

Comitato Esecutivo del 4 maggio 2021

**Punto 2 all' ODG
Comunicazioni**

**ALLEGATO 2.4
Convention RFlx**



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21st Annual

Receivables Finance International Convention

Emerging into a new world

18, 19 & 20 May 2021 | Virtual event

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Agenda

Day One: 18 May 2021

ADVANCED GLOBAL GEOPOLITICS, MARKET RISKS AND TRENDS

13:30 – 13:35 **Opening and welcome speech**

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

13:35 – 13:40 **Chairperson's welcome and opening remarks**

Bertrand de Cominges, Managing Director, Global Head Trade Finance Investments, **Santander Asset Management**

13:40 – 14:05 **Keynote presentation: Developments in global trade and the impact on receivables finance**

A lot has happened in the last 14 months, COVID-19; a new US president; Brexit; and more. How are these events shaping the macroeconomic environment for trade and receivables finance?

- Has trade done relatively well in relation to GDP?
- Trade in developing and emerging markets
- What lessons from COVID-19 and the evolving trade markets must become embedded into receivables finance frameworks?
- The role of macroeconomics in trade imbalances
- Predictions in trade frictions – what's coming over the horizon?
- How the role of technology in trade finance is changing

Dr Robert Koopman, Chief Economist and Director of Economic Research and Statistics Division, **World Trade Organization (WTO)**

14:05 – 14:30 **Industry keynote: Assessing the short and long-term impact of the pandemic on the evolution of receivables finance**

This session looks at how COVID-19 has changed many parts of our world and which of those changes are here to stay. The keynote presentation will explore the opportunities and threats arising - where efficiencies have improved, and whether markets will tighten as a result of the Greensill fallout. Find out what the progress in de-risking and providing finance to tighter markets has been since the pandemic hit and what our speaker's predictions are for the future of the receivables finance sector.

Michael Dietz, Global Head of Trade Finance Flow, Corporate Bank, **Deutsche Bank**

Agenda

Day One: 18 May 2021

14:30 – 15:10 **Panel session: Geopolitical focus - examining the effects of uncertainty on global trade and receivables finance**

After a year marked by the tumultuous US elections and the UK's final exit from the EU, 2021 might be the year where geopolitics become boring again. This panel will consider and discuss the likely effects of a myriad of geopolitical forces on global trade and receivables finance markets:

- The evolving US policy towards China
- The increasing inequalities across the world due to the COVID-19 crisis
- The EU-China Comprehensive Agreement on Investment
- UK and European relations post-Brexit and their impact on global trade
- The impact of the Abraham Accords Peace Agreement in the Middle East
- Is near-shoring happening and if so is this good for receivables finance?
- Rising political risk in parts of the world where global public debt may have reached unsustainable levels

Panellists:

David Henig, Director, **UK Trade Policy Project at European Centre for International Political Economy (ECIPE)**

Dr Robert Koopman, Chief Economist and Director of Economic Research and Statistics Division, **World Trade Organization (WTO)**

Danae Kyriakopoulou, Chief Economist and Director of Research, **Official Monetary and Financial Institutions Forum (OMFIF)**

Juliette Lascoux, Head of Bank and Regional Management, Corporate Coverage International, **SEB Merchant Bank**

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

15:10 – 15:15 **Presentation from our Brand Sponsor**

Laurent Tabouelle, COO, **CODIX Group**

15:15 – 15:40 **Networking Break**

15:40 – 16:05 **Global factoring industry trends: FCI 2020 factoring statistics**

The essential analysis of global factoring industry trends from FCI will cover:

- A look back at a tumultuous 2020
- Regional differences in performance - where are the silver linings?
- How different receivables finance products have fared
- Setting the stage for growth in 2021/22
- Key take aways and trends

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

Agenda

Day One: 18 May 2021

16:05 – 16:45 **Panel session: The impact of the changing working capital environment on the receivables finance market**

Direct and indirect financial support for businesses is going to be withdrawn in the short to medium term. Credit insurance shields in UK and Europe which have helped in getting continuous lines of support in the pandemic where national governments shared some of the risk, are also temporary. This panel will discuss:

- The likely options for government support going forward and the possible effect on the receivables finance market
- The impact on the SME sector and expected rapid rise in insolvencies
- How the fallout will affect trade in second half of year or in the near future
- Can we expect a substantial increase in business following the pandemic similar to the surge after the financial crisis of 2008-09?

Moderator:

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

Panellists:

Çağatay Baydar, Board Member and General Manager, **TEB Faktoring**, Member of the Executive Committee, **FCI**

Daniela Bonzanini, Member of the Board of Directors, **Banca IFIS**, Vice Chairman, Executive Committee, **FCI**

Steve Box, Deputy Chair and Head of Origination, **Channel Capital**, Founder and Managing Director, **Kata Executive Consulting Ltd**

Dirk Hagener, Director, Strategy and Corporate Development, **Atradius**

16:45 – 17:00 **Closing Remarks - Day One**

17:00 **Optional Networking**

Agenda

Day Two: 19 May 2021

INNOVATION, LIQUIDITY AND EMERGING MARKETS

13:30 – 13:35 **Opening and welcome speech**

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

13:35 – 13:45 **Chairperson's welcome and opening remarks**

13:45 – 13:55 **Opening presentation: Welcome from our Platinum Sponsor**

Kevin Day, CEO, **HPD Landscape**

13:55 – 14:20 **Asia Pacific: Receivables finance market development insights**

As China relaxes its rules around foreign investment and the receivables finance market grows, and its economy is the first to recover coming out of the pandemic, this session will give you insights into the key drivers of this market:

- What are the key trends in the Asia Pacific region in relation to trade right now?
- The biggest challenges for small to mid-sized corporates across China
- What are CFOs/treasurers thinking about, with regards to risk, digitalisation and sustainable trade finance?
- What are the opportunities for factoring versus supply chain finance?

Lin Hui, Chapter Director of NE Asia, **FCI**

14:20 – 14:40 **Keynote presentation: Making the agile journey – from digital to cultural transformation**

Digitalisation is often seen as similar to a short-term diet while it really should be a continuous process and state of mind. However, as the pandemic has created a shift in mindsets and processes, how do you embed organisational adaptability for good? This session will examine:

- The challenges this creates in the digital transformation era
- How can agility be achieved to ensure the success of any digital initiative?
- How safe is it to change processes when changing systems?
- Best practices and recommendations
- In a constant world of changes, how critical partnerships can give more confidence for “known grounds” stepping forward
- How to consider if all digital transformation projects prove the applicability

Jonathan Croft, CIO, **Société Générale Factoring**

Kevin Day, CEO, **HPD Landscape**

14:40 – 15:05 **Case study: Unlocking the SME market by going beyond traditional credit scoring with AI**

This presentation will look in a practical sense at how AI or machine learning can make receivables finance become more efficient, less risky, making it a more readily available and less costly source of working capital for SMEs than ever before.

Michael Boguslavsky, Head of AI, **Tradeteq**

15:05 – 15:25 **Networking Break**

Day Two: 19 May 2021

15:25 – 16:00 **Panel session: Leveraging digitalisation and new technology to enhance risk reduction, resilience and sustainability globally**

Today the levels of technology in use in receivables finance are cutting edge. Some of this is due to the rise of fintechs which has put pressure on traditional receivables finance providers to find more advanced solutions in order to compete with them. But there has also been a real reduction in risk that the use of APIs has bestowed through the ability to make real-time decisions.

This session's panellists will debate which technologies are most likely to ensure rapid development in terms of tackling risk and making the receivables finance sector resilient in the face of an uncertain economic future. The session will cover Blockchain / DLT, DeFi or decentralised finance, AI or machine learning, fintech platforms, straight through processing and open banking.

Panellists:

Daniel Huzár, Head of Sales, **efcom**

Merisa Lee Gimpel, Head of Trade Innovation and Solution Development, Working Capital, Client Products, **Lloyds Bank**

Robert Meters, Head of Marketing and Sales, Global Business and Financial Services, **SCHUMANN**

Dr Gabriele Sabato, Co-founder and CEO, **Wiserfunding**

16:00 – 16:30 **Panel session: The anticipated future market trends for trade receivables securitisation and secondary markets**

Product innovation in trade receivables securitisation is allowing industry players to better serve their corporate clients and for new products to expand into new markets and grow their networks. This session will explore where the growth in the market is going to come from.

- What is the role of securitisation from a corporate and capital markets perspective?
- How the growth in trade finance in emerging markets is supporting development of the market in trade receivables securitisation
- An overview of the alternative financiers, disruptive technology, regulatory capital and where convergence is happening in the market.
- What are the future prospects for funding factors?
- What has been learned from the Greensill crisis?

Moderator:

Igor Zaks, President, **Tenzor Ltd**

Panellists:

Simon Bessant, Board Director, Global Head of Insurance, **The Texel Group**

Renaud Chalmet, Deputy Head of Corporate Receivables Securitisation, **BNP Paribas**

Tim Davies, Head of Financial Design, **Blackstar Capital Europe**

Agenda

Day Two: 19 May 2021

16:30 – 17:05 **Panel session: How do we make receivables a more viable asset class for investors?**

This panel session will revisit where the industry stands in the eyes of investors, discussing key issues such as has the Greensill crisis formed a permanent shadow over the prospects for the receivables finance investment market?

- Which strategies have worked?
- What obstacles have we seen?
- What are the opportunities for tokenisation?
- How to protect yourself against fraud as an investor
- Has Greensill damaged the market for investors?
- The increasingly important role ESG is playing in investments
- Using digitalisation to support the dynamics of the market

Moderator:

Igor Zaks, President, **Tenzor Ltd**

Panellists:

Ben Grant, Head of Alliances and Partnerships, **Aronova**

Salman Khan Galindo, Portfolio Manager, Illiquid Alternative Investments, **Santander Asset Management**

Jens Noffke, Working Capital Lead, Global Procurement, **F. Hoffmann-La Roche**

Amitji Odedra, Investment Director, **Qbera Capital**

Martin Opfermann, Senior Portfolio Manager, Alternatives, **Allianz Global Investors**

17:05 – 17:40 **Panel session: African opportunities and challenges for the receivables finance sector**

Receivables financing is a key catalyst for business and economic growth in Africa with strong potential for increases in both one and two-way intra-African and global trade. The African market is full of promise and potential. This session will explore this potential but also the barriers to success in this market:

- How deep, transparent, robust and accessible are the financial markets across Africa?
- The level of risk across the continent's countries
- The fragmented nature of players in the African financial markets
- The banking system, returns on African markets and diversification opportunities
- The potential for rapid adoption of new technologies in the African market
- Is post-shipment financing enough?
- The state of the receivables finance market and its potential for growth

Panellist:

Lanre Oloniniyi, Co-Founder, **Orbitt**

Other speakers TBC

17:40 – 17:50 **Closing Remarks – Day Two**

17:50 **Optional Networking**

Agenda

Day Three: 20 May 2021

ESG, REGULATORY, INSURANCE AND FRAUD RISK

13:30 – 13:35 **Opening and welcome speech**

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

13:35 – 13:40 **Chairperson's welcome and opening remarks**

Chair:

Dr Eugenio Cavenaghi, Managing Director, Head of Working Capital Solutions, **Continental Europe Banco Santander**

13:40 – 14:05 **Why should the receivables finance sector be concerned with ESG (and what can it tell you)?**

- Tell tale signs that a company is "white washing" their ESG credentials
- The modern day importance of ESG (and rising)
- Procurement and supply chain are the back bone enablers of ESG
- What a structured ESG programme should be telling you

David Loseby, MCIOB Chartered, FAPM, FCMI, FCIPS Chartered, FRSA, Director for Procurement (Group CPO), **Rolls Royce**

14:05 – 14:45 **Panel session: Regulatory update for the receivables finance sector**

This session explores the breadth of the interaction between digital innovation and regulation, from successful collaborations to significant challenges as well as the changing geopolitical and industry environment. Panellists will discuss the impact of:

- Digital innovation and electronic/digital signatures
- The impact of Brexit post UK leaving the EU
- The distribution of risk in structured financing, whether by risk distribution or funded participations
- Will Greensill mean more regulation?
- Recent regulatory trends and impacts for the receivables finance industry
- Investor opportunities in the risk distribution / participation arena

Panellists:

Sean Edwards, Chairman, **IFTA**, Head of Legal and Special Adviser to the Trade Finance Department, **SMBC Group**

Veronika Koroleva, Partner, **gunnercooke llp**

Lorna Strong, Deputy General Counsel, Global Trade & Receivables Finance, **HSBC**

Diego Tavecchia, Head of Research, Technical Committees and International Affairs Department, **Assifact**

Day Three: 20 May 2021

14:45 – 15:10 **Credit insurance – how has it developed during the pandemic?**

Credit insurance has been an important factor in the growth of the receivables finance market. In the new world created by the pandemic, where economic and geopolitical risks have grown, how have credit insurers become more innovative, more client-facing, and more prepared to create products specifically for the receivables finance market, particularly in emerging markets and cross border securitisations?

Andreas Schlütter, Senior Underwriter Trade Credit/Trade Finance Europe, Multinational and Strategic Accounts General Insurance, **AIG Europe**

15:10 – 15:30 **Fraud – mitigating the risks in challenging times**

The receivables finance industry faces a heightened risk and development of fraud. Due to the opportunistic nature of the post-pandemic environment, abrupt change in working practices, as well as increasing pressure on organisations, their customers, and their supply chains, fraud is on the increase. Although technology has brought things closer, there are still geographic limits to practicing due diligence and field audits. This session will consider all the factors in the essential control of the spread of risk.

Speaker TBC

15:30 – 15:45 **Networking Break**

FOCUS ON SMEs, SCF & FACTORING

Chair:

Lionel Taylor, Managing Director, **Trade Advisory Network**

15:45 – 16:25 **Panel session: The evolution and changing mindset of the SME market globally**

This session will examine the mindset of SMEs and new start up predictions since the onset of the pandemic and look at the innovative ways that have evolved to support the SME sector globally.
Find out more about:

- The opportunities to convert first-time borrowers into legacy borrowers as many SMEs crossed the borrowing rubicon during the pandemic
- Predictions about SMEs growth and borrowing approaches
- How SCF providers are using technology to create SME supplier-led receivables finance programmes
- Innovative ways to support the SME sector without burdensome onboarding processes
- Whether fintech disruptors are grabbing the lion's share of the SME market with lower service costs

Panellists:

Dr Matthew Gamser, CEO, SME Finance Forum, **International Finance Corporation**

Andy Moylan, CEO, **EFCIS**

Federico Travella, CEO, **NoviCap**

Day Three: 20 May 2021

16:25 – 16:45 **An in-depth look at the pandemic's impact on the factoring industry: Opportunities and threats**

Factors look past the numbers to understand a company's story, understand why it is having cashflow issues, evaluate the company's plans to address the problem and determine if they can support the company, whereas more traditional forms of finance might only look primarily at a client's past financial performance. As we look forward, it's going to be more difficult to evaluate business performance in 2020. Does this present a potential growth opportunity for the factoring industry in 2021? This session explores the opportunities for and barriers to the sector's growth.

Mark S. Mandula, CMO, **United Capital Funding Group**

16:45 – 17:10 **Digitalisation and its effects across the supply chain finance markets**

Digital transformation in entering a new phase where increased connectivity will enable more refined, streamlined structures provide prospects for more product offerings. This session will explore if we are entering a new phase of digital transformation for SCF and if so what the impacts will be:

- What are the new trends in connectivity in the use of APIs and extractors?
- Easier supplier onboarding – what are the latest innovations
- Extending the SCF product range to provide a solutions-based approach for corporates

Sunil Mascarenhas, SCF Relationship Manager, **Asian Development Bank (ADB)**

17:10 – 17:15 **Closing Remarks - Day Three**

17:15 **Optional Networking**

Close of RFlx 2021

Registration

Pricing

RFlx Early Bird Rate £545 ☐

(on or before 18 April 2021)

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