

28-29 January, 2016
Flemings Conference Hotel
Frankfurt, Germany

BCR

SUPPLY CHAIN FINANCE SUMMIT 2016

sharing the vision – understanding the real potential of SCF



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CFOs and Heads of Supply
Chain/Procurement from
corporates**

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“SCF enhances working capital, increase liquidity and mitigate risks”

Don't lose the chance to explore the very latest developments in supply chain finance (SCF). For EMEA alone, the market size is estimated to be as much as €17 Billion with an annual growth rate of between 15-30%.* This in-depth event covers the rapidly growing interest in targeting both domestic and cross border opportunities in the SCF space, as well as the increased demand from mid-caps now looking to supply chain finance to increase profitability and strengthen supply chains.

Brought to you by BCR, specialist publishers in receivables finance, the conference offers the opportunity to network with your peers and explore new developments of genuine interest to the industry.

* Source: BCR SCF Report 2015

Topics covered include:

- Breakfast briefing: All you wanted to know about SCF but were afraid to ask
- Corporate case studies: Driving value from procurement to treasury
- Learning Lab: Linking behavioral economics to supplier relationship management
- Unlocking the power of technology in payments, e-invoicing and SCF
- Releasing trapped liquidity: Alternative finance and marketplace lending

Who should attend?

- Treasurers/CFOs responsible for their financial supply chain
- Procurement and supply chain professionals
- Banks, technology and platform providers

Free for attendees

- Advance copy of the BCR Supply Chain Finance Report 2016
- Receivables Finance Technology Handbook 2016



Register

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Leigh Richards

T: +44 (0)20 8466 6987
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Levels of management who attended previous events



- C-level, Board Members, Owners
- Senior Managers, Head of Departments
- Industry Professionals - Other

07:30 Registration and Breakfast for Briefing and Summit

08:00 **'Back to basics' breakfast briefing: All you wanted to know about SCF but were afraid to ask**

- Your chance to raise questions you would like to have answered before the event starts!
- Main benefits of SCF; basic structures; how operations are affected; definitions
- Understanding what an 'anchor' (buyer) needs to do internally in preparation for an SCF programme
- Supply chain and financial flows
- Financial and accounting implications
- Technology options

Lionel Taylor, MD, Trade Advisory Network, UK

John Bugeja, MD, Trade Advisory Network, UK

09:00 Registration and Coffee

09:20 **Chairman's opening remarks**

09:30 **Putting the growth of receivables and supply chain finance in context**

Supply chain finance (SCF) is an umbrella term covering a suite of tools ranging from financing suppliers through trade and receivables finance and discounts to buyer funding; but what do different regions and experts now define as SCF? In this session, we will review how SCF has evolved, including tackling core developments such as

- How the focus on working capital management and receivables financing has expanded to take on so many different shapes and forms: Invoice based, portfolio based, with / without recourse, domestic/international, confidential / with notification.
- Why regulatory and compliance requirements have to be taken into account
- Understanding why mid-cap businesses are increasingly interested in SCF solutions

Michiel Steeman, Professor Supply Chain Finance, Windesheim University of Applied Sciences, The Netherlands

10:20 **Driving value from the supply chain from procurement to treasury: Corporate case studies**

Modern supply chains stretch across the globe with multinational buyers on one side and a diverse group of suppliers in numerous countries on the other. Corporations are finding that the efficiency gains they achieved through strategies such as outsourcing and low cost country sourcing are being eroded by the tremendous amounts of working capital trapped in their extended supply chains. Increasingly, companies are recognizing the importance of capital flow to improve working capital efficiency and many have begun to look across the financial supply chain for opportunities to unlock trapped cash.

- As many big corporates and banks have now implemented SCF, spent a lot of money and gained more experience, what lessons have been learnt?
- What teething troubles have been experienced and can now benefit companies ready for an expansion in the uptake of SCF?
- Determining how SCF is more than 'global' and has value for the local supplier too
- Securing senior buy-in and commitment across the organisation: Why SCF is not a one-product solution any more than it is a one-department one
- Using SCF for short and long term funding, and along the whole spectrum from supplier finance through to capital expenditure funding and third-party financing
- Metrics, cost assessment, the true P&L impact

Mike Mattacola, Global Director - Commodity Procurement, Materials Best Business Practices & Continuous Improvement, Johnson Controls, UK

Robert Bogaardt, Managing Director Group Treasury, Group Insurance & Working Capital, Randstad Holding, The Netherlands

Jesper Hansen, Process Manager, Procure to Pay, Programme Zero, Arla Foods, Denmark

11:20 Morning coffee break



11:50 Learning Lab: Linking behavioural economics to supplier relationship management

Behavioural economics and the related field, behavioural finance, study the effects of psychological, social, cognitive, and emotional factors on the economic decisions of individuals and institutions and the consequences for market prices, returns, and the resource allocation. Behavioral economics is primarily concerned with the bounds of rationality of economic agents. Behavioral models typically integrate insights from psychology, neuroscience and microeconomic theory; in so doing, these behavioral models cover a range of concepts, methods, and fields.

In this session, unique to BCR's SCF Summit, David Loseby will be exploring the real-life implications of applying behavioral economics to how best to deal with what we have in parallel in procurement and supply chain terms such as fewer, better well managed relationships where mutual gain and trust are good for both parties (and the economy)

As a supply chain finance partner to an organisation you will need to be a trusted partner. This is one of the principal aspects that has underpinned research over recent decades in this field and is equally true in the scenario where an organisation wants to place its cash flow with another party!

The session will try and help explain some of the ways in which academic research can be used and made applicable to real life.

- What lies behind the terms such as "common sense is a very rare commodity"?
- What are five main barriers to be overcome to establish long lasting business relationships with healthy competition?
- What are the key drivers of "customer-supplier stress" in a business relationship?
- More for less and how to do it!
- Change or become Kodak, Nokia, you choose! A combination of innovation and a willingness to do business other ways!

David Loseby, Group Procurement Director, Arriva, UK

12:40 Lunch**13:45 Supplier on boarding: Key steps to success**

The term on boarding refers to the ability to bring new suppliers to the supply chain finance system.

It is often perceived as a daunting task, because you are asking companies to change their existing process and adopt a new one. For large and medium companies, the change may seem normal but for small companies this disruption may be a major roadblock to implementation. In order to successfully implement a supplier on boarding program, all parties, both buyers and suppliers, need to understand and appreciate all the benefits of the supply chain program.

- Striking the right balance between a standard approach to all suppliers vs customization
- Overcoming the barriers for KYC and document /contract requirements
- What responsibility should a buyer, financial institution, and possibly software platform vendor have with respect to on-boarding?
- Outsourcing of on-boarding: pros and cons

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

Lionel Taylor, Managing Director, Trade Advisory Network, UK

14:30 Challenges and opportunities in supply chain finance: Managing risk and reality

- Supply chain risk, finance & global trade – why the three concepts are integrally linked, and any initiative that omits one is tempting failure
- The dynamics of the value chain for different industry segments
- Different types of risk in a supply chain – and how to avoid them
- Tackling the legal and audit challenges as SCF volumes grow - what happens in the event of one major transaction being re-classified to s/t bank debt?
- The future digital agenda
- Why a successful SCF initiative must be viewed as a programme, not simply a product, since it demands a continued focus on training, deployment and tailoring

Patrik Zekkar, Head Supply Chain Advisory, Danske Bank, Denmark

15:15 Afternoon coffee break**15:45 Dynamic discounting and working capital finance innovation**

The international banks dominating the sector are reacting to increased competition. That includes establishing partnerships with some of the new players and combining bank-funded SCF with buyer funded solutions such as dynamic discounting, where payment is made early in return for a lower price. Suppliers are embracing these new tools as well, finding compelling benefit in the ability to control working capital. In this session we will review topics such as:

- Why dynamic discounting – also known as self-funding supply chain finance - is gaining new life as a supply chain financing tool
- How does it work in practice?
- Is there a "merger" of dynamic discounting and reverse factoring? Where the buyer agrees the terms for DD; but the FI actually pay them

16:30 The future is now: How Big Data and data analytics are innovating supply chain finance

Traditional supply chain finance programmes look at a company's profitability, cost of goods, sales figures and growth projections for a particular region. Collecting and interpreting data can take weeks, given the lack of standards in both documentation and pricing methodologies. New programs leveraging Big Data from global business networks are revolutionising business across all industries and now also supply chain finance. Funding decisions based on the trading partners performance history instead of the buyers or the suppliers credit open up the flow of capital into the Supply Chain and reduce costs and risk.

Jef Rohe, Global Account Manager and Expert Finance, GT Nexus Europe GmbH

17:15 Day one wrap-up and chairman's closing remarks**17:30 Close of BCR's SCF Summit Day One****18:00 Network Drinks Reception**

08:30	Registration and coffee
09:00	Chairman's opening remarks
09:15	<p>Unlocking the power of technology in payments, e-invoicing and supply chain finance</p> <p>Part I: Latest developments in trade document digitisation</p> <p>The next wave of e-invoicing will aim at value creation along the supply chain - electronic invoicing is ready to be catapulted to the next level. In this panel we will be exploring the benefits to corporates of the use of e-invoicing and digital documents generally, whilst assessing how 'digitisation' may or may not meet such needs.</p> <ul style="list-style-type: none"> Reviewing the rise in the application of digital documents starting with e-invoicing and progressing through digitisation of third party documents, particularly shipping documents <ul style="list-style-type: none"> efficiency gains and cost saving as key drivers using data captured through the digitisation process to drive financing solutions The BPO – what problem does it solve? To what extent does it meet an existing (unmet) or latent need – and what will it take for the BPO to gain acceptance? Will factoring will be replaced/cannibalized by BPO, SCF and other new payables centric programmes? <p>Moderator: John Bugeja, Managing Director, Trade Advisory Network, UK</p> <p>Panellists: Markus Wohlgeschaffen, Global Head of Trade Products, Unicredit Bank AG, Germany Angela Koll, Specialist Trade & Supply Chain Finance, Commerzbank AG, Germany Jacco de Jong, Senior Advisor and Commercial Director, Tradewiz, The Netherlands Peter Mulroy, Secretary-General, Factors Chain International, The Netherlands</p>

10:15	<p>Part II: Challenges of new and innovative technology solutions for tomorrow's supply chain</p> <p>In this follow-up session on how technology and innovation is revolutionising supply chain finance, we will consider the solutions available today to facilitate digitisation, as well as the solution developments in progress and planned. This panel provides an essential overview of the main features, similarities and differences between various platforms:</p> <ul style="list-style-type: none"> Exploring different business models/philosophies behind different solutions: e-invoicing, procure-to-pay, SCF Asking the question – will corporates change their operating models to adopt the new technologies or will the platform providers have to adapt their solutions to minimise process disruption? Assessing how inter-operability features <p>Stefan Welcker, Managing Director, C2FO, Germany Laura Schröder, Vice President, Global Product Marketing, Basware, Germany Oliver Belin, Vice President Receivables Finance, Prime Revenue, USA Matthew Stammers, European Marketing Director, Taulia, UK</p>
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11:15	Morning coffee
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11:45	<p>Releasing trapped liquidity: Alternative finance and marketplace lending</p> <p>Alternative finance part I:</p> <p>How non-bank players and new strategic partnerships are emerging as an increasingly credible alternative source of funding</p> <p>As a result of Basle III, banks' lending has been restricted and alternative finance options are emerging. But what is the real dynamic at work here? Is bank regulation creating a real hindrance, have they simply become too big - or is it driven by lack of profitability in the established business models?</p> <p>New entrants, including peer-to-peer lenders, dynamic discounters and early payment marketplaces help buyers and suppliers exchange purchase orders, invoices and accelerate cash transfers using cutting-edge technology to make this more efficient. And private investors, financial institutions or even buyers are able to provide funding for these new solutions at the asset class opens up to non-bank lenders. These players are having the most impact in financing small and medium sized enterprises challenging the banking industry by helping those companies increase working capital efficiencies. With the average SME in the UK owed £40,857 in unpaid invoices, with £20,937 of that total overdue you can see why. When applied across the 5.2 million SMEs, the total owed could be as much as £212 billion in the UK alone.</p> <p>Henning Holter, Global Head of Business Development, Tungsten Finance, UK Rob Barnes, Founder, Prime Revenue, USA Neil Ross, Regional Manager EMEA Trade Credit, AIG Europe, UK</p>
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12:45	Lunch
13:30	<p>Alternative finance part II: SCF, receivables finance and alternative capital: Understanding why alternative investors are rapidly moving into this space</p> <p>Stephen Ceurvorst, Managing Partner, Lord Capital LLC, USA</p>



14:15 Concluding roundtable: Where will we end up? Future-proofing supply chain finance

Supply chain finance, perhaps the hottest new area emerging in global supply chain management has become an important tool in the battle to unlock working capital, improving competitiveness and generating billions of dollars in free cash flow for best in class companies and their suppliers. Increasingly, financial institutions are partnering and working with technology platforms to provide working capital solutions to key clients and their suppliers (case studies eg Prime Revenue and Mizuho) whilst at the same time mid-sized companies want to ensure they can make the business case for supply chain finance. This final session reviews:

- Key impact points to be aware of in launching and maintaining SCF
- costs, risks and complications check list
- Ensuring that the benefits of SCF reaches the mid-market
- Overcoming the perceived and actual boundaries between the operations and finance in order to achieve genuinely effective SCF programmes for buyers and suppliers

Anil Walia, Global Head Supply Chain Finance, Royal Bank Of Scotland, Germany

Robert Bogaardt, Managing Director Group Treasury, Group Insurance & Working Capital

Randstad Holding, The Netherlands

Igor Zax, Managing Director, Tenzor, UK

Michael Hyltoft, Supply Chain Finance Advisor, Arla Foods, Denmark

15:15 Chairman's closing remarks

15:30 Close of BCR's Supply Chain Finance Summit



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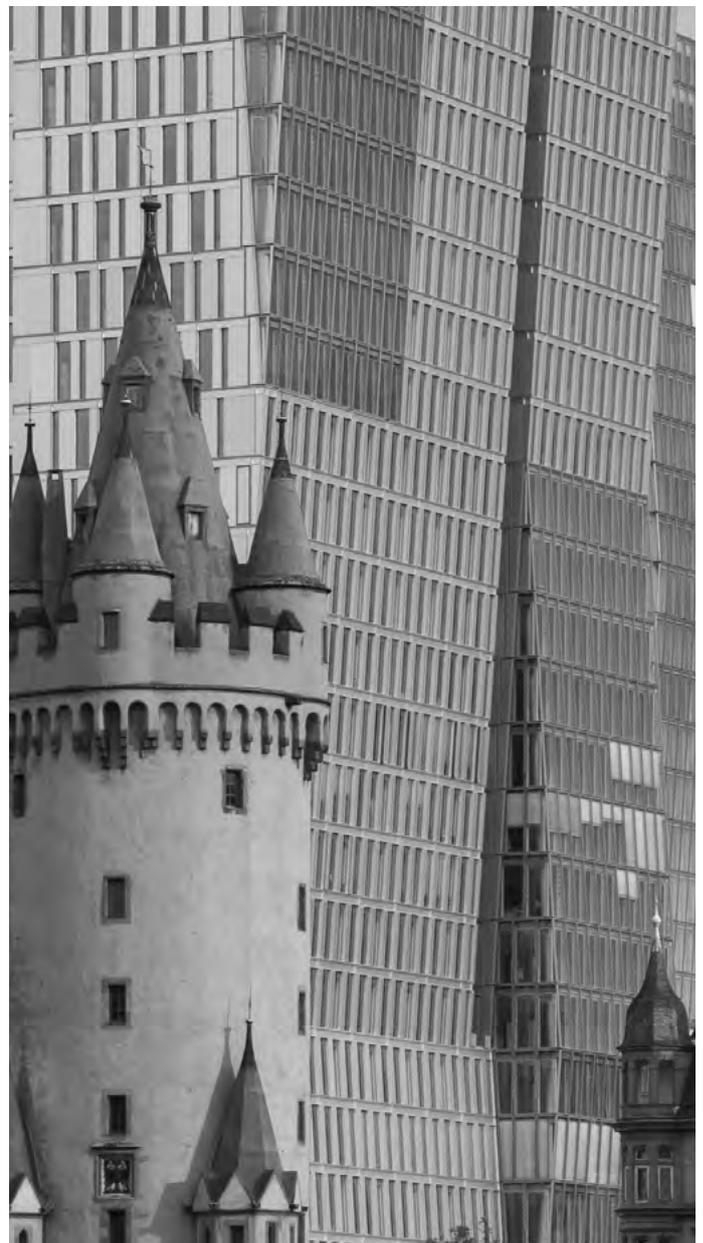


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Anil Walia
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