



# BCR

4th Annual

# Supply Chain Finance Summit

24-25th January 2019

Grand Hotel Krasnopolsky, Amsterdam



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## WHY SHOULD YOU ATTEND?

The Supply Chain Finance Summit tracks the transformation of the industry; showcasing the latest innovations for both domestic and cross-border financing, examining the future of technology-enabled supply chain models, and driving the conversation on increasing access of SCF for SMEs and emerging markets.

## VIP TICKETS AVAILABLE!

A limited number of VIP tickets are available for corporate treasurers, CFOs, heads of procurement and supply chain.

Contact [events@bcrapub.com](mailto:events@bcrapub.com) to apply.

The event attracts 150 global industry practitioners representing experts from all sides of the table including:

- Global banks & supply chain finance platforms
- Auditors, ratings agencies, legal & insurance experts
- Technology providers & fintechs
- Corporate treasurers, financial directors & heads of procurement

## VENUE

Grand Hotel Krasnapolsky  
Dam 9  
1012 JS Amsterdam  
Netherlands



## Blockchain for SCF Masterclass, 23rd January 2019

An advanced and comprehensive workshop that will review and assess the latest developments in blockchain technology for supply chain finance.

Delegates attending both qualify for a discount on ticket prices. Contact [events@bcrapub.com](mailto:events@bcrapub.com)

## ABOUT BCR PUBLISHING

BCR Publishing is the world's leading provider of receivables finance market intelligence. We create and deliver essential news, reports and events, examining the future of receivables finance, factoring, alternative finance, supply chain finance, working capital management and trade receivables

securitisation. BCR's global clients include the leading commercial banks, factors, invoice discounters, corporates, fintechs and AltFin platforms, credit insurers, law firms, brokers and consultants. We also partner with the main industry trade bodies and developments banks.

# AGENDA

## DAY ONE | Thursday 24th January 2019

08:30 **Coffee & Registration - Exhibition Area**

09:00 **Opening and welcome introduction**

**Michael Bickers**, Managing Director, **BCR Publishing**

**Kevin Day**, CEO, **HPD Software**

09:05 **Chairman's welcome**

**Lionel Taylor**, Managing Director, **Trade Advisory Network**

09:15 **Keynote Presentation: Supply chain finance market overview**

The Supply Chain Finance (SCF) market is expected to continue to grow as working capital management remains a key objective for treasurers and more market segments such as SMEs consider alternative ways to finance their supply chains through the advent of technology.

- What trends has the supply chain finance market seen in the last year and what has changed?
- What is the current market share, and how does that compare to other forms of working capital solutions?
- How is the market diversifying to meet the changing expectations of corporates?
- The latest technologies accelerating industry growth and competition
- Identifying markets and jurisdictions that can offer new opportunities

**Anil Walia**, EMEA Head of Supply Chain Finance, **Deutsche Bank**

09:45 **Global Insights – How is supply chain finance developing on an International scale?**

Hear how supply chain finance is developing across the globe in different regions and countries. This panel will discuss the growth of SCF globally and provide country specific insights.

- How is supply chain finance developing in different countries?
- Examples of government legislation that is influencing supply chain finance - how can inter-regional banks and technology companies ensure they remain compliant across borders?
- Considering the benefits and risks of global supply chain finance standards ie. public procurement e-invoicing standards, guaranteed payment terms, industry definitions
- Is trade becoming more international or are we facing a period of isolationism and trade wars in response to Trump and Brexit?
- How are new technologies enabling cross-border deals and helping to remove trade barriers?

**Moderator: Richard David Hayes**, Global Head of Receivables Finance Sales, **Nordea**

**Parvaiz Hamid Husen Dalal**, MD – Head of Supplier Financing EMEA, **Citi**

**Pablo Tovar**, Head of Benelux, Global Trade and Receivables Finance, **HSBC**

**Markus Schiffers**, Managing Director, **Orbian**

# AGENDA

10:30 **Networking Coffee Break – Exhibition Area**

11:00 **Case Study: Establishing an automated global supply chain finance programme**

Multinational corporates are increasingly looking to establish SCF programmes within their own supply chains to help improve liquidity and increase the resilience of their financial supply chain on a global scale.

- This case study will provide insights from a technology provider on
- Collaborating with global banks and large corporates to finance suppliers
- Implementing automated processes to enable straight through processing
- Combining electronic documents and data matching capabilities
- Progress of the programme to date, challenges and success stories

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**Jacco de Jong**, Head of Global Strategic Business Development, **Bolero**

11:30 **CPO Panel: Adopting supply chain finance to take your business to the next level**

In a world where the pace of innovation is unprecedented and is necessary for survival, procurement officers must be flexible and agile. Supply chain finance can increase cash flow, fund new initiatives, create differentiation in a saturated marketplace and protect against economic volatility.

- How procurement-led supply chain finance programmes are having a transformative impact on business innovation
- First hand examples of how supply chain finance can deliver tangible, positive results for buyers
- What technologies are procurement officers using to implement SCF programmes and on-board suppliers?
- Collaborating with the treasury department to achieve SCF optimisation across the business

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**Moderator: Danny Siemes**, Director, **PwC Netherlands**

**Kevin Day**, CEO, **HPD Software**

**Stefan Windisch**, Senior Cash Manager - Treasury Operations, **Roche**

**Boris Huttenlocher**, Senior Manager Receivables & Supply-Chain-Finance, **Siemens**

12:15 **Voice of the corporate customer insights: Report results**

Hear insights and primary results from research into corporate attitudes towards supply chain finance as a working capital solution, followed by a discussion on how supply chain finance is becoming a key solution for buyers and suppliers.

- Pressures on global supply chain funding
- Cross border cash management and liquidity
- Two-year supply chain financing plans by corporates
- Impact of China's Belt and Road internationalisation
- How green and sustainable are today's supply chains

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**Moderator: Simon Kleine**, Europe Business Lead, **East & Partners**

**Parvaiz Hamid Husen Dalal**, MD – Head of Supplier Financing EMEA, **Citi**

**Bertrand de Comminges**, Head of Business Development Global Trade and Receivables Finance, Europe, **HSBC**

**Wayne Mills**, Managing Director Trade and Working Capital, **Lloyds Bank**

**Eugenio Cavenaghi**, Managing Director, Head of Trade, Export & Supply Chain Finance – Germany, Austria, Switzerland, **Santander**

**Alistair Baxter**, Director, Head of Supply Chain Finance, **RBS**

# AGENDA

13:00 **LUNCH**

13:50 **Update from Brand Sponsor - Codix**

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**Laurent Tabouelle**, Group Managing Director, **CODIX**

13:55 **Case Study: A contract handled fully digitally: Myth or reality?**

This session will cover the subject across the whole life cycle of a contract

- Onboarding
- Risk management
- Funding
- Cash application and collection
- End of life

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**Laurent Tabouelle**, Group Managing Director, **CODIX**

14:20 **Creating a digitisation agenda for supply chain finance**

With traditional finance providers putting digitisation as key to their growth strategies, this session will consider the huge role technology now plays in supply chain finance and the challenges being faced in keeping up to speed with the latest market developments.

- Review of e-invoicing – how this now become the standard expected from clients?
- What further regulations and standards are needed to move away from paper documentation?
- Working with technology providers to drive efficiencies, manage risk and save costs
- What are the biggest challenges faced by technology providers to the industry?

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**Moderator: Eric Riddle**, Managing Partner, **SCFStrategies**

**Ion Sclifos**, Head of Treasury & Financial Risk, **Orange**

**Marc Delbaere**, Global Head of Corporates & Supply Chain, **Swift**

15:05 **Fintech powered SCF: How digital platforms & networks can enable working capital**

SCF marketplaces, networks and digital platforms can offer alternative finance options to buyers looking to finance the long tail of their supply chains. This panel session will review ways in which fintech innovation and new technologies are accelerating a shift away from traditional forms of SCF.

- Can fintechs solve the 'long tail' problem for buyers and provide cost effective working capital?
- Dilution prediction vs buyers' payment guarantee (IPU, Promissory Notes, etc.)
- Understanding accounting implications
- Achieving funding – the role of non-banks in the SCF marketplace
- Is the use of distributed ledger technology (DLT), artificial intelligence (AI) and machine learning technologies in SCF industry hype or reality?

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**Moderator: Bruno Botelho**, CMO, **Liqease**

**Rammohan Prabhakar**, CEO, **Citrus Exchange**

**Georgij Oroschakoff**, Head of Product, **CRX Markets**

**Peter Mulroy**, Secretary General, **FCI**

**David Gustin**, Chief Strategy Officer, **The Interface Financial Group**

# AGENDA

15:50 **Networking Coffee Break – Exhibition Area**

16:15 **Case Study: Steps to successful supplier onboarding via machine learning**

More and more companies are building machine learning (AI) systems into their infrastructure to increase efficiencies, meet supplier expectations and optimise their working capital. This case study will showcase a supplier's platform that is equipped with machine learning.

- Example of a bank's supplier platform that uses machine learning
- Utilising technology to improve suppliers' experience of SCF products and build loyalty towards the brand
- Increasing efficiencies, work flow and saving costs for the bank
- Challenges and opportunities when using new technologies within a SCF programme

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**José Antonio Garrote**, Business Manager, **Alvantia**

16:45 **How technology is bridging the gap between the physical and financial supply chain**

New technologies such as AI and DLT used alongside data analytics are helping the physical and financial supply chains to become more interlinked and enabling funders to find value along the whole supply chain. This panel reviews the use of these new technologies to optimise the value of both financial and physical supply chains.

- Partnering with platforms to achieve interoperability across systems
- Using technology to mitigate risk and detect fraud across your supply chain
- How can AI and blockchain technology be useful to both the physical and financial in improving business process and realising liquidity into the supply chain – real examples of this in practice
- Examples from corporates and financiers who are using these technologies already and results of implementation

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**Moderator: Eva Degenhart**, Partner, **MH Corporate Finance GmbH**

**João Monteiro**, Managing Director and Founder, **LogIndexAG**

**Bob Gravestijn**, Business Developer, **ABN AMRO Commercial Banking**

**Tobias Pfütze**, Founder and CEO, **Liqease**

**Nikolaos Vasilonikolidakis**, CEO, **Neurosoft**

17:25 **Closing Remarks Day 1**

17:30 **Networking Drinks Reception**

# AGENDA

## DAY TWO | Friday 25th January 2019

09:00 **Coffee & Registration - Exhibition Area**

09:30 **Chairperson's welcome**

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**John Bugeja**, Managing Director, **Trade Advisory Network**

09:40 **The growth of supply chain finance in emerging markets**

Emerging markets and SMEs operating within these markets offer huge growth potential for buyers as supply chain volumes increase exponentially. As a country's economy grows there are lots of opportunities to develop and create innovative SME-specific supply chain finance products.

- Reviewing the high growth emerging markets – Asia, Africa and India
- How can technology better enable supplier on-boarding, KYC and market penetration in emerging markets?
- Working with SMEs and large buyers in emerging markets to provide education on compliance, funding options and best practice standards
- Advising Governments on regulation to enable supply chain finance on a local and cross-border basis
- Reviewing arbitrage opportunities for international buyers looking to work with local suppliers in emerging markets

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**Moderator: Vincent O'Brien**, Chair, **ICC Banking Commission Market Intelligence**

**Qamar Saleem**, Global Lead SME Banking Practice, **IFC**

**Rudolf Putz**, Head Trade Facilitation Programme (TFP), **EBRD**

**Representative, Afreximbank**

**Parvaiz Hamid Husen Dalal**, MD – Head of Supplier Financing EMEA, **Citi**

10:30 **Case Study: Sustainable supplier financing**

Supply chain financing is now becoming a part of the conversation relating to environmental, social and governance (ESG) initiatives. This comes as corporates are focusing on responsible sourcing and are encouraging their suppliers to follow sustainability objectives through innovative financial incentives.

- Review of the growth of sustainability-linked SCF programmes – key examples of successful programmes
- How are banks creating partnerships with institutions that focus on corporate social responsibility (CSR)?
- What are the key benefits to finance providers and suppliers in adopting ESG initiatives when building and SCF programme?
- Understanding the metrics and how sustainability is measured against performance

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**Tara Norton**, Managing Director, **BSR**

11:00 **Networking Coffee Break – Exhibition Area**

11:30 **The use of credit insurance to mitigate risk and further enable access to working capital finance**

Trade credit insurance can enable corporates and financial institutions to grow in new market segments and regions by mitigating risk. This session reviews ways in which treasury departments and funders can utilise credit insurance for business growth.

- How has trade credit insurance evolved as a product to meet industry demand?
- Working with credit insurers to finance non-investment grade suppliers
- Using technology to manage credit and fraud risk within a business
- Leveraging insurance to support emerging overseas and cross-border SCF programmes

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**Moderator: Martin van der Hoek**, Independent Consultant and Tutor in trade credit insurance

**Ulf Cramer**, Head of Trade Finance North Europe, **AIG**

**Johan Geeroms**, Head of Risk Underwriting The Netherlands, **Euler Hermes**

**Robert Nijhout**, Executive Director, **ICISA**

12:15	<p><b>Supply Chain Finance 2020: Building a roadmap for 2019 and beyond</b></p> <p>Industry experts will discuss and formulate a plan of action for the future of supply chain finance as gained from the discussions across both days. They will define key take-away points from the most poignant issues at hand and then open the discussion out to the audience for further debate.</p> <ul style="list-style-type: none"> <li>• Future predictions on the state of the industry</li> <li>• Operating in emerging markets and facilitating finance for SMEs</li> <li>• Achieving a better understanding of the link between the physical and financial supply chains</li> <li>• The rise of fintech and non-traditional finance forms within supply chain finance</li> <li>• Collaborating with fintechs, non-banks and insurers to diversify product offerings</li> <li>• Lessons learned and key takeaways from the forum's discussions</li> </ul>
	<hr/> <p><b>Moderator: Martin Hommes</b>, SME and Supply Chain Finance Specialist, <b>IFC</b></p> <p><b>Anil Walia</b>, EMEA Head of Supply Chain Finance, <b>Deutsche Bank</b></p> <p><b>Peter Mulroy</b>, Secretary General, <b>FCI</b></p> <p><b>Martin van der Hoek</b>, Independent Consultant and Tutor in trade credit insurance</p>
12:50	<p><b>Closing Remarks</b></p>
13:00	<p><b>Networking Lunch</b></p>
14:00	<p><b>End of Summit</b></p>



# REGISTRATION

## Pricing

Supply Chain Finance Summit	€1500 (ex. DE VAT) <input type="checkbox"/>
Supply Chain Finance Summit + Blockchain for SCF Masterclass	€1750 (ex. DE VAT) <input type="checkbox"/>
Blockchain for SCF Masterclass	€700 (ex. DE VAT) <input type="checkbox"/>

## Payment details

- Please invoice me  
 Payment via credit card



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### Investors, Corporate Finance Directors, Treasurers, CFOs, Head of Supply Chain and Procurement attend for free\*

There are a limited number of free tickets available for investors and corporate clients.

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\*Subject to availability and qualification by BCR Publishing.

To apply, contact: [rose.riley@bcrcpub.com](mailto:rose.riley@bcrcpub.com)

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**Post:** 3 Cobden Court, Wimpole Close,  
Bromley, Kent, BR2 9JF, United Kingdom

## Delegate information

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