



ITFA is back and in flesh with two upcoming LIVE Events

Back and in the flesh, ITFA is overwhelmingly delighted and pleased to announce that we are back LIVE with two upcoming physical events. It has been such a long time; we cannot wait to host you!

- **ITFA NERC Summer events, London 2020 – 12 August**

We are back for our first live event of the year - the ITFA NERC Summer Party. The event will take place on **Thursday 12 August** at **Savage Garden Rooftop Bar - Wildside**, on the 12th floor of the **Doubletree by Hilton London, Tower of London**.

We will welcome you with tea and coffee from 3:30pm. The event will then commence at 4pm with a Seminar, followed by Networking Drinks from 6pm onwards.

We are pleased to announce that 2 of our member institutions have kindly agreed to sponsor this event. We sincerely would like to thank **Demica** and **Willis Towers Watson** for their generosity and support of ITFA. Without their valuable contribution we would not have been in a position to host our first LIVE event of 2021.

To register please send an email to lanika@itfa.org [INSERT LINK]. We would appreciate it if you could **RSVP by latest 28 July**, as we need to plan well in advance due to the current Covid situation.

The Seminar is about **Liquidity Management: How is Trade Finance Helping?** The management of liquidity remains a significant challenge for many companies; recent trends in the solutions companies adopt have seen a shift away from the traditional practice of relying on medium-term revolving credit facilities, towards more targeted, shorter-term liquidity solutions. What part is trade finance playing in addressing the modern needs of corporate customers? Are banks effective in providing solutions for SMEs as well as large multinationals?

We will have 3 topical panel discussions:

- **Payables and receivables financing** - how effective have these products been in helping companies with their liquidity? What impact has recent negative publicity surrounding payables financing had on how these products are perceived?

Moderator - **Paul Coles** - ITFA Board Member; Head of Market Practice Committee

Panelists - **Mark Ling** - Head of Trade & Working Capital; Santander UK, **Neil Shah** - Head of Trade Finance Flow Europe; AIG and **Ali Ansari** - Global Product Lead - Payable Finance; Taulia

- **Technology** - what part is technology playing in developing and delivering solutions?

Moderator – **Shannon Manders**, GTR

Panelists - **Mansour Davarian** - Head of Platform Sales; Demica, **Rebecca Trotter** - Trade Innovation & Solution Development; Lloyds Bank and Bolero (to be confirmed)

- **Credit support/risk distribution** - to what extent is the insurance market supporting liquidity needs? Are banks and financiers able to take advantage of the additional capacity insurance provides? What liquidity solutions are governments providing?



Moderator - Chris Hall - ITFA Board Member, Head of Regional Committees

Panelists - **Andrew van den Born** - Managing Director, Financial Solutions; Willis Towers Watson, **Carl Williamson** - Head of Trade Finance: UK Export Finance and **Huw Owen** - Head of Underwriting & London Markets; Liberty Global Group

We are so excited to host you - we simply cannot wait! We urge you all to **save the date** and **register**.

- **47th ITFA Annual Conference, Bristol 2021 – 6-8 October**

We are delighted to invite you to the **47th Annual International Trade and Forfaiting Conference**. This year's event takes us to **Bristol, United Kingdom**. The conference will take place at the **Bristol Marriott Royal Hotel** between **6-8 October 2021**. The event will commence on Wednesday morning with a fintech session, followed by lunch and the official opening of the conference. As is customary, the conference will end on Friday afternoon. So please **SAVE THE DATE!**

We are pleased to inform you that the conference website is now **LIVE** – you can register online by [clicking here](#). Please be sure to register for the Conference as soon as possible by clicking on the 'Registration' button (at the top of this page) in order to benefit from the Early Bird price.

Two nights' **accommodation is included** in the registration fee, beginning on Wednesday night. A topical and cutting-edge programme has been prepared. As always, the speakers will be at the very top of their game and will be talking on issues helping to find solutions to problems that are relevant to you and our markets. The speakers will be announced in due course. Watch this space for more!

The entertainment and dinner venues will be spectacular, underlining our legendary reputation for hospitality.

This year's conference will bring together delegates from different fields - bankers, financiers, insurers, lawyers, fintechs - for two days of debates, meetings, and networking at our various organized functions and our legendary Gala dinner.

Who attends the ITFA Conference?

- Delegates from various international financial institutions
- Attendees are all active in trade finance
- Prominent speakers in international business

Should your institution wish to sponsor this event, we encourage you to reach out to us by sending us an email. We sincerely wish to thank those institutions who have already agreed to sponsor our upcoming Annual Conference. Without their support this event would not be possible:

Platinum sponsors – **Deutsche Bank**

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The ITFA proposition is unique.

We really do hope that you are excited as we are!