

www.bcrpub.com | #RFIX20

20th Annual

Receivables Finance International Convention

Winning strategies in an uncertain world

10-11 March 2020 | Marriott Grosvenor Square, London

Platinum Sponsor



Brand Sponsor



Gold Sponsors



Silver Sponsors



Senior Partner



Institutional Partners



Media Partners





Day One: 10 March 2020

08:00 – 09:00 **Coffee & Registration – Exhibition Area**

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

Michael Bickers, Managing Director, **BCR Publishing**

09:05 – 09:15 **Chairperson's welcome and opening remarks**

09:15 – 09:45 **Keynote presentation**

Geopolitical risk: How can financial institutions be ready to tackle it?

Geopolitical risk is a growing concern for financial institutions due to the wide-ranging impact to their portfolios and business models from increasingly more interconnected and frequent global events. This presentation will explore this type of risk and how to be more prepared for the uncertain future ahead.

- The changing nature of geopolitical risk
- The relationship between geopolitical risk and economics
- The challenges financial institutions face in managing this type of risk and what they can do to be more prepared

09:45 – 10:15 **Keynote presentation**

World trade overview: An analysis of potential outcomes in a febrile geo-political environment

This opening session will explore the likely impact of the US/China trade war and Brexit on global trade. Find out what the consequences of the trade credit risks on buyers and countries could be.

- Trade and foreign policy in the era of Trump and Xi Jinping
- The future of globalisation and trade as protectionist policies prove popular with voters
- Possible trade relations with UK buyers and suppliers after Brexit
- Future trade volumes
- How these trade volumes are likely to play out in the factoring and supply chain finance markets

Doug Lippoldt, Chief Trade Economist, **HSBC Global Research**

10:15 – 11:00 **Networking Coffee Break – Exhibition Area**

11:00 – 11:30 **Industry keynote presentation**

The free flow of working capital has the power to surmount barriers to global trade, even those as seemingly immovable as national borders and international policy. Greensill uses the speed and efficiency of digital technology and a powerful global network to allow companies all over the world – no matter their size, scope, industry or territory – to access capital on terms once preserved for the largest multinationals. Lex will explore how this Democratisation of Capital has been a liberating force for good that opens opportunities for trade and prosperity to all businesses.

Lex Greensill, Founder, **Greensill**

11:30 – 12:15 **Global outlook for the receivables finance market**

With an increasingly uncertain environment, this panel will look to provide an update on strategies, development of new products and pursuing new partnerships with key market stakeholders asking the panellists to delve into their future strategy outlook asking these questions:

- How are they prioritising - volume vs profitability or are they shifting to new models?
- Are they targeting mid market companies? What's market research to support this work?
- Do they see growth in the top line sustaining gross margin or growing profitability as the principle driver in their organisation?
- Will they only build or partner with others?
- What is their organisational philosophy?
- Is their appetite for credit risk exposure the same or marginally different given the market conditions?

Moderator: Simon Featherstone, Senior Advisor, **Blue Compass Management**

12:15 – 12:45 **Global factoring industry trends: Release of FCI 2019 factoring statistics**

This session will deliver the preliminary annual regional and global industry figures for 2019 domestic and international factoring. Providing insights into the health of the global factoring market, this report will enable delegates to:

- Pinpoint areas of regional growth
- Evaluate the uptake and requirements for different financial products
- Understand new trends in product development
- Identify differing trends in emerging and developed markets

Peter Mulroy, Secretary-General, **FCI**

Patrick de Villepin, Chairman, **FCI**, President, **BNP Paribas Factoring Network**

STREAM ONE: The Future of Emerging Technologies

13:45 – 14:15 **Future gazing: Blockchain – myths vs reality**

As the political rhetoric threatening trade wars and swingeing tariffs heats up, what will be the impact of this volatile environment on the development of Blockchain after an era of furious activity? This presentation will give a snapshot of the state of advancement of blockchain technology, and the potential impact on receivables finance, describing the strengths and weaknesses of the solutions that have emerged so far.

- Security of data is better achieved with Blockchain – discuss
- What are the mechanisms for achieving substantial transaction volumes?
- Scalability: the issues and the proposed solutions

14:15 – 15:00 **Panel session: Other technology disruptors – what's coming over the horizon**

This panel session will evaluate available and supporting emerging technology on the road to becoming digital in the receivables world, including but not confined to: AI, Internet of Things (IoT), API and business platforms, identity solutions and cyber security, Big Data and analytics. The session will explore how these technologies will meet or not meet these challenges:

- Making the whole customer journey easier
- Dealing with the threats inherent in aiding the customer journey
- The threat and growing sophistication of cyber crime
- Getting regulators involved early enough to keep pace with developments

Panellist:

Marilyn Blattner-Hoyle, Head of Supply Chain and Trade Finance, **AIG**

STREAM TWO: Investor Perspectives

Receivables as an asset class: How can we increase interest by funders?

One of the more intriguing potential solutions for plugging the finance gap for finance providers is the promotion of receivables as an asset class and the encouragement of more participation in the market by institutional investors. This session will explore how receivables can meet the following demands:

- increasing yields and diversification
- fulfilling unmet funding needs
- reducing risk significantly
- increasing market growth of financiers.

Guy Willans, COO, **PrimaDollar**

Investors' roundtable

This panel session will give first-hand insights from those actively investing in factoring and supply chain finance and will examine new opportunities globally. It will interrogate investment strategies and examine what the questions are that investors need to ask before investing.

- Perspectives on risk management and due diligence
- Do investors have appetite from an equity and a debt perspective?
- Choosing winners or losers – examining recent successes and failures
- Secondary markets: securitisation and receivable purchase schemes update

Panellist:

Sylwester Janik, Senior Partner, **Cogito Capital Partners**

Day One: 10 March 2020

12:45 – 13:45 **Lunch – Exhibition Area**

15:00 – 15:30 Networking Coffee Break – Exhibition Area

15:30 – 16:15 **Panel session: Emerging and developing markets – focus on CEE, Africa, central Asia and South America**

The landscape has evolved rapidly in emerging and developing markets. They often have fertile environments for innovation and their governments do their best to acquire new investments and be perceived as fintech hubs. This session will explore investment opportunities and challenges across the most exciting emerging markets.

- What does fintech market look like in Central and Eastern Europe?
- Traditional factoring and supply chain finance opportunities
- Challenges and opportunities in different countries
- Do developing countries have technology that's fit for the future?
- Risks in money laundering and financial crime

Moderator:

Qamar Saleem, Advisory Manager, Asia & Pacific & Global SCF Lead, **IFC**

16:15 – 17:00 **The Big Debate: The future of the market's liquidity vs the volume of new lenders**

There are many new banks and fintech partnerships across Europe relative to 2008 post crisis so the big question is can this volume of liquidity support return to shareholders? This panel will debate how the market can handle the volume and look at the future for partnerships.

- Market share and numbers
- Can shareholder return be created with this level of liquidity?
- Performance trends and looking ahead

Moderator:

Peter Mulroy, Secretary-General, **FCI**

17:00 **Close of Day One**

18:30 **RFiX Awards and Gala Dinner**

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

09:20 – 09:30 **Chairperson's welcome and opening remarks**

09:30 – 10:00 **Open banking: A big deal for the future of receivables finance**

Imran is responsible for the development of the common technical standards underpinning open banking. He will explore how open banking will affect the world of factoring and supply chain finance, its future development and the financial development of SMEs globally.

- How will open banking lower the barriers to entry?
- How will innovation in the market be supported going forward?
- Impact on receivables market

10:00 – 10:45 **Corporates roundtable: Managing a supply chain finance programme in 2020 and beyond**

Working capital optimisation is a key priority for corporate treasurers and is an important benefit of just about all transaction banking products and services. This session describes how treasurers can evolve their optimisation from analysis to a concrete portfolio of instruments including receivables finance by choosing the right supplier.

- Why do treasurers choose one platform over another?
- Mitigating strategies for buyer credit risk
- Innovative technology solutions

Moderator:

Brian Shanahan, Founder, **Informita**

11:15 – 12:00 **Panel session: The future of the tech titans and e-commerce in the receivables finance space**

This panel will explore the future direction of travel for tech titans such as Facebook, Paypal and Google in the sector and their likely impact.

- Exploring existing partnerships and their features
- How do competitive advantages in onboarding, new business, origination, big data and artificial intelligence improve risk modelling and reach new customers?
- The challenges and opportunities of Libra, Facebook's cryptocurrency and others –standardisation, interoperability, governance and potential integration costs.

Panellist:

Geoffrey Wynne, Partner, **Sullivan & Worcester**

12:00 – 12:30 **Panel session: Regulatory update**

In this fast-moving environment what do regulators think about the pace of market developments and customer expectations? This session explores progress so far and strategies for getting them involved early enough to ensure they understand and develop the regulations needed to support the pace of development.

- Illustrating the impact on risk and on clients
- Assessing long-term implications
- The impact of Basel III on capital requirements
- Can regulation help to grow markets?

12:45 – 13:45 **Lunch in Exhibition Area**

Day Two: 11 March 2020

- 13:45 – 14:15 **Update on the European Commission’s study of supply chain finance as a product group**
This session will report on the planned initiatives as a result of the Commission’s study on SCF. This has been set up with the aim to foster growth in the market with a special focus on enabling cross border transactions in the SME segment.
- 14:15 – 15:00 **Closing panel session: Panel session: 20 years of receivables finance – what has changed since 2000 and where are we going?**
2020 is the 20th RFiX and in those 20 years how far have we really come in the receivables world? This panel session will look at the fads that have come and gone, examining what has really worked, relieving friction and barriers to getting business done successfully. Looking to the future, the panel will also pick out what trends will ride out the current challenges to move the market forward, driving true paradigm shifts.
- What will the impact of regulatory and legal constraints be?
 - How will technology impact the industry?
 - Lessons learned and key takeaway from the forum’s discussion
 - Future predictions on the state of the industry
-
- Moderator:**
Dr Eugenio Cavenaghi, Managing Director, Head of Trade, Export and Supply Chain Finance, Germany, Austria, Switzerland, **Banco Santander**
- Panellists:**
Daniel Coti, Managing Director, Center of Excellence, Banking & Trade, **Marco Polo**
James Binn, Global Head of Trade and Working Capital, **Barclays**
- 15:00 – 15:15 **Chairperson’s closing remarks**
- 15:15 **Close of RFiX 2020**

Registration

Pricing

Receivables Finance International Convention (RFIx)

£1595

RFIx + Receivables Finance Masterclass

£1895

All Prices exclude VAT

Discount Code:

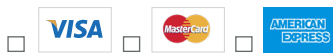
Final Total:

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

Payment details

Please invoice me

Payment via credit card



Card Number

Expiry date

CVV

/ MM/YY

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

Mr Mrs Ms Miss Dr

First name

Last name

Job title

Department

Organisation

Address

Postcode/Zip

Country

Telephone

Email

Terms and Conditions

Bookings can be submitted at any stage prior to the event, subject to availability.

All bookings submitted by web, e-mail, fax, post or over the telephone are subject to these booking conditions.

Upon completion of registration, full payment must be made prior to the event or within 30 days of booking, whichever is sooner. BCR Publishing reserves the right to refuse admission to the event if payment has not been received prior to the event date.

You may make delegate substitutions at any time provided that you advise BCR Publishing of the details

in advance. All changes to bookings must be notified in writing to: events@bcrpub.com.

All cancellations must be received in writing. Those notified over 14 days prior to the event will incur an administration fee of 10% of the full amount. For cancellations received less than 14 days prior to the event, the full rate must be paid, and no refunds will be possible.

BCR Publishing reserves the right to alter the published programme at any time. All speakers are correct at the time of printing and any substitutions or alterations will be updated on the web page as soon as possible.

BCR Publishing shall assume no liability whatsoever if this event is cancelled, rescheduled or postponed due to a fortuitous event, Act of God, unforeseen occurrence or any other event that renders performance of this event impracticable, illegal or impossible. Where possible BCR Publishing but will make every effort to reschedule the event within 12 months for which delegate tickets, sponsorship and exhibition packages for the original event will remain valid. For purposes of this clause, a fortuitous event shall include, but not be limited to: war, fire, terrorism, labour strike, extreme weather or other emergency.

By registering for this event, you are accepting the terms and conditions above.