

**BCR**

5th Annual

# Supply Chain Finance Summit

30 – 31 January 2020

Grand Hotel Krasnapolsky, 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.

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

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

## VIP TICKETS AVAILABLE!

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

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

## VENUE

Grand Hotel Krasnapolsky  
Dam 9  
1012 JS Amsterdam  
Netherlands

## Blockchain for SCF Masterclass, 29 January 2020

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@bcrpub.com](mailto:events@bcrpub.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 | 30 January 2020

08:30	<b>Coffee &amp; Registration - Exhibition Area</b>
09:00	<b>Opening and welcome introduction</b> <hr/> <b>Michael Bickers</b> , Managing Director, <b>BCR Publishing</b>
09:05	<b>Chairman's welcome and opening remarks</b> <hr/> <b>John Bugeja</b> , Managing Director, <b>Trade Advisory Network</b>
09:15	<b>Keynote presentation</b> <b>World trade overview: An analysis of potential outcomes in a febrile geo-political environment</b> <p>This opening session will explore the likely impact of the US/China trade war and Brexit on the global supply chain finance market. Find out what the consequences of the trade credit risks on buyers and countries could be and hear an expert evaluation of possible trade relations with the UK and UK buyers and suppliers after Brexit.</p> <hr/> <b>Robert Koopman</b> , Chief Economist and Director of Economic Research and Statistics Division, <b>World Trade Organisation (WTO)</b>
09:45	<b>Panel session: The changing economic landscape and the effects on SCF market trends</b> <p>This session will explore the impact of looming economic risks in terms of a global trade and currency war, a disorderly Brexit process or financial vulnerabilities due to high levels of accumulated debt. If these risks intensify or materialise, could we enter a new global recession?</p> <ul style="list-style-type: none"><li>· The best and worst case scenarios for supply chain finance</li><li>· The restructuring of key trade agreements and their impact</li><li>· The development of trade credit insurers underwriting policy on countries with a downward or stagnant economy (e.g. Argentina, Brazil, Venezuela, Germany)</li></ul> <hr/> <b>Moderator: Peter Mulroy</b> , Secretary General, <b>FCI</b> <b>Panellists: Martin van der Hoek</b> , Independent Consultant and Tutor in Trade Credit Insurance <b>Avarina Miller</b> , Director, Working Capital Solutions, <b>Demica</b> <b>David Henig</b> , Director, UK Trade Policy Project, <b>European Centre for International Political Economy</b> <b>Bertrand de Comminges</b> , Regional Head Business Development - Europe Global Trade & Receivables Finance, <b>HSBC</b>
10:30	<b>Networking Coffee Break - Exhibition Area</b>

# AGENDA

11:00

## Panel session: Supply chain finance market global insights and overview

Supply chain finance is very much part of the coming evolution in how international commerce will be financed with new entrants carving out differentiated value propositions. This panel session will reflect on the changes in the market over the past year and look at the new initiatives in SCF and examine if trade as an asset class is holding up.

- What trends has the supply chain market seen in the past year and what has changed?
- Current market share and dynamics in comparison to other working capital solutions
- New products in trade credit insurance and receivables finance
- Is there an evolution into services financing on the horizon?
- State of the trade credit insurance industry globally and impact on SCF
- What is happening in securitisation and risk distribution?

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**Moderator: Martin Hommes**, SME and Supply Chain Finance Specialist, **IFC**

**Panellists: Dr Eugenio Cavenaghi**, Managing Director, Head of Trade, Export and Supply Chain Finance, Germany, Austria, Switzerland, **Banco Santander**

**Parvaiz Hamid Husen Dalal**, Managing Director, Head of Supplier Financing, EMEA, **Citi**

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

**Bruno Botelho**, VP of Business Development, **LiqEase**

11:45

## Case study: SCF – a path of continuous innovation

This session will bring you on the journey of the evolution of a product over 30 years for a leading commercial finance company in Spain. It will explore how the product has evolved across three key areas: functionality, volumes and technological and future tendencies.

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

**Luis Vilas**, CIO, **Santander Factoring and Confirming**

12:15

## Panel session: Implementing a successful SCF programme

In an increasingly competitive supply chain finance ecosystem – consisting of banks, non-banks, and a combination of the two – what makes a payables finance programme ‘successful’? And how can corporate treasurers select an effective provider?

- Can they persuade their banks to work with fintech competition?
- What is the best way to get cash to suppliers as fast as possible?
- How does blockchain change the SCF marketplace?
- What are the key criteria for treasurers in choosing a modern SCF solution?
- Is the SME long tail being reached?

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

**Panellists: Anurag Chaudhary**, CEO, **Pinnacle Trade Finance**

**Boris Huttenlocher**, Senior Manager Working Capital Sales, **UniCredit**, formerly Senior Manager, Receivables & Supply Chain Finance, **Siemens**

**Michael Harte**, Head of Trade Product, Europe, **Standard Chartered Bank**

13:00

## Lunch – Exhibition Area

14:00

## HSBC/Walmart case study: how interest discounts for Walmart suppliers are based on their sustainability score

This session will look at the Walmart process around SCF sustainability as they ask all their suppliers to answer a product category specific set of KPIs developed by The Sustainability Consortium (TSC). TSC is a non-profit co-operation between about 100 companies, NGOs and universities that has developed a globally standardised method to measure sustainability score of all consumer products. Thousands of companies apply the methods to measure sustainability performance of their products. The scores are used by supply chain partners to agree improvements in the sustainability of products. HSBC re-uses the scores to give interest discounts to suppliers that have a sustainability score above the threshold. TSC tries to develop similar types of co-operation with other supply chains and financial institutions.

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**Koen Boone**, Managing Director, Europe, **The Sustainability Consortium (TSC)**

14:20

## Case study: Lessons learned about maximising the power of DLT for supply chain finance

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**Shona Tatchell**, CEO & Founder, **Halotrade**

# AGENDA

14:40

## Panel session: The future of sustainability and ethical supply chain finance

Driving down costs and DPOs is one thing. But sustainability is becoming a critical piece of the governance jigsaw, with customers, investors and other stakeholders increasingly shunning firms with poor records in this area. This session will explore how extending favourable financing terms to suppliers who adhere to key standards is one of the most important ways to move the entire supply chain in a more sustainable direction.

- How are banks working with large suppliers to ensure that they support sustainability in the smaller firms they rely on?
- How technology can provide evidence of sustainability and allow preferential access to credit for good performers
- What does this trend mean for treasurers as a provider or receiver (or both) of SCF?
- What corporate SCF programmes are delivering this sustainability?

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**Moderator: Richard Hayes**, Global Head of Working Capital Advisory Sales, **Nordea**

**Panellists: Tara Norton**, Managing Director, **BSR**

**Armand Ferreira**, Director of Sustainable Finance, **ING Wholesale Banking**

**Koen Boone**, Managing Director, Europe, **The Sustainability Consortium**

**Shona Tatchell**, CEO & Founder, **Halotrade**

15:15

## Networking Coffee Break – Exhibition Area

15:45

## Case study: Delivering a payables finance programme

- A fresh view of supplier finance
- What prompted entry into this uncharted territory 12 years ago
- The Beginning. The Journey.
- Learning points and actions arising
- Next steps

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**Anil Walia**, Financial Supply Chain Head, EMEA, **Deutsche Bank**

16:15

## FitchRatings' view of supply chain finance programmes

This session brings you up to date with the rating agency's analytical approach on supply chain finance. Points covered will include:

- What are the key features leading to the reclassification of reverse factoring as debt?
- The Carillion and Abengoa examples
- Best practice in terms of transparency and disclosure

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**Frédéric Gits**, Group Credit Officer, **Corporates**, **FitchRatings**

16:45

## Closing remarks – Day One

17:00

## Networking Drinks Reception

# AGENDA

## DAY TWO | 31 January 2020

- 08:45 **Coffee & Registration - Exhibition Area**
- 09:15 **Chairperson's welcome**  

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**Lionel Taylor**, Managing Director, **Trade Advisory Network**
- 09:25 **Presentation from our sponsors**  

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**Yoana Miltenova**, Business and Systems Expert, **CODIX**
- 09:30 **Presentation: The latest updates on ICC's role in developing standards for digital trade**  
This session will give the latest update on the ICC eRules in the face of emerging technological developments and trends. It will also share the first draft of the ICC Banking Commission Executive Committee's Uniform Rules for Digital Trade (URDT).  

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**Sean Edwards**, Head of Legal and Special Adviser to the Global Trade Finance Department, **SMBS Bank**, Chairman, **ITFA UK**, Digitalisation Working Group, **ICC Banking Commission**
- 10:00 **Panel session: Technology future gazing: is the promise of digitalisation holding up?**  
Digitalisation and the development of SCF propositions hold much potential for progress in bringing more trade financing capacity to the market. Yet much work remains to be done. This panel session will explore the progress and challenges in implementing technology solutions.  
  - . Digitisation of trade and supply chain finance trends
  - . What have been the major initiatives and products?
  - . Is there life beyond the 'Proof of Concept'?
  - . Technology provider selection – translating the business case into technology and back again
  - . Are SMEs being reached and is their access to finance being improved?

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**Moderator:** **Eva Degenhart**, Partner, **MH Corporate Finance GmbH**  
**Panellists:** **José Antonio Garrote**, Business Manager, **Alvantia**  
**Raja Debnath**, Managing Partner, **Cogence Labs**  
**Göran Almgren**, CEO, **Enigio Time AB**  
**Geoffrey Wynne**, Partner, **Sullivan & Worcester**
- 10:45 **Networking Coffee Break - Exhibition Area**
- 11:15 **Consortia – an evolving landscape and the latest partnerships review**  
Banks, technology providers, and large and small corporations must share a collaborative innovation agenda. During these initial stages of their evolution, this presentation will give you insight into the consortia and their innovation agendas, illustrating new trends and partnerships and if they are ready to move beyond Proof of Concept.  
  - . What is technology bringing to supply chain finance?
  - . Aligning banks and fintechs – the major developments of the last year
  - . Who are the new lenders for corporates and what is their market penetration and scale?
  - . Do fintechs' collaborations with banks deliver real opportunity? If so, how?

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**Burak Yetişkin**, Principal Director, Innovation and Technology, **Accenture Strategy**

# AGENDA

11:45

## Emerging SCF market opportunities – Africa, CEE, Russia and central Asia

This session will examine how corporates can access the benefits of lower cost manufacturing in emerging markets, navigate the regional regulatory and compliance requirements and find the right supply chain finance platform provider for their programme.

- An overview of corporates in these regions
- The capabilities of SCF technology platform providers within these emerging market countries
- What are the key drivers of success?
- Learning points and major breakthroughs in approach and delivery
- What platforms are corporates leveraging to mobilise SCF?

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**Moderator:** Dr Maria Mogilnaya, Associate Banker – Trade Facilitation Programme, **EBRD**

**Panellists:** Steven van der Hooft, CEO, **Capital Chains**

**Josep Sellés**, International Executive, Exicon Consultoria em Crédito e Cobrança Ltda, Member of Executive Committee, **FCI**

**Nikolay Stoyanov**, Head, Corporate Transaction Banking, **Eurobank Bulgaria**

**Shereen Elensary**, Head, Supply Chain Finance, **QNB ALAHLI**

**Nataliia Tykhovska**, Executive Director, Corporate Division, **Ukreximbank**

**Corneliu Robu**, Head of Client Relations, **VTB Factoring**

12:30

## Panel session: Developing SCF markets in Asia

This session will examine the opportunities in the more developed markets of Asia, how to navigate the regional regulatory and compliance requirements and find the right supply chain finance platform provider.

- Are banks beginning to play a leading role in the development of both the financial and physical supply chains of the future?
- How can regional banks stand out against international competition?
- Main drivers that have accelerated the development of technology in these regions
- What government initiatives are taking place to encourage trade finance?
- Progress and opportunities in non-bank finance in the region

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

**Panellists:** Eric Riddle, Working Capital, Supply Chain Finance & Corporate Payments Expert

**Patricia Martínez Núñez**, Senior Strategic Supply Chain Finance Specialist

**Christian Hausherr**, Product Manager Supply Chain Finance EMEA, **Deutsche Bank**, Chair, **Global Supply Chain Finance Forum**

**Chris Ash**, Managing Director, **ExWorks Capital**

**Martin Hommes**, SME and Supply Chain Finance Specialist, **IFC**

13:15

## Chairperson's closing remarks

13:30

## Networking Lunch

14:30

## End of Summit

# REGISTRATION

## Pricing

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

## Payment details

- ☐ Please invoice me
- ☐ Payment via credit card



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\*Subject to availability and qualification by BCR Publishing.

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**Telephone:** +44 (0)20 8466 6987  
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Bromley, Kent, BR2 9JF, United Kingdom

## Delegate information

Mr ☐ Mrs ☐ Ms ☐ Miss ☐ Dr ☐

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