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RFIX²⁴ *Adapt and Thrive*

BCR

Receivables Finance International Convention (RFIX) 2024

22 – 23 May 2024 | Clifford Chance, London

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Agenda

Day One: Wednesday 22 May 2024

08:00 – 08:55 **Refreshments and registration**

08:55 – 09:00 **Welcome**

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

Simon Connor, Senior Associate, **Clifford Chance**

09:00 – 09:05 **Sponsor's presentation with Comarch**

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

Chair:

John Oliver, Advisor to the ABL, Receivable and Fintech Industry, Former Head of Client Management, Open Account Products, **Barclays**, Chair, IF/ABL Product and Service Board, **UK Finance**

09:15 – 10:00 **Keynote presentation: The powerful forces reshaping global trade and their impact on trade, receivables and payables finance**

Global value chains are not as resilient as we assumed given rising geopolitical tensions and the shocks that are emerging from this continuing situation. But are the solutions worse than the problems themselves in terms of the impact on global trade, receivables and payables finance? This keynote will explore the future of world trade, its financing and the impact.

- The future of trade tariffs and intermediation trends
- What are the trends in the re-organisation of value chains?
- How will the new approaches to globalisation impact trade and trade finance?
- The economic costs of near-shoring and friend-shoring, and their long-term effects
- Diversification of the supplier base and a just-in-case approach: The impact on the receivables finance market

James Pomeroy, Global Economist, **HSBC**



Agenda

10:00 – 10:45 **Panel session: Receivables and payables finance – what are the major trends driving demand, appetite and capacity?**

Given the longevity and resilience of receivables finance and a rapidly developing geopolitical, regulatory and business environment, it is no surprise to see ongoing innovation in structural technology and disintermediation, the entry of new players in the market, accounting implications, consolidation and broadened use of the product by companies in varying states of the business and credit cycle. This leaders' panel will examine the trends in receivables finance and make their predictions for the future of the market:

- Digitisation – is it the solution to the trade finance gap?
- Fluctuations in demand for supply chain finance and what's driving them
- Will the convergence of securitisation structures and more traditional receivables finance technology continue?
- The entry of private equity, credit funds and insurance companies as investors and what this means for the future of the market
- EU legislation – what should we be saying to regulators and legislators about the reduction in payment terms. Should we be focused on getting people to pay in time?

Moderator:

Richard Hawkins, CEO, **Atlantic Risk Management Services**

Panellists:

James Binns, Managing Director, Global Head of Trade & Working Capital, **Barclays**

Javier Moreno García, Executive Director, Global Trade & Working Capital Solutions, **Santander Corporate and Investment Banking**

Richard Wulff, Executive Director, **International Credit Insurance & Surety Association (ICISA)**

10:45 – 11:15 **Networking coffee break**

11:15 – 12:00 **Panel session: Global opportunities and democratising receivables finance for mid-cap companies and SMEs**

This panel will feature new players in receivables finance globally and will focus on SE Asia, India and LATAM, identifying the opportunities and challenges for expanding business into these regions.

- Regulatory support in driving SME and e-commerce growth globally
- Underwriting SMEs in emerging markets: Leveraging alternative data
- Democratising SME access globally: Innovations in SME financing and services
- Tailoring solutions to SME dynamics: Challenges and opportunities
- The role of technology in cross-border SME transactions

Moderator:

John Beaney, Global Head, Receivables Finance Product Management, **HSBC**

Panellists:

Bertrand De Comminges, Managing Director, Global Head Trade Finance Investments, **Santander Alternative Investments, SGIIC, SAU**

Sandra Nolasco, CEO and Founder, **Twinco Capital**

Eric Balmer, Global Head of Funding Solutions, **GSCF**

Igor Zaks, CFA, Co-Founder and Chief Risk Officer, **40Seas**



Agenda

12:00 – 12:30 **Global factoring industry trends**

- A look back at 2023 trends and performance
- Regional opportunities for growth in Open Account trade finance
- How different receivables finance products have fared
- Innovation in product development
- Key trends for 2024/25 and an assessment of the future

Neal Harm, Secretary-General, **FCI**

12:30 – 13:00 **Brand sponsor presentation: Digitisation in factoring**

- Pain points
- Market trends driving digitisation
- Available technologies
- Advantages and benefits of digitisation
- Automation opportunities
- Better customer experience
- Cost savings and revenue growth

Laurent Tabouelle, Managing Director, **CODIX Group**

13:00 – 14:00 **Networking lunch**

Lunch sponsor **Beltone** Leasing & Factoring

14:00 – 15:00 **Keynote fireside chat: Developments in the law concerning assignment and trust as it relates to receivables finance**

As one of the most influential commercial lawyer scholars of the last 50 years, a giant in the world of commercial law, and author of many widely used textbooks in the field of commercial law, including *Commercial Law*, *Principles of Corporate Insolvency Law* and *Legal Problems of Credit and Security*, Professor Roy Goode is the leading authority on assignment. This fireside chat will focus on the key issues surrounding assignment with regards to multi-jurisdictional laws and will interrogate the questions arising around English law and the conflict with private international law.

Professor Sir Roy Goode CBE KC FBA, Emeritus Professor of Law, **University of Oxford**, Emeritus Fellow, **St John's College, Oxford**

Simeon Radcliff, Partner, **Clifford Chance**

Simon Connor, Senior Associate, **Clifford Chance**



Agenda

15:00 – 15:30 **What will be the impact of EU Late Payments Directive?**

15:30 – 16:00 **Networking coffee break**

16:00 – 16:45 **Panel session: The new market practices based on new laws and technologies – what’s now achievable digitally**

This session will provide practical insights into how regulatory and legal directives and initiatives, such as the UK’s ETDA and the adoption of MLETR, are helping to accelerate the process of digitisation across the receivables finance industry, but also what the consequences will be for invoice financing and SCF.

- Legislation and progress in the UK, France, UAE, Singapore, Bahrain and Germany
- Visiting ETDA nine months on from when it came into effect, how much progress has been made in the UK, Europe and internationally?
- Will there be an EU solution?
- State by state rollout in the USA and the challenges this presents
- Do we need to reconsider the impact of the ETDA on performance risk within factoring and BNPL?
- What are some important technological requirements for handling electronic documents?
- How could the electronic invoice implementation impact in Europe? Experiences from LATAM

Moderator:

André Casterman, Managing Director, **Casterman Advisory**; Chair, Fintech Working Group, **ITFA**

Panellists:

Federico Avellán Borgmeyer, Chief Partner Officer, **efcom**

Professor Sarah Green, Commissioner for Commercial and Common Law, **Law Commission**

Philippe Henry, Leader of MELTR project, **Paris Europlace**

Natalie Lederman, Partner, **Sullivan & Worcester**

16:45 – 17:30 **Case studies: Meeting the challenges of cross border transactions with digital negotiable instruments**

In an increasingly digital world, not only can digital negotiable instruments reduce costs and improve customer satisfaction, but they can also contribute to a more innovative, sustainable and inclusive financial system. However cross-border transactions remain very challenging and this session will examine real world transactions and how these issues have been addressed.

Kalyan Basu, CEO, **Vayana TradeXchange**

Jon Boran, Director, **Trade Innovation & Solution Development**, **Lloyds Banking Group**

Anthony Wadsworth-Hill, Co-Founder, Deputy CEO and COO, **Mercore Group**

17:30 – 17:45 **Chairperson’s closing remarks and close of day one**

18:30 - 19:30 **Networking drinks reception (at Hilton London Canary Wharf)**

19:30 – 23:30 **RFlx 2024 awards and gala dinner**



Agenda

Day Two: Thursday 23 May 2024

08:15 – 09:15 **Coffee and registration**

09:15 – 09:30 **Chairperson's welcome and opening remarks**

Federico Travella, Founder and Executive Chairman, **Novicap**

09:30 – 10:00 **Kyriba presentation**

10:00 – 10:45 **Panel session: How technology can help facing the ESG challenges in receivable finance and SCF**

In recent years, ESG has been a hot topic and it is widely accepted that we all need to adapt and change in order to reach a more sustainable future. But there is a creeping sense of uncertainty regarding how to implement these changes and this panel will deliver thought leadership on aligning the advances in technology on carbon removal with the regulatory changes coming towards us.

- How ESG is becoming a priority especially on the payments side
- How digital assets regulation applies to ESG
- Regulatory updates from the UK, US and Europe and RoW
- Future gazing – going beyond the E in ESG
- Scope 3 and its implications for receivables and payables finance

Moderator:

Jonathan Croft, Managing Director and CIO, **Société Générale Factoring**

Panellists:

Will Foulkes, Co-Founder and CEO, **Stabiliti**

Marie-Gabrielle de Drouas, Director, Head of ESG for Global Transaction Banking, **Société Générale**

David Karney, Head of Digital Assets & Member of Worldline Scientific Community, **Worldline**

10:45 – 11:15 **Networking coffee break**

11:15 – 11:45 **When should the warning lights flash? Decoding factoring deals with smart questions**

Nowadays, establishing modern factoring systems extends beyond software production and IT infrastructure leasing. It's a refined process seamlessly transitioning from one stage to another. This presentation will delve into the critical aspects of contemporary IT support in receivables financing and illustrate how modern IT companies offer factors more than just technical assistance, ensuring dynamic growth throughout the entire collaboration.

- Well-designed interface and user-friendly experience for optimal efficiency
- The benefits of cloud-based solutions in adapting to evolving business needs
- Smooth and efficient process from decision-making to deployment
- Flexible adaptation to new functionalities and updates
- Clear development plans and updates for seamless operations
- Strengthening staff and clients through education and workshops

Karol Leszczyński, Factoring Product Development Manager, **Comarch Factoring SA**



Agenda

11:45 – 12:30 **Panel session: Selling trade receivables to non-banks and institutional investors**

This session will highlight the key touchpoints in the journey towards this goal, from how bringing new liquidity to the market can increase capacity for trade originators, the role technology can play in enhancing deal workflow to achieve scale, key developments in the legal space when it comes to trade financing and digital assets, as well as the need to provide a sustainable roadmap to align with the requirements of institutional investors once you are able to reach them.

- How you document? How you do definitions?
- How AI is revolutionising repackaging assets to sell
- Securitisation – getting the paper rated so investors buy it on the distribution side
- Market risk, capital risk – how a capital market participant looks at risk

Moderator:

Wayne Mills, Founder and Managing Director, **Atom Advisory**

Panellists:

Suresh Hegde, Head of Structured Private Debt, **Goldman Sachs Asset Management**

NLN Swaroop, Global Product Head for Sustainable Trade Finance, Innovation, Financial Institutions and Asset Distribution, **HSBC**; Co-Chair, Trade Finance Investment Ecosystem Working Group, **ITFA**

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

12:30 – 13:15 **Panel session: Future leaders – thinking differently about innovation, growth and development**

This session will feature stars of the future who will share their thoughts on innovation, growth and development in receivables and payables finance across the key trends affecting the sector, shaking up current ways of thinking and setting the scene for the future. How do they feel about being part of a growing industry sector and what does the future look for them? How are they leaning into opportunities to increase their brand and drive our industry for the benefit of all?

- Technology
- Markets
- People – a focus on DEI, training and the future of work post-pandemic
- How can we support future leaders as an industry – what initiatives do we need?

Moderator:

Steve Box, Founder and Managing Director, **Kata Executive Consulting**

Panellists:

Clara del Val Cancela, Specialty Credit Commercial Underwriter, **Allianz Trade**

Yemi Paul, Senior Manager, Global Product Governance, Global Trade & Receivables Finance, **HSBC**

Kasia Rytelewska, Programme Committee Member, **WOA.digital**

Vikrant Yadav, Head, International Business Europe, **CredAble**

13:15 – 14:15 **Networking lunch**

Lunch sponsor **Beltone** Leasing & Factoring



Agenda

14:15 – 15:00 **Panel session: Navigating dynamic environments for asset-based lending and receivables finance through credit risk management**

This session will examine the solutions that can be deployed to manage credit risk in asset-based lending and receivables finance, as ever-changing geopolitical, economic, legal and regulatory conditions impact businesses and present major challenges to lenders.

- Technology solutions which support lending in changing environments
- Consideration of other types of security
- The use of credit insurance supported by the right monitoring tools as a risk mitigant
- Building investor confidence through compliance monitoring
- Pragmatic approaches to inventory financing as insolvencies rise

Moderator:

Mark Mandula, Senior Vice-President, **United Capital Funding**, Senior Learning Officer, **BCR Learning**

Panellists:

Elliot Avison, CEO, **Dancerace**

Chris Hawes, Managing Director, Debt and Capital Advisory, **PwC**

Paul Bower, Director Technology Sales, **FGI Worldwide**

Carolyn Goddard, Head of Product, **Landscape**

15:00 – 15:45 **Panel session: Combatting fraud and managing risk as innovative products move mainstream**

This session will examine the challenges of risk mitigation strategies for digital transactions and the need to combat fraud as innovative products such as Open Account, BNPL, Embedded Finance and the next generation of securitisation solutions become more widely adopted. What are our panel's predictions for the future of this crucial agenda and how are KYC, risk retention, due diligence, transparency and disclosure challenges being met?

- An analysis of recent fraud cases and learnings from these incidents
- Overview of the current state of digital solutions such as digital IDs
- Progress on central registries and their impact on preventing fraud
- Is frictionless data transparency achievable for all?
- Meeting the challenge of rating SMEs very quickly
- Predictions on whether deep-tier financing be delivered

Panellist:

John Omoti, Vice President – Supply Chain Finance, **Bank of China Limited, London Branch**

15:45 – 16:00 **Chairperson's closing remarks and end of RFix 2024**

Registration

Pricing

RFlx2024 – Early Bird £1535, expiring 19 April 2024

RFlx 2024 – Standard £1755

Ticket includes access to Awards dinner

Above price excluding UK VAT at 20%

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