

GTR AFRICA 2019

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Cape Town, South Africa | Cape Town International Convention Centre
March 14-15, 2019

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GTR AFRICA 2019

Reflecting Africa's endless potential as a growth market for global trade, GTR Africa returns to Cape Town in 2019, providing a crucial networking forum for corporates and financiers alike.



A key fixture on the African calendar for over 10 years, the event will consider the latest trends impacting on African trade and export finance, profiling opportunities across a wide range of countries and sectors and highlighting key challenges and obstacles.

With over 350 delegates expected to attend from across the continent, this is the event to attend for anyone serious about conducting trade and export finance business in Africa.



"An important annual gathering of key players in Africa. The trade and export finance content and networking opportunities make this a worthwhile conference to attend."

S Nxaba, Nedbank

"Very current discussions in the context of world events and networking make this an excellent conference."

F Roux, Cornerstone Performance Solutions

"Really enjoyed the conference and found the topics discussed to be very relevant and helpful. I will definitely make use of what I have learned."

D Scott, Gascon ADO Southey Holdings

GTR Connect

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



Venue Details

Venue: Cape Town International Convention Centre (CTICC 2), Cape Town, South Africa

Tel: +27 21 410 5000

Web: www.cticc.co.za



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

Join GTR on social media



Official conference hashtag: **#GTRAFRICA**



What to expect



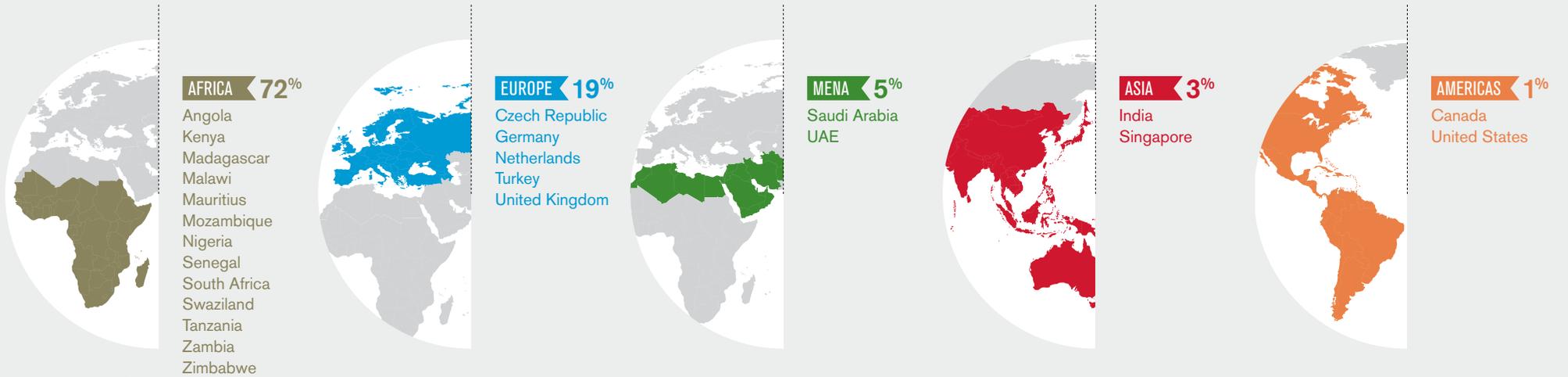
Company size breakdown in 2018



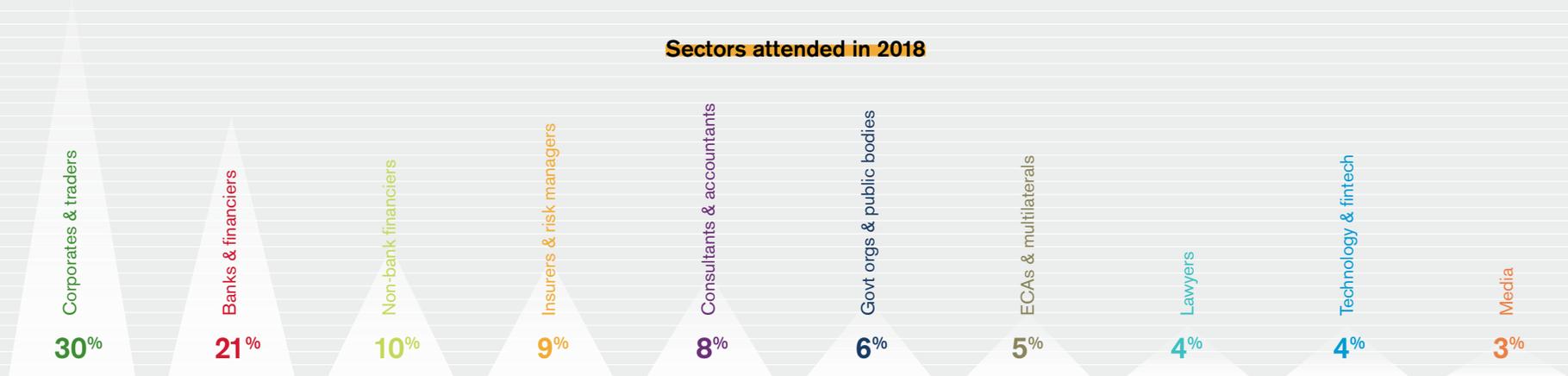
Attendee breakdown by job title in 2018



Percentage of attendees by region in 2018



Sectors attended in 2018



Day 1: Thursday, March 14, 2019

Morning plenary

09.05 Chairman's opening remarks

Rt. Hon. Mark Simmonds, Former UK Foreign & Commonwealth Office Minister for Africa; Chairman of the Advisory Board, Invest Africa

09.10 Keynote address: Investing in South Africa's potential

Dr Rob Davies, Minister of Trade & Industry, Government of South Africa is invited to give a keynote address on the government's ambitious plans for increasing trade business and generating greater investment into the country. Points for consideration will include the latest trade policy initiatives, the best projects and opportunities available for investors, legislative issues such as the PFMA and the impact on SOEs, as well as the significance of government programmes such as Invest South Africa's One-Stop Shop.

09.30 All change in Africa: A snapshot of business sentiment in the current climate

This session will bring senior experts and market practitioners together to provide insight and assess the sentiment for doing business across a range of African countries, reflecting on various factors including economic and fiscal policy and outlook, industrialisation drives, trade agreements, the impact of elections, external factors such as populism and protectionism, corruption and mismanagement, political instability, land disputes and expropriation.

Moderator: Rt. Hon. Mark Simmonds, Former UK Foreign & Commonwealth Office Minister for Africa; Chairman of the Advisory Board, Invest Africa

Dr Nigel Chanakira, Executive Chairman, Success Motivation Institute (Zimbabwe); Former Chairman, Zimbabwe Investment Authority

Elizabeth Stephens, Founder & Managing Director, Trendline Analytics

Robert Besseling, Executive Director, EXX Africa

10.20 Networking break

11.05 Africa's sovereign debt crisis: What are the causes and what's next?

African debt levels show no signs of abating, with public debt having risen to over 50% of GDP in 30 African countries and with falling commodity prices and concerns over trade tariffs slowing economic recovery. Development finance institutions such as the World Bank and IMF have a central role to play in determining the future of these countries and of Africa's wider development. This session will consider the macro-political context, the impact of the recent cyclical downturn, structural changes as well as the important role that private industry has to play.

Goolam Ballim, Chief Economist, Standard Bank Group

11.50 Industry discussion: Is trade still a force for good?

In a divided political climate we are increasingly seeing trade used as a tool of coercion to achieve strategic influence, as an instrument of foreign policy rather than a by-product. This session will examine what this new climate means for African markets and whether this is a trend likely to continue. Points for discussion will include:

- How has China's increased engagement in Africa changed the trade landscape? Is greater Chinese investment good for trade business or only likely to burden Africa with more debt?
- Could Africa end up being a battleground in the trade war? How could an increase in US tariffs on Chinese goods have knock-on implications?
- Do events such as Brexit provide a unique opportunity for African countries to renegotiate trade agreements on more favourable terms? Can the UK be a better trade ally for Africa?
- Are there concerns that populist and protectionist rhetoric could spread through the continent? Should this renew focus on the importance of intra-regional trade as means of insulating?

Talitha Bertelsmann-Scott, Head of Regional Observatory, South African Institute of International Affairs

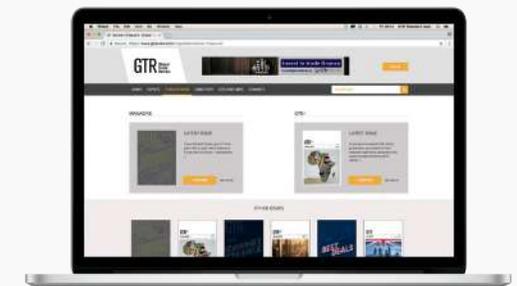
Wildu du Plessis, Partner, Head of Africa, Baker McKenzie

Emma Wade-Smith, UK Trade Commissioner for Africa

12.40 Lunch

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Select either Stream A or Stream B

Stream A: Export finance, infrastructure and new financing sources

13.50 The contractor viewpoint: Tales of doing business in Africa

- This special panel discussion will bring together various representatives from companies involved in undertaking business in Sub-Saharan Africa, talking us through their plans and strategies and sharing their experiences of doing business on the continent. Topics for discussion will include:
- Where do you see the best commercial opportunities coming from in Sub-Saharan Africa at present?
 - How would you assess the role that the various financing providers (banks, ECAs, DFIs) have to play? Are banks still the main players or has this changed?
 - Have local currency financing provisions increased in significance? Is there better coverage on this front from both banks and ECAs?
 - How important is it for companies to demonstrate commitment to technology/skills transfer and to fulfil environmental and social risk assessment requirements?
 - To what extent is doing business in Africa a test of patience? What are the sort of timelines you should expect from the marketing stage to the financing close?

Paul Woodman, Chief Operating Officer, International, ASGC
Riccardo Fanelli, Managing Director, Concrete Finance
Alex Marshall, Group Marketing & Compliance Director, Clarke Energy

"This conference is absolutely essential for business leaders around the globe."

S Gata, Cartertech

"Excellent platform for networking with stakeholder in the trade space from all over the world!"

C Mtesigwa, Elements Limited

14.35 'Cover or no cover': What is the ECA appetite for funding African business?

This session will utilise an interactive format for representatives from export credit agencies to present their viewpoints and provide perspectives on appetite levels for various African markets. Issues for consideration will include:

- With growing debt levels, limited borrowing capacity and reduced public spending to meet pressing infrastructure requirements, how can you square the circle? Where does the private sector come in?
- Should ECAs be competing with the banks or should their remit be to go where the banks won't? Are decisions made based on public interest or should that be more for the DFIs?
- To what extent do ECAs vary in their appetite for certain markets? Should there be a consensus approach or is competition healthy?
- How do ECAs establish their credit appetite for individual African markets?
- What are their primary methods for promoting exports into Africa and assisting contractors in marketing their activities?
- Are more ECAs opening up offices in Sub-Saharan Africa? Does it give better market insight and competitive advantage?

Moderator: Gabriel Buck, Managing Director, GKB Ventures
Sam Hoexter, Regional Head, Sub-Saharan Africa, Latin America & India, UK Export Finance
Portia Gumbo-Dube, Head of Business Development, Export Credit Insurance Corporation (ECIC)
Yang Sheng, Representative, South Africa Office, Sinosure
Jean-Bernard Ruggieri, Chief Representative, Team Leader, Africa, Export Development Canada

15.25 Networking break

15.45 Case study: Undertaking sovereign transactions

This session will provide insight as to some of the primary challenges faced when looking to undertake transactions with sovereign parties across the African market. Offering case studies and sharing experiences in terms of success factors and key learnings, this instructive session will consider:

- What are the 5 key things corporates should look to consider when looking to undertake sovereign business in Africa?
- Explaining the various aspects and stages of the transaction process from start to end: What are the common factors and what are the variables?
- Have ECAs, DFIs and other support institutions increased their levels of support and broadened their role in such transactions? Has the need for specialist advisors with direct experience increased?

- 10-year deals, 5-year deals, 3-year deals: What is the tenor appetite for in the current climate?
- What would those involved do differently if they had the opportunity to do things again?

Faruq Muhammad, Managing Director, Structured Export Finance, Standard Chartered Bank
David Sawyer, Investment Banking Transactor, Rand Merchant Bank (RMB)

16.25 Finding new solutions to meet Africa's needs

Institutional investment in the continent continues to grow in importance and significance, with predictions that industry assets under management in African economies could reach \$1.1 trillion by 2020. This session will bring together a range of experts to consider the role of external sources in addressing the financing shortfall, after which participants will engage in more detailed breakout discussions. Among the points for consideration:

- Are we seeing greater tapping of Africa's domestic pension fund industry? Are insurance companies also increasing their investment levels? Where do these new players fit in alongside multilaterals, DFIs, government agencies and private investors?
- What measures have been taken to resolve concerns over currency risks? How can the mismatch between dollar financing of projects and local currency revenues be aligned?
- How significant an issue are legislative and regulatory framework challenges when seeking to issue bonds for generating local investment? Is this equally problematic for international investors?
- Are we seeing more collaborations with different types of investors setting up funds? What are the key benefits of such collaborations?
- Do the best projects need to be able to deliver an export revenue stream to generate international interest? How big a turn-off are requirements for government equity/royalties?

Jules Samain, Regional Director, West & North Africa, GuarantCo
Boris Jaquet, Regional Head, Distribution & Trading, EMEA, Deutsche Bank

17.15 Close of Stream A

followed by evening networking reception

Select either Stream A or Stream B

Stream B: Africa's ongoing quest for diversification

Sub-Saharan Africa's economies tend to be divided between those who are dependent on exporting one or two commodities and those who add value through diversification. As many countries increasingly look to diversify their economies, this stream will examine some of the 'green shoots' across a number of industries which offer the chance to escape the commodity cycle and achieve sustainable growth.

13.50 Filling the breadbasket: The importance of a thriving agribusiness sector

Africa will be home to 25% of the global population by 2020 but already contains over 60% of the world's uncultivated fertile land. Food security experts identify government support, policy implementation, private sector engagement and smallholder investment as key to the continent's agricultural future, providing a boost to a range of economies and readdressing the balance of power as Africa starts to feed itself. This session will consider a range of themes including:

- Are we seeing a growing trend for smallholders to produce surpluses and reinvest in facilities? What does this say about the potential of the sector?
- How can corporates, banks and government work together better to channel the financing required to build agribusiness sectors across African markets?
- What has been the impact of the structural challenges stemming from land reform and tenure security? What of other regulations and the response from government?
- Do policy makers and investors alike need to recognise the role the sector can play as an engine for economic transformation through increased income, better jobs and to move up the value chain?
- Which are the key markets agribusiness providers can expect to become key as the sector expands? What measures can be taken to help get producers (particularly smaller ones) into a state of 'export readiness'?

Moderator: Zhann Meyer, Head of Agricultural Commodities, Nedbank CIB

Munyaradzi Musamba, Managing Director, Thermal Agriculture
Justin Vermaak, Chief Executive Officer, Bio-Energy Investments

"One of the best conferences with worthwhile networking opportunities."

T Kandantot, First Merchant Bank

14.40 Mauritius: A model of diversification

In the 50 years since gaining independence Mauritius has transformed itself from an economy based on sugar, textiles and high-end tourism with a GDP per capital of US\$200 to an offshore financial services centre and an international hub for intra-African and south-south trade of US\$10,000, putting itself closer to the World Bank's high income status category. This session will highlight key lessons and provide an update on market developments, including:

- From single commodity to diversified economy: How important is political and economic stability?
- Assessing the country's capabilities as an offshore banking hub for Africa-based corporates: How can Mauritius be a gateway into Africa
- Outlining key benefits from a cash management, funding, stability and governance perspective
- Explaining relevant changes and updates to the regulatory environment: What do companies need to know?
- Providing insight on the most appropriate and tax-efficient structures companies can adopt and how this can help further investment into Africa

Moderator: Carl Chirwa, Head of International Banking, Bank One

Mohammad Akshar Maherally, Managing Director, WTS Tax Consulting

Robert Hovenier, Chief Executive Officer, MITCO Group

15.25 Networking break

"The presentations were excellent and networking opportunities were abundant."

I Santos, Standard Chartered Bank

"If you want to do business in Africa, you must be at this event!"

H Potgieter, Africa Merchant Capital

15.45 African fintech showcase

Led by



Comparing and contrasting new market offerings

This section of the conference will look to showcase some of the more interesting and innovative technology companies working in Sub-Saharan African trade, utilising a format whereby representatives will present their trade-enabling solutions and products. Time will be allocated for audience interaction, whilst an assembled panel of industry experts will quiz the presenters and review the offerings.

Presentations by:

Nasreen Patel, Head of Product, Aerobotics

Quan Le, Chief Executive Officer & Co-Founder, Binkabi

Aba Schubert, Founding Partner, Aethel Partners; Co-Founder, Dorae

Will Hunnam, Co-Founder/Operations, Orbit

Maureen Mba, Associate Director, Compliance, Afreximbank

Assessing future prospects: Looking ahead in the digitisation conversation

The second part of this extended session will see our group of industry experts further muse on the offerings presented before considering some of the wider points surrounding the conversations over fintech, blockchain and digitisation, including what more needs to be done to maximise its potential. Among the topics for consideration:

- How can the industry move past the problems created by fragmentation and lack of uniform standards?
- Is it possible to achieve scalability in these new market offerings and if so how? Does improved connectivity need to be leveraged?
- Does the demand for digital solutions in the African market match the ambition of those keen to service the market? Is the tail wagging the dog?
- What are the biggest challenges for fintechs in terms of commercial viability? Is anyone actually making any money?

Moderator: Shannon Manders, Editorial Director, Global Trade Review (GTR)

Duarte Pedreira, Head of Trade Finance, Crown Agents Bank; Chair, African Regional Committee, ITFA

Andre Casterman, Founder & Managing Director, Casterman Advisory; Chair, Fintech Committee, ITFA

Graham Bright, Head of Compliance & Operations, Euro Exim

17.15 Close of Stream B

followed by evening networking reception

Day 2: Friday, March 15, 2019

Select either Stream A or Stream B

Stream A: Key markets and country profiles

09.10 Assessing investment attractiveness in Africa's key markets

This session will provide a comprehensive overview on the investment appeal of some of Africa's largest markets, addressing key issues including infrastructure challenges, the business environment, market access and availability of finance. With Africa's demographics considered a key strength, the session will also consider the correlation between long-term planning, education spend and industrialisation levels, as well as the private sector's role in integrating economies and breaking through the income barrier.

Celeste Fauconnier, Economist, Sub-Saharan Africa, Rand Merchant Bank (RMB)

09.55 Classroom-style breakout: 'The big guns'

Continuing on from the previous presentation, this interactive breakout will divide delegates into a series of working groups for brainstorming and idea sharing, before bringing everyone back together to consider wider themes.

Group 1. Can South Africa deliver on its promises?

- How are forthcoming elections (May 2019) impacting on the business climate? What are the likely polling dynamics and their impact on the Ramaphosa administration?
- Are the pledges of investment from the likes of China, Saudi Arabia and the UAE ultimately likely to materialise?
- What are the next steps with regards to the policy of land expropriation without compensation? How is it likely to pan out and what are the government's likely next moves?

Jason Robinson, Africa Analyst, Oxford Analytica

Group 2. Returning confidence in Nigeria

- How are current liquidity levels? Have FX challenges been resolved? Is the banking sector still too fragmented?
- Are we seeing greater diversification away from oil? Where are the best non-oil transaction opportunities to be found?
- What is the likely investment climate following the February 2019 elections? Will there be many twist and turns?

Andreas Voss, Chief Country Representative Nigeria, Deutsche Bank
Christian Karam, Director, Africa Trade Finance

Group 3. Egypt's status as a leading investment destination

- With the 2011 uprising seeming a long time ago, what factors have made Egypt the #1 FDI destination across the whole of Africa?
- Does the country's new power plants, highways and ports make it a new powerhouse connecting Africa to the Arab World and to Europe?
- Is Egypt's new administrative capital a sign of Egypt seeing itself in a new light as a regional leader? Or is it closer to the 'China strategy'?

"Giving access to SMEs around the world.

The event was good, progressive and intelligent."

K Makeleni, Small Business Connect

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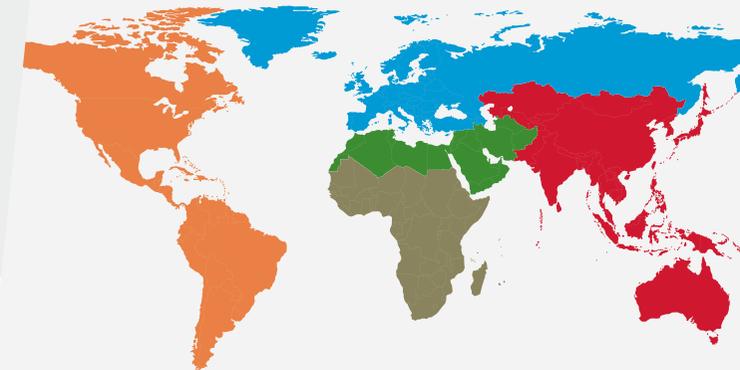
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Select either Stream A or Stream B

Stream B: Opportunities and risk in African trade

09.10 Lofty ambitions: AfCFTA and the prospects for intra-regional trade

Africa has continued in its aims of achieving greater economic interdependence, with the Africa Continental Free Trade Area (AfCFTA) seen as a milestone trade policy in Africa's economic transformation. This session will consider the latest developments in this hugely significant initiative, which is expected to change the way Africa trades in a way never seen before. Among the themes to be considered:

- Are more countries expected to sign up to the AfCFTA in 2019? Are the aims of achieving an integrated African market of 1.2 billion people realistic or overly ambitious?
- How important is it for member countries to commit themselves through the inclusion of major pillars of the agreement in their own national policies?
- Should there be concerns regarding the relatively slow take-up in ratifying the agreement? Can it survive without the inclusion of important markets like Nigeria?

René Awabeng, Director, Client Relations, Afreximbank

09.55 'Live broking': Assessing the appetite for African risk

A popular format at recent GTR conferences, this interactive session will bring together corporates, banks and insurers to provide analysis on the key processes involved when deciding whether or not to undertake transactions in Africa, from risk assessment practices to specific structures utilised. As part of the session format:

- Experts from within the group will outline various scenarios and the requirements for specific types of deal structures (including long term infrastructure vs short-term commodity finance)
- Panellists will evaluate the potential risks from the banking, insurance and legal perspectives, responding with 'on-the-spot feedback'
- Explanations will be provided as to the processes used and decisions made on whether or not to 'do the deal' with further opportunities for audience feedback

Moderator: Robert Parson, Partner, Clyde & Co.

William Limb, Underwriter, Global Financial Risks, Liberty Specialty Markets

Gary Lowe, Managing Director, Head of Global Credit Insurance Group, Standard Chartered Bank

Marcus Miller, Senior Vice-President, Global Lenders Solutions Group Leader, Marsh

Oliver Wright, Director, BPL Global

10.45 Networking break

Morning plenary

11.15 Case study: How will electrical vehicles drive demand for the metals and mining sector?

With EVs predicted to achieve cost parity with petrol-based vehicles by mid-2020 (becoming a 3rd of the total global fleet by 2040) this session will consider the implications of this to the mining sector, assessing the scale of demand and considering which markets could see a diversification both in terms of extraction volumes and pricing. Among the points to be considered:

- Which commodities are most expected to benefit from developments in the EV sector? Which less so?
- Where are the markets expecting demand to increase the most? How will this benefit Africa?
- How will major investments in mines be financed going forward?
- What impact will OECD mineral compliance have on responsible sourcing and on financiers?

David Buckle, Chairman, SD Capital Advisory

Gabriel Buck, Managing Director, GKB Ventures

"GTR conferences are always a priority for everyone in the trade finance industry. 2018's event was no exception and a very valuable resource to update you on local and regional market developments."

A Snyman, Doha Bank

"A gathering of (industry) intellectual capital: renewing relationships and establishing new contacts, which cuts to the core of understanding and facilitating trade in the region."

M Shirley, The Mauritius Commercial Bank

12.00 Question Time: How can African trade be more inclusive?

"Inclusive and sustainable growth" continues to be at the top of the agenda for banks and policy makers alike, deemed as critical to long-term reduction in poverty and achievement of growth through enabling access to a wider range of financial services. Although progress has been made there are still a large proportion of African companies that remain unbanked, with challenges ranging from lack of infrastructure to insufficient financial education. With SMEs seen as being particularly disadvantaged when it comes to access, this session will consider the steps that have been taken to break down these barriers and help empower African businesses.

Moderator: Rt. Hon. Mark Simmonds, Former UK Foreign & Commonwealth Office Minister for Africa; Chairman of the Advisory Board, Invest Africa

Gerald Low, Director, Senior Relationship Manager Africa, Rabobank
Chidinma Lawanson, Consultant, Financial Institutions Group, International Finance Corporation (IFC)

Marc Harel, Head of Institutional Banking, The Mauritius Commercial Bank

The session will take on the 'Question Time' format, with the impetus for the discussion coming from the audience. Each delegate will be provided with a GTR Question Time card upon registering, to be submitted throughout the course of the day.

12.50 Concluding remarks followed by networking lunch

"As a SMME exporting into Africa we thought we're restricted to only SA banks. The event provided a total eye opener to meet opportunities outside the borders to assist our process and gauntness, letter of credit and more."

D Stubbs, Thokozani Winelands Investments

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