

Trade and exports

in a changing

global market

GTR INDIA 2022 MUMBAI



#GTRIndia

Taj Lands End, Mumbai, India
May 24, 2022

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GTR India looks forward to returning to Mumbai on May 24, 2022 for an exclusive one-day gathering. Reflecting on the latest India market developments, from trade and export policy and new supply chain opportunities, to banking reform and credit access, fintech innovation, sustainability and the role of manufacturing, and trends impacting global export and trade dynamics.

Welcoming all the leading stakeholders across the Indian trade ecosystem, the event will feature a full exhibition and that much missed opportunity for participants to network and connect with key experts, industry peers and potential clients. Join over 300 market leaders together to discuss the country's trade prospects and priorities.

What to expect



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6 big topics

- Trends in global trade and advantages for Indian corporates and exporters
- The (M)SME credit gap and how are trade finance barriers lowering?
- Fintech and tradetech in India – balancing opportunities and risks
- High-value manufacturing and India's position in global supply chains
- Exporter support and the scope of supply chain finance solutions
- Trade corridors – what is the direction of travel for Indian trade?

Expected supporters in 2022



GTR INDIA 2022 MUMBAI

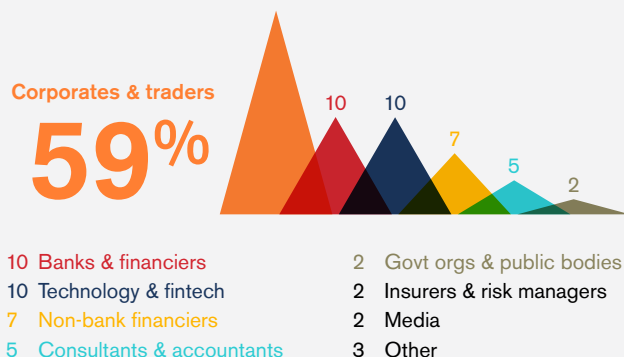
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May 24, 2022
Taj Lands End, Mumbai, India

3 reasons to attend in 2022

- 01 Unparalleled expertise from speakers who are active in the market
- 02 Exceptional content on topics and regions covered
- 03 Network opportunities with key stakeholders in the industry

Attendees by sector in 2021



Expected attendance in 2022

90%+ Senior to C-level

Find out more

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Tuesday May 24, 2022 Morning

09.00-09.05

Chairman's opening remarks

Sanjay Desai, Advisory Consultant, Business Transformation Consulting

09.05-09.45

Fireside chat: A macroeconomic view on trade, exports and post-Covid policy

With analysts expecting India's economic growth to reach pre-pandemic levels by the end of financial year 2021-2022, what actions can policymakers, financial lenders, supply chains, and MSMEs take to capitalise on trade and economic expansion, and work towards the government's goal of being a \$5 trillion GDP economy by 2025?

This opening session will begin discussion by evaluating a macroeconomic context of India and how trends in global trade are impacting trade opportunities and shaping policy decisions. Key discussion areas will include the measures required from policy makers to insulate Indian exporters and supply chains, steps needed to improve access to major international markets and measures needed to finance key sectors and help industry move up the value chain.

Shailesh Haribhakti, Business Leader & Evangelist
Dr Shubhada M Rao, Founder, QuantEco Research

09.45-10.30

Winds of change – structural reforms, digitisation and accessing the untapped

While the SME and MSME sectors represent around a third of India's total GDP and are responsible for nearly half of the nation's exports, access to credit and trade finance remains difficult for many, often due to a combination of conservative banking structures, limited access to credit knowledge and slow adoption of digital technologies and services. What measures can lenders and regulators take to address the growing credit gap and wider barriers to business growth for MSMEs? Drawing on the Reserve Bank of India's recent FSR and warnings around potential jumps in banks' gross NPAs this year, discussion will consider measures public bodies and finance lenders can take to reduce trade finance barriers, including reform to down payments and client collateral requirements, debt-stability levels and thinking on how this might dovetail with action to move smaller business entities away from more informal channels of finance.

Among the themes to be addressed:

- Lessons that can be learned from the government's Emergency Credit Line Guarantee Scheme for safeguarding exporters
- Efforts to design licensing frameworks for digital credit services, responsible for a recent rise in fraud and scam incidents affecting MSMEs
- The impact of the Government's Trade Receivables Discounting System (TReDS) for easing MSME receivable conversions, addressing cash flow challenges, lowering invoicing complexity and reducing unstable liquidity risks

Moderator: Anand Jha, Managing Director, Trade Finance & Lending, Deutsche Bank

Chandrakant Salunkhe, Founder & President, SME Chamber of India, India International Trade Centre
Sinan Ozcan, Senior Executive Officer, DP World Financial Services

Anupam Verma, Head Of International Banking Unit & International Financial Institution Group, ICICI Bank

Ketan Gaikwad, Managing Director & Chief Executive Officer, Receivables Exchange of India

10.30-11.00 Networking break

11.00-11.45

Fintech and tradetech in India – balancing opportunities and risks

A nation with comparatively low levels of digital finance adoption, India has been in the process of catching up with its global competitors, with digital banking expected to grow by over 20 percent by 2024, and with digitised transactions having grown 88 per cent since 2018-2019. In light of this, how can disruptive products best serve the needs of trade finance, and provide safe and secure lending to Indian corporates?

This session will address a range of themes, including:

- Improving the ease and cost of conducting trade finance business including advancement in areas such as customs clearance
- Developing a wider and more vibrant ecosystem with the role of specialised fintechs in addressing particular challenges
- What has been the material increase in the digitisation of trade processes in the Indian market? How does it compare with pre-Covid levels?
- Comparing processes for imports vs exports, where are the pain points and how does India compare globally?
- Creating new avenues for the application of digital technologies to address problems such as fraud and improve access to finance

Moderator: Pinaki Roy, Principal Consultant, Atrios

Carl Wegner, Chief Executive Officer, Contour

Nandini George, Director, Strategic Partnerships, India & South Asia, Swift

Pushkar Mukewar, Chief Executive Officer & Co-Founder, Drip Capital

Jesse Chenard, Chief Executive Officer, MonetaGo
Ambika Ravi, Managing Director, dltledgers

11.45-12.25

How can banking sector reform deepen India's trade finance sector?

Despite a return to profit and better financial health for public and private banks in 2021, economic uncertainties remain, presenting challenges for India's banking sector and in turn its trade growth. What actions can banking and regulators take to deliver stable reform, as well as reduce barriers to trade finance during and after the reform process?

This discussion will consider the scope for targeted measures across the banking sector, including strengthening corporate governance practices, re-evaluating risk management protocols, and steps for boosting efficiency across credit lending, capital liquidity and reducing gross NPAs, exploring best practice for the stable delivery of reforms. The session will also examine how changes to guidelines and to the regulatory framework can help provide companies with improved trade credit insurance coverage.

Rajeev Arora, Chief General Manager, International Banking Group, State Bank of India

Veena Sivaramkrishnan, Partner, Shardul Amarchand Mangaldas & Co

Ashutosh Sharma, General Manager, International Financial Services Centre Authority

12.25-13.10

What does 'Make in India' mean for Indian manufacturing and supply chains?

Historically led by the services sector in both growth and exports, India's economy has been reorientating towards domestic manufacturing, with the target set for 25 per cent of Indian GDP to be manufacturing-based by 2025. What can flagship schemes like Make in India do to guide this transformation and drive manufacturing strength forward? With wider supply chain decoupling from China also taking place, how can Indian firms heighten their presence within global supply chains?

Discussion will centre around modernising capital goods infrastructure, examining how high-costs of capital, outdated technology units and limited access to loan provisions are being addressed, whilst also assessing the significance of the Production-Linked Incentive (PLI) scheme and the Brand India campaign, which seeks to market Indian goods under one umbrella.

The conversation will also focus on the importance of attracting manufacturing onshoring among foreign firms to build stronger domestic production capacity, and in turn how exporters can best widen their penetration of global high-value supply chains.

Manpreet Kaur, Founder & Chief Executive Officer, Vivantaa Capital

Sethuraman Sathappan, Chief Operating Officer, Emirates NBD

Rajesh Shukla, Head, Indirect Taxation, Tata Motors
Taranjeet Walia, Director & Head, Cash & Trade, Global Corporates, India, Barclays

13.10-14.10 Lunch

Tuesday May 24, 2022

Afternoon

14.10-14.55

Assessing India's role in global supply chains and SCF

Despite recent turbulence across the supply chain finance (SCF) sector, the practice has remained a crucial function for supporting Indian companies during a period of great uncertainty. In this context, how can providers of SCF overcome the negative headlines and reassert their position as reliable providers of capital to India's supply chains, for the benefit of large corporates and their smaller suppliers alike? This discussion will evaluate the wider framework around SCF, examining themes around transparency, risk and liquidity management, onboarding practices and the dynamic between large buyers and their often smaller suppliers.

With India's corporates facing financial constraints caused by global supply chain bottlenecks and shortages, the session will also consider how sellers, retailers and exporters can make better use of excess inventory, centring around the collateralising of supply for unlocking credit and working capital and reducing exposure to tied-up inventory costs as the pricing and logistics of goods and supply movement remains volatile.

Moderator: Sanjay Desai, Advisory Consultant, Business Transformation Consulting

Srinivasa Panigrahi, Deputy General Manager, Global Trade Desk, International Banking Group, State Bank of India

Vinit Mishra, Head of Treasury, India, Louis Dreyfus Company India

Runa Bakshi, Country Head, Global Trade and Receivables Finance, HSBC

Rohit Narayanan, Director & Head of Transaction Banking, India, MUFG Bank

14.55-15.15 Networking break

"I loved all the sessions, the one which stood out for me was 'shifts in trade corridors post-Covid'. The panelists were a good mix of banks and corporates."

S Sinha, Abu Dhabi Commercial Bank

15.15-16.00

India's ESG drive – improving corporate practice and lowering barriers to 'green'

Sustainability and ESG continues to be a complex issue for the Indian market; at last year's COP26 Summit in Glasgow, Prime Minister Modi pledged a target for India to source 40 per cent of its total energy mix from renewable energy by 2030, whilst being net-zero by 2070. A significant funding gap between current levels of investments in green infrastructure and what is required to reach net-zero by 2070 is often earmarked however, and so in this context, what measures can banks and other stakeholders take to accelerate sustainable financing?

- Why should companies build an ESG strategy and how can trade play its role? Is ESG enough of a priority to enough Indian firms?
- Addressing the need for standards, education and global partnership and collaboration rather than siloed activity - do ratings agency and bank methodologies need to be more transparent?
- What responsibilities do banks have in driving this conversation forward? How can ESG provide a competitive advantage?
- How are current targets likely to impact on the Indian economy in the short, medium and longer term? What is the perception of the India globally on this issue?
- To what extent does the fact that certain polluting sectors are still being supported by governments undermine the messaging on sustainability?
- Looking beyond 'the E' – is enough being done to tackle the social and governance challenges of ESG across the Indian market?

Rakesh Patwari, Country Head of Business Development, Global Trade & Receivable Finance, India, HSBC

Arjun Goswami, Director, Public Policy, Cyril Amarchand Mangaldas

Jeetesh Bhatia, Senior Director, Head, Global Transaction Banking Department, India, Mizuho Bank

Rahul Prithiani, Senior Director, Energy, Commodities and Sustainability, CRISIL

16.00-16.45

Trade corridors – what is the direction of travel for Indian trade?

2022 is billed as an ambitious year for Indian trade, with hopes of bilateral trade deal ratification across a number of agreements and an export target of \$450-\$500 billion for the next financial year. With recent transport infrastructure boosting links to other markets and with various governments pledging greater economic convergence in the region, new trade routes throughout South East Asia, Eurasia, and into the Mediterranean are becoming more accessible, with potential to rival China's Belt and Road Initiative.

Summarising conversations throughout the day and balancing the latest thinking on trade corridors and those regional markets ripe for Indian exports including manufactured goods, services, commodities and natural resources, this discussion will consider the next steps for businesses, financiers and policymakers to support the India's trade growth, whilst also looking ahead to where the country might see itself in the wider global context.

Moderator: Anurag Mishra, Regional Head, Global Trade and Short Term Finance, Asia Pacific Region, International Finance Corporation

Mayank Gupta, Director and Head, Trade & Transaction Banking, South Asia, Citi

Tarandeep Singh Lamba, Executive Director & Head of Trade Products, India, Standard Chartered

Sumit Roy, Founder President & Chief Marketing Officer, Dubai, TradeAssets

Munindra Verma, Member, ICC India Working Group on Banking & Finance & Group President & Head, Trade & Cash Product Management, Transaction Banking Group, Yes Bank

16.45-16.50

Chairman's closing remarks

Followed by evening networking reception

"Yet again GTR India is the event of the year in India for trade."

G Willans, PrimaDollar

"Once again, GTR India has proven to be invaluable in providing networking opportunities with top thought leaders and informative content. It provides a key platform for all trade sectors to meet, discuss and learn in challenging times."

G Bright, Euro Exim Bank

"Why can't all the conferences in which I take part be as informative and pleasurable as this one?"

H Sender, The Financial Times

"Great show of talent and knowledge management."

M Verma, YES Bank

"GTR India has done a phenomenal job of bringing together thought leaders and practitioners to discuss important and relevant topics shaping the business of trade."

R Sigtia, ICICI Bank

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