

Early
booking
discount expires
January 11
Use code
EBD10

GTR INDIA 2019



#GTRASIA

Mumbai, India
February 4, 2019

www.gtreview.com

LEAD SPONSORS





GTR INDIA 2019

With its annual conference having brought India's trade finance community together for discussion, debate and networking opportunities for well over a decade, GTR India will return for its 15th year, taking place at the Taj Lands End, Mumbai on February 4, 2019.

Considered the leading event for Indian and international trade finance issues, the conference offers attendees the opportunity to participate in discussions over industry priorities, build contacts and learn from leaders and innovators through a unique multi-format structure. Over 250 attendees are expected from over 100 companies to hear from expert speakers and industry influencers, with topics ranging from fintech evolution, corporate treasury priorities and considerations, to geopolitical influencers and supply chain finance development.

GTR India 2019 is a not to be missed event for corporate practitioners and trade financiers serious about doing business in the Indian market.

"Bird's eye-view of the current events and a peek into what is expected in the future."

D Maheshwari, Primetals Technology

"Great forum for getting insights and updates on new developments in the world of trade finance."

S Mitra, Indian Oil Corporation

Subscribe today



For more information please contact Rupert Hedley at rhedley@gtrview.com



Click here to see a list of attending companies from 2018's event

Join GTR on social media

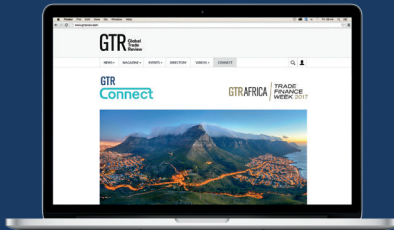


Official conference hashtag: #GTRASIA



GTR Connect

Once registered, log-in to **GTR Connect** to network with fellow delegates, download event materials and more.



Venue details

Venue: Taj Lands End
Byramji Jeejeebhoy Road,
Bandstand, Bandra
(West), Mumbai, India

Tel: +91 22 6668 1234

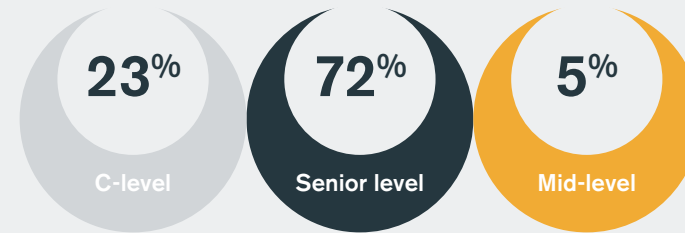
Web: taj.tajhotels.com



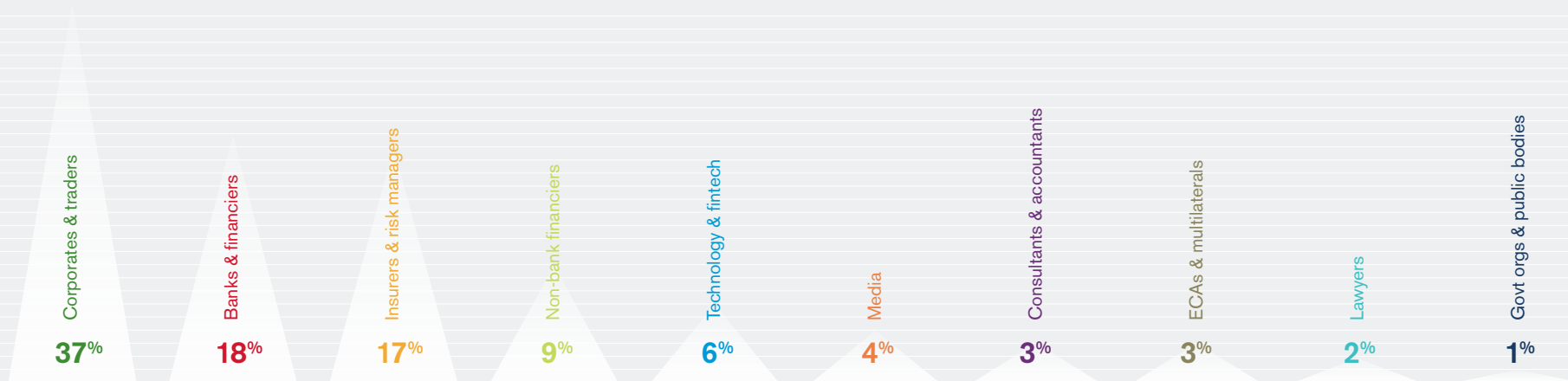
What to expect



Attendee breakdown by job title in 2018



Percentage of attendees by region in 2018



Monday, February 4, 2019

08.00 Registration and refreshments

09.10 Chairman's opening remarks

Ajay Sahai, Director & CEO, Federation of Indian Export Organisations (FIEO)

09.15 Interest in India: Key updates and outlook for policy, trade and growth prospects

This session will provide a macroeconomic overview of the Indian trade market, with particular focus on recent policy developments and government priorities designed to increase productivity and investment in India. Points for discussion will include:

- 18 months in, what developments have been made in the implementation of India's Goods & Services Tax (GST)?
- Have expectations in trade growth been met? How are companies and banks managing the transition? How will financial creditors and operational creditors be impacted by the recent policies around GST?
- What is the current outlook for SMEs in India in 2019? Does the increased rate of IPOs in India bode well for the future and can this trend be maintained? Is India's bankruptcy policy having a detrimental effect on SMEs?
- Following the move to make the Pradhan Mantri Jan Dhan Yojana (PMJDY) an open-ended policy, what impact has the scheme had on the banking sector?
- What impact has the 'Make in India' initiative had on India's manufacturing sector?

C Venkat Nageswar, Deputy Managing Director, International Banking Group, State Bank of India

10.05 Can India be the beneficiaries of the US, China Trade War?

With 2018's escalation in trade tariffs on Sino-US exports/imports reaching over US\$200bn in products and commodities, this session will explore the implications for Indian trade, including:

- What are the potential implications of the US-China trade war for the Indian transaction banking market?
- How big a concern is the potential disruption to supply chains? What mitigation strategies are corporates and banks putting in place to offset these?
- Is there an opportunity for the Indian market to help capture the Chinese markets in a number of sectors vacated by US exports?
- Where do global events leave India's trade relationship with the US? Does it make a bilateral trade agreement more likely?

Moderator: Sanjay Desai, Director of Sales Operations, APAC, Verifone

Deborah Elms, Executive Director, Asian Trade Centre

Nandkishor Desai, CEO, Workflow Solutions

Aneish Kumar, Managing Director, BNY Mellon

Deep Roy, Partner, Economic Laws Practice

10.55 Networking break

11.40 Corporate roundtable: How easy is it to do business in the current climate?

This session will bring together a panel of industry leaders to consider a wide variety of issues impacting the Indian trade finance market in 2019. Topics to be considered will include:

- Have corporate entities benefited or suffered from GST regulatory changes? What can be done to mitigate risks and capitalise on opportunities?
- Increased exports to China: How are Indian corporates looking to capitalise? What of other opportunities in markets such as Asean?
- India's bankruptcy policy: How do its regulations impact SMEs, banks and the insurance market?
- How can engagement between business and regulators be improved? Is there a need for further historical regulations to be reviewed and modernised?
- Opportunities and challenges in supply chain integration: Are more corporates looking to utilise technical solutions and strategies to maximise efficiency? How hard is it to create sustainable supply chains amid market volatility and digital disruption?

Moderator: Sanjay Desai, Director of Sales Operations, APAC, Verifone

Chandrakant Salunkhe, Founder & President, SME Chamber of India, India International Trade Centre

Muthukrishnan Balajee, Vice-President, Finance & Accounts, Essar Steel India

Sethuraman Sathappan, Chief Operating Officer, Emirates NBD

Anil Jena, Senior Vice President, Treasury, Olam Agro India

12.40 Lunch

"An excellent platform to meet prospective customers in the areas of global trade."

K Moharil, Maersk

Sponsorship opportunities

Ed Virtue

Director, Global Sales
evirtue@gtreview.com
+44 (0)20 8772 3008

Speaking opportunities

Matthew Hines

Conference Producer
mhines@gtreview.com
+44 (0)20 8772 3020

Marketing & media opportunities

Briony Hemmings

Marketing Executive
bhemmings@gtreview.com
+44 (0)20 8772 3012

Select either Stream A or Stream B

Stream A: Trade corridors, supply chains and market trends

14.00 Supply chain finance (SCF) structures and options for short-term financing

Developments in technology and growth in globalisation have led to increased options for supply chain financing in an area that has traditionally seen banks dominate. Topics for discussion will include:

- How are corporates and SMEs benefitting from new options for SCF? Has enough been done to increase their accessibility?
- Are multinationals taking greater responsibility in ensuring suppliers have sufficient access to working capital facilities through SCF programmes?
- What measures have been taken by regulators to combat late payments by large corporate buyers to suppliers? Are more stringent reporting requirements being implemented on payment terms?

Moderator: Gaurav Verma, Vice President, Trade and Supply Chain Finance Transaction Banking Department for India, MUFG bank

Gaurav Bhatnagar, Head of Trade Products, India & South Asia, Standard Chartered Bank

Shyamal Malhotra, Head of Trade Finance South Asia, Deutsche Bank

Anand Jha, Trade Head, India, Citibank

14.50 Case study: LNG as the new oil

India's push to more than double the share natural gas has in its energy mix to 15 per cent by 2022 will require a huge increase in imports and the construction of more LNG terminals. With many viewing LNG as a cleaner and more sustainable option compared to fossil fuels such as coal and oil, this session will consider key market trends and possible behaviours of key market players.

Jean-Christian Heintz, Founder & Director, Wideangle LNG

15.30 Networking break

Stream B: Trade digitisation and the role of technology

14.00 Workshop breakout: Assessing the fintech landscape in India

With the Indian fintech software market expected to double to US\$2.4bn by 2020, this interactive 'classroom-style breakout' will bring experts together to explore the potential risks and rewards of the continuing adoption of financial technology in both local and global trade markets. Among the points to be covered:

- What is the future of blockchain-enabled automation in trade transactions? Could blockchain aid in the digitisation of the supply chain, also helping reduce fraud and providing greater payment certainty?
- To what extent is fragmentation and lack of uniform standards an issue for fintechs? Is there need for one overarching body to take control?
- What do you see as the biggest challenges for fintechs when seeking to become commercially viable? How big a problem is scalability?
- How many platforms do banks and corporates seek to connect with in their financing activities? Are we seeing more interbank collaboration? What of concerns over the risk of 'cartels'?
- Not just all the same thing: How important is it to understand the nuances and subtleties around DLT, AI and big data, maturity levels and their different roles in the trade process?

Ranadeep Mookerjee, Deputy General Manager, ICICI Bank

Huny Garg, Head of Trade & Supply Chain, Swift

Following a series of introductory presentations, experts will lead special breakout groups to conduct brainstorming and idea sharing sessions, before providing final summaries at the end.

15.30 Networking break

Afternoon Plenary

16.00 The cost of borrowing: Assessing financing conditions in India

Proceedings for the day will conclude with a high-level panel discussion assessing the current state of India's finance landscape. Among the points to be covered:

- What initiatives have been implemented to resolve levels of corporate and banking debt? What measures are being taken to tackle the growing number of non-performing loans?
- Where are the key sources of alternative finance coming from? To what extent has technology played a role in broadening the options available?
- Has the banking industry been able to fully explore the potential of supply chain finance? Are more large corporates now funding their own supply chains? Where does this leave the banks?
- Exploring financing options for SMEs: How to choose the right financing options for your business
- Price risk management in India: Industry best practices and guidelines

Moderator: Sanjay D Naik, Chief General Manager, International Banking Group, State Bank Of India

Shankar Radhakrishman, Director & Head of Trade & Supply Chain, Bank of America Merrill Lynch

Ketan Shah, Vice-President, Finance, Essar Steel India

Victor Yankovsky, Managing Director, Business Development, Stenn International

Rohit Narayana, Head of Trade Sales, Transaction Banking Department for India, MUFG Bank

17.00 Chairman's closing remarks

followed by evening networking reception

"Industry relevant topics, discussion on practical and real issues faced by the stakeholders. Great event!"

R Ghode, Star Exports

"A great forum to stay updated on trends in the trade finance markets along with valuable interactions with experts in the industry."

S Shilpa, TD Bank

PLATINUM SPONSOR



GOLD SPONSORS



LANYARD SPONSOR



CO-SPONSORS



INSTITUTIONAL PARTNERS



Pricing details

Conference

Standard rate US\$599

Corporate rate US\$149

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

Subscription package (Conference & GTR subscription):

Save over 25% on a print & online GTR subscription

Standard rate & 1-year magazine subscription US\$1,100

Corporate rate & 1-year magazine subscription US\$670

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

Early booking discount (10%) 10% discount



I am booking by January 11, 2019 and would like to claim a 10% early booking discount.

Can't make the conference? US\$150

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

Payment details

Please select credit card type

Card number

Expiry date

/ MM/YY

Security code (3 or 4 digits)

Cardholder's name

Company VAT number

Cardholder's signature

Cardholder's address

Booking code

Delegate information

For multiple bookings please email events@gtreview.com

Title: please tick

Mr Mrs Ms Miss Dr

First name

Last name

Job title

Department

Organisation

Address

Postcode/Zip

Country

Telephone

Facsimile

Email

Signature

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

Terms & conditions

- Confirmation:** Booking confirmation will be sent to you immediately for all bookings. If you have not received an email confirmation within 24 hours of making the booking, please contact the team at events@gtreview.com or on +44 (0)20 8673 9666.
 - 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.
- If you do not wish GTR to use your information for marketing purposes, please tick this box.

Ways to register

Email: events@gtreview.com

Web: www.gtreview.com

Fax: +44 (0)20 8673 8662

Telephone: +44 (0)20 8673 9666

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