

# TFG London

Trade Finance Forum 2025

## AGENDA

 9 December 2025, 09:00 – 17:00

 Royal College of Surgeons London, UK

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09:00 - 09:25	<b>ARRIVAL BREAKFAST &amp; REGISTRATION</b>
09:30 - 09:40	<b>WELCOME REMARKS</b>
<b>PANEL 1</b> 09:40 - 10:15	<b>Liquidity where it's needed most:</b> Fixing the flow of short-term trade finance in the mid-SME market
<b>PANEL 2</b> 10:20 - 10:55	<b>Unlocking access:</b> Rethinking risk models to support MSME trade finance
11:00 - 11:15	<b>MORNING COFFEE BREAK &amp; NETWORKING</b>
<b>PANEL 3</b> 11:20 - 11:55	<b>Fighting fraud:</b> Strengthening risk management through boots on the ground
12:00 - 12:55	<b>NETWORKING LUNCH</b>
<b>PANEL 4</b> 13:00 - 13:35	<b>Greening supply chains:</b> Driving sustainability through trade finance
<b>PANEL 5</b> 13:40 - 14:15	<b>AI and cloud in trade finance:</b> Transforming supply chain finance at scale
14:20 - 14:35	<b>AFTERNOON COFFEE BREAK &amp; NETWORKING</b>
<b>PANEL 6</b> 14:40 - 15:15	<b>Building a more inclusive future:</b> Diversity and opportunity in trade finance
15:20 - 15:30	<b>CLOSING REMARKS</b>
15:30 - 18:00	<b>WINE TASTING &amp; NETWORKING</b>

**PANEL 1**  
09:40 - 10:15

**Liquidity where it's needed most:** Fixing the flow of short-term trade finance in the mid-SME market

Despite industry-wide recognition of the trade finance gap, meaningful access to short-term liquidity remains elusive for many SMEs and mid-market players. While major financial institutions continue to pull back due to compliance pressures and perceived risk, a more diversified ecosystem of funders is emerging.

- **Structural barriers to unlocking liquidity in trade finance:** Trade as an asset class, role of financial institutions (banks, Insurance and multilaterals), role of public and private partnerships, data transparency, access to finance
- **Understanding the trade finance “last mile” problem:** Why global capital often doesn't reach local firms
- **The real role of global banks:** What they do well, where their mandates fall short, and why their risk appetite hasn't changed
- **Alternative actors stepping up:** How fintechs, local and regional banks, and NBFIs are plugging the gaps
- **Success stories in structuring liquidity differently:** Syndicated guarantee and risk-sharing models led by DFIs, anchor-led supply chain finance driving liquidity into lower tiers, local currency facilities and blended finance for inflationary environments
- **What's still missing:** better data, scalable platforms, regional partnerships, and regulatory alignment

**SPEAKERS**



**ADRIAN WALKLING**  
CEO, UK International Payments  
**Moneycorp**



**RAVI SIVASUBRAMANIAN**  
Head of Trade Finance EMEA  
**Mizuho**



**AMY CLARKE**  
Head of Short-Term Business  
**UK Export Finance**



**ERIC DE VIENNE**  
Regional Head of Trade Asset Distribution Europe  
**HSBC**



**Moderator**

**SEAN EDWARDS**  
Chairman  
**ITFA**

**PANEL 2**  
10:20 - 10:55 AM

**Unlocking access:** Rethinking risk models to support MSME trade finance

Access to trade finance remains limited for mid-SME traders, in part due to how risk is traditionally assessed and structured — often around single buyer, single seller, and single transaction models. While this framework may suit large corporates, it falls short for smaller players who require more flexible, scalable solutions. This panel will examine how insurers, brokers, and financiers can work together to improve risk sharing and unlock wider access to trade credit insurance and liquidity.

- Why traditional single-risk models dominate and how they limit access for Mid-SME traders
- The evolving role of trade credit insurers and brokers in bridging protection gaps
- How portfolio-based approaches (e.g. securitisation, delegated underwriting, risk pooling) can unlock scale
- Regulation, data, and infrastructure are needed to enable broader risk-sharing models
- How improved access to credit insurance can lower barriers for underserved firms and increase appetite across the ecosystem
- Successful partnerships between banks, insurers, brokers and platforms and what's needed to replicate them

**SPEAKERS**



**ALEXIA BOUTIN-SOMNOLET**

Head of Financial Institutions Practice Europe  
**Marsh**



**SIMON PHILPIN**

Group Chief Commercial Underwriting Officer  
**Bondaval**



**PRESLAV RAYKOV**

Commercial Director & Head of Global Trading  
**Magic Flame Swiss SA**



**LUCY STAGG**

Country Manager  
**Atradius Collections UK**



**Moderator**

**MARK ABRAMS**

Managing Director  
**Trade Finance Partners**

**PANEL 3**  
11:20 - 11:55

**Fighting fraud:** Strengthening risk management through boots on the ground

Fraud remains a key challenge in trade finance, especially in physical trade transactions with complex documentation and local nuances.

- Why digital solutions alone aren't enough to prevent fraud in trade finance
- The role of relationship banking and local presence in detecting early fraud signals
- Practical strategies for balancing technology with boots-on-the-ground diligence
- How stronger trust networks can improve risk management and reduce fraud losses
- Challenges and opportunities for emerging markets in fraud prevention

**SPEAKERS**



**DANIELA BARRDEAR**  
Partner  
**Sullivan**  
Council Member  
**BExA**



**ELENA EGOROVA**  
Head of Operations  
**Drum Advisory**



**JAMES LOWREY**  
MD, Head of Trade &  
Working Capital Product  
**Lloyds Banking Group**



**AKIM KIBALNIK**  
Head of Structured  
Trade Finance Solutions  
EMEA  
**BBVA**



**Moderator**

**CHARLES OSBORNE**  
Director  
**Trade Finance Global**

**PANEL 4**  
13:00 - 13:35

**Greening supply chains:** Driving sustainability through trade finance

As global supply chains face increasing pressure to reduce their environmental footprint, trade finance plays a critical role in enabling and accelerating sustainable practices. This panel will explore how financiers, corporates, and technology providers can collaborate to embed real, measurable green outcomes into trade finance solutions.

- Aligning short-term trade finance instruments with long-term decarbonisation and sustainability goals across supply chains
- Overcoming challenges in verifying environmental credentials and avoiding greenwashing in complex, multi-tiered supplier networks
- **Financing the transition:** how trade finance can support companies moving towards greener production without disrupting essential liquidity
- Navigating the patchwork of regional ESG regulations and voluntary standards affecting global supply chains
- **Evolving risk assessment frameworks:** how banks and insurers incorporate climate and environmental risks into trade finance pricing and underwriting
- Leveraging innovative data, blockchain, and traceability tools to provide transparency and real-time ESG impact measurement in trade transactions

**SPEAKERS**



**LAUREN RABBITTE**  
Managing Director  
**Go Green Now**  
Associate Director  
**ECS**



**RYAN DHINDSA**  
Managing Director  
**Tuffking**



**BENJAMIN FRENCH**  
Associate Director  
**CZ**



**Moderator**  
**SILVIA ANDROLETTI**  
Senior Reporter  
**Trade Finance Global**

**PANEL 5**  
13:40 - 14:15

**AI and cloud in trade finance:** Transforming supply chain finance at scale

The adoption of AI and cloud technologies is reshaping supply chain finance by enabling greater automation, transparency, and scalability. This panel will dig into how these innovations are solving practical challenges for banks, corporates, and fintechs.

- How cloud infrastructure is unlocking real-time data sharing and collaboration across multiple parties in SCF
- The role of AI in credit decision-making, fraud detection, and dynamic risk assessment in supply chain
- Embedding cloud solutions into existing trade finance workflows without disrupting operations
- Examples of how leading tech providers like Microsoft and Oracle are partnering with banks and fintechs to deliver scalable SCF platforms
- Overcoming challenges around data privacy, integration, and regulatory compliance in cloud-based SCF solutions
- **Future outlook:** AI-driven predictive analytics and smart contracts in the evolving trade ecosystem

**SPEAKERS**



**ELENA SANKOVA**  
Global Solution  
Consultant  
**Finastra**



**JOHN OMOTI**  
Head of Supply Chain  
Finance  
**Bank of China**



**NEAL HARM**  
Secretary General  
**FCI**



**FEDERICO AVELLÁN  
BORGMEYER**  
Chief Partner Officer  
**efcom**



**Moderator**

**ANDRÉ CASTERMAN**  
Founder and MD  
**Casterman Advisory**  
Chair of Fintech Committee  
**ITFA**

**PANEL 6**  
14:40 - 15:15

**Building a more inclusive future: Diversity and opportunity in trade finance**

The global nature of trade finance makes diversity not just a social imperative, but a strategic advantage. This panel will explore how the industry is evolving to welcome a wider range of voices, from women and young professionals to those from different racial, cultural, and socioeconomic backgrounds. With a focus on opportunity, innovation, and representation, the discussion will spotlight how inclusion strengthens teams, opens new markets, and fosters more resilient businesses.

- **Celebrating progress:** real-world examples of inclusive hiring, leadership, and career growth across the industry
- Encouraging younger and more diverse talent to enter trade finance, and supporting them to stay and grow
- **Why diversity isn't just a metric:** how it leads to better outcomes, risk management, and innovation
- The role of mentorship, sponsorship, and leadership buy-in in driving lasting inclusion
- Creating cultures where everyone's perspective is valued, from the floor to the boardroom
- Initiatives, networks, and programmes that are making a difference (and how others can get involved)

**SPEAKERS**



**REBECCA TROTTER**  
Head of Commercial Development  
Transaction Banking Products  
**Lloyds Bank**



**LISA ARDLEY-PRICE**  
Managing Legal Counsel  
**NatWest**



**CHARLIE O'MULLOY**  
Associate, Trade Facilitation Programme  
**EBRD**



**GUNHAD SINGH**  
Cross-Product Structuring AVP  
**Deutsche Bank**



**Moderator**

**MAHIKA RAVI SHANKAR**  
Deputy Editor  
**Trade Finance Global**

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