



19th Annual

Receivables Finance International Convention

Winning strategies in an uncertain world

6-7 March 2019 | Marriott Grosvenor Square, London

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AGENDA - Wednesday 6th March 2019

08:00-08:50 **Coffee & Registration - Exhibition Area**

09:00-09:05 **Opening and welcome introduction**

Michael Bickers, MD, BCR Publishing

Kevin Day, CEO, HPD

09:05-09:15 **Chairperson's welcome**

Geoffrey L. Wynne, Partner, Sullivan & Worcester UK LLP

Global Review of the Receivables Finance Market

09:15-09:45 **Keynote Presentation: International trends for the receivables finance environment in 2019/2020**

This talk will glance into how the industry is managing political and conflict risk from local and international perspectives and offer insight into where the receivable finance market is heading.

- Where will the working capital finance opportunities lie for future growth?
- Establishing a pragmatic approach to allow businesses to be ready for international changes

Keynote: Chris Hawes, Head of Transaction Risk Management – Europe, Global Trade and Receivables Finance, **HSBC**

09:45-10:30 **Keynote Panel: The future of global receivables finance**

With increasing competitive pressure in the industry this panel will look to provide an update on strategies, development of new products and pursuing new partnerships with key market stakeholders.

- How is risk management, operational efficiency and compliance being dealt with in such a rapidly evolving market?
- What changes in technology are driving the global market and the competitive landscape?
- Establishing a new ecosystem through collaboration with fintechs. Is this being perceived as a threat or an opportunity?

Moderator: Alex Dell, Partner, **Mayer Brown**

Panelists:

Andy Booth, Head of Products and Propositions, **Barclays Business Bank**

Kevin Day, CEO, **HPD**

Bertrand de Comminges, Head of Structuring, GTRF, **HSBC**

Mencía Bobo, Head of Structured Trade & Receivables, **Banco Santander**

10:30-11:00 **Spotlight on factoring industry trends – FCI's Factoring Review of 2018 global performance**

Be first to hear the preliminary annual regional and global industry figures for 2018 domestic and international factoring. This presentation from FCI provides insights into the health of the global factoring market.

- How has the factoring market developed in the last 12 months and what has driven this
- Where does market share now stand, relative to other forms of finance?
- Evaluating the demand for different products in different markets
- Identifying market segments that are experiencing the greatest level of growth and opportunity

Peter Mulroy, Secretary General, **FCI**

Çagatay Baydar, Chairman, **FCI**

11:00-11:30 **Networking Coffee Break – Exhibition Area**

AGENDA - Wednesday 6th March 2019

11:30-12:00

Update from Brand Sponsor

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

Laurent Tabouelle, Group Managing Director, **Codix**

12:00-12:45

The digitalisation of receivables finance

The drive towards automated cloud accounting presents a great opportunity for factoring and other forms of receivables finance, credit and insurance providers. This panel will discuss the latest technological developments in digitalisation and its impact on working capital requirements.

- How are firms adapting existing models with new technology to increase efficiency?
- What strategies are firms executing to help enhance customer experience?
- How is the technology being implemented to gain a competitive advantage without compromising on risk?
- Incorporating artificial intelligence (AI) with digitisation to create highly effective operational efficiencies

Moderator: Brian Shanahan, Founder, **Informita**

Panelists:

Daniel Huszar, Head of Sales, **Efcom**

Sophia Wikander, Head of Business Innovation, **Nordea**

Federico Travella, CEO, **Novicap**

Jérôme Pezé, CEO Founder, **Tinubu Square**

12:45-13:45

LUNCH

STREAM A - EMERGING MARKETS

13:45-14:30

Opportunities within the African and Asian markets

This session will look to what extent factoring has been supporting SME growth and future development in Africa and Asia.

- Challenges facing SMEs in accessing working capital in these regions
- How are local government initiatives helping to bridge the funding gap facing SMEs?
- Does regulatory framework sufficiently support finance providers?
- Examining initiatives that are helping to create an alternative receivable investment channel to access overseas capital
- Working with development banks to establish factoring programmes

Moderator: Peter Brinsley, Consultant, **Point Forward**

Panelists:

Representative, **Afrexim Bank**

Magellan Fetalino, Founder & CEO, **Acudeen**

Admir Imami, Investment Director, Head of Trade & Supply Chain Finance, **CDC Group**

STREAM B - INVESTOR PERSPECTIVES

Investment appetite for receivables finance

Receivables financing is experiencing an increased profile among institutional investors, who recognise the potential of receivables in providing interesting rates of returns.

- Examining current investment appetite towards receivables finance, invoice finance and factoring providers
- Which invoice trading platforms are producing the highest returns on investment and why?
- Investor perspectives on risk management, due diligence and reasons for investing
- Key predictions on the future of receivables finance investment areas

Moderator: Stephen Findlay, Chief Executive, **BondMason Group Ltd**

Panelists:

Louis Hofmeijer, Co-Owner, **Dutch Finance Lab**

Ivan Fox, Director, **Merrion Capital**

Lex Deak, Founding Partner, **Q Ventures**

Henry Kenner, Chairman & CEO, **TruFin**

AGENDA - Wednesday 6th March 2019

STREAM A - EMERGING MARKETS

14:30-15:15

Defining trends in Latin America and eastern Europe

The regulatory and economic climate has changed to offer more opportunities in SME financing. This panel will discuss where the growth is happening and what opportunities lie.

- How are regulators facilitating the emergence of digital solutions in these regions to help resolve the SME finance gap?
- How are fintech players capitalising on the value that e- invoicing can provide
- How are factors evaluating financial risk and mitigating fraud?
- Insights from local banks in Latam and eastern Europe

Moderator: Peter Brinsley, Consultant, **Point Forward**

Panelists:

Rudolf Putz, Head Trade Facilitation Programme, **EBRD**

Luis Mendoza, Regional Product Head of Global Trade and Receivables Finance, **HSBC**

Diego Caicedo, CEO, **Portal Finance**

Alecsandra Valasuteanu, Head of Factoring, VP, **UniCredit Bank S.A**

STREAM B - INVESTOR PERSPECTIVES

Securitisation in the future

This sector continues to offer attractive alpha yield opportunities in today's short-term fixed income environment. This panel will discuss where securitisation is likely to grow and what opportunities can be identified within this secondary market.

- Reviewing the appetite of institutional investors for the secondary market
- Achieving off balance sheet treatment more cost efficiently
- Reviewing full securitisation through to intermediate capital market structures

Moderator: Simon Featherstone, Senior Industry Advisor, **Catalyst Corporate Finance**

Panelists:

Chris Rigby, Lloyds

Tim Nicolle, CEO, **Primadollar**

15:15-15:45

Networking Coffee Break – Exhibition Area

15:45-16:30

Combating fraud & managing risk - protect your firm!

Fraud risk cannot be eliminated nor ignored. With recent frauds encountered in the industry it is ever more important to ensure businesses remain vigilant and have stringent risk management strategies in place to avoid damaging the reputation of what receivable financing can offer.

- Incorporate the latest technology to mitigate risks
- Managing credit risk, compliance and combating fraud
- How can firms minimise losses?
- Critical resources and fraud: when a fraud occurs are you ready to react?
- Back to basics- what can we learn from fraud cases and do we share enough of the lessons we learn?

Moderator: Perry Burns, Founder & Managing Director, **Working Capital Partners**

Panelists:

Aaron Hughes, Managing Director, **Equiniti Riskfactor**

Jesse Chenard, CEO, **MonetaGo**

Robert Meters, Head of Marketing & Sales, **Prof.Schumann GmbH**

AGENDA - Wednesday 6th March 2019

16:30-17:15

Trends in trade finance

This panel will investigate how trade finance trends in receivables are evolving, observing how government policies are impacting banks' funding and risk mitigation activities. The discussion will give insight from a corporate perspective outlining the challenges and prospects.

- Where are the investment opportunities?
- Can banks find a way to sell trade receivables finance assets to institutional investors who have short-term liquidity?
- How has technology advanced in the use of forfaiting and reverse factoring?
- Opportunities in fintech for trade finance
- Digitising trade finance – exploring the impacts and challenges

Moderator: Geoffrey L. Wynne, Partner, Sullivan & Worcester UK LLP

Panelists:

Sebastian Erich, CEO, Intermarket Bank AG

Rowan Austin, Head of Trade Origination & Advisory, Natwest

Christoph Gugelmann, CEO and Co-Founder, Tradeteq

17:15

Closing Remarks Day 1

17:30

Close of Day 1

18:30

Receivables Finance International Awards – Drinks Reception & Gala Dinner

AGENDA - Thursday 7th March 2019

09:00-09:20 **Coffee & Registration - Exhibition Area**

09:00-09:30 **Chairperson's welcome**

Alecsandra Valasuteanu, Head of Factoring, **VP, UniCredit Bank S.A**

Future of Receivables Finance

09:30-10:15 **The future of fintech in receivables finance**

With a rise in competition and more players entering the European fintech market, providers are searching for even more innovative ways to stand out from the crowd. Global banks are investing in new products and showing a willingness to collaborate with fintechs to achieve a competitive edge.

- Strategic partnerships- What are the strengths and weaknesses?
- What to look for when partnering with a fintech- Optimising the arrangement
- Open banking- a review of PSD2 and the use of API's
- Examples of recent collaborations between fintechs & banks and the reasons for their success

Moderator: Matt Wreford, CEO, **Demica**

Panelists:

Adam Tavener, Chairman, **Alternative Business Funding (ABF)**

Mikkel Velin, Global Head of Lending Solutions, **Banking Circle**

Ireti Samuel-Ogbu, Managing Director, EMEA Payments and Receivables Head, **Citi**

Imran Gulamhuseinwala, Partner & Global Head of Fintech, **EY**

10:15-11:00 **SME finance outlook**

In this age of fintech and financial transformation, it has never been more crucial to offer solutions that capture the SME demand. This panel discusses what the main players are offering and how the SME market is responding.

- What alternative ways are financiers looking to better serve the SME market?
- Exploring the major regulatory developments that support the growth of businesses and to access new funding
- Identifying the new players and assessing how the competitive landscape will grow in the next 12 months.

Moderator: Andrew Whelan, CEO, **Sancus Group**

Panelists:

Stephane Blanchoz, Head of SME Alternative Financing, **BNP Paribas Asset Management**

Ryan Edwards-Pritchard, Managing Director, **Funding Options**

Aksinya Sorokina, SME Banking Officer, **IFC**

11:00-11:30 **Networking Coffee Break - Exhibition Area**

11:30-12:15 **Distributor ledger technology (DLT) and uses with receivables finance**

Hear from key industry experts who will be discussing the latest developments in blockchain and the attention being received from the industry exploring the technology to revolutionise receivables processes.

- What's the next phase in blockchain and who are the main players in this space? Understanding the position of the consortiums
- How far through the SME supply chain can blockchain go?
- How can smart contracts transform your business- reducing costs, increasing speed and security?
- Using block chain and peer-to-peer technologies to combat fraud
- Case studies from industry pioneers who are using blockchain technology

AGENDA - Thursday 7th March 2019

12:15-13:00

Developing customer engagement through customer led technology

There is a greater emphasis on customer engagement and due to increased competition, the power of the client is stronger than ever. This panel will look at adapting marketing strategies to incorporate technologies and streamline processes for closer alignment with customers.

- Developing the customer onboarding experience in a digital age
- Optimising customer development to help drive receivable finance
- Corporate insights- understanding what customers want

Moderator: Richard Oliver, Global Head of Invoice Finance, **Siemens Financial Services**

Panelists:

Alexander Beresford, Chief Marketing Officer, **Finiata**

Charles Fidler, Director Overdraft Product and Interim Director Invoice Finance/ABL Product, **Natwest**

Tjarco Timmermans, **TradelX**

Iain Hunter, CEO, **Wyelands Bank**

13:00-13:30

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

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

13:30-14:30

LUNCH

14:30-15:15

Industry updates to factoring and future predictions in receivables finance

Hear representatives of national factoring associations share insights of how receivables finance is developing in their region; challenges and opportunities; future predictions.

- Updates from each factoring association on the market in their region – what are associations doing to help grow the markets?
- Review of latest regulatory and legal constraints
- How will technology impact the industry on a national and global level?
- Future predictions on the state of the industry
- Lessons learned and key takeaway from the forum's discussions

Moderator: Sean Edwards, Chairman, ITFA, UK and Head of Legal EMEA, **SMBC**

Panelists:

Fausto Galmarini, Chairman, **Assifact**

Eskil Myrmo, Head of Factoring, **DNB**

Alex Hambrook, Strategic Development Director, **HPD**

15:15-15:30

Conference Closing Remarks

15:30

End of RFIX 2019

REGISTRATION

Pricing

Receivables Finance International Convention (RFix)
Early bird rate £1395 ☐

RFix + Receivables Finance Masterclass
Early bird rate £1645 ☐

Early bird expires 25th January 2019

All Prices exclude VAT

Discount Code:

Final Total:

N.B. Prices listed do not include 20% UK VAT

Payment details

☐ Please invoice me

☐ Payment via credit card



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Cardholder's name

Company VAT number

Venue & Accommodation

Marriott Hotel Grosvenor Square

Grosvenor Square, London, W1K 6JP, London, United Kingdom

BCR Publishing has secured a preferential rate at the hotel of £200 (ex. VAT).

Accommodation should be booked with the hotel directly.
Please contact us for the exclusive link and code.

N.B. Registration for the convention does not include accommodation at the venue.

Ways To Register!

Web: www.bcrpub.com
Email: events@bcrpub.com
Telephone: +44 (0)20 8466 6987
Post: 3 Cobden Court, Wimpole Close,
Bromley, Kent, BR2 9JF, United Kingdom

Delegate information

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