

Trade Credit Finance, Risk & Insurance

Exploring corporate finance and risk management in open account trade

- **Trade/Credit Finance:**
 - supply chain finance
 - receivables finance
- **Credit Management:**
 - trade / accounts receivables
 - working capital management
- **Trade/Credit Insurance:**
 - risk management
 - credit governance

FREE PLACES

for corporate treasury, finance and credit functions
Email paul.heaney@informa.com to apply

COMMERCIAL FINANCE	WORKING CAPITAL	CORPORATE	TRADE CREDIT INSURANCE	TRADE POLICY
 Anil Walia RBS	 Igor Zax TENZOR	 Pedro Febles INVIVO NSA	 Neil Ross AIG	 David Bishof ICC
 François Terrade GE CAPITAL	 Robert O'Donoghue ING	 Geraldine Grandidier TIDY BOOKS	 Martie van Velsen ATRADIUS	 Paul Croucher UK EXPORT FINANCE

Conference
Partners:



CLYDE&CO

Supported By:



23-24 September 2015, Central London

Call: +44 (0)20 7017 7790 Fax: +44 (0)20 7017 7824 Email: kmregistration@informa.com
For the latest programme or to register please visit: www.ibc-events.com/tradecredit

Trade Credit Finance, Risk

Who Should Attend?

- Credit managers/directors
- Commercial & trade finance banks
- Factoring & invoice discounting
- Alternative finance platforms
- Credit insurance underwriters & brokers
- Treasury & finance managers
- Technology & software solutions
- Legal and trade advisory

Day One

Wednesday 23rd September, London

10.00

The New Funding Landscape: How Corporates are Managing Accounts Receivables Differently

- Trends: open account trading & associated risks
- Constraints and opportunities for businesses financing trade and managing cash flow / working capital
- Most attractive current methods of financing
- What corporates need in order to grow their business and boost profitability, securely and globally
- Is the system falling short of borrowers' expectations?
- What can providers do in response to this?
- Outlining the risks that arise & risk management:
 - who will ultimately take the risk?
 - borrower, lender, investor, insurance?



Simon Featherstone
Global Chief Executive
BIBBY FINANCIAL



Robert O'Donoghue
Global Head of Working Capital Solutions
ING COMMERCIAL BANKING



Geraldine Grandidier
CEO
TIDY BOOKS

08.30 Registration

09.00 Chairman's Introduction:
The Interface of Credit Management, Finance & Insurance

- Working capital management:
 - finance
 - risk
 - settlement
- How the various players, components and products come together to serve end clients
- How treasurers and credit managers are making use of the various tools available to them to mitigate risk



Igor Zax
Managing Director
TENZOR

09.15 **ICC Global Survey on Trade Finance 2015: Key Findings**

- General global and regional trends in trade and trade finance
- Particular trends in import/export trade finance:
 - volumes
 - fees
 - availability
 - documents refusal
 - fraud allegations
- Trade volumes statistics based on SWIFT trade traffic data
- Trade finance availability and trade finance gaps; including aspects relating to compliance, such as AML and KYC
- Impact of Basel III on trade finance activities
- Outlook on the future state of trade finance
- Business trends in:
 - export finance
 - factoring



David Bishoff
Policy Manager – Banking Commission
INTERNATIONAL CHAMBER OF COMMERCE (ICC)

10.50

Morning Refreshments

11.10

Best Practice: Credit Governance

- The role and philosophy of a credit manager in a modern trading company – what is best practice?
- Analysing and assessing information from a variety of sources
- Applying weightings to soft vs. hard data sources
- How does the credit management function relate to other departments within a company and externally – finance, sales, insurance etc.?
- What are the communication channels and the dialogue?
- Administrative aspects of managing a credit insurance policy
- Setting and monitoring discretionary credit limits – does the limit reflect the risk appetite of the policy holder or the insurance company?



Bill Dunlop
Chairman
ASSOCIATION OF INTERNATIONAL CREDIT DIRECTORS

12.00 **Evolution of Trade Credit Insurance** 14.50

- What type of animal is credit insurance?
- What is covered and what are the inherent risks?
- Where insurance sits within the overall trade, cash and risk management toolbox
 - Insurance as credit management vs. insurance with credit management as a risk mitigation tool
 - should the credit insurer advise on credit exposure or is this the role of the credit manager?
- Are there now a wider number of business models being offered by trade credit insurance underwriters?
 - how these products & underwriting approaches differ
 - bundled services: risk info, credit management, collections
 - pros & cons of internal/external control of these functions
- How sensitive is credit insurance to wider market cycles?
- Why is penetration in trade credit insurance comparatively low?
- What might encourage greater uptake from credit managers?



Martie van Velsen
Director, Global & Oceania
ATRADIUS



Richard Talboys
Executive Director, Credit Risks
WILLIS



Neil Ross
Regional Manager EMEA Trade Credit
AIG

12.50 Lunch

14.00 **Developments in Securitisation of Trade Receivables**

- Client motivation – why securitise?
- Transferring risk off balance sheet
- Comparison with other forms of receivables financing
- Trade receivables securitisation methodology and typical structure
- Diversification of funding sources
- Negotiating the best terms



Joanna Nader
Partner / CIO
JRJ GROUP



Mark Escott
Managing Director, Head of Securitisation
BANK OF TOKYO-MITSUBISHI UFJ



David Viney
Independent Managing Director
FINACITY

A New Model for End to End Finance of Supply Chains

- The growth of 'supply chain finance' in recent years
- Understanding risk in the supply chain: corporate treasurers' major concerns
- Examining how the product compares to the risks and processes involved in funding operational capital and managing liquidity over an efficient and secure global supply chain
- Does SCF only really kick in once the majority of risk has already been eliminated?
- What can be improved to provide a service of end to end finance, right from purchase order through to cash?
- What are the challenges to this?
- Technical and compliance challenges on-boarding suppliers



John Bugeja
Managing Director
TRADE ADVISORY NETWORK



Anil Walia
Global Head of Supply Chain Finance
RBS



Rene Chinnery
Head of Supply Chain Finance
LLOYDS BANK



Geoff de Mowbray
CEO
DINTS

15.40 Afternoon refreshments

What Needs to Happen to Move the Market for Trade Finance?

- How are lenders adapting their offering to meet changing requirements of their clients?
- The challenge of investment and innovation for traditional commercial finance lenders
- How to demonstrate the business need and potential gains; is there a possibility of inter-institutional collaboration?
- The growth of alternative financing platforms, FinTech & Peer-Peer financing are driving change in areas where traditional lenders struggle to innovate, but the market remains quite splintered with different providers focusing on different aspects of the whole market
- Can Fintech gain real traction, or will traditional lenders continue to dominate the market? Can traditional and alternative finance integrate?
- Change is ultimately driven by the end users – what are the issues facing borrowers which have the potential to disrupt and advance the industry in a positive way?



Lionel Taylor
Managing Director
TRADE ADVISORY NETWORK



Francois Terrade
Managing Director, Cross-border Receivables Financing
GE CAPITAL



Waldo de Vleeschouwer

Head of Structured Finance

GLI FINANCE



Henning Holter

Global Head of Marketing & Business Development

TUNGSTEN FINANCE

16.50

Fragile Middle East: The Next Five Years

Turmoil in the Arab world starting with Tunisia in late 2010 has seemed to accelerate in the past year, calling the very survival of some nation states into question. But the trend is uneven, and predictions of wholesale collapse are far-fetched.

James Watt will aim to dissect the uncertainties in a way which will be of practical value to strategists and planners looking five years ahead

- The change of the old order, and wide-ranging possibilities for changes of alignment
- Inability of the U.S. to serve indefinitely as the neighbourhood policeman
- Reassessment of security as the threat of jihadism becomes more widespread
- Impact of economic factors including: employment rates, population growth, oil prices and increasing migration



James Watt CVO, Former British Ambassador to Egypt, Jordan, Lebanon & Partner, **THE AMBASSADOR PARTNERSHIP**

17.20

Drinks Reception & End of Day One

11.00

Morning Refreshments

Day Two

Thursday 24th September, London

11.20

Compliance Issues: Handling Sanctions, Fraud etc.

09.30

Emerging Risks and Trends for Global Supply Chains

- Key global / macro supply chain trends and implications for global supply chains
- Discussion of emerging risks e.g. regime change, industrial action, terrorism, human rights due diligence, natural hazards
- Insight into the future regulatory environment and implications for the finance / insurance sector
- A multi-tier model for supply chain risk assessment and disruption analysis



Dr Kevin Franklin

SVP Supply Chain Analytics

VERISK MAPLECROFT

10.10

Digitisation, Automation & the Impact of Technology in Trade

- Software and technology and its influence on finance, trade and credit management
- How is technology changing the way trade is conducted?

- How are new software and systems changing processes both within and between finance, credit management, reporting and insurance functions?
- Will greater connectivity of systems ultimately blur the lines between these?
- The challenge of building an ecosystem which adds value beyond purely transactional elements
- Can traditional industries keep up with new technology and faster channels?
- Beyond speed of transactions, how far can automation take us?



Jérôme Pezé

CEO

TINUBU SQUARE



Enrico Camerinelli

Senior Analyst

AITE GROUP



Anil Berry

Global Head of Trade Sales

EULER HERMES



Nick King

Head of UK & Ireland

EQUINOX GLOBAL



Andrew Grant

Partner, Global Head of Political Risk and Trade Credit

CLYDE & CO



Chris Hill

Partner, Regulatory, Sanctions and Compliance

CLYDE & CO



Doug Maag

New York Senior Counsel, Regulatory, Sanctions and Compliance

CLYDE & CO

Trade Credit Finance, Risk & Insurance

12.00

Growing Business & Gaining Access to New Markets

- Challenges for companies trading in new markets and territories
- Financing sales growth without ties to accounts receivable
- Developing tools to assist with credit discipline when entering new markets and establishing relationships with new buyers
- Examination of the economic, political and social factors of the company's operating environment & understanding the strength and influence of regulatory bodies involved
- Availability of buyer information for new customers and in unfamiliar markets
- Challenges for specific markets – China/Asia, Middle East, Africa etc.



Marco Nindi

Trade Finance Banker

EBRD TRADE FACILITATION PROGRAMME (TFP)

12.40

Lunch

13.50

Know Your Customer Requirements: Quantifying & Understanding Credit Risk Information

- What information do you need to make an informed decision on credit risk?
- Examination of financial statements
 - capitalisation structure
 - asset quality
 - earnings & funding
- Ownership, governance and management strategy of the company
- Warning signs of credit deterioration
- Availability of buyer information for new customers
- Digitisation and identifiers / names for foreign companies (especially local language names)
- Making trading risk decisions based on credit risk information
- Looking beyond financials



Pedro Febles

Credit Manager - International

INVIVO NSA

14.40

Integration of Technology, Risk Management and Trade Finance Leveraging Credit Insurance to Gain Access to More Effective Working Capital

- How can technology unlock the historical inefficiencies of Receivable finance
- How the various players, components and products combine to serve end clients
- Use of insurance as credit enabler for working capital finance involving bank and non-bank financiers

15.30

Afternoon refreshments

15.50

Developing Solutions to Better Support SMEs

- How should we define an SME?
- Challenges SMEs face in accessing finance and other assistance to grow their business
- Are SMEs well enough placed to take advantage of more sophisticated financing solutions than e.g. standard overdrafts?
- Are they prepared and capable of complying with the greater strength of visibility and control required by their financiers?
- Trends in the use of credit insurance-backed finance
- Looking creatively at the role of ECAs in the market – can commercial lenders and private insurers learn anything from this?
- Initiatives at EU and other levels, geared towards increasing access to finance for SMEs



Paul Croucher

Head of Trade Finance and Insurance Solutions Group

UK EXPORT FINANCE

16.30

Globalisation: How will Trade Credit Evolve in a World of Increasing International & Cross Border Trade?

- Comparing approaches to financing of trade and credit management across the US, Europe, Emerging Markets
- What are different clients looking for?
- Industry sectors – analysis of key trends and inherent risks
- Emerging markets trade – challenges arising from lack of sophistication of banking systems – how does this compare to Europe etc.?
- What are the biggest challenges for trade credit, broadly construed, in the coming years?



Peter de Koning

Director of Strategy & Business Development

ABN AMRO COMMERCIAL FINANCE



Piet Bezemer

Global Head of Trade Sales

ABN AMRO



Anil Berry

Global Head of Trade Sales

EULER HERMES

17.20

Close of Conference

Trade Credit: Finance, Risk & Insurance

23-24 September 2015, Central London

VIP CODE

Please quote the above VIP code when registering

FOUR EASY WAYS TO REGISTER



Telephone:
+44 (0)20 7017 7790
Please remember to quote
FKW52969



Email:
kmregistration@informa.com



Fax:
Complete and send this
registration form to:
+44 (0)20 7017 7824



Web:
www.ibc-events.com/tradecredit



Scan with
smartphone
QR Reader App:

Payment should be made within 14 days of registration.
All registrations must be paid in advance of the event.
Your VIP code is given above.

HOW MUCH?

Register by 24 July 2015	Register by 21 August 2015	Register after 21 August 2015
<input type="checkbox"/> £1499 + VAT @ 20% (£1799.80) SAVE £200	<input type="checkbox"/> £1599 + VAT @ 20% (£1918.80) SAVE £100	<input type="checkbox"/> £1699 + VAT @ 20% (£2038.80)

Corporate finance, treasury & credit managers:
please email paul.heaney@informa.com to apply for a free place.

The VAT rate is subject to change and may differ from the advertised rate. The amount you are charged will be determined when your invoice is raised. Savings include Multiple Booking & Early Booking Discounts. All discounts are subject to approval. Please note the conference fee does not include travel or hotel accommodation costs. 50% Discount for 3rd and subsequent delegates. All discounts can only be claimed at the time of registration and multi-booking discounts cannot be combined with other discounts that may be available (apart from early booking discounts which are available to everyone). We are happy to accept a replacement delegate for the whole event, however delegate passes cannot be split or shared between delegates under any circumstances.

TWO EASY WAYS TO PAY

BY CREDIT CARD To ensure we provide the highest level of security for your credit card details we are unable to accept such payments via email or fax which ensures that these details are never stored on our network. To make payment by credit card on-line, please enter your credit card details in our secure payments website that you will use when making your booking via the event website (the event web address is near the top of the booking form). Alternatively call our customer service team on +44 (0) 20 7017 7790.

By Bank transfer: Full details of bank transfer options will be given with your invoice on registration.

Additional Requirements Please notify Informa at least one month before the conference date if you have any additional requirements e.g. wheelchair access, large print etc.

TERMS AND CONDITIONS Attendance at this conference is subject to IIR & IBC Finance Terms and Conditions at <http://www.iirbcfinance.com/page/termsandconditions>. Your attention is drawn in particular to clauses 6, 8 and 14 of IIR & IBC Finance Delegate Terms and Conditions which have been set out below.

Cancellation Policy: You may cancel your registration in accordance with this Condition 6. You will receive a refund of your fees paid to IIR and IBC Finance (if any); (i) if you cancel your registration 28 days or more before the Conference, subject to an administration charge equivalent to 10% of the total amount of your fees plus VAT; or (ii) if you cancel your registration less than 28 days, but more than 14 days before the Conference, subject to an administration charge equivalent to 50% of the total amount of your fees plus VAT. IIR and IBC Finance regrets that the full amount of your fee remains payable in the event that your cancellation is 14 days or less before the Conference or if you fail to attend the Conference. All cancellations must be sent by email to kmregistration@informa.com marked for the attention of Customer Services and must be received by IIR and IBC Finance. You acknowledge that the refund of your fees in accordance with Condition 6 is your sole remedy in respect of any cancellation of your registration by you and all other liability is expressly excluded. **Changes to the conference:** IIR and IBC Finance may (at its sole discretion) change the format, speakers, participants, content, venue location and programme or any other aspect of the Conference at any time and for any reason, whether or not due to a Force Majeure Event, in each case without liability.

Data protection: The personal information which you provide to us will be held by us on a database. You agree that IIR and IBC Finance may share this information with other companies in the Informa group. Occasionally your details may be made available to selected third parties who wish to communicate with you offers related to your business activities. If you do not wish to receive these offers please contact the database manager. For more information about how IIR and IBC Finance use the information you provide please see our privacy policy at: <http://www.iirbcfinance.com/page/privacypolicy>. If you do not wish your details to be available to companies in the Informa Group, or selected third parties, please contact the Database Manager, Informa UK Ltd, Maple House, 149 Tottenham Court Road, London, W1T 7AD, UK. Tel: +44 (0)20 7017 7077, fax: +44 (0)20 7017 7828 or email FinanceIntegrity@informa.com

Incorrect Mailing: If you are receiving multiple mailings or you would like us to change any details, or remove your name from our database, please contact the Database Manager at the above address quoting the reference number printed on the mailing label.

By completing and submitting this registration form, you confirm that you have read and understood the IIR and IBC Finance Delegate Terms and Conditions and you agree to be bound by them.

WHEN AND WHERE

FKW52969
23-24 September 2015,
Central London

Delegates are responsible for the arrangement and payment of their own travel and accommodation. Once the venue is confirmed, a link with special rates for hotels nearby will be sent to you. Further details can be found on the dates/venue page of the conference website:
www.ibc-events.com/TradeCredit

PERSONAL DETAILS

1st Delegate Mr/Mrs/Ms

Job title Department

Telephone Fax

Email

Yes! I would like to receive information about upcoming events by email. By giving you my email address I am giving Informa companies the permission to contact me by email

2nd Delegate Mr/Mrs/Ms

Job title Department

Telephone Fax

Email

Yes! I would like to receive information about upcoming events by email. By giving you my email address I am giving Informa companies the permission to contact me by email

3rd Delegate Mr/Mrs/Ms

Job title Department

Telephone Fax

Email

Yes! I would like to receive information about upcoming events by email. By giving you my email address I am giving Informa companies the permission to contact me by email

Name of your Line Manager Mr/Mrs/Ms

Job title Department

Telephone Fax

Email

Booking Contact Mr/Mrs/Ms

Job title Department

Telephone Fax

Email

COMPANY DETAILS

Company Name

Postal Address

Telephone

Fax

Nature of Business

Billing Address (if different from above address)

Billing E-mail Address:

Unable to Attend - Event Documentation

Nothing compares to being there - but you need not miss out! To order your online documentation simply tick the box, complete your details above and send the form along with payment.

FKW52969 - Trade Credit Finance, Risk & Insurance - £299 (Plus VAT @20%)

We regret documentation orders can only be processed on receipt of credit card details.