



6th Annual

Supply Chain Finance Summit

26-27 January 2021

Virtual



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WELCOME

Dear Delegate,

Welcome to our 6th annual *Supply Chain Finance Summit*.

Our 6th annual *Supply Chain Finance Summit* is an important opportunity to learn about the latest trends, ideas and developments transforming working capital and supply chain management. Being a virtual event, it provides a chance to network with an even wider circle of industry leaders on a global basis. This in-depth event tracks the transformation of supply chain finance, showcasing the latest innovations within the industry 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.

This programme is designed to give you ample opportunity to share expertise and ask speakers questions, so do engage in the discussions.

We hope you enjoy your time at the Summit.

Best wishes,

Michael Bickers
Managing Director
BCR Publishing

ATTENDEE MATERIALS

Receive a complimentary copy of:

- *World Supply Chain Finance Report 2021*
- *Receivables Finance Technology 2020*
- Post-event presentation slides

TIMINGS

Tuesday 26th January

09.00-09.15	Introduction and Welcome
09.15-09.45	Session One
09.45-10.05	Session Two
10.05-10.25	Session Three
10.25-10.50	Session Four
10.50-11.20	Networking Break
11.20-11.40	Session Five
11.40-12.00	Q and A
12.00-12.15	Closing - Day One

Wednesday 27th January

09.00-09.15	Welcome - Day Two
09.15-09.35	Session One
09.35-10.05	Session Two
10.05-10.25	Session Three
10.25-10.50	Session Four
10.50-11.15	Networking Break
11.15-11.35	Session Five
11.35-11.55	Session Six
11.55-12.15	Q and A
12.15	End of Summit

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 | Tuesday 26th January

09.00 – 09.05	Opening and welcome
	Michael Bickers , Managing Director, BCR Publishing Ltd.
09.05 – 9.15	Chairman's welcome and opening remarks
	Bertrand de Comminges , Managing Director - Global Head Trade Finance Investments Global Investment - Illiquid Alternative Investments Santander Asset Management S.A., S.G.I.I.C
09.15 – 09.45	SCF in the changing global environment: What is the SCF response to Covid, redirecting trade flows, and de-globalisation?
	2020 will be remembered as a year the world plunged into deep challenges of Covid, trade wars and Brexit. This session examines their impact on trade and SCF. <ul style="list-style-type: none">• Have SCF programmes been affected by US-China trade wars and what are the prospects of launching new ones?• What are the latest impact of Covid?• Does the trade war mean new opportunities for the European market?• Now that Brexit has happened, what does it mean for European SCF providers and their clients?• EU-China Comprehensive Agreement on Investment• What does the Abraham Accords Peace Agreement mean for the development of SCF in the Middle East?
	Robert Koopman , Chief Economist and Director of Economic Research and Statistics Division, World Trade Organization
09.45 – 10.05	Driving for digital adoption
	The move towards digital adoption is opening up new opportunities in receivables finance – long known as a data-rich sector - while eco systems are becoming increasingly complex. This session looks at how digital adoption and data analytics can be used to increase efficiency and add value in SCF arrangements. <ul style="list-style-type: none">• Having the right infrastructure for fast on-boarding• Strengthening the supply chain through co-creation and digital propositions• Using clients' own data to help them make informed decisions• Getting ready for a future mix of complex eco-systems, platforms, and technology partners• How algorithms can provide frictionless buyer approval
	Sibel Sirmagul , CFA, Regional Head Product and Propositions Europe, Global Trade and Receivables Finance, HSBC Bank Plc
	Merisa Lee Gimpel , Head of Trade Solution Development & Innovation, Lloyds Bank Commercial Finance
	Bryan Walker , Head of Bank Relationships, Previse
10.05 – 10.25	Refining the customer journey – a hybrid strategy to maximise ease and value
	This session looks at how technology is increasingly making the customer experience easier and how a hybrid world is emerging, particularly as more and more organisations adopt a cloud-first open architecture approach. <ul style="list-style-type: none">• Utilising robust record engines with cloud-first open architecture• Providing the fintech experience - becoming increasingly open through the use of APIs• Ensuring regulatory, audit and fiscal standards are maintained
	Kevin Day , CEO, HPD LendScape
	Bob Gravestijn , Business Developer, Trade Finance meets Blockchain, ABN AMRO Bank N.V.

AGENDA

10.25 – 10.50 **Digital transformation – what are the latest influences on SCF?**

Digital transformation is entering a new phase where increased connectivity will enable more refined, streamlined structures and provide prospects for more product offerings

- Are we entering a new phase of digital transformation for SCF?
- What are the new trends in connectivity in the use of APIs and extractors?
- Is a single multi-funder platform the answer to increased control and efficiency for corporates?
- Reg tech for easier supplier onboarding – what are the latest innovations?
- Extending the SCF product range to provide a solutions-based approach for corporates

Maurice Benisty, Chief Commercial Officer, **Demica**

Igor Zaks, President, **Tenzor Ltd.**

10.50 – 11.20 **Networking Break**

11.20 – 11.40 **Working in the New Reality: what will this mean for SME suppliers?**

SMEs have been impacted more than larger companies by the Pandemic. What does this mean for Corporate buyers and practitioners of SCF? This session will look at the change in dynamics between buyer, supplier, and financier.

- How has SME demand changed since the start of the Pandemic?
- Have buyer preferences changed?
- What challenges do SCF providers face in financing SMEs in view of their clients' changing priorities?
- Examining the shift in dynamics in large buyer and small supplier relations
- What has been gained from new practices initiated by the Covid experience and are they here to stay?

Speaker TBC, SME Finance Forum, **IFC**

11.40 – 12.00 **Q and A**

12.00 – 12.15 **Closing Remarks – Day One**

12.15 – 13.00 **Optional Networking**

AGENDA

DAY TWO | 27 January 2020

09.00 – 09.15 Chairman's Welcome to Day Two

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

09.15 – 09.35 Pre-shipment finance and equipment leasing – taking a fresh approach

These next two sessions will examine how other forms of finance can be added to the product mix and how big data and data analytics can support that.

- Pre-shipment finance using big data
- Using predictive data to reduce risk to acceptable levels
- Equipment finance – the packaging of ‘asset as a service’
- How this can be extended over lengthy periods

Dr. Eugenio Cavenaghi, Managing Director, Head of Trade, Export & Supply Chain Finance – Germany, Austria, Switzerland,
Banco Santander S.A.

09.35 – 10.05 Corporate Case study: Pre-shipment into payables finance. How to integrate processes

- Examining the need for an integrated solution
- Integrating payables finance and pre-shipment finance – how is it done?
- Suitable geographies and expected roll out

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

Corporate - TBC

10.05 – 10.25 Collaborating to promote and support adaptively agile supply chains

Protecting the integrity of the supply chain is vital for many corporates. This session takes a corporate eye view on supporting the supply chain, not only during the current difficult times but also longer term.

- The ‘bull whip’ effect on suppliers and why banks need to react
- Collaborating with corporates to support critical suppliers
- Taking the long-term view for ensuring corporate survivability
- Responsible, ethical, and sustainable supply chains

David Loseby, Director of Procurement, **Rolls Royce**

10.25 – 10.50 The Boom in SCF fintech in China: Can the rest of the world join in?

China has witnessed remarkable development in supply chain finance and in many respects their level of sophistication surpasses that of the west.

- What technologies experienced the highest growth in 2020: block chain, digitalisation of payables, automatic on-boarding, risk management, AI and machine learning, and why?
- Sophisticated vs simplistic SCF technologies: what does a client want?
- Why is the Government supporting SCF so much in China?
- What are the obstacles and advantages of entering the Chinese SCF market?
- What are the platform options for SCF in China?
- How does supplier onboarding in China differ from the rest of the world? (Example: onboarding through focal companies)

Professor Xiangfeng Chen, Vice Chairman, Department of Management Science & Director, Fudan International Supply Chain Finance Research Centre (ISCFC), School of Management, **Fudan University**

10.50 – 11.15 Networking Break

AGENDA

11.15 – 11.35 **SCF as an asset class: How to transform receivables into financial products?**

As an asset class, receivables are rapidly being recognised as very investable. As a result, secondary markets are growing. What can the sector do to make the expansion of this trend even faster and easier for investors?

- Role of financial technology in attracting investors to SCF?
- How to make SCF non-investment grade participants attractive to a third-party investor?
- How to make SCF investment offerings unified and understandable for all market participants?
- Forecasts for development of receivables and payables linked notes as an asset class in 2021-22?

Salman Khan Galindo, Portfolio Manager, Trade Finance Investments & Illiquid Alternative Investments, Global, **Santander Asset Management**

11.35 – 11.55 **Sustainable Development – the increasing role of ESG in SCF**

Corporates and suppliers are under increasing pressure to provide sustainability standards in contractual relationships. What does this mean for supply chain financiers, and what developments can be expected?

Speaker TBC

11.55 – 12.15 **Round up Panel plus Q and A**

12.15 **Closing Remarks**

REGISTRATION

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Early Bird Rate	Book before 15 th January 2021	£325 (ex. VAT)	<input type="checkbox"/>
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Investors, Corporate Finance Directors, Treasurers, CFOs, Head of Supply Chain and Procurement attend for free*

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