

# SCFS<sup>25</sup>

## 11th Annual Supply Chain Finance Summit

29-30 January 2025 | Cecabank, Madrid

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# Agenda

## Day One – 29 January 2025

08:30 – 09:00 **Registration and breakfast**

09:00 – 09:05 **Opening and welcome**

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

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

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

09:15 – 10:00 **Executive address: The changing landscape of international trade: what consequences for trade and supply chain finance**

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**Marc Auboin**, Counsellor, Economic Research and Statistics Division, **World Trade Organization**

10:00 – 10:30 **Keynote address: Reflections on turbulence and transformation**

Understanding the current environment for SCF and the combined impact of innovation, interest rates, new laws and global geopolitical changes are having.

- IFRS SCF data disclosure rules
- EU late payment directive
- Trump – what can we expect geopolitically and the impact on SCF?
- Interest rates, inflation, deglobalisation

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**Ilyas Khan**, Global Head, Supplier Engagement, SCF, Trade and Treasury Solutions, **Citi**

10:30 – 11:30 **Panel: Examining the market for supply chain finance – a broad overview**

This panel examines how markets are evolving under the multitude of dynamic environmental forces such as geopolitical influences, interest rates, deglobalisation etc, and what can be expected in terms of market dynamics as we progress through the decade.

- Current growth momentum is good but how long can it last?
- How is the geopolitical landscape impacting global supply chains, and how do they influence the need and delivery of supply chain finance?
- What impact has interest rate changes had and what can be expected as rates decline?
- What is the efficacy of deep tier financing and what are the challenges such as increased complexity and risk management that remain to achieve this?
- To what extent is the market reaching maturity; what are the challenges and opportunities in for the mid-cap sector?

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**Moderator:**

**Marcel Burtscher**, Executive Board Member, **Raiffeisen Factor Bank**

**Panellists:**

**Sergio Rodriguez**, Regional Head Product and Proposition Europe, **HSBC**

**Enrique Rico**, Global Head of Trade & Working Capital Solutions, **Santander CIB**

**Cruz González Agrelo**, Global Head of Supply Chain and Receivables, **Willis Towers Watson**

**Admir Imami**, CEO, **Zvilo**

11:30 – 12:00 **Networking break**

12:00 – 12:05 **Presentation: Are you expecting enough from your operations support software?**

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



# Agenda

## 12:05 – 12:50 **Panel: Examining the efficacy of the laws on electronic trade records and SCF: is too much expected?**

Some commentators are expecting the new laws introduced on electronic trade documents to have a huge impact on supply chain finance. But is that being oversold and what are the true opportunities, benefits, and overall outlook. This panel examines the potential of ETDs in supply chain finance.

- Is there a real need to replace the IPU with an electronic bill of exchange?
- To a large extent SCF is already digitized – true or false?
- Digital IPU's can already be exchanged by banks – do we need more?
- What are the use cases for ETDs within SCF?

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### **Moderator:**

**Robert Parson**, Partner, **Squire Patton Boggs**

### **Panellists:**

**Jon Boran**, Head of Future Trade Product, **Lloyds Banking Group**

**Sean Edwards**, Managing Director, Head of Legal - EMEA, Planning Department, Legal Group EMEA, **SMBC International**; Chairman, **ITFA**

**Christian Hausherr**, Product Manager Trade Finance, **Deutsche Bank**

## 12:50 – 14:00 **Networking lunch break**

## 14:00 – 14:45 **Panel: What are the prime reasons corporates move to adopt SCF – is that changing over time?**

Reasons for corporates to enter into SCF structures are varied. But are they changing over time and if so, why? To what extent are commercial, economic and geo-political activity influencing or changing behaviour?

- Ensuring resilience in the supply chain – to what extent has this become more important in geo-economic, geopolitical, and geostrategic global trade competition in the new era of rising trade corridor wars
- The quest for more efficient working capital structures and optimal deploying of working capital in a supply chain perspective – what level has been reached?
- ESG influences, pressure and goals. How much pressure are corporates under to comply and are they getting sufficient help are they getting from SCF practitioners?
- What does the fintech journey look like today?

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### **Moderator:**

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

### **Panellists:**

**Sergio Anton**, Co-founder, **MytripleA**

**Luis Montesinos**, Group Treasurer, **Grupo Lantero**

**Paco Aguilera**, Director, **Rasher Finance**





# Agenda

## 14:45 – 15:30 **Reducing the trade finance gap with SCF – looking at the role of technology in achieving this**

- How interoperability between fintech market players is a key step
- Ensuring connectivity in ERP systems and APIs
- Reducing on-boarding times to realistic scales
- Partnering and collaboration in real-time data sharing
- Providing security confidence to the buyer through adequate penetration testing
- How digitalization can reduce corporate financial fraud
- Automating supplier payments – the latest methodologies

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### **Moderator:**

**Mark Mandula**, Senior Vice President, **United Capital Funding**; Chief Learning Officer, **BCR Publishing**

### **Panellists:**

**Anastasia McAlpine**, Head of Product, Trade & Supply Chain Finance, **Finastra**

**Adam Šoukal**, CEO and Co-founder, **Platební instituce Roger**

**Vinay Chhabra**, Consultant, **African Export-Import Bank**

**Cláudia Márcia dos Santos**, Director, Head of Working Capital Distribution, **MUFG Bank**

**Javier Molinero**, Director, Head of Country, **BFF Bank S.p.A**

## 15:30 – 16:00 **Networking break**

## 16:00 – 16:45 **Understanding supply chain dynamics – what are corporates most concerned about?**

- Overstocking and understocking, just-in-time to just in case – how can buyers ensure their suppliers have the right inventory strategy?
- We have seen the effects of semiconductor availability disruption. What are the sectors that are now troubling supply chains the most and what can SCF practitioners do to help?
- Managing geopolitical disruptive links in the supply chain – slowbalisation and the retreat from free trade and low trade policies and how tariffs are putting up barriers.
- Examining the multibank sector and its growing evolution
- How do entities like ICC, FCI, ITFA, and WTO shape SCF practices?

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### **Moderator:**

**Mónica Fernandez Barbero**, Head of International Factoring, **Caixabank**

### **Panellists:**

**Qamar Saleem**, Head, SME Finance Forum, **IFC**

**Betül Kurtuluş**, Regional Director, Europe and the Middle East, **FCI**

**Alejandra Alcalde**, Executive Director, Head of Supply Chain Finance Global Sales, **BBVA**

**Ayca Kara**, Director, Head of UK & Europe Trade Payables, **Citi**



# Agenda

- 16:45 – 17:30 **Panel: Assessing the growing demand of the mid-cap sector – what are the differences in managing blue chips and mid-caps**
- Risks are higher, credit arbitrage is lower, but the market is largely untapped, isn't it?
  - To what extent are banks and non-banks considering the mid-cap market - both on the buyer and supplier side. Is there money to be made and/or cross selling opportunities?
  - Credit insurance is playing an increasingly important role in SCF. To what extent is it used in the mid-cap sector and how may that role evolve with the use of new technology?
  - Harnessing predictive analytics in SCF to enhance decision-making – how can AI-driven tools support better forecasting, optimize payment terms, and improve overall working capital management?

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**Moderator:**

**Harry Smith**, Vice President, **Artis Finance**

**Panellists:**

**John Omoti**, Head of Supply Chain Finance, **Bank of China Limited, London Branch**

**Maria Camila Munoz Sanchez**, CEO & Founder, **Exponencial Confirming**

**Xiaojing Zhao**, Independent Consultant, AI & Blockchain

- 17:30 – 17:45 **Chairperson's closing remarks**

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

- 17:45 – 19:00 **Networking drinks reception**



## Day Two – 30 January 2025

09:00 – 09:30 **Registration and breakfast**

09:30 – 09:45 **Chairperson's opening remarks**

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**Mark Mandula**, Senior Vice President, **United Capital Funding**; Chief Learning Officer, **BCR Publishing**

09:45 – 10:15 **The role of MDBs and how MDBs can support the markets**

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**Makiko Toyoda**, Global Head, Global Supply Chain Finance Program, Trade and Supply Chain, **IFC**

10:15 – 10:45 **Panel: Invisible banking in SCF – what are the pros and cons?**

- Embedding services into the client's day-to-day functionalities through a data highway connected directly to the corporate's ERP system – the holy grail of working capital solutions?
- Creating seamless services such that the user hardly knows it's there – what are the levels of sophistication required?
- Is this the future of the provision of integrated working capital solutions – looking at technologies that are transforming supply chain finance including risk management?
- Direct plug-ins as opposed to separate portals – is this really what the client wants? What's the treasurer's view?
- How traditional banking institutions can add value in supplier networks of products and services

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**Moderator:**

**Mark Mandula**, Senior Vice President, **United Capital Funding**; Chief Learning Officer, **BCR Publishing**

**Panellists:**

**Ilyas Khan**, Global Head, Supplier Engagement, SCF, Trade and Treasury Solutions, **Citi**

**Maria Camila Munoz Sanchez**, CEO & Founder, **Exponencial Confirming**

**Eugenio Cavenaghi**, Managing Director, European Head of Working Capital Advisory and Structured Trade, **Grupo Santander**

**Agata Wolska**, PhD candidate in banking and finance, Project Manager, **Kozminski University**

10:45 – 11:15 **Networking break**

11:15 – 12:00 **Panel: Ensuring your ESG strategy is optimised, up-to-date and successfully embedded into programmes**

- Should all new programmes be sustainability linked from the start?
- Assessing the efficacy of certification and minimal scoring metrics as incentives.
- Pricing according to sustainability KPIs – agreement methodologies for banks and corporates

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**Moderator:**

**Christian Hausherr**, Product Manager Trade Finance, **Deutsche Bank**

**Panellists:**

**Laura Saavedra Cruz**, Director, Trade Advisory and Structuring, Supply Chain Finance, **ING Bank**

**Markus Renfert**, Senior Counsel, **European Bank for Reconstruction and Development**

**Makiko Toyoda**, Global Head, Global Supply Chain Finance Program, Trade and Supply Chain, **IFC**

**Ricardo Herradón**, Manager, Strategy and Business Development Team, **Twinco Capital**



12:00 – 12:30 **Panel / Fireside chat**

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

**John Omoti**, Head of Supply Chain Finance, **Bank of China Limited, London Branch**

**Makiko Toyoda**, Global Head, Global Supply Chain Finance Program, Trade and Supply Chain, **IFC**

12:30 – 12:45 **Chairperson's closing remarks**

12:45 – 14:00 **Networking lunch**



# Registration

## Pricing

☐ SCF 2025 – Early Bird £1,100\*

*\*expires 30th December 2024*

☐ SCF 2025 – Standard £1,400

The prices are exclusive of Spanish VAT (21%)

If you would like to pay in euro (€1,300 for EBR and €1,600 for standard rate), please contact:

**yongmei.he@bcrpub.com**

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