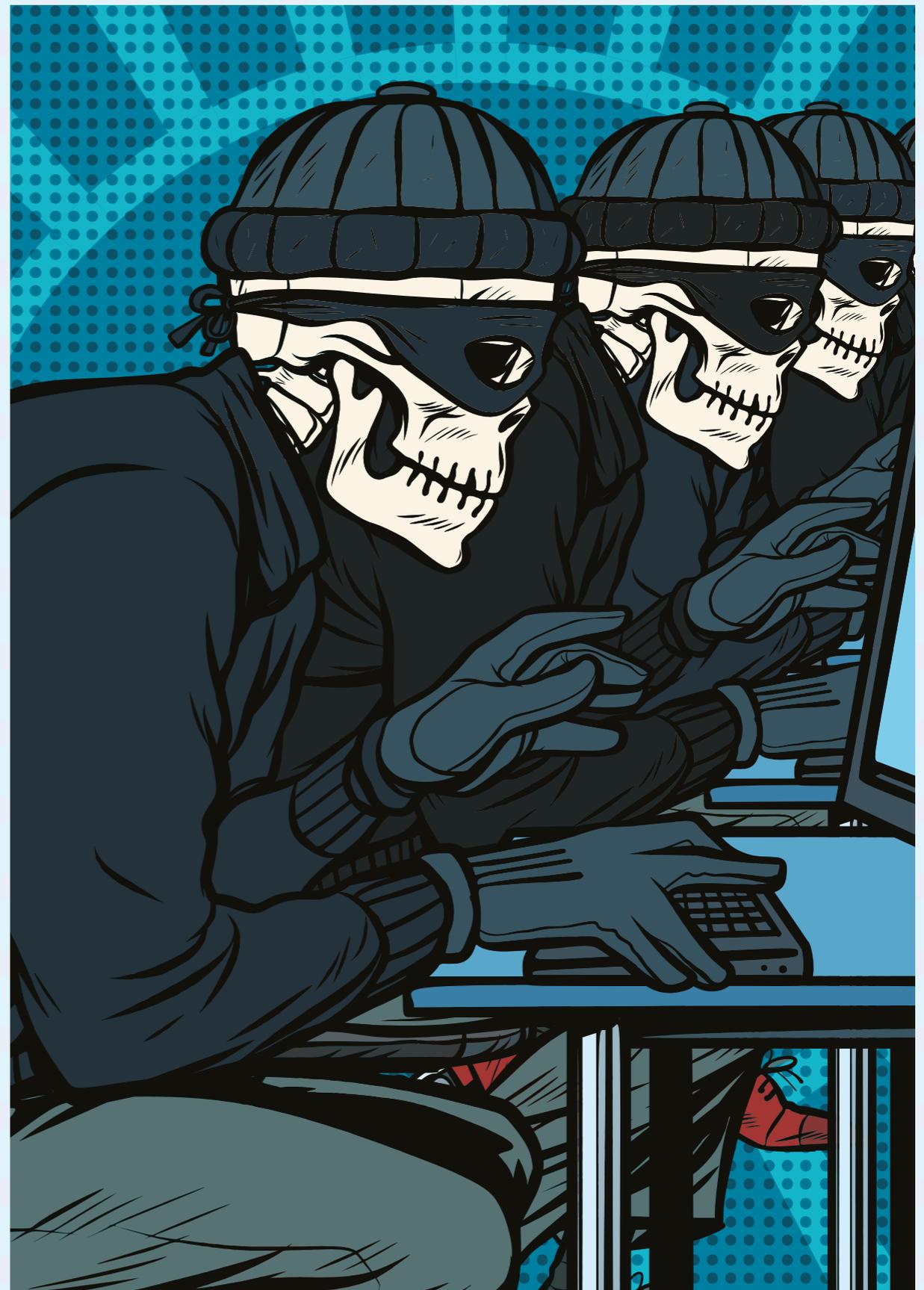




PREVENTION AND  
MANAGEMENT  
VIRTUAL  
MASTERCLASS

THURSDAY 3RD DECEMBER 2020  
09:00-13:30 GMT

BCR



## THE STORY SO FAR ...

### BCR PUBLISHING

The leading knowledge provider for the global receivables finance industry, creating and delivering news, expert articles, in-depth market intelligence data and events covering factoring and invoice discounting, supply chain finance, working capital management and trade receivables securitisation. Our clients and partners include leading commercial banks, factors, invoice discounters, corporates, alternative finance platforms, credit insurers, law firms, brokers and consultants and the main industry trade bodies.

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.

By attending this advanced and comprehensive masterclass you will identify the latest measures on how to detect and prevent fraud, as well as understand how to manage it when it occurs, minimising the effect on your business. You will be able to:

**ASSESS** the risk of fraud associated with factoring and payables finance transactions

**UNDERSTAND** the impact of the pandemic and how to mitigate these risks

**IDENTIFY** signs of fraud, devise and implement strategies to protect your business

**APPLY** different techniques to resolve common issues that may lead to fraud

**IMPLEMENT** best practices to manage fraud



## ... FRAUD: IT'S ON THE RISE

### FORMAT

This Masterclass is designed for people who already have a working knowledge of receivables finance arrangements. It will focus on the nature of fraud; how it is perpetrated; the impact of the pandemic; the rapid evolution in the nature of fraud practice.

### WHO SHOULD ATTEND?

- Receivables finance practitioners
- Risk and compliance professionals needing a greater understanding of the risks and the opportunities
- Finance directors who want to be updated on the defensive measures to manage and reduce risk.

### PRICING

#### Early bird rate

£495

Book before Monday 23 November 2020

#### Standard rate

£595

Places are limited. To book contact Yongmei He either at [yongmei.he@bcrrpub.com](mailto:yongmei.he@bcrrpub.com) or call on +44 (0)208 466 6987.



### COURSE MATERIAL

All masterclass attendees will receive:

- **FREE** copy of *World Factoring Yearbook 2020* (worth £140)
- **FREE** copy of *Receivables Finance Technology 2020*
- **FREE** copy of *World Supply Chain Finance Report 2020*
- Post-event presentation slides.

THURSDAY 3RD DECEMBER 2020

09:00

## Registration

09:15

## Section I: Fraud landscape

With rogue employees, and a pandemic that has provided huge money-making opportunities for scammers, the receivables finance sector has never been more susceptible to fraud, seriously damaging the credibility and reputation of banks.

This session will analyse these components of fraud, how they arise, the incentives and circumstances and the particular influence of COVID pressures.

### This section will address:

- Pressure, opportunity and rationale
- Circumstantial fraud – pre-invoicing, optimistic invoicing and short-term bridges
- Examples of intentional fraud and organised crime
- The ‘COVID factor’ and fraud opportunism
- Digital trade finance – risks and rewards

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**Robert Parson**, Partner, **Clyde & Co LLP**



10:15

## Section II: Detection and prevention

Detecting fraudulent invoices and factoring fraudsters in preventing large losses, and giving more security to factoring companies has never been more important.

Identifying potential red flags and reducing risk with effective management is critically important. This part of the masterclass will demonstrate how to reduce exposure to fraud through prevention and protection.

### This section will look at:

- Initial checks and common warning signs of suspicious transactions
- On-boarding detection to mitigate potential losses
- Protecting your business through a range of defensive measures
- Introducing multi-level approval processes
- Creating and following procedures to monitor invoices against fraud

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**Alecsandra Valasuteanu**, Head of Factoring, **UniCredit Bank Romania**



THURSDAY 3RD DECEMBER 2020

11:15

### Break

11:30

### Section III: Management and risk reduction

With fraud on the rise it is critical that practitioners understand the latest methodologies tackling it, to manage and minimise the risk to their business when it does occur.

This segment of the masterclass will analyse these components, identify the benefits and disadvantages of each and examine the different ways that they can be combined to reduce the impact on receivables finance.

#### This section will explore:

- How to implement best practices to manage fraud
- The steps to take to limit the effect when fraud is identified
- Training, processes and systems support
- Increased security measures to protect client data
- Internal risk management measures

**John Beaney**, Director, Product and Propositions, Global Trade and Receivables Finance, **HSBC**



12:30

### Technology and how it can be used to prevent and detect fraud

This session will look at how technology can be used in the fight against fraud. It will explore the latest techniques, how are they employed and what difference they can make.

**Walter Gontarek**, Chairman and Group Chief Executive Officer, **Channel**

**Ian Howard**, Co-Founder and Head of Business Development, **Neotas**

**Xavier Lang**, Pre-Sales Consultant, **HPD LendScape**

13:00

### Case study

This final part of the masterclass will apply the knowledge gained in the previous sections to a practical example of fraudulent activity. Delegates will get the opportunity to discuss how the principles described above are applied in practice based on real life scenarios that highlights the day-to-day issues that may arise.

The case study will illustrate how different techniques may be used to address common fraud features, as well as examining how to select the best one under the circumstances. Delegates will be encouraged to contribute their own experiences to this process.

**Hugh Craen**, Director, **Business & Financial Solutions**

13:30

### End of masterclass

*\*Agenda subject to change*

MEET OUR

# SUPERHEROES



**John Beaney, Director,  
Product and Propositions,  
Global Trade and Receivables  
Finance, HSBC**

John is responsible for key aspects of HSBC's Receivables Finance business globally, including policy, insurance, capital models and training. He has over 30 years' experience within receivables finance and has worked across HSBC's global business. John is located in the UK. HSBC provides its clients all forms of receivables finance from 35 countries and territories.



**Hugh Craen, Director,  
Business & Financial Solutions**

Hugh is currently a business consultant and carries out due diligence work for factoring companies as well as placing business with receivable finance companies. In addition, he acts as an advisor to companies in a number of different sectors. He has 30 years' experience in the Receivables Finance sector having founded two factoring companies and been responsible for operations which included underwriting and recoveries.



**Robert Parson, Partner,  
Clyde & Co**

Robert heads up law firm Clyde & Co trade and commodity finance practice. He has a strong reputation as a trade finance specialist advising across the international trade and commodity, energy and natural resource sectors. Robert focuses on structuring deals and complex cross-border financing arrangements, including structured trade products, receivables and supply chain financings as well as the distribution of trade finance assets.



**Alecsandra Valasuteanu,  
Head of Factoring,  
UniCredit Bank Romania**

Alecsandra is currently at UniCredit Bank Romania, a member of UniCredit, a leading European bank, and one of the leading providers of factoring, forfeiting and supply chain financing solutions in Romania, holding a market share of 20%. With more than 15 years of experience in the financial sector, Alecsandra started in UniCredit Leasing Romania as Senior Relationship Manager, part of the Equipment and Project Financing Division.

CONT.



**Walter Gontarek, Chairman and Group Chief Executive Officer, Channel**

Walt previously founded and served as global head of credit products at the Royal Bank of Canada and has worked in the City and on Wall Street in various senior capital markets roles. He also served as president of a retail banking platform in the US. Walter holds a doctorate in finance from Cranfield University and an MBA (Finance) from NYU Stern, and has published in leading academic journals on risk governance issues. Walt is a visiting fellow of Cranfield University where he lectures on risk governance and regulation, as well FinTech developments. He serves on financial services companies boards and was named a financial market expert by PRIME finance at its inaugural meeting at the Peace Palace, The Hague in 2012.



**Ian Howard, Co-Founder and Head of Business Development, Neotas**

Ian is a co-founder and Head of Business Development at Neotas, a leading fintech start up. Neotas is an enhanced due diligence platform helping companies to fight fraud and reduce risk by understanding who they are really dealing with. Ian has worked in Financial services for over 30 years, mainly in Debt Capital Markets, where his last role was Head of Credit Trading for CIBC, before moving on and subsequently creating Neotas. He has extensive knowledge and understanding of all things credit related with a particular emphasis of focusing on non-financial risks.



**Xavier Lang, Pre-Sales Consultant, HPD LendScape**

Xavier has been involved in the Factoring business for more than 20 years. He started his career with Eurofactor in France and had several client facing and general management positions in France, Germany, Russia and Luxembourg. He was also involved in many IT projects including implementing I-Factor and Aquarius at Eurofactor and Société Générale Factoring. He joined HPD Software in 2018 to provide a pre-sales consulting service. He is also involved in consulting for new and existing customers, helping them with the implementation and installation of HPD's solutions. Finally, his wealth of knowledge of the factoring business, of IT projects and his language skills provide added value to develop innovative functionalities for HPD's customers.

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# REGISTER NOW TO FIGHT FRAUD!

## Pricing

**Early bird rate**

**£495**

**Standard rate**

**£595**

Early bird expires on Monday 23 November 2020

All prices exclude VAT

Final total:

## Payment details

Please invoice me

Payment via credit card



Card number

Expiry date MM/YY

CW

/

Cardholder's name

Company VAT number

## Ways to register

Website: [www.bcrpub.com](http://www.bcrpub.com)

Email: [yongmei.he@bcrpub.com](mailto:yongmei.he@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

Organisation

Address

Postcode/Zip

Country

Telephone

Email

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

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You may make 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: [yongmei.he@bcrpub.com](mailto:yongmei.he@bcrpub.com).

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

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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 masterclass you are accepting the terms and conditions above.