e-commerce has transformed the opportunities provided for small businesses – the lifeblood of all economies – driving developments in infrastructure, capacity, business models and logistics. Within the air cargo ecosystem, traditional cargo is being replaced by e-commerce shipments, which have completely different data requirements to support the efficient and cost-effective transport of large numbers of small, individual packages. This brings with it many challenges, not least the uncertainty brought about by recent global events, and with business models under pressure the entire ecosystem must become more agile. However, some rigid, long-established rules and practices have become entrenched and can be difficult to change.

This session will consider the many challenges posed by a rapidly changing global customs regime, highlighting the importance of remaining flexible and agile while staying compliant, of having the right systems and data to support them, with the value of working collaboratively – including sharing more data, more easily – becoming ever more crucial. It will also focus on the need for logistics operators to make the complicated simpler, less expensive and more flexible, emphasising how understanding the nature and role of each part of the system can better plot how to navigate these uncertain times and create a more responsive sector.

Matthew Ware, Chief Executive Officer, Mark 3 International; Chairman, Aviation Services UK in conversation with **Sally Bundock**, Journalist & Broadcaster

16.55

Chair's closing remarks

Followed by evening networking reception

“Wide variety of topics discussed by industry leaders. Really insightful and engaging and GTR were amazing hosts.”

D Broughton, Ebury

“A great event and a great networking opportunity.”

G Hamad, Florence Group

“A very good opportunity to meet the whole exporting community from customers to financiers, insurers, and service providers.”

T Cook, Reidsteel

“GTR conferences, I think, are the best and most relevant platforms where trade professionals can meet/communicate on.”

A Ivanov, Wilben



“GTR are masters at running events that educate the trade ecosystem and bring networking into a collaborative environment.”

M Ling, Santander

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